

## Advanced Computer Techniques (ACT)

### Company Details

**Name:** Advanced Computer Techniques (ACT)  
**Sector:** [Professional Services](#)

#### Description

Charles Lecht founded ACT in 1962 with a capital investment of \$800 and a \$100,000 contract from Univac to fix problems in the compiler for its LARC computer. It went public in 1968 and by 1979 had revenues of nearly \$16.5 million.

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**Facilitators** Luanne Johnson

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#### Statistics

Contributors (0), Events (3), Stories (0), Documents (2), References (1), Discussions (0 threads, 0 posts)

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**Entered By:** Luanne Johnson  
October 25, 2007

### Contributors

#### Contributor Luanne Johnson

**Date Joined** October 25, 2007

#### Job Description

Luanne Johnson is a Co-Chair of the Software Industry Special Interest Group at the Computer History Museum.

#### Statistics

Documents (2) , References (1)

**Date Entered** February 22, 2011

### Timeline

1962

#### Milestones

##### [ACT is founded by Charles Lecht \(1962\)](#)

Charles Lecht founds Advanced Computer Techniques (ACT) with a capital investment of \$800 and a \$100,000 contract from Univac to fix problems in the compiler for its LARC computer.

#### Related References

The Computer Establishment

## 1968

### Milestones

[ACT goes public \(1968\)](#)

ACT goes public in 1968.

### Related References

The Computer Establishment

## 1979

### Milestones

[ACT has revenues of nearly \\$16.5 million \(1979\)](#)

In fiscal 1979, ACT has revenues of nearly \$16.5 million.

### Related References

The Computer Establishment

## Stories

**There are no stories for this company in the collection**

## Documents

**Title: An Interview with Oscar Schachter**

Author: Thomas Haigh

Created: May 7, 2004

Publisher: Charles Babbage Institute, University of Minnesota

Donated By:

Filename: doc-4cb34a4b96fc4.pdf (Size: 11 KB)

Pages: 27

Cataloguer:

Copyright: Charles Babbage Institute, University of Minnesota

Description:

After getting his law degree from Harvard, Oscar Schachter worked on international licensing agreements for a small law firm before going to work for Charles Lecht, the founder of ACT, an early professional services firm. Oscar describes Lecht's flamboyant personality and some of the unusual projects which ACT performed. ACT had an extensive logistics contract in Iran and Oscar tells about running this project in the Middle East. He talks about ACT's attempts to diversify and then its gradual business decline. He describes running Creative Socio-Medics and then returning to the general practice of law. Finally, he discusses his extensive activities within ADAPSO.

Citation: Oscar Schachter, OH 389. Oral history interview by Thomas Haigh, 7 May 2004, Needham, Massachusetts. Charles Babbage Institute, University of Minnesota, Minneapolis.

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Entered By: Luanne Johnson

October 11, 2010

**Title: Oral Recollections from the Professional Services History Meeting**

Author: Software Business History Committee

Report to the Computer History Museum on the Information Technology Corporate Histories Project  
Professional Services Sector

Created: February 15, 2006

Publisher: Computer History Museum

Donated By:

Filename: doc-4cb34e2664355.pdf (Size: 11 KB)

Pages: 41

Cataloguer:

Copyright: Computer History Museum

Description:

The Software Business History Committee organized a meeting with eight of the professional services industry pioneers to discuss their experiences in starting, growing (and later selling) computer programming services and consulting firms during the 1950s through the 1980s. Among the topics discussed were: successful (and unsuccessful) business models; systems and application programs; selling services and establishing customer relations; recruiting and retaining employees; competition and cooperation; the significance of ADAPSO; financing companies and selling companies; and key events which shaped the industry's growth and culture. Lists were constructed of many of the principal companies and some of the other industry pioneers. This will serve as the starting point for constructing a professional services industry genealogy. In addition, oral histories were taken of four of the pioneers in attendance: Werner Frank, Jay Goldberg, Barry Goldsmith and Robert Patrick, the transcripts of which are posted at this CHM oral history website. There are previous oral history interview transcripts of Lee Keet, Oscar Schachter and Larry Schoenberg posted at [cbi.umn.edu](http://cbi.umn.edu) and an extensive memoir written by George Trimble that was published in the Annals of Computing History.

Accession: 102657948

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Entered By: Luanne Johnson

October 11, 2010

## References

**Title: The Computer Establishment**

Author: Katharine Davis Fishman

Created: 1981

Publisher: Harper & Row

Cataloguer:

Copyright: Katharine Davis Fishman

Reference:

Fishman, Katharine Davis. The Computer Establishment. New York, NY: Harper & Row, 1981. See pp. 267-280.

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Entered By: Luanne Johnson

October 25, 2007

Related Events

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ACT goes public

ACT has revenues of nearly \$16.5 million

ACT is founded by Charles Lecht

## Discussions

**There are no discussions for this company in the collection**

Computer Sciences Corporation

**AGS Computers Inc.**

**Company Details**

**Name:** AGS Computers, Inc.  
**Sector:** Professional Services

**Description**

On December 12, 1966, Three parties signed an agreement to form a corporation to be known as AGS Computers, Inc.: Joseph Abrams, Peter Graf, and Lawrence J. Schoenberg. The purpose of the corporation was to "...include the rendering of management consulting services in the field of electronic data processing, including the furnishing of computer programming services and other assistance in the installation and operation of electronic data processing equipment." The document specified share ownership, directors, officers and other positions, and salaries, among other matters.

On 2/14/69, the SEC Form S-1 stated: "AGS Computers, Inc. ('the Company') of 21 East 40th Street, New York, New York 10016, was incorporated in New York on January 4, 1967. Its business is to sell computer programming services and systems (i.e 'software,' as opposed to the actual equipment which is termed 'hardware') to users and potential users and manufacturers of computers. Such activities include development of computer programs and systems to accomplish specific objectives desired by a client, modification of existing systems and programs and evaluation of computers and related equipment. The Company has also developed and sold, and proposes to attempt to continue to develop and market proprietary programs."

AGS grew aggressively from that point forward, mainly based upon internal growth, until the later years when more significant acquisitions were made.

On October 6, 1988, AGS became part of Nynex Corporation as a result of a merger of Nynex ISG Acquisition Company, Inc., a wholly-owned subsidiary of Nynex Corporation, into AGS Computers, Inc.

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**Facilitators** Doug Jerger

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**Statistics**

Contributors (3), Events (62), Stories (3), Documents (56), References (1), Discussions (7 threads, 7 posts)

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**Entered By:** Luanne Johnson  
March 8, 2006

**Contributors**

**Contributor** Joseph Cunningham

**Computer Sciences Corporation**

**Date Joined** April 26, 1973

**Job Description**

Director -Communications and Engineering  
Responsible for all Mini and Micro computer and communications projects dealing with banking funds transfer systems and on air TV broadcasting system.

**Accomplishments**

Designed the first on line live TV broadcast system for display of presidential election results. CBS used the system for the 1974 election and it was the first system to use the Digital Equipment PDP-8 minicomputer with special automatic switching of live video.

**Date Left** September 8, 1977

**Statistics**

Stories (1)

**Date Entered** May 26, 2006

**Contributor** sheldon dansiger

**Date Joined** January 1, 1986

**Job Description**

Branch Manager NYC and Long Island

**Date Left** December 31, 1993

**Statistics**

Stories (2)

**Date Entered** May 3, 2006

**Contributor** Sandra Greer

**Date Joined** November 4, 1975

**Job Description**

I have an 8-page resume! I started with SDA as a COBOL programmer; my first assignment was at NY Telephone. In the next few years I had many interesting assignments, including AT&T in New Jersey, where I was the Unix trial person, Unix having just been released by Bell Labs. I spent a few more years on mainframes, then gradually began doing things with PCs. I worked with Gary Hochron et al. in the Knowledge Engineering Group when that was hot. I got really involved with databases, although once in a while I did a front end. I finally learned Lotus Notes, as a result of an interview set up by Donna Held at Citibank, and did a ton of that through Y2K. I was laid off during the great crash of 2002.

**Accomplishments**

During the SDA and AGS years, I was a member of the informal squad that reviewed

## Computer Sciences Corporation

proposals and letters for grammar, spelling, and sense. The other members were Matthew Ekstein and Evelyn Rudahl, plus the occasional floater. We took English seriously! I also wrote and helped write a number of proposals, taught a few classes, and helped move AGS from 5th Avenue to Park Avenue (testing and wiring PCs, mostly).

**Date Left** September 31, 2002

**Date Entered** April 30, 2006

**Contributor** Doug Jerger

**Date Joined** March 2006

### Job Description

Company Facilitator for Professional Services Sector of ITCHP

### Accomplishments

Gathered and added materials in role of Facilitator

### Statistics

Documents (6) , References (1) , Discussion Posts (7)

**Contributor** Luanne Johnson

**Date Joined** February 2010

### Job Description

Luanne Johnson is the Co-Chair of the Software Industry Special Industry Group at the Computer History Museum.

### Statistics

Documents (1)

**Date Entered** February 24, 2010

## Timeline

1966

### Milestones

#### [Agreement to form AGS Computers, Inc. \(December 12, 1966\)](#)

On December 12, 1966, Three parties signed an agreement to form a corporation to be known as AGS Computers, Inc.: Joseph Abrams, Peter Graf, and Lawrence J. Schoenberg. The purpose of the corporation was to "...include the rendering of management consulting services in the field of electronic data processing, including the furnishing of computer programming services and other assistance in the installation and operation of electronic data processing equipment." The document specified share ownership, directors, officers and other positions, and salaries, among other matters.

Related Documents

**Computer Sciences Corporation**

Agreement among Joseph Abrams, Jografco Inc., and Lawrence J. Schoenberg relating to AGS Computers, Inc.

1967

Milestones

[AGS was incorporated in New York on January 4, 1967 \(January 4, 1967\)](#)

The SEC Form S-1 of 2/14/69 states: "AGS Computers, Inc. ('the Company') of 21 East 40th Street, New York, New York 10016, was incorporated in New York on January 4, 1967. Its business is to sell computer programming services and systems (i.e 'software,' as opposed to the actual equipment which is termed 'hardware') to users and potential users and manufacturers of computers. Such activities include development of computer programs and systems to accomplish specific objectives desired by a client, modification of existing systems and programs and evaluation of computers and related equipment. The Company has also developed and sold, and proposes to attempt to continue to develop and market proprietary programs."

Related Documents

Securities and Exchange Commission, Form S-1, Registration Statement [AGS brochure, circa 1970]

1968

Milestones

[Stockholders approved a qualified stock option plan \(November 1968\)](#)

From the 1969 annual report: "On November 27, 1968, the Company's stockholders approved a qualified stock option plan under which 20,000 shares of common stock were reserved for issuance to officers and employees at prices not lower than the fair market value at dates options are granted. Options are exercisable after one year in accordance with terms fixed by the Board of Directors, but in all cases expire five years from date of grant."

Related Documents

AGS Annual Report, 1969

1969

Milestones

[Adopted policy of deferring the cost of developing proprietary programs \(January 1, 1969\)](#)

From the 1969 annual report: "Effective January 1, 1969, the Company adopted the policy of deferring the cost of developing proprietary programs. The Company previously expensed such costs as incurred."

Related Documents

AGS Annual Report, 1969

## Computer Sciences Corporation

### Sold 105,000 shares of common stock to the public for \$290,075 on June 6, 1969 (June 1969)

From the 1969 annual report: "On June 6, 1969, the company sold 105,000 shares of its common stock to the public for \$290,075, net of expenses related to the public offering."

Related Documents  
AGS Annual Report, 1969

### Diversified the customer base during the year (December 31, 1969)

From the 1969 annual report: "AGS has significantly diversified its customer base during 1969 with not a single client representing as much as 15% of our sales. This is very unusual in our business and augurs well for the future."

Related Documents  
AGS Annual Report, 1969

## 1970

### Milestones

### Acquired Duo Computer Corporation for cash on July 28, 1970 (July 1970)

From the 1970 annual report: "On July 28, 1970, substantially all the assets of Duo Computer Corporation were acquired for cash. This firm is a data input service bureau utilizing optical scanning equipment."

Related Documents  
AGS Annual Report, 1970

### Wrote off development expenses related to EX\*PRESS, an AGS proprietary package (December 31, 1970)

From the 1970 annual report: "Due to a lack of market acceptance of AGS' proprietary package, EX\*PRESS, all costs associated with its development were written off during the year. However, subsequent to the certification of our annual report we entered negotiations with a major CPA firm to market EX\*PRESS through their Management Services Division."

Related Documents  
AGS Annual Report, 1970

## 1971

### Milestones

### Stockholders approved a non-qualified stock option plan (June 1971)

From the 1971 annual report: "In 1971, the Board of Directors authorized and approved a non-qualified stock option loan under which 30,000 shares of common stock are to be reserved for issuance to Company officers and employees at prices not less than 75% of the fair market value on the date of grant."



## Computer Sciences Corporation

Related Documents  
AGS Annual Report, 1971

### [Acquired 25% ownership of Players Computer, Inc., in exchange for sale of Duo Computers \(November 1971\)](#)

From the 1971 annual report: "In November, 1971, the Company sold the business of Duo [Computer Corp.], together with certain fixed assets, to Players Computer, Inc. (Players) for \$9,000 of 6% notes and 5,000 shares of capital stock of Players (representing 25% of the outstanding shares)."

Related Documents  
AGS Annual Report, 1971

### [Paid a dividend of \\$101,085 \(December 31, 1971\)](#)

From the 1971 annual report: "In 1971, the Board of directors declared and the Company paid a dividend of \$101,085 (\$.23 per share). The dividend was authorized by the Board as a distribution of capital and has been so reflected in the financial statements. The three officers referred to in Note 2 own 67% of the outstanding common stock."

Related Documents  
AGS Annual Report, 1971

## 1972

### Milestones

### [With recent growth, AGS sets forth descriptions of eight distinct services and products \(1972 ca.\)](#)

From the 1972 annual report: A description in the 1972 annual report includes the following services and products offered by AGS: Consulting Services, Design Services, Programming Services, Engineering Services, Managerial Services, Education Services, Hardware/Software Products, and Business Forms Products.

Related Documents  
AGS Annual Report, 1972

### [Acquires 18% ownership in IAC Computer Systems, Inc. as result of sale of Players Computer, Inc. \(June 1972\)](#)

From the 1972 annual report: "The company owns 144,242 unregistered shares of IAC Computer Systems, Inc. (IAC), representing approximately 18% of the outstanding shares. These shares were acquired in the sale of the business of the Company's wholly-owned subsidiary, Duo Computer Corp. (Duo), to Players Computer, Inc. (Players) in 1971 for \$9,000 of 6% notes and 5,000 shares of capital stock of Players and the subsequent acquisition of Players by IAC in 1972."

Related Documents  
AGS Annual Report, 1972

### [Paid a dividend of \\$87,900 \(November 1972\)](#)

From the 1972 annual report: "In 1972 and 1971 the Company paid dividends of \$87,900 (\$.20 per share) and \$101,085 (\$.23 per share), respectively. The

## Computer Sciences Corporation

dividends were authorized by the Board of Directors as distributions of net income for 1972 and capital for 1971. The three officers referred to in Note 3 own 67% of the outstanding common stock."

Related Documents  
AGS Annual Report, 1972

## 1973

### Milestones

#### [Creation of AGS Business forms, Inc. \(January 1, 1973\)](#)

From the 1972 annual report: "AGS entered a new area of the data processing field in January, 1973 with the creation of AGS System Forms, Inc. John E. Kridel, formerly Eastern Regional Manager of Control Data Corporation's Business Products Group, heads the five-man sales and support operation. AGS System Forms, Inc. emphasizes in its marketing efforts its responsiveness to design, delivery and general service requirements."

Related Documents  
AGS Annual Report, 1972

#### [Completion of fifth year of public ownership \(December 31, 1973\)](#)

From the 1973 annual report: "AGS completed its fifth year public ownership on 1973. During those five years AGS's revenues have grown six-fold or at a 53% compounded annual rate while its net profits have risen at a compounded rate of 30%. AGS achieved these earnings while spending and expensing considerable sums for expansion in advance of any current requirement. This is our equivalent of research and development and represents AGS's investment in the future."

Related Documents  
AGS Annual Report, 1973

#### [Adopted a profit sharing plan covering all employees with one years of continuous service \(June 1973\)](#)

From the 1973 annual report: "During 1973 the Company adopted a profit sharing plan covering all employees with one year of continuous employment. The annual contribution under the plan, as determined by the Board of Directors, cannot exceed the maximum amount permissible as a deduction for the Company under the applicable regulations of the Internal Revenue Code." It was amended and restated in 1976.

Related Documents  
AGS Annual Report, 1973  
AGS Profit Sharing Plan circa 1973  
Amended and Restated AGS Profit Sharing Plan of 1/1/76

#### [Increased authorized common stock to 2,000,000 shares \(March 1973\)](#)

From the 1973 annual report: "In March, 1973 the stockholders approved an increase in the authorized common stock from 1,000,000 to 2,000,000 shares."

Related Documents

**Computer Sciences Corporation**

AGS Annual Report, 1973

1974

Milestones

[AGS completed it finest year in 1974 \(December 1974\)](#)

From the AGS 1974 annual report: "AGS completed it finest year in 1974. Sales rose 80% while profits increased 27%. The rate of gain was more than double the annual compounded gain of 36% in revenues and 13% in income achieved during the past five years. AGS' profits were sufficient to internally finance the \$1.7 million increase in 1974 revenues and still allow it to pursue various activiteis which would improve its profitability while assuring greater stability."

Related Documents  
AGS Annual Report, 1974

1976

Milestones

[Formed a new Division: AGS Fundamental Systems, Inc. \(June 1976\)](#)

From the 1976 annual report: "During 1976, the Company formed a new subsidiary, Fundamental Systems, Inc., whose business is the purchasing and reconditioning of used computer hardware for ultimate resale to customers."

Related Documents  
AGS Annual Report, 1976

1977

Milestones

[Formed a new Division: Information Systems Division \(January 1, 1977\)](#)

The Division was added in January, 1977. Following is a description of the Information Services Division from the 1976 annual report: "AGS utilizes an IBM S/370-135 to provide a facility management service for foundations and various non-profit institutions. The availability of our own facility provides a marketing advantage for our other divisions. AGS can now offer a more complete added-value service in the applicatioon development, education and system product areas. This facility will also be used for internal training, development and administrative purposes." And elsewhere in the report, in reference to this transaction: "In connection with a recently executed letter of intent between the Company and a customer, the Company has purchased certain of the customer's existing computer equipment for approximately \$190,000 ... and has agree to provide, for a fee, computer processing services to the customer for a five-year period ....)"

Related Documents  
AGS Annual Report, 1976

## Computer Sciences Corporation

### Five year record of consistent growth (December 31, 1977)

From the 1977 annual report: "AGS' record shows consistency of growth (44 straight quarters with a 42% compounded gain over the last 5 years) and continuity of client relationships (95% repeat business). Its current return on capital (36%) is higher than almost all labor intensive (low capital) businesses and its sales per employee (\$50,000) is higher than almost all capital intensive (low labor) businesses."

Related Documents

AGS Annual Report, 1977

### Long-term sales contract for \$1,413,000 (July 1977)

From the 1977 annual report: "In July, 1977, the Company entered into a contract to develop computer system for a customer. Under the terms of the contract, the Company is to purchase the computer equipment (for subsequent resale to the customer), and provide the necessary software to make the system operational. The contract provides for completion of the system by January 31, 1979 with a payment schedule by the customer of approximately \$21,000 per month, without interest, from August, 1977 through January 1, 1983."

Related Documents

AGS Annual Report, 1977

## 1978

### Milestones

#### Acquired PHD for Computing, Inc. (September 1978)

From the 1978 annual report: "On September 26, 1978, the Company acquired all the outstanding common stock of PHD for Computing, Inc. (PHD) for cash of \$139,000 plus \$325,000 6% promissory notes payable in two equal installments in 1979 and 1980. The excess (\$149,330) of cost over underlying value of the net assets acquired is being amortized over a forty-year period."

Related Documents

AGS Annual Report, 1978

## 1979

### Milestones

#### Ranked among the ten largest professional services companies in the United States (December 31, 1979)

From the 1979 annual report: "AGS is one of ten largest computer professional services companies in the United States. The Company has increased its offices to nine by opening an office in Denver in 1979 and in Chicago and London, England early in 1980."

Related Documents

AGS Annual Report, 1979

## Computer Sciences Corporation

### Declared two-for-one stock split (December 20, 1979)

From the 1979 annual report: "On December 20, 1979, the Board of Director declared a two-for-one stock split effective January 1, 1980, with no change in the par value of the Company's shares.

Related Documents  
AGS Annual Report, 1979

### Discontinued operations of the computer equipment sales subsidiary (December 31, 1979)

From the 1979 annual report: "During 1979, the Company discontinued the operations of its computer equipment sales subsidiary. The rented facilities were subleased at no loss to the Company and assets were sold or transferred to the parent without loss."

Related Documents  
AGS Annual Report, 1979

## 1980

### Milestones

#### Profits before taxes exceeded \$1 million (December 31, 1980)

From the 1980 annual report: "Profits before taxes passed the \$1 million level for the first time."

Related Documents  
AGS Annual Report, 1980

## 1981

### Milestones

#### Acquired Eastern Design Company, Inc. (June 1981)

From the 1981 annual report: "During 1981 the Company purchased (i) the business of Eastern Design Company, Inc., a provider of engineering and technical personnel, for \$1,871,000 and...." From the 1980 annual report: "The addition of Eastern Design Company to AGS' corporate umbrella will provide: • Wider range of engineering and design disciplines to large companies. • Expanded geographic coverage : A branch in Westchester; Field locations in Vermont and South Carolina. • Expansion of all AGS services into electronics, aerospace and manufacturing companies. • entry to the CAD/CAM market through the sale of supporting software and computer services.

Related Documents  
AGS Annual Report, 1980  
AGS Annual Report, 1981

#### Acquired Micro Distributors, Inc. (March 1981)

From the 1981 annual report: "During 1981 the Company purchased ... and (ii) a 54% interest in Micro Distributors for \$880,000. In January and May 1982, the

## Computer Sciences Corporation

company increased its investment in Micro Distributors, Inc. to approximately 67% by issuing to minority shareholders 42,700 shares of Common Stock (market value of \$342,000) and by investing \$562,000 directly into Micro Distributors, Inc." From the 1980 annual report: "Micro Distributors is an East Coast distributor of micro computers. It will enhance: • AGS' market position in micro-computers which are the fastest growing segment of the computer field. • Geographic coverage: Office in Washington, DC area; Field locations in Georgia, Florida, Pennsylvania. • the marketing of micro-computers as program development tools and communication links to large companies and their employees. • The development of relationships with new hardware manufacturers. • Research and development into: Alternative marketing approaches; Evaluation and packaging of low cost program products. • The combining of micro-computer distribution and software knowledge in one company will make it easier for AGS/Micro to become a dominant distribution company.

### Related Documents

AGS Annual Report, 1980

AGS Annual Report, 1981

### [The year that AGS 'put it all together' \(December 31, 1981\)](#)

From the 1981 annual report: "1981 was a year in which, to use the lingo of the day, 'we put it all together.'" Sales rose from \$17 million in 1980 to \$39 million in 1981. Net income rose from \$600,000 in 1980 to \$2 million in 1981.

### Related Documents

AGS Annual Report, 1981

## 1982

### Milestones

### [Successful public offering of \\$10,000,000 of convertible debentures in October, 1982 \(October 1982\)](#)

From the 1982 annual report: "During October, 1982, the Company, through a public offering, issued \$10,000,000 of its 12% convertible subordinated debentures due 2002. The debentures, which require sinking fund payments commencing in 1992 are convertible into common stock of the Company at any time prior to maturity at \$11 per share."

### Related Documents

AGS Annual Report, 1982

### [Adopted an incentive stock option plan \(ISOP\) \(June 1982\)](#)

From the 1982 annual report: "During 1982, the Company adopted an incentive stock option plan ("ISOP") which authorized the granting of options for 250,000 shares. The options may be granted at not less than the market price of the shares at date of grant and are generally exercisable over a 10 year period."

### Related Documents

AGS Annual Report, 1982

### [Acquired International Systems, Inc. \(February 1982\)](#)

## Computer Sciences Corporation

From the 1982 annual report: "In February, 1982, the Company acquired all the capital stock of International Systems, Inc. (ISI), a seller of computer software products, in exchange for 435,000 shares of the Company's common stock. This acquisition has been accounted for as a pooling of interests and, accordingly, the results of operations of ISI are included for all periods.

Related Documents  
AGS Annual Report, 1982

### Acquired Erdman, Anthony Associates (January 31, 1982)

From the 1982 annual report: "In January, 1982, the Company purchased for approximately \$530,000 in cash and a note, a 99% interest in a group of companies (Erdman, Anthony Associates) which conduct a professional engineering and design business." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

Related Documents  
AGS Annual Report, 1982

### Acquired Atlantic Software, Inc. (September 1982)

From the 1982 annual report: "In September, 1982, the Company purchased for \$2,000,000 in cash and 240,000 shares of the Company's common stock (market value of \$1,281,000) all of the common stock of Atlantic Software, Inc., which designs, manufactures, and licenses proprietary software products." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

Related Documents  
AGS Annual Report, 1982

## 1983

### Milestones

#### Sold 575,000 shares of common stock to the public at \$15.25 on January 14, 1983 (January 14, 1983)

From the 1982 annual report: "On January 14, 1983, the Company, in a public offering, sold 575,000 shares of its common stock for \$15.25." This offering raised just over \$8,000,000.

Related Documents  
AGS Annual Report, 1982

#### Conversion of \$10,000,000 of debentures to common stock (October 1983)

From the 1983 annual report: "During October, 1982, the Company, through a public offering, issued \$10,000,000 of its 12% convertible subordinated debentures due 2002. The debentures, which were convertible into common stock of the Company at any time prior to maturity at \$11 per share, were called for redemption by the Company on October 1, 1983."

## Computer Sciences Corporation

Related Documents  
AGS Annual Report, 1983

### [Acquired Microamerica Distributing Co., Inc. \(March 1983\)](#)

From the 1983 annual report: "In March, 1983, the Company agreed to acquire all the issued and outstanding shares of stock of Microamerica Distributing Co., Inc., which is an independent distributor of microcomputers, peripherals and software. On March 22, 1983, the Company closed on the purchase of the stock for \$3,900,000 in cash and notes payable of approximately \$1,400,000 due on January 3, 1984." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

Related Documents  
AGS Annual Report, 1983

### [Acquired DISC, Inc. \(June 1983\)](#)

From the 1983 annual report: "In June, 1983, the Company purchased for approximately \$7,179,000 (of which \$3,915,000 is payable in April, 1984) DISC, Inc., which designs proprietary software products. The purchase agreement calls for additional payments if pre-tax income, as defined, exceeds certain minimum amounts during the three year period following acquisition; under this aspect of the agreement an additional \$589,000 was accrued at December 31, 1983." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

Related Documents  
AGS Annual Report, 1983

### [Adopted an employee stock purchase plan \(ESPP\) \(June 1983 ca.\)](#)

From the 1983 annual report: "During 1983, the Company adopted an employee stock purchase plan (ESPP) which authorizes the granting of 250,000 shares of stock to all full-time employees of the Company and its subsidiaries at a price not less than 85% of the market value at date of grant."

Related Documents  
AGS Annual Report, 1983  
Prospectus for AGS Employee Stock Purchase Plan of 6/17/83

### [Adopted an employee stock ownership purchase plan \(June 1983 ca.\)](#)

From the 1983 annual report: "During 1983, the Company adopted an employee stock ownership purchase plan under which all qualified employees of the Company and its subsidiaries are granted shares of stock equal in value to 0.5% of their annual compensation."

Related Documents  
AGS Annual Report, 1983

1984

## Milestones

[Entered into a \\$25 million long-term credit facility loan with banks](#)



## Computer Sciences Corporation

### (February 1984)

From the 1983 annual report: "In February, 1984, the Company increased its credit facilities to \$25,000,000. The facility, which is at prime, is comprised of a \$15,000,000 5 year term loan and a \$10,000,000 revolving credit agreement funding into a 3 year term loan. The agreement prohibits cash dividends and requires that the Company maintain several financial ratios, including a limitation on the ratio of total liabilities to net worth."

#### Related Documents

AGS Annual Report, 1983

### Acquired Software Design Associates, Inc. (January 31, 1984)

From the 1984 annual report: "In January, 1984, the Company acquired Software Design Associates, Inc. (SDA), a software services company for approximately \$12,900,000." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

#### Related Documents

AGS Annual Report, 1984

### Acquired Systems Strategies, Inc. (December 31, 1984)

From the 1984 annual report: "In December, 1984, the Company acquired for \$3,450,000 (of which \$1,000,000 is payable on December 31, 1985 and \$1,000,000 on December 31, 1986) System Strategies, Inc., which provides computer services and develops software products. The purchase agreement calls for additional payments, if pre-tax income, as defined, exceeds certain minimum amounts." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

#### Related Documents

AGS Annual Report, 1984

### Discontinued operations of subsidiary which wholesales third-party software (December 31, 1984)

From the 1984 annual report: "Effective December 31, 1984, the Company adopted a plan to discontinue its subsidiary which wholesales microcomputer software manufactured and packaged by outside vendors....This subsidiary commenced business in late 1983 and did not have a material effect on 1983 operations....The loss on disposal before tax benefits includes the estimated operating losses (\$150,000) prior to the disposal date."

#### Related Documents

AGS Annual Report, 1984

### New York Stock Exchange Listing (January 1, 1984)

From the "Lawrence J. Schoenberg Oral History," 5/3/2002, page 25: AGS became listed on the NYSE in 1984. Why? Per Larry Schoenberg: "There were several reasons why we did it. I don't think it had any dramatic impact one way or other on the company, but it was useful for selling to clients who were gigantic companies themselves....It was a lot of prestige and I think it was the cheaper deal for our shareholders. The spread in the buy and sell price was about half on the New York Stock Exchange what it was in the over the counter market."

## Computer Sciences Corporation

Related References  
Lawrence J. Schoenberg Oral History

### 1985

#### Milestones

##### [Created 401K employee investment plan \(June 1985\)](#)

From the 1985 annual report: "In 1985, the Company and some subsidiaries amended their profit sharing plans to become a 401K employee investment plan."

Related Documents  
AGS Annual Report, 1985  
AGS 401K Investment Plan of 1/1/85

### 1986

#### Milestones

##### [Twenty years of achievement... \(December 31, 1986\)](#)

From the 1986 annual report: "In 1967, AGS was formed to build a leading software company in the United States. Now, twenty years later, our plans and achievements have strategically positioned us to expand our current market leadership position in the computer services industry."

Related Documents  
AGS Annual Report, 1986

##### [Issued \\$40,000,000 of 7 1/2% convertible debentures \(April 1986\)](#)

From the 1986 annual report: "In April, to raise capital for our acquisition program, the Company elected to issue \$40,000,000 of 7 1/2% convertible debentures rather than issue additional common shares....The...debentures, due 2011, are convertible into common stock of the Company at anytime prior to maturity, unless previously redeemed, at \$27.30 per share, subject to adjustment in certain events. The debentures are not redeemable prior to April 15, 1988, unless certain common stock trading prices are maintained and require annual sinking fund payments commencing in 1997 equal to 5% of the aggregate principal amount."

Related Documents  
AGS Annual Report, 1986

##### [Acquired Compuserve \(January 31, 1986\)](#)

From the 1986 annual report: "In January, 1986, the Company acquired Compuserve, a Canadian distributor of microcomputer hardware and software for approximately \$5,000,000." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

Related Documents  
AGS Annual Report, 1986

##### [Acquired Vista Concepts, Inc. \(December 31, 1986\)](#)

## Computer Sciences Corporation

From the 1986 annual report: "In December, 1986, the company acquired for approximately \$19,500,000 Vista Concepts, Inc., which develops and markets computer software for the financial services industry." Accounted for as a purchase; results of operations are included in the Company's financial statements from the date of acquisition.

Related Documents  
AGS Annual Report, 1986

### [Acquired three software systems development companies \(June 1986 ca.\)](#)

From the 1986 annual report: "During 1986, the Company also acquired three software systems development companies for an aggregate purchase price of approximately \$6,700,000. The results of operations for 1985 and 1986 would not have been materially affected if these companies had been acquired on January 1, 1985."

Related Documents  
AGS Annual Report, 1986

## 1987

### Milestones

#### [AGS Computers, Inc. Declares Stock Dividend \(May 18, 1987\)](#)

From The President's Report, 7/13/87: "Our parent company has declared a dividend of one share of AGS Computers, Inc. stock for each share outstanding. The dividend was paid May 29, 1987 to shareholders of record as of May 18, 1987."

Related Documents  
The President's Report

#### [AGS Computers, Inc. Redeems \\$40 million in bonds \(July 2, 1987\)](#)

From The President's Report, 7/13/87: "Our parent company has called for redemption, on July 2, 1987, of all its outstanding 7-1/2% Convertible Subordinated Debentures

Due 2011. The principal amount of each Debenture, together with a premium of 6.75% and accrued interest, will be paid upon redemption. All Debenture holders are entitled to convert the Debentures in denominations of \$1,000 or integral multiples thereof into common stock of the Company at a conversion price equal to \$13.65 a share (after giving effect to the Company's recent stock split) upon surrender of the Debentures to the Company."

Related Documents  
The President's Report

#### [New Members Elected to Board of Directors \(July 1987 ca.\)](#)

From The President's Report, 7/13/87: "Our parent company has added two new members to its Board of Directors, William A. Marquard and Gordon B. Hoffstein ... Our Board of Directors now has eight members: Joe Abrams, Arthur Goldberg, Peter Graf, Gordon Hoffstein, Bill Marquard, Ken

## Computer Sciences Corporation

Peskin, Larry Schoenberg, Chairman, and Tony Stepanski."

Related Documents  
The President's Report

### [Seth Hanover, Senior Vice President, Leaves AGS \(July 9, 1987\)](#)

From The President's Report, 7/13/87: "Seth Hanover, Senior Vice President, is leaving AGS to pursue a personal business venture. We wish Seth the very best in his undertaking and sincerely appreciate his contributions during the last thirteen years to SDA and AGS. Effective July 9, 1987 all Regional Vice Presidents will report directly to Tony Stepanski, President."

Related Documents  
The President's Report

### [AGS Acquires Detroit Area Company \(July 1987 ca.\)](#)

From The President's Report, 7/13/87: "AGS has acquired Computer Consultants, Inc. (CCI), a Troy, Michigan based systems development company. Founded in 1985 by John Wheeland and Ed Bennett, CCI employs 40 people and provides a variety of information systems development services to a diversified group of companies in the greater Detroit area. This unit will operate under its existing management as AGS Computer Consultants, Inc. and serve as our Detroit branch. Effective January 1, 1988, it will do business under the AGS Information Services, Inc. name."

Related Documents  
The President's Report

### [Coopers & Lybrand Expands Licensing Agreement \(July 1987 ca.\)](#)

From The President's Report, 7/13/87: "Coopers & Lybrand has extended its license to use AGS' systems development methodology products in their consulting practice from a North American license to a worldwide license. In addition, they have become a distributor for SDM/Structured and have acquired the right to develop and distribute a version of the methodology under their own name. Under the terms of this new \$1,000,000 contract, AGS will continue to receive royalties on both SDM/Structured and Coopers & Lybrand's version of the methodology."

Related Documents  
The President's Report

## 1988

### Milestones

#### [Merger of AGS Computers, Inc. with Nynex Corporation Subsidiary \(October 1988\)](#)

October, 1988, was the closing month for the merger of Nynex ISG Acquisition Company, Inc., a wholly-owned subsidiary of Nynex Corporation, into AGS Computers, Inc.

Related Documents  
Merger of Nynex into AGS, Volume I

## Computer Sciences Corporation

### Letter of 9/9/88 to incentive stock option holders re distribution of shares of Microamerica, etc. (September 9, 1988)

From the stock option letter of 9/9/88: "Dear AGS Computers, Inc. Incentive Stock Option Holder -- On October 4, 1988, a special meeting of AGS shareholders will be held to vote on the proposed distribution of shares of Microamerica, Inc. and the subsequent merger of AGS Computers, Inc. into a subsidiary of NYNEX Corporation."

#### Related Documents

AGS Incentive Stock Option Letter of 9/9/88

1993

### Milestones

### Tony Stepanski, President and CEO, Leaves AGS (March 16, 1993)

From Stepanski Letter of 3/16/93: "One of my favorite verses from Alice in Wonderland reads:

'The time has come,' the Walrus said,  
'To talk of many things:  
Of shoes - and ships - and sealing-wax -  
Of cabbages - and kings -  
And why the sea is boiling hot -  
And whether pigs have wings.'

March 31st will be my last day at AGS. As the Walrus said 'The time has come,' for me to spend some time with my family, learn to sail, travel to new places, and then pursue other interests...."

#### Related Documents

[Letter - Anthony Stepanski's last day]

## Stories

### **Title: Broadcast System**

Author: Joseph Cunningham

Created: May 26, 2006

Cataloguer:

Copyright:

Story:

Joining AGS Computers in 1973 as a Director of Communications & Engineering, I was responsible for all the company projects dealing with Mini and Microcomputer and communications systems dealing with banking and funds transfer and other special products. The most memorable project during my time with AGS was the design and development of a Video Oriented Broadcast System for the Display of Election Results, which we installed for CBS News to cover the 1974 Election Results.

The following makes good history in that we accomplished major milestones in the chain of bringing new concepts to the over-the air live TV broadcasting of election results.

## Computer Sciences Corporation

Basically, if memory serves me right, there were three reporting levels during a race, in that we had to display the unofficial vote from the precinct, county and state level. Based on computer projections generated by CBS staff, selected sets of precincts were used to estimate the outcome of the race, all of which was done by breaking the vote down into significant demographic components.

CBS Reporting was headed by Walter Cronkite, (CBS Evening News Anchorman), Dan Rather reported on the midwestern states, Mike Wallace reported on the east, Roger Mudd the southern states and Leslie Stahl the west. Reported information was obtained from the result screens provided by EDS. The information was also used to predicate the winner based on an analysis of incoming results.

An upgraded version of EDS was successfully used for the 1976 Presidential race with the determination of the winner going down to last votes. Jimmy Carter (D) with 297 Electoral votes and 40,830,763 popular votes defeated Gerald Ford (R) who had 240 Electoral votes and 39,147,973 popular votes.

The EDS systems working papers were published in a number of journals such as the Proceedings of the Digital Equipment Computers Users Society. We also gave full a presentation to the Society in Miami, Florida in April 1975.

Many people worked on the system such as the DEC personnel with the co-operation of the CBS engineers, however, special thanks are due to the creative talent of Warren Mitofsky and Richard Silverman of CBS who were the force behind the concepts and the resulting operational structure of the system. Acknowledgment is also due to the entire AGS team dedicated to the design, programming and implementation of the hardware and software systems, namely: Al Salcedo, Greg Hansen, Denis Hackney and Sy Berber.

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Entered By: Joseph Cunningham  
May 26, 2006

Related References

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Lawrence J. Schoenberg Oral History  
Related Documents

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20 Years of Achievement ... Just the Beginning  
1974 Marketing Plan

### **Title: The Interview Process**

Author: sheldon dansiger

Created: May 3, 2006

Cataloguer:

Copyright:

Story:

The Interview Process (and beyond)

There was a saying I heard when I was serving my time in the army. It said that there were three ways to do things, the right way, the wrong way and the army way.

The saying could be adjusted for interviews, the right way, the wrong way and the consulting way.

To get perspective on this, you have to realize that when the computer business first started picking up steam, there were none (almost, anyway) computer majors in college.

The people who were getting into the field came from many different areas, the one commonality being they recognized that here was a business where they could function, use their brains, and make good money.

## Computer Sciences Corporation

The consulting business was a natural development, because major companies had fluctuating needs as projects came and went, and they would have needs of a temporary nature. In addition, there was an obvious shortage of available talent. Many of the people entering the business were a little off-center, a little bit eccentric. (Some were a lot off-center/eccentric.) They felt happier in the less formal environment of a consulting firm, with the promise of a varied number of assignments at an assortment of major firms. The corporations were more accepting of this group as outsiders ("After all, they are consultants, not one of the regular staff. What could you expect?")

The college degrees were of an amazing variety. A lot of math majors, a good deal of chemistry, biology or physics majors and a surprising number of English majors. However, in an informal survey of employee resumes we found, among others, zoology, meteorology, visual arts, history, and my personal favorite, philosophy.

The philosophy majors always set me to thinking about the Monty Python skit about soccer being played at the Philosopher Olympics. No one would kick the ball; they all were debating whether the ball really existed.

Naturally, in this type of environment, you had interviews (both ours to select people for the company, and client interviews where they selected people for their projects) that were different from those you would find in all those "How to Pass an Interview" articles that are the source of countless books and articles.

You did not get any of that "Where do you want to be in five years?" "What is your biggest flaw?" or "What is your greatest asset?" type of stuff. No way. Here are some examples.

Early on in my interviewing career, I had a candidate named Louis Jones. He was a light-skinned black man, quite effeminate (he was gay and he made no secret of it) with gold, horn-rimmed glasses, a large mass of hair, and an earring. (Maybe now an earring is not worthy of note. At that time, it was top-of-the-line, lead story news.) He was wearing a general's coat, complete with epaulets.

I asked him where he had been working and he said "IBM in Poughkeepsie – four years".

I asked him what kind of money he was looking for.

He told me, and I said: "Consider it an offer".

He said "No technical interview?" My answer was "If you can look like this, and get a four-year job at IBM, you have to know what you are doing."

He accepted, and a star was born. Customers loved him, because he was an excellent technician, with a great attitude, and a terrific personality.

We settled on a work uniform of dark pants, and a dark shirt (or white shirt if the customer insisted). The earring stayed. Most customers just had him sit in an out-of-the-way cubicle. One day, a very interesting thing happened. A large corporation based in Fon-Du-Lac, Michigan had a desperate need for exactly the skills that were Louis' major points. They were really in bad shape, nothing was working, and deadlines were crashing. I told them I had just the person, BUT. I described Louis the best I could and their answer was that he should fly out there right away for an interview, and that if his technical skills were as advertised, he should be prepared to stay.

I asked Louis if he owned a suit, and he said yes. I told him wear it on the interview, and then he could work his way down the dress code chain as time went by.

Louis needed money and someone to buy the airline tickets, so I told him I would meet him at the airport in the morning and give him the goods. The next morning I was running late, (the Long Island Expressway) and was hoping it would not be difficult to find Louis. It wasn't. He was the guy in the pink

## Computer Sciences Corporation

suit. He pointed out that I had not asked him about the color, only about its existence. Oh well, in for a penny, in for a point. Off he went.

It went fine. They assumed that someone from New York City was SUPPOSED to look like that. He solved their first problem in 15 minutes and everything followed well from that point on.

The original task was three weeks, and there he came home. I asked him if he was the only black at the company, and he said he was the only black in Fon-Du-Lac.

They then called us and said they wanted him to come back for three months to work on Part 2.

One day, we had occasion to interview a candidate at a large publishing firm. Our guy was new to us, so we were not familiar with him on a day-to-day basis. Still, he looked very pale when our salesman, Roger, took him to the interview. We figured it was just nerves.

At the customer's insistence, our salesman, Roger, left the room, and, since it was a long multiple interview at that customer, Roger returned to the office.

About an hour later, the customer called, and was asked how the interview went.

There was a short silence and the customer said, "He died on the interview." Roger said he was surprised, our technical staff thought very highly of him. The customer said, "You don't understand. He died. He passed away." It was a real shocker.

About a year later, Roger was coming back from another interview screaming "I never had anyone die on an interview like this guy today" when someone pointed out about the unlucky candidate from a year back, Roger answered, "At least, he answered four questions correctly first".

There was the evening that we left our British star, Neal, at the office to interview a candidate who had a "hot" skill. When we came in the next morning, we all rushed to read Neal's review from of the interview. It was short and direct.

### REVIEW

1st Question = Candidate looked startled.

2nd Question = He turned white.

3rd Question = He began to shake

4th Question = Candidate threw up all over the desk.

Neal had not bothered to fill in the rating or recommendation boxes. He assumed he had already provided enough information on the subject.

However, we did hunt him down to get the answer to two burning questions.

First - Who cleaned up? Turns out he paid the night cleaning team \$20 to clean it up (He said he would expense it as soon as he figured out what column to put it in.)

The second question was: What was the fourth question he asked the candidate? We wanted to be sure never to pose that question to anybody – ever.

One day, I was forced to stay after work to interview another "hot" skill candidate. In came a curly headed man with a bit of a goofy grin. After a short while, I asked him if he felt there were any problems that might impede him in consulting work. He said, "Yes, there was one".

"I can't work Wednesdays". Great. We had no use for part-time candidates, and I had shot an evening waiting and talking to him.



## Computer Sciences Corporation

“Don’t you want to know why I can’t work Wednesdays?”

I was really irritated, and decided I was not going to give Mr. Goofy Grin the chance to waste anymore of my time, so I said, “No, you have your reasons. You know it could be an impediment, and in our case, was definitely a deal-breaker. It is not necessary to explain”.

“But, I could tell you.” He was anxious to tell his story, but I was determined not to listen.

So, I stood up, shook his hand, thanked him for coming, and walked him to the door and locked it behind him.

In the office the next day, everyone wanted to know the reason he couldn’t work on Wednesdays. They could not believe that I had not asked.

So, I made a contest out of it. Best two theories won prizes. The two winners were:

- 1) His father is a doctor and they played golf on Wednesdays
- 2) He was a Fourth-Day Adventist

I got a call one afternoon from a good customer at a local insurance company.

He said that he had a problem with one of the consultants I had sent him. Actually, it was more than just a problem. He said the guy was the worst he had ever seen.

I hesitated for a moment and then said, “He’s the worst I ever sent you?”

“No. He’s the worst I’ve ever seen – ever seen – yours or anyone else’s.”

I was getting ready to go into my dance, when he said that he was not angry, just curious. His curiosity stemmed from the fact that we had sent him so many good people over the years; he wondered how this clunker got through.

I said I would check it out and get back to him (Of course, first I would replace the consultant).

I looked at the records and found he had been technically interviewed by Cheri, one of my best and toughest interviewers. She was a very interesting woman. One of her many skills was fencing, and she would take her epee with her to practice, while riding on the subway. She was a very pretty blonde, and this led me to come up with one of my favorite fantasies.

Cheri would be riding on the subway and some perv would come up to her and expose himself. At this point, Cheri would draw her sword, and give chase while the guy tried running with his pants down.

Don’t laugh. It could happen. Lots of interesting things happened riding the subway to and from work.

On the 42nd Street Shuttle, a man stepped into the car, and for a moment, appeared to have stepped out of the pages of Gentleman’s Quarterly. He had a beautiful, dark three-piece suit, an elegant white shirt and an Armani tie. He was clean-shaven with his hair beautifully styled. At his side was an understated, clearly expensive attaché case.

His horn-rimmed glasses gave him a look of huge intelligence. There was only one small flaw. He did not have on any shoes or socks.

He sat down, and the crowd in that area all moved swiftly to the other side of the car. Even by subway standards, this guy was scary. Probably a computer programmer.

**Computer Sciences Corporation**

The subway often delivered opera singers, violin players, tap dancers, singing quartets – a never-ending source of entertainment.

But I DIGRESS – BACK TO CHERI AND HER INTERVIEW –

I brought her in and told her about the problem with her candidate.

As I said, Cheri was a pretty blonde. She was also very pale, white skinned.

When I asked her the question, a wave of red rose slowly up her face. She looked a lot like a thermometer on a hot day. She was embarrassed.

After a moment, the confession came.

“When I walked in and saw this guy, I had an overwhelming urge to jump on him, rip off all his clothes and take him on the spot.”

I suddenly realized that the consultant was VERY good looking.

I started to dial the phone.

“Who are you calling, Sheldon?”

“The customer.”

“What are you going to tell him?!”

“Exactly what you told me. Listen and learn.”

I put the call on speakerphone, and spoke to the customer. I told him, “... rip off his clothes...” blah, blah, blah.

He laughed and thanked me. I explained to Cheri that if I had told him about some breakdown in the interview process, he would be asleep by the second sentence. But, THIS he could understand. sausagepizza2000@yahoo.com

-----  
Entered By: sheldon dansiger  
May 3, 2006

**Title: Proposals**

Author: sheldon dansiger

Created: May 9, 2006

Cataloguer:

Copyright:

Story:

The most crucial part of consulting was selling---One of the worst examples I ever saw was when my sister-in-law took up selling Amway products--Her first sale was to us,a rust remover.She brought it to the house,and she applied it to the rust on the stair railing----She looked at the result and said "Holy crap,it works"--Way to sell,Ellie

Selling was tough enough,but selling by proposal was even worse.We once had to do a fixed-price proposal for a customer that we knew only cared about the price (By the way,in consulting when you referred to the F-word,you meant Fixed)--So,to save time and money,I tried a one page sheet that said: "We'll work with verve,we'll work with dash

## Computer Sciences Corporation

For \$80,000 cash"

The response was "You are right, but we can't do it--The customer will be insulted"

So, I bought a ticket to Boiler-plate Land, and got on with it

The NYC Board of Education bid was to supply services in various skills.

We were winners a number of times, and on one new bid to re-win the CICS category, I submitted 3 candidates who we had working on-site under the current contract.

I was told I could not submit them. When I said "Aren't they doing good work"

the response was "They are doing great work. But, that great work might influence the judges, so you can't use them"

So, I bought a ticket to Why-Fight-It land, got three new people and got on with it

When we were trying to win a bid with the U.S. Army, I was given a book of rules that ran 1088 pages---On the bottom of page 867 (I read the whole book, it was like reading what Stephen King might write on a rainy day), it said

"In all disputes, the Army representative will wear 2 hats, one as the defender of the Army's interests and the second as the impartial arbitrator"

I read that line four times and then headed for the exit

We were doing work for International Nickel when they asked us for a proposal for three PL/1 people--We did not get it and about ten days later the customer called and said "I am embarrassed. I went for low price, and got burned. You guys do great work, so, send me three people of your choosing and let's get on with it"

I sent them Greer, Gongola and Granshaw--He loved them--A few weeks later, he said he wanted to ask me a question---

"If I had asked for four people, would the fourth person's name also have begun with G?"

I then realized his conception of how we staffed was that I had a back room filled with people, and just picked the next three names from an alphabetical list--Tough question to answer with a straight face

In conclusion, I provide the quote of one of our star salesmen at a company meeting where he was trying to win an argument. He banged the table and said "I am 94% right 6% of the time". Sounded good to me

SHELDON D-----sausagepizza2000@yahoo.com

-----  
Entered By: sheldon dansiger

May 9, 2006

## Documents

**Title: Agreement among Joseph Abrams, Jografco Inc., and Lawrence J. Schoenberg relating to AGS Computers, Inc.**

Author:

Created: December 1966

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-44565a5de7ca7.pdf (Size: 712 KB)

Pages: 23

Cataloguer: 2006-05-01 Sarah Wilson

Copyright:

Description:

Agreement dated December 1966 among Joseph Abrams, Jografco Inc. (Peter Graf), and Lawrence J. Schoenberg to form AGS Computers, Inc.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

**Computer Sciences Corporation**

Accession: 102663968  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB, 1 bitonal  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663968.agreement.1966

---

Entered By: Sarah Wilson  
May 1, 2006

**Title: Proposal Preparation Guide**

Author:  
Created: 1967  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4457ce10c8731.pdf (Size: 409 KB)  
Pages: 22  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
Partial draft of an early proposal preparation guide, created in 1967.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663989  
Dimensions: 11 x 8.5 in.  
Notes: According to handwritten page numbers, document is incomplete but all available pages were scanned.  
Color depth: 1 bitonal  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663989.proposal\_guide.1967

---

Entered By: Sarah Wilson  
May 2, 2006

**Title: [Letter to a prospect]**

Author:  
Created: March 31, 1967  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4457c94f4b378.pdf (Size: 307 KB)  
Pages: 3  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
Letter to a prospect; an example of an early proposal. Dated March 31, 1967.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006

**Computer Sciences Corporation**

Accession: 102663988  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663988.prospect\_letter.1967

---

Entered By: Sarah Wilson  
May 2, 2006

**Title: AGS Test Data Generator**

Author:  
Created: 1968 ca.  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4457ff69bb631.pdf (Size: 2.23 MB)  
Pages: 21  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
An aid for program testing created circa late 1960's.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663986  
Dimensions: 11 x 8.5 in.  
Color depth: 8 grayscale  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663986.test\_generator.1968

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Entered By: Sarah Wilson  
May 2, 2006

**Title: Data Processing Management Game**

Author:  
Created: 1968 ca.  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4457c592aef64.pdf (Size: 1.06 MB)  
Pages: 7  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
Document describing a game which was intended to help new employees, and others, learn what AGS did as a company. Developed circa late 1960's.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663987

**Computer Sciences Corporation**

Dimensions: 11 x 8.5 in.  
Color depth: 8 grayscale  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663987.dpmanagement\_game.1968

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Entered By: Sarah Wilson  
May 2, 2006

**Title: Standards Manual**

Author:  
Created: 1968 ca.  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4457b19223144.pdf (Size: 1.05 MB)  
Pages: 31  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
Manual of Data Processing Standards, created circa late 1960's.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663985  
Dimensions: 11 x 8.5 in.  
Notes: Page 25 of PDF looks cut-off but source is that way.  
Color depth: 1 bitonal  
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Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663985.standards\_manual.1968

---

Entered By: Sarah Wilson  
May 2, 2006

**Title: AGS Annual Report, 1969**

Author:  
Created: 1969  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4448184d62066.pdf (Size: 586 KB)  
Pages: 6  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1969. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659910  
Dimensions: 11 x 8.5 in.

**Computer Sciences Corporation**

Color depth: 24 RGB  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659910.annual\_report.1969

---

Entered By: Sarah Wilson  
April 20, 2006  
Related Events

---

Adopted policy of deferring the cost of developing proprietary programs  
Diversified the customer base during the year  
Sold 105,000 shares of common stock to the public for \$290,075 on June 6, 1969  
Stockholders approved a qualified stock option plan

**Title: Securities and Exchange Commission, Form S-1, Registration Statement**

Author:  
Created: February 14, 1969  
Publisher:  
Donated By: Lawrence J. Schoenberg  
Filename: doc-444d108f8d5f3.pdf (Size: 600 KB)  
Pages: 3  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright:  
Description:  
Securities and Exchange Commission, Form S-1, Registration Statement. Covering 105,000 shares of common stock to the public for \$290,075 on June 6, 1969. Includes front cover and pages 3 and 4 of the statement.  
Location: 1401:Archive:FF4.1  
Lot number: X3212.2006  
Accession: 102659931  
Dimensions: 13 x 8.5 in.  
Color depth: 24 RGB, 8 grayscale  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659931.securities\_exchange.1969

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Entered By: Sarah Wilson  
April 24, 2006

**Title: AGS Annual Report, 1970**

Author:  
Created: 1970  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-44481dc0b0cfe.pdf (Size: 253 KB)  
Pages: 6  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.

## Computer Sciences Corporation

### Description:

AGS Annual Report 1970. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659911

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659911.annual\_report.1970

---

Entered By: Sarah Wilson

April 20, 2006

Related Events

---

Acquired Duo Computer Corporation for cash on July 28, 1970

Wrote off development expenses related to EX\*PRESS, an AGS proprietary package

### **Title: [AGS brochure, circa 1970]**

Author:

Created: 1970 ca.

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-445696e242f95.pdf (Size: 956 KB)

Pages: 9

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

"AGS Computers, Inc." example of an early corporate sales brochure, circa 1970.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663978

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB, 8 grayscale

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663978.brochure.1970

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Entered By: Sarah Wilson

May 1, 2006

### **Title: Transcript of DSN Software Forum**

Author:

Created: March 18, 1970

Publisher: Data Systems News

Donated By: Lawrence J. Schoenberg

Filename: doc-4457ace343ceb.pdf (Size: 3.10 MB)

Pages: 21



**Computer Sciences Corporation**

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: Data Systems News

Description:

A transcript of a discussion forum about the software business conducted by Data Systems News. Schoenberg, of AGS, is a participant. Others include: Goetz, Welke, Dreyer, among others.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663984

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663984.transcript\_DSN.1970

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Entered By: Sarah Wilson

May 2, 2006

**Title: AGS Annual Report, 1971**

Author:

Created: 1971

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-444820184e44b.pdf (Size: 900 KB)

Pages: 6

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1971. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659912

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659912.annual\_report.1971

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Entered By: Sarah Wilson

April 20, 2006

**Title: Employment Agreement between AGS Computers, Inc. and Lawrence J. Schoenberg 1971**

Author:

Created: December 9, 1971

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-445685638c1f5.pdf (Size: 152 KB)

Pages: 6

Cataloguer: 2006-05-01 Sarah Wilson

**Computer Sciences Corporation**

Copyright:

Description:

Employment Agreement between AGS Computers, Inc. and Lawrence J. Schoenberg 1971

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663971

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663971.employment\_agreement.1971

---

Entered By: Sarah Wilson

May 1, 2006

**Title: AGS Annual Report, 1972**

Author:

Created: 1972

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44492045b8100.pdf (Size: 1.34 MB)

Pages: 8

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1972. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659913

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659913.annual\_report.1972

---

Entered By: Sarah Wilson

April 21, 2006

**Title: AGS Personnel Policies**

Author:

Created: March 7, 1972

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-4457a5e093ac6.pdf (Size: 514 KB)

Pages: 27

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

**Computer Sciences Corporation**

AGS Personnel Policies.

Location: 1401:MS:AA1.2

Lot number: X3212.2006

Accession: 102663983

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663983.personnel\_policies.1972

---

Entered By: Sarah Wilson

May 2, 2006

**Title: AGS Annual Report, 1973**

Author:

Created: 1973

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-4449222dcb1a4.pdf (Size: 1.20 MB)

Pages: 8

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1973. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659914

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659914.annual\_report.1973

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Entered By: Sarah Wilson

April 21, 2006

Related Events

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Adopted a profit sharing plan covering all employees with one years of continuous service

Completion of fifth year of public ownership

Increased authorized common stock to 2,000,000 shares

**Title: AGS Profit Sharing Plan circa 1973**

Author:

Created: 1973

Publisher: AGS Computers, Inc.

Donated By: Robert Trocchio

Filename: doc-44cab023a2c45.pdf (Size: 719 KB)

Pages: 3

## Computer Sciences Corporation

Cataloguer:

Copyright:

Description:

AGS Profit Sharing Plan circa 1973: Plan for profit sharing opportunities for employees.

---

Entered By: Doug Jerger

July 28, 2006

Related Events

---

Adopted a profit sharing plan covering all employees with one years of continuous service

### **Title: 1974 Marketing Plan**

Author:

Created: December 1, 1973

Publisher: AGS Computers, Inc.

Donated By:

Filename: doc-44579b2344d66.pdf (Size: 1.08 MB)

Pages: 12

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

First draft of 1974 marketing plan with hand-written comments, dated December 1, 1973.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663981

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663981.marketing\_plan.1973

---

Entered By: Sarah Wilson

May 2, 2006

### **Title: AGS Annual Report, 1974**

Author:

Created: 1974

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-444924733e848.pdf (Size: 1.29 MB)

Pages: 8

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1974. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659915

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

**Computer Sciences Corporation**

Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659915.annual\_report.1974

---

Entered By: Sarah Wilson  
April 21, 2006

**Title: Employment Agreement between AGS Computers, Inc. and Lawrence J. Schoenberg 1974**

Author:  
Created: December 17, 1974  
Publisher:  
Donated By: Lawrence J. Schoenberg  
Filename: doc-44568352a6856.pdf (Size: 121 KB)  
Pages: 5  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright:  
Description:  
Employment agreement between AGS Computers, Inc. and Lawrence J. Schoenberg. Dated December 17, 1974.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663970  
Dimensions: 11 x 8.5 in.  
Color depth: 1 bitonal  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663970.employment\_agreement.1974

---

Entered By: Sarah Wilson  
May 1, 2006

**Title: AGS Annual Report, 1975**

Author:  
Created: 1975  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4449276430adc.pdf (Size: 1.20 MB)  
Pages: 8  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1975. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659916  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL

**Computer Sciences Corporation**

Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659916.annual\_report.1975

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Entered By: Sarah Wilson  
April 21, 2006

**Title: AGS Helps Companies Like Yours Build Information Systems**

Author:  
Created: 1975 ca.  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4456a3b80149d.pdf (Size: 2.08 MB)  
Pages: 18  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
"AGS Helps Companies Like Yours Build Information Systems" early sales brochure, circa 1975.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663979  
Dimensions: 11 x 8.5 in.  
Color depth: 8 grayscale  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663979.helps\_companies.1975

---

Entered By: Sarah Wilson  
May 1, 2006

**Title: AGS Annual Report, 1976**

Author:  
Created: 1976  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-444928c7480cf.pdf (Size: 280 KB)  
Pages: 9  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1976. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659917  
Dimensions: 11 x 8.5 in.  
Color depth: 1 bitonal  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi

**Computer Sciences Corporation**

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659917.annual\_report.1976

-----  
Entered By: Sarah Wilson

April 21, 2006

**Title: Amended and Restated AGS Profit Sharing Plan of 1/1/76**

Author:

Created: January 1, 1976

Publisher: AGS Computers, Inc.

Donated By: Robert Trocchio

Filename: doc-44cab19fe7e62.pdf (Size: 10.99 MB)

Pages: 47

Cataloguer:

Copyright:

Description:

Amended and Restated AGS Profit Sharing Plan of 1/1/76: Amendment and extension of previous profit sharing plan.

-----  
Entered By: Doug Jerger

July 28, 2006

Related Events

-----  
Adopted a profit sharing plan covering all employees with one years of continuous service

**Title: AGS Annual Report, 1977**

Author:

Created: 1977

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44492ae68b1f3.pdf (Size: 1.69 MB)

Pages: 9

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1977. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659918

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659918.annual\_report.1977

-----  
Entered By: Sarah Wilson

April 21, 2006

**Title: AGS Annual Report, 1978**

Author:

## Computer Sciences Corporation

Created: 1978

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44492c07d6c17.pdf (Size: 1.38 MB)

Pages: 8

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1978. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659919

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659919.annual\_report.1978

---

Entered By: Sarah Wilson

April 21, 2006

Related Events

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Acquired PHD for Computing, Inc.

### **Title: AGS Annual Report, 1979**

Author:

Created: 1979

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44492de5ed1db.pdf (Size: 532 KB)

Pages: 8

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1979. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659920

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659920.annual\_report.1979

---

Entered By: Sarah Wilson

April 21, 2006

### **Title: AGS Annual Report, 1980**



**Computer Sciences Corporation**

Author:

Created: 1980

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44492fbd551d5.pdf (Size: 530 KB)

Pages: 10

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1980. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659921

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB, 1 bitonal

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659921.annual\_report.1980

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Entered By: Sarah Wilson

April 21, 2006

**Title: EX\*PRESS Data Compression System**

Author:

Created: 1980 ca.

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44566fec8bf7.pdf (Size: 633 KB)

Pages: 14

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

Promotional material for EX\*PRESS Data Compression System. Undated.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663976

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale, 1 bitonal

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663976.express\_data\_compression.1980

---

Entered By: Sarah Wilson

May 1, 2006

**Title: AGS Annual Report, 1981**

Author:

Created: 1981

**Computer Sciences Corporation**

Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4449324622ce5.pdf (Size: 1.08 MB)  
Pages: 23  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1981. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659922  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB, 1 bitonal  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659922.annual\_report.1981

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Entered By: Sarah Wilson  
April 21, 2006

**Title: AGS Annual Report, 1982**

Author:  
Created: 1982  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-4449366f799d5.pdf (Size: 3.99 MB)  
Pages: 28  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1982. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659923  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659923.annual\_report.1982

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Entered By: Sarah Wilson  
April 21, 2006  
Related Events

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Acquired Erdman, Anthony Associates  
Acquired Atlantic Software, Inc.  
Acquired International Systems, Inc.  
Adopted an incentive stock option plan (ISOP)  
Sold 575,000 shares of common stock to the public at \$15.25 on January 14, 1983

**Computer Sciences Corporation**

Successful public offering of \$10,000,000 of convertible debentures in October, 1982

**Title: Securities and Exchange Commission, Amendment No. 2 to Form S-1, Registration Statement**

Author:

Created: October 6, 1982

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-444d131b4a490.pdf (Size: 1.80 MB)

Pages: 30

Cataloguer: 2006-04-20 Sarah Wilson

Copyright:

Description:

Securities and Exchange Commission, Amendment No. 2 to Form S-1, Registraton Statement. Covering public offering of \$10,000,000 of convertible debentures on October 6, 1982. Includes front cover and pages 1-29 of the enclosed prospectus.

Location: 1401:Archive:FF4.1

Lot number: X3212.2006

Accession: 102659932

Dimensions: 13 x 8.5 in.

Color depth: 24 RGB, 1 bitonal

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659932.securities\_exchange.1982

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Entered By: Sarah Wilson

April 24, 2006

**Title: AGS Annual Report, 1983**

Author:

Created: 1983

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-44493dbb05f6e.pdf (Size: 4.12 MB)

Pages: 28

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

AGS Annual Report 1983. Statement of operating and financial results.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659924

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659924.annual\_report.1983

**Computer Sciences Corporation**

Entered By: Sarah Wilson  
April 21, 2006

**Title: Securities and Exchange Commission, Amendment No. 1 to Form S-1, Registration Statement**

Author:

Created: January 14, 1983

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-444d1903bfe39.pdf (Size: 1.44 MB)

Pages: 25

Cataloguer: 2006-04-20 Sarah Wilson

Copyright:

Description:

Securities and Exchange Commission, Amendment No. 1 to Form S-1, Registraton Statement. Covering 575,000 shares of common stock to the public at \$15.25 on January 14, 1983. Included are front cover and pages 1-24 of the enclosed prospectus.

Location: 1401:Archive:FF4.1

Lot number: X3212.2006

Accession: 102659933

Dimensions: 13 x 8.5 in.

Color depth: 24 RGB, 1 bitonal

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659933.securities\_exchange.1983

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Entered By: Sarah Wilson  
April 24, 2006

**Title: AGS 1,100,000 Shares, Common Stock**

Author:

Created: January 17, 1983

Publisher: The New York Times

Donated By: Lawrence J. Schoenberg

Filename: doc-444974ee07be0.pdf (Size: 175 KB)

Pages: 1

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: The New York Times

Description:

Newspaper clipping, "Tombstone" from The New York Times announcing offering of 1,100,000 shares of common stock of AGS Computers, Inc. at \$15.25 per share.

Location: 1401:Archive:FF4.1

Lot number: X3212.2006

Accession: 102659934

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

**Computer Sciences Corporation**

\\Archive\resources\text\AGS\_Computers\src

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Entered By: Sarah Wilson  
April 21, 2006

**Title: Prospectus for AGS Employee Stock Purchase Plan of 6/17/83**

Author:

Created: June 17, 1983

Publisher: AGS Computers, Inc.

Donated By: Robert Trocchio

Filename: doc-44caac9abf016.pdf (Size: 6.44 MB)

Pages: 17

Cataloguer:

Copyright:

Description:

Prospectus for AGS Employee Stock Purchase Plan of 6/17/83: For stock purchase opportunities offered to employees.

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Entered By: Doug Jerger  
July 28, 2006

**Title: [Presentation by Larry Schoenberg to investment bankers]**

Author:

Created: August 1983

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-4457a29a18bfa.pdf (Size: 289 KB)

Pages: 11

Cataloguer: 2006-05-01 Sarah Wilson

Copyright:

Description:

Presentation by Larry Schoenberg to Alex. Brown, investment bankers (now Deutsche Bank Alex. Brown) in August 1983.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663982

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663982.schoenberg\_presentation.1983

---

Entered By: Sarah Wilson  
May 2, 2006

**Title: AGS Annual Report, 1984**

Author:

Created: 1984

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

**Computer Sciences Corporation**

Filename: doc-4449421e39af6.pdf (Size: 4.54 MB)  
Pages: 25  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1984. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659925  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659925.annual\_report.1984

---

Entered By: Sarah Wilson  
April 21, 2006

**Title: AGS Annual Report, 1985**

Author:  
Created: 1985  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-444945a224a14.pdf (Size: 2.42 MB)  
Pages: 30  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1985. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659926  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB, 1 bitonal  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659926.annual\_report.1985

---

Entered By: Sarah Wilson  
April 21, 2006

**Title: AGS 401K Investment Plan of 1/1/85**

Author:  
Created: January 1, 1985  
Publisher: AGS Computers, Inc.  
Donated By: Robert Trocchio  
Filename: doc-44caafa28183b.pdf (Size: 7.44 MB)  
Pages: 34

**Computer Sciences Corporation**

Cataloguer:  
Copyright:  
Description:  
AGS 401K Investment Plan of 1/1/85: Description of opportunities for employees.

---

Entered By: Doug Jerger  
July 28, 2006  
Related Events

---

Created 401K employee investment plan

**Title: Dialogues**

Author:  
Created: September 1985  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-44be9849024b6.pdf (Size: 1.36 MB)  
Pages: 4  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
The internal AGS Information Systems Newsletter. Vol 2 No 3, September-December 1985.  
Accession: 102659021  
Dimensions: 14 x 11 in.  
Color depth: 24 RGB  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659021.dialogues.1985

---

Entered By: Sarah Wilson  
July 19, 2006

**Title: AGS Annual Report, 1986**

Author:  
Created: 1986  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-44494bc1a5fb4.pdf (Size: 4.64 MB)  
Pages: 30  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1986. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659927  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff

**Computer Sciences Corporation**

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659927.annual\_report.1986

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Entered By: Sarah Wilson

April 21, 2006

Related Events

---

Acquired Compuserve

Acquired three software systems development companies

Acquired Vista Concepts, Inc.

Issued \$40,000,000 of 7 1/2% convertible debentures

Twenty years of achievement...

**Title: Prospectus \$40,000,000 AGS Computers, Inc.**

Author:

Created: April 18, 1986

Publisher: Morgan Stanley & Co.

Donated By: Lawrence J. Schoenberg

Filename: doc-445690a3dad23.pdf (Size: 1.66 MB)

Pages: 37

Cataloguer: 2006-05-01 Sarah Wilson

Copyright:

Description:

Prospectus offering by AGS Computer, Inc. of \$40,000,000 on 7-1/2% convertible subordinated debentures due 2011. Dated April 18, 1986.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663972

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663972.prospectus.1986

---

Entered By: Sarah Wilson

May 1, 2006

**Title: 20 Years of Achievement ... Just the Beginning**

Author:

Created: 1987

Publisher: AGS Computers, Inc.

Donated By: Lawrence J. Schoenberg

Filename: doc-445796b92e8f6.pdf (Size: 3.95 MB)

Pages: 49

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

A slide presentation for customers and analysts in 1987.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006



**Computer Sciences Corporation**

Accession: 102663980  
Dimensions: 11 x 8.5 in.  
Color depth: 8 grayscale  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102663980.20years\_achievement.1987

---

Entered By: Sarah Wilson  
May 2, 2006  
Related Stories

---

Broadcast System

**Title: AGS Annual Report, 1987**

Author:  
Created: 1987  
Publisher: AGS Computers, Inc.  
Donated By: Lawrence J. Schoenberg  
Filename: doc-44494fb0f1e40.pdf (Size: 4.09 MB)  
Pages: 30  
Cataloguer: 2006-04-20 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
AGS Annual Report 1987. Statement of operating and financial results.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102659928  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659928.annual\_report.1987

---

Entered By: Sarah Wilson  
April 21, 2006

**Title: The President's Report**

Author:  
Created: July 13, 1987  
Publisher: AGS Computers, Inc.  
Donated By: Martin Aronow  
Filename: doc-44bea3cf0ca2a.pdf (Size: 531 KB)  
Pages: 12  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: AGS Computers, Inc.  
Description:  
Letter describing the latest news within AGS, dated July 13, 1987.  
Accession: 102659022

**Computer Sciences Corporation**

Dimensions: 11 x 8.5 in.  
Color depth: 1 bitonal  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src\102659022.president's\_report.1987

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Entered By: Sarah Wilson  
July 19, 2006  
Related Events

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AGS Acquires Detroit Area Company  
AGS Computers, Inc. Declares Stock Dividend  
AGS Computers, Inc. Redeems \$40 million in bonds  
Coopers & Lybrand Expands Licensing Agreement  
New Members Elected to Board of Directors  
Seth Hanover, Senior Vice President, Leaves AGS

**Title: AGS agrees to join with Nynex**

Author: John Harding  
Created: June 11, 1988  
Publisher: The Star Ledger  
Donated By: Lawrence J. Schoenberg  
Filename: doc-44567998cc205.pdf (Size: 196 KB)  
Pages: 1  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: The Star Ledger  
Description:  
A article appearing in The Star Ledger, June 1988.  
Location: 1401:Archive:FF1.2  
Lot number: X3212.2006  
Accession: 102663975  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-04-26 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\AGS\_Computers\src

---

Entered By: Sarah Wilson  
May 1, 2006

**Title: AGS Incentive Stock Option Letter of 9/9/88**

Author:  
Created: September 9, 1988  
Publisher: AGS Computers, Inc.  
Donated By: Joseph Abrams  
Filename: doc-44caae60200e9.pdf (Size: 638 KB)  
Pages: 2  
Cataloguer:

**Computer Sciences Corporation**

Copyright:

Description:

AGS Incentive Stock Option Letter of 9/9/88: Offer of incentive options to qualifying employees.

---

Entered By: Doug Jerger

July 28, 2006

**Title: Merger of Nynex into AGS, Volume I**

Author: L.J. Schoenberg

Created: October 6, 1988

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-44496bea59931.pdf (Size: 18.52 MB)

Pages: 180

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

Merger of Nynex into AGS documents. Includes: transmittal letter; index to documents; closing memorandum; letter of understanding; merger agreement; merger agreement amendment 1.

Location: 1401:Archive:FF3.1

Lot number: X3212.2006

Accession: 102659929

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale, 1 bitonal

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659929.nynex\_merger\_vol1.1988

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Entered By: Sarah Wilson

April 21, 2006

**Title: Merger of Nynex into AGS, Volume II**

Author:

Created: October 6, 1988

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-44496d385afa5.pdf (Size: 673 KB)

Pages: 7

Cataloguer: 2006-04-20 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

Merger of Nynex into AGS documents. Includes: resolutions of shareholders; certificate of merger.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102659930

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-04-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

**Computer Sciences Corporation**

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102659930.nynex\_merger\_vol2.1988

---

Entered By: Sarah Wilson

April 21, 2006

**Title: Nynex Acquisition of AGS Software Adds Expertise**

Author: John Mahnke

Created: October 10, 1988

Publisher: Management Information Systems Week

Donated By: Lawrence J. Schoenberg

Filename: doc-44567569e4107.pdf (Size: 130 KB)

Pages: 1

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: Management Information Systems Week

Description:

A article appearing in Management Information Systems Week, October 1988.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663974

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src

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Entered By: Sarah Wilson

May 1, 2006

**Title: NYNEX and AGS decided to pull together**

Author:

Created: October 19, 1988

Publisher:

Donated By: Lawrence J. Schoenberg

Filename: doc-44567303082aa.pdf (Size: 266 KB)

Pages: 1

Cataloguer: 2006-05-01 Sarah Wilson

Copyright:

Description:

A layout for an ad appearing in The New York Times and Wall Street Journal, October 1988.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663973

Dimensions: 13 x 11 in.

Color depth: 24 RGB

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src

**Computer Sciences Corporation**

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Entered By: Sarah Wilson  
May 1, 2006

**Title: AGS stock certificate containing "thank you" message to Bob Trocchio from Larry Schoenberg**

Author:

Created: December 20, 1988

Publisher:

Donated By: Robert Trocchio

Filename: doc-44cb8f1be891f.pdf (Size: 1.07 MB)

Pages: 1

Cataloguer:

Copyright:

Description:

Wording from the description section of the AGS stock certificate (handwritten after "This certifies that..."): "This certifies that Bob Trocchio is an AGS hero. Many thanks for your support and friendship over the years. Larry Schoenberg"

---

Entered By: Doug Jerger  
July 29, 2006

**Title: A Little Roast and A Big Toast to Joe Abrams**

Author:

Created: December 6, 1990

Publisher:

Donated By: Martin Aronow

Filename: doc-445681350ec8d.pdf (Size: 539 KB)

Pages: 4

Cataloguer: 2006-05-01 Sarah Wilson

Copyright:

Description:

Program for "A Little Roast and A Big Toast to Joe Abrams" dated December 6, 1990.

Location: 1401:Archive:FF1.2

Lot number: X3212.2006

Accession: 102663969

Dimensions: 8.5 x 5.5 in.

Color depth: 24 RGB

Digitized: 2006-04-26 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src\102663969.littleroast\_bigtoast.1990

---

Entered By: Sarah Wilson  
May 1, 2006

**Title: [Letter - Anthony Stepanski's last day]**

Author: Anthony Stepanski

Created: March 16, 1993

Publisher: AGS Computers, Inc.

Donated By: Martin Aronow

## Computer Sciences Corporation

Filename: doc-44bea53a332a6.pdf (Size: 35 KB)

Pages: 1

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: AGS Computers, Inc.

Description:

Letter from Anthony Stepanski announcing his last day would be March 16, 1993.

Accession: 102659023

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\AGS\_Computers\src

---

Entered By: Sarah Wilson

July 19, 2006

### **Title: "One for the History Books" Workshop**

Author:

Created: September 24, 2000

Publisher: Software History Center

Donated By:

Filename: doc-4b855b48bd5ea.pdf (Size: 286 KB)

Pages: 48

Cataloguer:

Copyright:

Description:

On September 22 and 23, 2000, The Charles Babbage Institute sponsored a conference in Palo Alto, CA, on the impact of IBM's decision in 1969 to unbundle the price of software from the price of hardware on the emergence of companies selling software as a product. Many of the attendees at the conference were people who had founded software companies in the 1960s and early 1970s, so The Software History Center decided to take advantage of the congregation of so many people who had participated in the early software industry to organize a workshop for the following day. The purpose of the workshop was to ask people to recollect their experiences in founding their companies and especially to discuss factors other than unbundling which affected the early growth of their companies. Conference reporters were on hand to transcribe the conversations that took place. The following is a transcript of that meeting.

---

Entered By: Luanne Johnson

February 24, 2010

## References

### **Title: Lawrence J. Schoenberg Oral History**

Author: Martin Campbell-Kelly

Created: May 3, 2002

Publisher: Software History Center

Cataloguer:

Copyright:

Reference:

Citation: Lawrence J. Schoenberg, OH 343. Oral history interview by Martin Campbell-Kelly, 3 May 2002, Washington, D.C. Charles Babbage Institute, University of Minnesota, Minneapolis.

## Computer Sciences Corporation

<http://www.cbi.umn.edu/oh/display.phtml?term=schoenberg&search=Submit>

---

Entered By: Doug Jerger

March 30, 2006

Related Stories

---

Broadcast System

Related Events

---

New York Stock Exchange Listing

## Discussions

### Fixed vs. Time and Materials Pricing / Customer Relationships

Posted by: DJerger (IP Logged)

Date: April 9, 2006 11:05AM

Here is a paragraph from the "Lawrence J. Schoenberg Oral History," 5/3/2002, page 21: "Well we tried to sell on time and materials. A certain percentage of your work landed up on fixed price and some of it, I would say, we actually solicited on that basis but I'm not sure of that. We knew already how dangerous fixed prices were. But I remember some of our most successful fixed price jobs were successful because we had the most ornery son-of-a-guns leading the projects. We had one guy threaten to shoot the client. Literally. I got called in the middle of the night by this guy. I had to come out and sit with them because he was threatening to shoot the client. So I go out there and I say to the guy, what is going on? He says if we don't get this computer time now we're not going to get the project done. And so he got the project done. Ticked the client off no end, but he got it done. And that is the kind of person it took. But it doesn't lend itself to repeat business. In some ways this may be rewriting history. I'm not sure we really recognized that systems software was more do-able on a fixed price basis. But in fact it was. Much cleaner interfaces that defined what you were doing."

Questions: Did perspectives over time change relative to fixed price vs. T&M pricing? How did attitudes toward customers change over time -- as opposed to this incident that did not "...lend itself to repeat business?"

### Early AGS Software Products

Posted by: DJerger (IP Logged)

Date: April 9, 2006 10:48AM

In the early years, there were three AGS software products: a report generator, a test generator, and a data compression program (Express). What prompted their development or acquisition? Were they beneficial for AGS in the short-run? In the long-run?

### Memorable People at AGS

Posted by: DJerger (IP Logged)

Date: March 27, 2006 05:03PM

To appreciate the working atmosphere in your experience at AGS: Who stands out as a particularly memorable colleague while you were at AGS? What made them memorable? What did you think of your colleagues when you were there? What do you think of them now?

### Leadership at AGS

Posted by: DJerger (IP Logged)

## Computer Sciences Corporation

Date: March 27, 2006 05:02PM

To get a sense of the nature how leadership might have been exhibited at AGS: Who in the company influenced you the most, and how was that influence conveyed?

### **Market Competition for AGS**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 05:01PM

For some appreciation of the market at that time: Which organizations provided the most competition for AGS? What made them good competitors?

### **AGS Milestones for AGS Timeline**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 05:00PM

Suggestions for additional AGS milestones for the AGS Timeline would be welcomed. There is nothing magical about the number of them and the ones shown, as of 3/1/06, may be viewed as a "starter set." To avoid possible confusion in making entries, the ability to modify the Timeline is available only to the Company Facilitator. So, if you merely respond to this message, I will take a look at such suggestions. Or, if you want to send it to me directly please use my email address, which you all have seen several times, I expect.

### **Nature of the Engagements at AGS**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 04:58PM

For some feeling for the nature of the engagement work that was done at SDA: What was the most interesting job you worked on? What made it so interesting?



Computer Sciences Corporation

**CACI**

**Company Details**

**Name:** CACI  
**Sector:** [Professional Services](#)

**Description**

Harry Markowitz and Herb Kerr founded CACI in 1962 as California Analysis Center, Inc. Their objective was to provide consulting services and training to users of the SIMSCRIPT logistical simulation program which was developed at RAND Corporation and placed in public domain through SHARE. CACI subsequently developed and marketed a proprietary version of SIMSCRIPT, a version of which is still sold by CACI today.

[CACI Website](#)

---

**Facilitators** Luanne Johnson

---

**Statistics**

Contributors (0), Events (0), Stories (0), Documents (0), References (0), Discussions (0 threads, 0 posts)

---

**Entered By:** Luanne Johnson  
February 26, 2010

**Contributors**

**There are no contributors for this company in the collection**

**Timeline**

**There are no events for this company in the collection**

**Stories**

**There are no stories for this company in the collection**

**Documents**

**There are no documents for this company in the collection**

**References**

**There are no references for this company in the collection**

**Computer Sciences Corporation**

**Discussions**

**There are no discussions for this company in the collection**

## Computer Sciences Corporation

# CGA

### Company Details

**Name:** CGA  
**Sector:** [Professional Services](#)

### Description

CGA was founded in 1968; the name represented the first letters of the names of the three founders. CGA became a public company in 1969 and grew to be a firm of over 1,000 people with offices around the country offering both professional services and software products to large corporate enterprises with revenues approaching million. The company was sold in the 1980's in several phases. First the consulting division with about 1000 employees was sold to the French company Cap Gemini Sogeti and CGA became the re-named "Cap Gemini America." The software division which contained the Top Secret product (a leading mainframe security period) was sold to Computer Associates. Other datacenter management products were sold to Duquesne Systems. The applications software division was sold to the management of that division. All sales were completed by the spring of 1986.

---

**Facilitators** Doug Jerger

---

### Statistics

Contributors (6), Events (48), Stories (3), Documents (16), References (0), Discussions (7 threads, 8 posts)

---

**Entered By:** Luanne Johnson  
July 16, 2005

### Contributors

**Contributor** Ray Arello

**Date Joined** August 10, 1974

### Job Description

Started as a Systems Analyst on the Uniform Dental Claims Processing System (UDCPS) for Blue Cross/Blue Shield of NY. Took over Barry Goldsmith's role as Project Manager so he could go back to running the company. Subsequently I was responsible for selling the UDCPS to 10 other BC/BS plans and managed the implementation of the system at each location. Lots of time on the road but as this was early in my career it was a great learning experience and laid the groundwork for future senior leadership roles.

### Accomplishments

During my 11 years with CGA I held a variety of positions including Technical Director, VP Technical Services, Branch Manager, Regional Manager and VP of Sales for NY/NJ. In April 1979 I moved to Chicago to help establish the Chicago office and to later help open offices in Milwaukee and Minneapolis. I also supported the Dallas office in it's early stages by performing on-site technical interviews in it's early days. Moving back to NJ in November 1983 I started as a rookie sales rep and in 18 months became the VP of Sales for NY and NJ.

**Computer Sciences Corporation**

**Date Left** July 1985

**Date Entered** May 2, 2006

**Contributor** Beryl Blickstein

**Date Joined** January 15, 1977

**Job Description**

Vice President of Technical Operations for the Mid Atlantic Region (Baltimore, Washington, Philadelphia, and Richmond).

**Accomplishments**

Managed three branch Technical Directors, ten Account Managers, and more than 100 Computer Consultants serving more than thirty clients. Supported sales staff in client qualification, project estimating, proposal preparation, marketing presentations, and closing. Personally responsible for project management, personnel hiring, training, and administration, and quality control. Regional Management duties include strategic planning, budgeting, business forecasting, and new product development.

**Date Left** July 1, 1984

**Date Entered** May 25, 2006

**Contributor** Wilford Clarke

**Date Joined** 1977

**Job Description**

Consultant

**Date Left** 1981

**Date Entered** April 17, 2006

**Contributor** Barry Goldsmith

**Date Joined** May 1969

**Job Description**

Founder and President

**Date Left** December 1985

**Date Entered** January 5, 2006

**Contributor** Doug Jerger

**Date Joined** May 2005

**Job Description**

Company Facilitator, Professional Services Sector

**Accomplishments**

## Computer Sciences Corporation

Gather and submit information about the company.

### Statistics

Stories (2) , Documents (2) , Discussion Posts (7)

**Date Entered** August 15, 2005

**Contributor** Michael Schermer

**Date Joined** 1980

### Job Description

I was hired by Larry Robinson to start a South West Region for CGA that was to be based in Dallas. My first assignment was to spend a week with Rich Earley in Chicago to see how his successful operation was run.

### Accomplishments

Once the Dallas Branch was established, we then opened a Houston Branch. I stayed with CGA through the Cap Gemini merger until 1990

**Date Left** 1990

### Statistics

Stories (1) , Discussion Posts (1)

**Date Entered** May 6, 2006

**Contributor** Mark Silverstein

**Date Joined** August 1982

### Job Description

Started out as a Maniframe program and worked my way up to a Technical driector, MPS or what ever other title they called it during my 13 years there.

### Accomplishments

My first exposure to a management role occured at CGA. CGA was a great company to learn and grow from.

**Date Left** April 1995

**Date Entered** April 10, 2006

## Timeline

1968

Milestones

### CGA founded (May 1968)

Three employees of RCA's EDP division had been working on starting the company for many months prior and gave official notice and started the company in May of 1968. The letters of their last names provided the name for CGA.

## Computer Sciences Corporation

### Related Documents

Goldsmith, Barry: Email of 5/23/05

Goldsmith, Barry: Email of 7/1/05

### Established Qualified Stock Option Plan (May 6, 1968)

From the 1970 CGA annual report, footnote 5 (a): The inception of a CGA Qualified Stock Option Plan was May 6, 1968. "As of May 1, 1970, 25,000 shares of Common Stock were reserved under a Qualified Stock Option Plan for issuance at not less than market value at date of grant to key employees, including officers who are directors (10,000 additional shares will be reserved under this Plan upon stockholder approval.) Under the Plan, options shall become exercisable for four years from the date of grant, 30% at the end of the first year, 30% at the end of the second year, and 40% at the end of third year."

### Related Documents

CGA Annual Report, 1970

## 1969

### Milestones

### Established Incentive Stock Purchase Plan (June 30, 1969)

From the CGA 1970 annual report: "On June 30, 1969, The Board of directors of the Company adopted an Executive Incentive Stock Purchase Plan, under which 50,000 shares of the Company's Common Stock were reserved for issuance to key executives and Directors. Under the Plan, The Board of Directors may allocate a number of shares of Common Stock of the Company to key executives and Directors, at a price to be determined by the Board, but shall not be less than \$1.00 per share. These shares are restricted...."

### Related Documents

CGA Annual Report, 1970

### CGA goes public for \$ 600,000 (August 6, 1969)

CGA becomes a public company raising \$ 600,000. These proceeds kept the company in business during some very slow years in the early 70's and also funded the development of some software products that were not ultimately successful. Also this offering created a partnership "squabble" and two of the founding partners left the company prior to this offering.

### Related Documents

Goldsmith, Barry: Email of 7/1/05

### Acquisitions of companies (January 1, 1969)

From 1969 until 1974, when consulting services business was slow CGA made acquisitions of other unrelated companies.

### Related Documents

Goldsmith, Barry: Email of 7/1/05

## 1970

## Computer Sciences Corporation

### Milestones

#### Formed CGA Data Services (June 30, 1970)

From the 1970 CGA annual report: "In June of 1970, CGA formed a wholly owned subsidiary [CGA Data Services] ... to offer the services and benefits of an IBM 360/40. We look forward to this subsidiary becoming a major area of growth for CGA in the coming fiscal year."

#### Related Documents

CGA Annual Report, 1971

CGA Annual Report, 1970

#### Formed Chartcraft Computer Associates, Inc. (July 31, 1970)

From the 1970 CGA annual report: "In July, 1970, CGA along with Chartcraft, Inc., a company that produces technical financial information for the investment community, formed Chartcraft Computer Associates, Inc., ... chartered to provide certain technical information to the financial community through a computerized data base."

#### Related Documents

CGA Annual Report, 1970

#### Issued \$300,000 of 7% convertible subordinated debentures (May 1, 1970)

As of May 1, 1970, the CGA balance sheet reflected \$300,000 of 7% convertible subordinated debentures, due 8/14/79. From the 1970 CGA annual report: "The Company may redeem the Debentures, in whole or in part, at any time after January 1, 1970,....The holders ...may convert the principal of such Debentures into common stock at \$2.50 per share through August 14, 1979...."

#### Related Documents

CGA Annual Report, 1970

#### Loan of \$100,000 to Dimode Industries, Inc. (June 18, 1970)

From the 1970 CGA annual report: "On June 18, 1970, the Company entered into an agreement loaning Dimode Industries, Inc., \$100,000 with interest at the rate of 18% per annum for approximately a one-month period....On July 16, 1970, the Company extended the loan for an additional 60 days with the same terms as stated above except that additional security is being held...."

#### Related Documents

CGA Annual Report, 1970

## 1971

### Milestones

#### Acquired Danzig-Nevis International and Nevis-Wallen Associates (August 3, 1971)

From 1971 CGA annual report: "On August 3, 1971, as part of our diversification plan, we acquired Danzig-Nevis International and Nevis-Wallen Associates. These companies provide services and products in the area of management and

## Computer Sciences Corporation

professional development to industrial and educational organizations. Nevis-Wallen, a management consulting organization provides consultation and training services to some of the nation's leading corporations. Danzig-Nevis International was formed in December of 1969 to develop educational products to be used to aid in the development and training of managerial and professional people. This company was formed to meet the changing demands of the management education market. The initial reception of our first product 'Blocks to Creativity' is extremely favorable." Aggregate purchase price for the two entities: \$67,500 and 10,000 shares of common stock with additional consideration to be paid on the basis of future profitable operations.

Related Documents  
CGA Annual Report, 1971

### Note Receivable from Dimode Industries for \$100,000 (April 30, 1971)

From the 1971 CGA balance sheet: As of April 30, 1971, the Dimode loan agreement had been converted to a demand note receivable bearing interest at the rate of 10% and secured by (a) all of the outstanding stock of three Dimode subsidiaries (Minisink and Burton) and two inactive subs, (b) a secondary security interest in the accounts receivable of Minisink, (c) all accounts receivable of Dimode from operations of its Pemco Division prior to May 1, 1970, (d) a \$50,000 convertible subordinated debenture of Pemtek, owned by Dimode, and (e) all the common stock of Pemtek. In addition the Company has guaranteed the following: (a) a loan of up to \$30,000 to a Dimode sub, (b) accounts payable of up to \$25,000 to a supplier of Dimode which is secured by the pledging of a \$25,000 certificate of deposit of the Company. "A present and a former director of the Company are or have been associated with Dimode Industries, Inc., as security holders or as an officer."

Related Documents  
CGA Annual Report, 1971

## 1972

### Milestones

### Dimode \$100,000 Note Called, Not Paid (January 15, 1972)

From the 1972 CGA annual report: "In January, 1972, the Company called the note and payment was not received. Under the collateral agreement, the Company appointed a manager for Dimode's active subsidiaries, "Minisink" and "Burton," and has taken control of their operations....In October, 1972, the Company started proceedings necessary to assume ownership of these subsidiaries of Dimode....In September, 1972, the "Pemtek" debentures and stock were sold for \$9,000 which will be applied against the balance of the Dimode note."

Related Documents  
CGA Annual Report, 1972

## 1974

### Milestones



## Computer Sciences Corporation

### CGA split into two parts (May 1974)

In May of 1974, CGA was split into 2 parts. One contained all the non-computer business and went with other management. All the computer related businesses stayed in CGA which began to focus just on professional services. Revenues at that time were slightly in excess of \$1 million.

#### Related Documents

Goldsmith, Barry: Email of 7/1/05

### Organization and Reorganization (June 28, 1974)

From the 1975 CGA annual report: "The Company, a Delaware corporation, was incorporated on May 3, 1973, with authorization to issue 1,000,000 shares of common stock having a par value of \$.10 per share. By an agreement dated May 1, 1973, the Company issued 300,200 shares of its common stock to CGA Computer Associates, Inc., a New York corporation, in exchange for the latter's computer software business and the assets and liabilities pertaining thereto. The stock was subsequently distributed by the New York corporation as a distribution in kind to its shareholders of record on June 28, 1974."

#### Related Documents

CGA Annual Report, 1975

## 1975

### Milestones

### Introduced line of software packages (April 30, 1975)

From the 1975 CGA annual report: "During this fiscal year ended 4/30/75, CGA introduced a line of software packages designed to give management audit points in the implementation of a data processing project. The cost of these products has been fully expensed and we expect these software packages to assist us in diversifying our revenue base."

#### Related Documents

CGA Annual Report, 1975

## 1976

### Milestones

### Acquired two significant software products (June 1976 ca.)

In 1976 CGA acquired 2 software products which formed the basis of the software products division, one of which was INQUIRY/IMS, an English language query language. Also opened a software development office in Rockville MD.

#### Related Documents

Goldsmith, Barry: Email of 7/1/05

CGA Annual Report, 1976

## 1977

### Milestones

## Computer Sciences Corporation

### Redemption of option agreement (1977)

From the 1978 CGA annual report: "An option agreement, reserving 20,000 shares of common stock through June 25, 1983, was redeemed by the Company during the year ended April 30, 1977, for \$13,000, and was subsequently cancelled. The redemption amount was charged to amount contributed in excess of par value."

#### Related Documents

CGA Annual Report, 1978

### Acquired PsiTran Corporation (March 1977)

In March of 1977, CGA acquired PsiTran Corporation, a professional services firm servicing the Federal Government. The acquisition provided confidence to grow outside of the New York, New Jersey markets.

From the 1977 CGA annual report: "The purchase agreement provided for a purchase price of \$225,000 for the net assets, including \$96,000 of existing computer software products. The agreement also provided for a reduction in the purchase price if the net assets acquired, excluding the computer software products, were less than \$129,000, and permitted the Company to withhold \$75,000 for 90 days beyond the acquisition date."

#### Related Documents

Goldsmith, Barry: Email of 7/1/05

CGA Annual Report, 1977

### Opened Chicago Office (November 1977)

Opening the Chicago office demonstrated that growth organically as successfully as we could do through acquisitions for less cost. Subsequently, CGA opened many other offices around Washington (Baltimore and Richmond) and around Chicago (2 in Chicago, plus Milwaukee, Minneapolis)and, also, in Dallas and Houston.

#### Related Documents

Goldsmith, Barry: Email of 7/1/05

CGA Annual Report, 1977

## 1978

### Milestones

### 10th anniversary of founding (April 30, 1978)

From the 1978 CGA annual report: "The 1978 fiscal year was a memorable one for CGA Computer Associates, Inc. A milestone year that marked the completion of our first decade and our tenth consecutive year of growth....

"CGA has come a long way in its first decade. In May of 1969 we reported first year sales of \$248,379 and a loss for that first full year of operations. Three people comprised the start-up organization and the physical facilities encompassed two very modest rooms. Today, we number over 200 on staff, largely data processing professionals, and we have significant facilities in four major metropolitan areas, in addition to the corporate headquarters in Cranford, New Jersey. CGA had total assets of \$146,109 at the close of its first year, as compared to assets of approximately \$1.7 million at the end of fiscal 1978. We actually had a negative

### Computer Sciences Corporation

book value of \$46,290 that first year, as compared to the present book value of \$1,113,077, or \$2.49 per share."

Related Documents  
CGA Annual Report, 1978

#### Retired 7% subordinated debentures (April 30, 1978)

From the 1978 CGA annual report: "A further accomplishment of the past year was the extinguishment of long-term debt, consisting of \$103,000 of 7% subordinated debentures due in 1979. Of the total amount, \$44,500 were redeemed at par and the balance if \$58,500 was converted into 46,800 shares of common stock."

Related Documents  
CGA Annual Report, 1978

#### Segregation of consulting and product businesses (January 1, 1978)

From the 1978 CGA annual report: "On January 1, 1978, the proprietary software product business of CGA Computer Associates, Inc. and Psi-Tran Corp., including certain assets related thereto, was transferred to a newly formed subsidiary, CGA Computer Associates of Maryland, Inc., for the purpose of segregating the proprietary software product business from the software consulting business."

Related Documents  
CGA Annual Report, 1978

#### Litigation relative to Psi-Tran acquisition (April 30, 1978)

From the 1978 CGA annual report: "During the year ended April 30, 1978, three separate actions were brought against the Company in the Circuit Court of Arlington, Virginia, all arising from the acquisition of Psi-Tran Corp. One action results from a claim by the seller for approximately \$34,000, the balance of the purchase price which has been withheld by the Company. The amount withheld, which is included in current liabilities, represents the Company's claim for liabilities which were not disclosed by the seller. The other actions result from the termination of an employment contract and a claim for royalties. The Company's management is of the opinion that these actions are without merit and there will be no additional liability to the Company."

Related Documents  
CGA Annual Report, 1978

#### Sale of "IN?UIRY/IMS" (May 11, 1978)

From the 1978 CGA annual report: "On May 11, 1978, the company entered into an agreement for the sale of a software program known and marketed under the name "IN?UIRY/IMS," including the Company's rights under the license agreements in effect. The agreement provides for the Company to receive a percentage of the revenues realized by the purchaser over a three year period, with a minimum guarantee of \$200,000."

Related Documents  
CGA Annual Report, 1978

## Computer Sciences Corporation

1979

### Milestones

#### [Began international recruiting of professionals \(June 1979 ca.\)](#)

During 1979 CGA was unable to hire enough professionals to staff its engagements so it started an international recruiting effort and successfully recruited from Scotland, England and Canada, fueling growth of greater than 50%.

#### Related Documents

Goldsmith, Barry: Email of 7/1/05

#### [Sale of Psi-Tran \(February 28, 1979\)](#)

From the 1979 CGA annual report: "In February 1979, CGA sold its Psi-Tran consulting operation, located in Washington, DC. Psi-Tran contributed about \$900,000 of the \$8,789,000 fiscal 1979 revenues, but only operated at a break-even level. Margins were not as strong as in other parts of our business, and we felt it wiser to redeploy the required financial and executive resources in more productive areas of our business....The agreement provided for the Company to receive \$235,658, resulting in a gain of \$53,287, which is included in other income."

#### Related Documents

CGA Annual Report, 1979

#### [Naming of CGA Software Products Group \(April 30, 1979\)](#)

From the 1979 CGA annual report: "Our proprietary software increased its revenues by 30.4 percent this past year, and represents an outstanding growth area for CGA Computer Associates, Inc. We are moving vigorously to capture a larger share of this market. We have elected a Vice-President of the Software Products Group, are upgrading our sales force and are actively seeking new products to market. To give our software unit a more distinct identity, it has been renamed CGA Software Products Group."

#### Related Documents

CGA Annual Report, 1979

#### [Repurchase of 24,600 outstanding shares \(March 31, 1979\)](#)

From the 1979 CGA annual report: "In March, 1979, the Company purchased 24,600 shares of its outstanding common stock at an aggregate cost of \$50,000. These shares were subsequently retired."

#### Related Documents

CGA Annual Report, 1979

#### [Stock dividend declared \(April 30, 1979\)](#)

From the 1979 CGA annual report: "On April 30, 1979, the Company declared a 10% stock dividend on the 422,400 previously outstanding shares, payable May 25, 1979, to stockholders of record on May 10, 1979. Accordingly, the Company issued 42,238 full shares. The sum of \$168,960 was transferred from Retained Earnings. For purposes of financial reporting, this dividend has been treated as if issued on April 30, 1979."

## Computer Sciences Corporation

Related Documents  
CGA Annual Report, 1979

### 1980

#### Milestones

##### Established a Turnkey System Division (March 31, 1980)

From the 1980 CGA annual report: "CGA recently established a Turnkey System Division to market minicomputer systems, including the development of the necessary software. The division will select, furnish and install computer hardware and software and will supply on-site training and documentation services."

Related Documents  
CGA Annual Report, 1980

##### 2-for-1 stock split declared (January 1, 1980)

From the 1980 CGA annual report: "In January 1980, the Board of Directors authorized a 2-for-1 stock split effected in the form of a 100% stock dividend. Accordingly, the Company issued 474,638 shares and the sum of \$47,464 was transferred from capital in excess of par value to common stock."

Related Documents  
CGA Annual Report, 1980

##### Increased authorized common stock (June 30, 1980)

From the 1980 CGA annual report: "In June 1980, the authorized capital was increased to 2,000,000 shares of common stock. This amount has been reflected in the April 30, 1980 balance sheet."

Related Documents  
CGA Annual Report, 1980

### 1981

#### Milestones

##### Securities & Exchange Commission instituted proceedings on the ASC acquisition (July 16, 1981)

From the CGA 1982 annual report: "The Company acquired all the assets and assumed the liabilities of ASC [Allen Services Corporation] on February 28, 1981 (Acquisition Transaction). As part of this transaction, the Company acquired from Arthur Allen and Addison Fischer, the sole stockholders of ASC, all of the computer software program packages that had been marketed by ASC under license from Allen and Fischer. In consideration for the software, net assets and business acquired, the Company issued an aggregate of 1,385,356 shares of common stock to ASC and to Allen and Fischer and on April 7, 1981 filed a registration statement which covered the secondary public offering and sale of 1,050,000 shares, of which 1,033,930 shares were owned by the two stockholders of ASC. // On July 16, 1981 the Securities and Exchange Commission (SEC) instituted proceedings under Section 8 (d) of The Securities Act of 1933 with respect to the

## Computer Sciences Corporation

accounting treatment of the Company's acquisition of ASC in the registration statement filed with the SEC which became effective on April 7, 1981. The SEC alleged that the Company's accounting treatment for the acquisition on a pooling of interests basis rather than as a purchase was inconsistent with generally accepted accounting principles and had a materially misleading effect on the financial statements contained in the registration statement. // An Offer of Settlement was made by the Company on December 15, 1981 solely for the purpose of resolving the administrative proceeding and without the Company admitting or denying the allegations of the SEC in the proceeding....The Commission's Order dated January 27, 1982, accepting the Company's Offer of Settlement, ordered the Company to comply with the undertakings and did not object to the provisions contained in the Offer of Settlement. Pursuant to the undertakings and provisions in the Offer of Settlement, the Company will report in all financial statements and selected financial data required under registration statements filed pursuant to the Securities Act of 1933, and periodic reports and proxy reports filed pursuant to the Securities Exchange Act of 1934, and in its annual report and all other written communications to shareholders and press releases the Acquisition Transaction on both a pooling of interests and purchase method of accounting, both in equal prominence. The term "equal prominence" means that the Company will not designate either the pooling of interests or purchase method of accounting financial statements as supplemental. This method of presentation will continue during the time period that such financial statements reflect a material difference in net income or trend in net income as a result of using the pooling of interest method as distinguished from the purchase method of accounting."

### Related Documents

CGA Annual Report, 1982

### [Class action suits about financial statements \(July 28, 1981\)](#)

From the CGA 1982 annual report: "On July 28, 1981, September 15, 1981, October 29, 1981, and December 24, 1981, class action suits were filed against various parties, including the Company, its directors, certain officers, and Allen [an ASC shareholder] and Fischer [an ASC shareholder], alleging among other things, that the Prospectus issued in connection with the April 7, 1981 sale by Allen and Fischer of the Company's common stock contained materially false and misleading statements. All such suits have been consolidated in the United States District Court for the District of New Jersey.... Although the Company and its counsel believe that they have substantial defenses to all claims...the Company has undertaken settlement negotiations of the claims in an attempt to terminate the litigation and avoid the further significant expenses which would be incurred in connection therewith. In July 1982 the Company reached an agreement in principle with all parties for disposition of the claims....Based on the agreement in principle, the company has recorded a provision of \$750,000, which management believes is a reasonable estimate of all costs involved in settling the claims. However, the ultimate outcome of this matter is not presently determinable."

### Related Documents

CGA Annual Report, 1982

### [Stock option plan adopted \(January 31, 1981\)](#)

From the CGA 1982 annual report: "During January, 1981, the Company adopted a stock option plan under which a maximum of options for 500,000 shares may be granted to director, officers and employees. Pursuant to this plan, in January the

## Computer Sciences Corporation

Company granted options to purchase 129,000 shares of common stock at \$12 per share (market value on the date of grant) and the options became exercisable at a cumulative rate of 25% per year commencing one year after the date of grant. In September 1981, the plan was terminated [and replaced by others]...."

Related Documents  
CGA Annual Report, 1982

### [A Non-Qualified Stock Option Plan and an Incentive Stock Option Plan were adopted \(September 30, 1981\)](#)

From the CGA 1982 annual report: "In September 1981 [replacing another plan]...a new Non-Qualified Stock Option Plan and an Incentive Stock Option Plan were adopted, which require stockholder approval, under which an aggregate maximum of options for 500,000 may be granted. The exercise price is equal to the market value on the date of grant, provided, however, that under the Incentive Stock Option Plan the option price for an employee who owns more than 10% of the total combined voting power of all classes of stock of the Company is equal to 110% of the market value on the date of grant. Options granted pursuant to these plans may be exercised up to ten years after the date granted...These options are exercisable at a cumulative rate of between 20% and 25% per year commencing one year from the date of grant, and expire five to six years following the date granted...."

Related Documents  
CGA Annual Report, 1982

### [\\$3,000,000 line of credit from Fidelity Union Bank \(February 1981\)](#)

From the CGA 1982 annual report: "In February 1981, the Company obtained a \$3,000,000 unsecured line of credit from Fidelity Union Bank. Borrowings will bear interest at the Bank's prime lending rate subject to an informal compensating balance arrangement of 5% of the amount of the line plus 10% of average borrowings. There were no outstanding borrowings in 1981 or 1982."

Related Documents  
CGA Annual Report, 1982

### [Acquired Allen Services Corporation \(February 1981\)](#)

On February 27, 1981 CGA acquired Allen Services Corporation, a company with both software products and professional services. In addition to picking up about \$5 million in consulting service revenue CGA acquired some very important systems management software products that served as the base to accelerate the software products business. This was accounted for as a pooling of interests transaction in which CGA issued about 1 million shares of stock.

Related Documents  
Goldsmith, Barry: Email of 7/1/05

### [Shareholders sell one million shares to public \(April 1981\)](#)

On April 7, 1981 through Bear Stearns shareholders sold about one million shares to the public. While the company received no proceeds, the transaction significantly expanded the market float and got investors interested in buying stock. For the decade prior CGA stock never reached \$2.00 per share; these shares were sold at \$12.50.

## Computer Sciences Corporation

### Related Documents

Goldsmith, Barry: Email of 7/1/05

### [SEC concerns about Allen Services transaction \(June 1981\)](#)

In June of 1981 CGA notified by the SEC that they questioned the accounting of the Allen Service transaction. After 15 months CGA settled by agreeing to show results using both the purchase and pooling methods of accounting. This situation drove the stock from the high teens down to \$4 per share.

### Related Documents

Goldsmith, Barry: Email of 7/1/05

## 1982

### Milestones

### [Acquired Software Shoppe \(June 1, 1982\)](#)

From the CGA 1982 annual report: "On June 1, 1982, the Company purchased the net assets and business of the Software Shoppe for \$1,045,000 in cash and 50,000 shares of common stock, which are redeemable at the holder's option five years from the acquisition date if the market value of CGA's stock is less than \$10 per share. The Software Shoppe develops accounting application software programs, which it markets primarily to small and medium sized companies. Such packages have been independently appraised at approximately \$1,200,000 and will be amortized over five years."

### Related Documents

CGA Annual Report, 1982

### [Settlement of class action suits \(December 22, 1982\)](#)

From the CGA 1983 annual report: "Class action suits were filed against various parties, including the Company, its directors, certain officers, and Allen and Fischer, alleging among other things, that the Prospectus issued in connection with the April 7, 1981 sale by Allen and Fischer of the Company's common stock contained materially false and misleading statements. The actions were consolidated and the parties have agreed to a settlement of the actions. At a hearing on December 22, 1982 the settlement was approved by the court. The Company's provision of \$750,000 in fiscal 1982 approximated all costs involved in settling claims."

### Related Documents

CGA Annual Report, 1983

### [Arbitration Proceeding against Addison Fischer \(November 23, 1982\)](#)

From the 1983 CGA Annual Report: "On November 23, 1982, the Company commenced an arbitration proceeding against Addison Fischer in New York, New York, before the American Arbitration Association, seeking to obtain relief by reason of Fischer's alleged breach of his employee agreement with the Company. Fischer has counterclaimed, alleging that his employment has been terminated and that he is entitled to compensation and damages. A temporary restraining order has been issued by the Federal District Court for the Southern District of Florida,



## Computer Sciences Corporation

enjoining Fischer from breaching his employment agreement. In the opinion of management, such litigation will not have a material effect on the operations or financial condition of the Company."

Related Documents  
CGA Annual Report, 1983

### 1983

#### Milestones

[Robert J. Sywolski appointed President and Chief Operating Officer \(April 30, 1983\)](#)

From the CGA 1983 annual report: Bob Sywolski was appointed President and Chief Operating Officer for the new year. Comments of Barry Goldsmith from the Letter to Shareholders -- "...I would like to add a personal note to this letter and also introduce Robert J. Sywolski who succeeds me as President and Chief Operating Officer....Since joining CGA in August 1981, Bob Sywolski has been instrumental in positioning CGA to take advantage of our best opportunities. His contributions over the past two years as Senior Vice President and Executive Vice President have been outstanding. He has introduced management programs to plan future growth and formalized procedures for establishing and evaluating corporate goals and strategies. They have given CGA management the leadership depth to support our growth and expansion."

Related Documents  
CGA Annual Report, 1983

### 1984

#### Milestones

[Management buyout \(November 1984\)](#)

CGA management bought out the company in November, 1984, taking the company private.

Related Documents  
Goldsmith, Barry: Email of 7/1/05

### 1985

#### Milestones

[Initiation of selling the company \(June 1985 ca.\)](#)

During 1985, the shareholders initiated the sale of the Company, in several phases. First the consulting division, with about 1000 employees and close to 20 offices, was sold to the French company Cap Gemini Sogeti and was renamed "Cap Gemini America." Revenues at the time were approaching \$50 million. The software division which contained the Top Secret product (a leading mainframe security period) was sold to Computer Associates. The other datacenter management products were sold to Duquesne Systems. The applications software division was sold to the management of that division.

## Computer Sciences Corporation

### Related Documents

Goldsmith, Barry: Email of 7/1/05

[Notice of Class Action Determination...to Former Shareholders of Record...whose Shares were, in the Merger on November 2, 1984, Converted into the Right to Receive \\$13.00 per share in Cash \(May 14, 1985\)](#)

From the "Nature of the Actions" section of the "Notice of Class Action Determination...: "THIS NOTICE IS GIVEN, pursuant to Rule 23 of the Court of Chancery of the State of Delaware in and for New Castle County (hereinafter called the "Chancery Court"), an Order of the Chancery Court entered May 8, 1985, Rule 23 of the Federal Rules of Civil Procedure, and an Order of the United States District Court for the District of Delaware (hereinafter called the "Federal Court")entered May 8, 1985, to all former stockholders of record of CGA Computer, Inc. ("CGA"), whose shares of CGA common stock were, by virtue of the merger of CGA and CGA Acquisition, Inc.,on November 2, 1984, converted into the right to receive \$13.00 per share in cash, excluding the defendants.

### Nature of the Actions

The consolidated action pending in the Chancery Court (the "Chancery Action") asserts claims on behalf of a class of former shareholders of CGA against CGA, certain of its present and former officers and directors and General Atlantic Corporation in connection with a merger (the "Merger")on November 2, 1984 in which the shares of CGA owned by members of the Class were converted into a right to receive \$13.00 per share in cash. The consolidated amended complaint in the Chancery Action alleges, inter alia, that the terms of the Merger were unfair to the public shareholders who were deprived of their investment in CGA and all of its future profitability and growth, that such shareholders received inadequate consideration in return for their investment, and that defendants made inadequate disclosures in the proxy statement relating to the Merger. The consolidated amended complaint alleges that the conduct of the defendants violated the common law of the State of Delaware.

In the separate action commenced in the Federal Court, entitled Richard A. Davis v. CGA Computer, Znc., et al. (the "Federal Action"), which action is also denominated as a class action, the plaintiff, who is also a plaintiff in the Chancery Action, alleges that certain of the conduct of defendants alleged in the Chancery Action violated the federal securities laws and the common law of the State of Delaware.

The Stipulation and Agreement of Compromise and Settlement, dated May 7, 1985 (the "Stipulation" or "Settlement"), attached as Appendix I hereto, sets forth the history and background of the actions in greater detail."

### Related Documents

Notice of Class Action Determination

1986

Milestones

**Computer Sciences Corporation**

Sale of all CGA components completed (April 1986 ca.)

Sales of all components of CGA were completed by the spring of 1986.

Related Documents

Goldsmith, Barry: Email of 7/1/05

**Stories**

**Title: Goldsmith, Barry: Email of 5/23/05**

Author: Barry Goldsmith

Created: May 23, 2005

Cataloguer:

Copyright:

Story:

Story with document attached. [See documents section of report.]

-----  
Entered By: Doug Jerger

November 15, 2005

Related Documents  
-----

Goldsmith, Barry: Email of 5/23/05

**Title: Goldsmith, Barry: Email of 7/1/05**

Author: Barry Goldsmith

Created: July 1, 2005

Cataloguer:

Copyright:

Story:

Story with document attached. [See documents section of report.]

-----  
Entered By: Doug Jerger

November 15, 2005

Related Documents  
-----

Goldsmith, Barry: Email of 7/1/05

**Title: My First Visit to Cap Gemini in Paris**

Author: Mike Schermer

Created: May 26, 2006

Cataloguer:

Copyright:

Story:

In late 1985 the CGA management went to Paris, I assume, to be interviewed by Cap Gemini top management prior to the acquisition. We knew about this trip 4-5 weeks in advance. I was CGA's South West Region Manager. One of the five Region Managers.

**Computer Sciences Corporation**

I rushed out and bought a "How to speak French" course and after 2-3 weeks of practice, could limp by in very weak French, with a Texas accent.

When we sat down in the Board Room in Paris for our first meeting with them, I remember two things very clearly. First, they asked that we only speak English. English was going to be the Company's official language and they wanted the opportunity to practice it on us. So much for learning French. The second thing was the "No Smoking" signs posted. Only in our first meeting Serge and some of the other top CAP mgrs chain smoked, during the entire meeting.

It's funny what you remember from 20+ years ago.

---

Entered By: Michael Schermer  
May 26, 2006

**Documents**

**Title: CGA Annual Report, 1970**

Author:

Created: 1970

Publisher: CGA

Donated By: Barry Goldsmith

Filename: doc-4432ba7d28a11.pdf (Size: 1.21 MB)

Pages: 12

Cataloguer: 2006-04-04 Sarah Wilson

Copyright: CGA

Description:

CGA Annual Report 1970. Statement of operating and financial results.

Accession: 062304248

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-03-02 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\projects\ITCHP\CGA\src\062304248.annual\_report.1970

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Entered By: Sarah Wilson  
April 4, 2006  
Related Events

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Established Incentive Stock Purchase Plan  
Established Qualified Stock Option Plan  
Formed CGA Data Services  
Formed Chartcraft Computer Associates, Inc.  
Issued \$300,000 of 7% convertible subordinated debentures  
Loan of \$100,000 to Dimode Industries, Inc.

**Title: CGA Annual Report, 1971**

Author:

Created: 1971

Publisher: CGA

**Computer Sciences Corporation**

Donated By: Barry Goldsmith  
Filename: doc-440f60b8d6aff.pdf (Size: 1.52 MB)  
Pages: 12  
Cataloguer: 2006-03-08 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1971. Statement of operating and financial results.  
Accession: 062304249  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304249.annual\_report.1971

---

Entered By: Sarah Wilson  
March 8, 2006

**Title: CGA Annual Report, 1972**

Author:  
Created: 1972  
Publisher: CGA  
Donated By: Barry Goldsmith  
Filename: doc-440f61d802494.pdf (Size: 1.42 MB)  
Pages: 8  
Cataloguer: 2006-03-08 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1972. Statement of operating and financial results.  
Accession: 062304250  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304250.annual\_report.1972

---

Entered By: Sarah Wilson  
March 8, 2006  
Related Events

---

Dimode \$100,000 Note Called, Not Paid

**Title: CGA Annual Report, 1975**

Author:  
Created: 1975  
Publisher: CGA  
Donated By: Barry Goldsmith  
Filename: doc-4457fa863041c.pdf (Size: 1.26 MB)  
Pages: 11

## Computer Sciences Corporation

Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1975. Statement of operating and financial results.  
Accession: 062304251  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304251.annual\_report.1975

---

Entered By: Sarah Wilson  
May 2, 2006  
Related Events

---

Introduced line of software packages  
Organization and Reorganization

### **Title: CGA Annual Report, 1976**

Author:  
Created: April 30, 1976  
Publisher: CGA  
Donated By: Barry Goldsmith  
Filename: doc-440f65b010ef6.pdf (Size: 1.79 MB)  
Pages: 16  
Cataloguer: 2006-03-08 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1976. Statement of operating and financial results.  
Accession: 062304252  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304252.annual\_report.1976

---

Entered By: Sarah Wilson  
March 8, 2006  
Related Events

---

Acquired two significant software products

### **Title: CGA Annual Report, 1977**

Author:  
Created: 1977  
Publisher: CGA  
Donated By: Barry Goldsmith  
Filename: doc-440f6a3eb6f38.pdf (Size: 2.89 MB)  
Pages: 20

## Computer Sciences Corporation

Cataloguer: 2006-03-08 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1977. Statement of operating and financial results.  
Accession: 062304253  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304253.annual\_report.1977

---

Entered By: Sarah Wilson  
March 8, 2006  
Related Events

---

Acquired PsiTran Corporation  
Opened Chicago Office

### **Title: CGA Annual Report, 1978**

Author:  
Created: 1978  
Publisher: CGA  
Donated By: Barry Goldsmith  
Filename: doc-440f6ae350696.pdf (Size: 3.42 MB)  
Pages: 24  
Cataloguer: 2006-03-08 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1978. Statement of operating and financial results.  
Accession: 062304254  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304254.annual\_report.1978

---

Entered By: Sarah Wilson  
March 8, 2006  
Related Events

---

10th anniversary of founding  
Litigation relative to Psi-Tran acquisition  
Redemption of option agreement  
Retired 7% subordinated debentures  
Sale of "IN?UIRY/IMS"  
Segregation of consulting and product businesses

### **Title: CGA Annual Report, 1979**

## Computer Sciences Corporation

Author:

Created: 1979

Publisher: CGA

Donated By: Barry Goldsmith

Filename: doc-440f6b7a02491.pdf (Size: 2.77 MB)

Pages: 20

Cataloguer: 2006-03-08 Sarah Wilson

Copyright: CGA

Description:

CGA Annual Report 1979. Statement of operating and financial results.

Accession: 062304255

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-03-02 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\projects\ITCHP\CGA\src\062304255.annual\_report.1979

---

Entered By: Sarah Wilson

March 8, 2006

Related Events

---

Naming of CGA Software Products Group

Repurchase of 24,600 outstanding shares

Sale of Psi-Tran

Stock dividend declared

### **Title: CGA Consulting Services**

Author:

Created: 1980 ca.

Publisher: CGA

Donated By: Charles Aaron

Filename: doc-44bee3300f818.pdf (Size: 919 KB)

Pages: 8

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: CGA

Description:

Promotional material; "We're Your Best Data Processing Resource"

Accession: 102659041

Dimensions: 10 x 8 in.

Color depth: 24 RGB

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\CGA\_Computer\src\102659041.consulting\_services.1980

---

Entered By: Sarah Wilson

July 19, 2006

### **Title: CGA Annual Report, 1980**



**Computer Sciences Corporation**

Author:

Created: April 30, 1980

Publisher: CGA

Donated By: Barry Goldsmith

Filename: doc-440f6d3646a52.pdf (Size: 2.75 MB)

Pages: 20

Cataloguer: 2006-03-08 Sarah Wilson

Copyright: CGA

Description:

CGA Annual Report 1980. Statement of operating and financial results.

Accession: 062304256

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-03-02 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\projects\ITCHP\CGA\src\062304256.annual\_report.1980

-----  
Entered By: Sarah Wilson

March 8, 2006

Related Events

-----  
2-for-1 stock split declared

Established a Turnkey System Division

Increased authorized common stock

**Title: CGA Consulting**

Author:

Created: 1982 ca.

Publisher: CGA

Donated By: Charles Aaron

Filename: doc-44bee3c60a387.pdf (Size: 1.03 MB)

Pages: 7

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: CGA

Description:

Promotional material; "The Company companies rely on"

Accession: 102659042

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\CGA\_Computer\src\102659042.companies\_rely\_on.1982

-----  
Entered By: Sarah Wilson

July 19, 2006

**Title: CGA Annual Report, 1982**

Author:

**Computer Sciences Corporation**

Created: April 30, 1982  
Publisher: CGA  
Donated By: Barry Goldsmith  
Filename: doc-440f71daf3fc3.pdf (Size: 5.26 MB)  
Pages: 40  
Cataloguer: 2006-03-08 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1982. Statement of operating and financial results.  
Accession: 062304257  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-02 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\CGA\src\062304257.annual\_report.1982

---

Entered By: Sarah Wilson  
March 8, 2006  
Related Events

---

\$3,000,000 line of credit from Fidelity Union Bank  
A Non-Qualified Stock Option Plan and an Incentive Stock Option Plan were adopted  
Acquired Software Shoppe  
Class action suits about financial statements  
Securities & Exchange Commission instituted proceedings on the ASC acquisition  
Stock option plan adopted

**Title: CGA Annual Report, 1983**

Author:  
Created: April 30, 1983  
Publisher: CGA  
Donated By: Charles Aaron  
Filename: doc-44bee4921fa38.pdf (Size: 6.10 MB)  
Pages: 36  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: CGA  
Description:  
CGA Annual Report 1983. Statement of operating and financial results.  
Accession: 102659043  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\CGA\_Computer\src\102659043.annual\_report.1983

---

Entered By: Sarah Wilson  
July 19, 2006  
Related Events

---

## Computer Sciences Corporation

Arbitration Proceeding against Addison Fischer  
Robert J. Sywolski appointed President and Chief Operating Officer  
Settlement of class action suits

### **Title: Notice of Class Action Determination**

Author:

Created: 1985

Publisher:

Donated By: Charles Aaron

Filename: doc-44bee29c2f200.pdf (Size: 1.20 MB)

Pages: 26

Cataloguer: 2006-07-19 Sarah Wilson

Copyright:

Description:

Legal documentation.

Accession: 102659040

Dimensions: 8.5 x 7.5 in.

Color depth: 1 bitonal

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\CGA\_Computer\src\102659040.notice\_class\_action.1985

---

Entered By: Sarah Wilson

July 19, 2006

Related Events

---

Notice of Class Action Determination...to Former Shareholders of Record...whose Shares were, in the Merger on November 2, 1984, Converted into the Right to Receive \$13.00 per share in Cash

### **Title: Goldsmith, Barry: Email of 5/23/05**

Author: Barry Goldsmith

Created: May 23, 2005

Publisher: Doug Jerger

Donated By: Barry Goldsmith

Filename: doc-437a520a0747f.doc (Size: 24 KB)

Pages: 1

Cataloguer:

Copyright:

Description:

An email from Mr. Goldsmith providing information about CGA in response to a request from Mr. Jerger.

---

Entered By: Doug Jerger

November 15, 2005

Related Stories

---

Goldsmith, Barry: Email of 5/23/05

Related Events

---

CGA founded

## Computer Sciences Corporation

### Title: Goldsmith, Barry: Email of 7/1/05

Author: Barry Goldsmith

Created: July 1, 2005

Publisher: Doug Jerger

Donated By: Barry Goldsmith

Filename: doc-437a5278e7e40.doc (Size: 38 KB)

Pages: 4

Cataloguer:

Copyright:

Description:

An email from Mr. Goldsmith providing information about CGA in response to a request from Mr. Jerger

---

Entered By: Doug Jerger

November 15, 2005

Related Stories

---

Goldsmith, Barry: Email of 7/1/05

Related Events

---

Acquired Allen Services Corporation

Acquired PsiTran Corporation

Acquired two significant software products

Acquisitions of companies

Began international recruiting of professionals

CGA founded

CGA goes public for \$ 600,000

CGA split into two parts

Initiation of selling the company

Management buyout

Opened Chicago Office

Sale of all CGA components completed

SEC concerns about Allen Services transaction

Shareholders sell one million shares to public

## Discussions

### Memorable People at CGA

Posted by: DJerger (IP Logged)

Date: March 1, 2006 07:13AM

To appreciate the working atmosphere in your experience at CGA: Who stands out as a particularly memorable colleague while you were at CGA? What made them memorable? What did you think of your colleagues when you were there? What do you think of them now?

#### Re: Memorable People at CGA

Posted by: mschermer (IP Logged)

Date: May 26, 2006 01:16PM

I joined CGA in Dallas in 1980. My assignment was to develop a South West Region. The first thing I did after I joined CGA was to visit our Chicago CGA Branch office and spend a couple of weeks with Rich Earley and his operation in Chicago. Even though I had a lot of experience in the computer services business, I learned a lot from Rich and his very successful Chicago operation. My wife and I visited Rich and his wife in Chicago a couple of years ago.

## Computer Sciences Corporation

### Sale of All CGA Components by 1986

Posted by: DJerger (IP Logged)

Date: March 1, 2006 07:40AM

The sale of the Company was accomplished in several phases. First the the consulting division with,about 1000 employees and close to 20 offices was sold to the French company Cap Gemini Sogeti and lead to CGA becoming the re-named "Cap Gemini America". Revenues at the time were approaching \$50 million.

The software division which contained the Top Secret product (a leading mainframe security period) was sold to Computer Associates.

Other datacenter management products were sold to Duquesne Systems.

The applications software division was sold to the management of that division.

All sales were completed by the spring of 1986.

What ultimately prompted the sale of all of the components of CGA by the spring of 1986? How difficult was it to accomplish these multiple sales in a relatively short period of time? How complex were the transactions?

### CGA Acquisition of Allen Services Company

Posted by: DJerger (IP Logged)

Date: March 1, 2006 07:31AM

In 1981, CGA acquired Allen Services Company which had complementary product and service offerings. In retrospect, was that a beneficial acquisition for CGA? The SEC questioned the methods of accounting for the transaction and over the next couple of years the price of the stock dropped from the "high teens" to about \$4 a share. Was that decline entirely attributable to the SEC issues with the accounting? Were there other concerns about the products or services also occurring in the market place at that time?

### Products vs. Services at CGA

Posted by: DJerger (IP Logged)

Date: March 1, 2006 07:16AM

While it is known that CGA offered both products and services, many people may think of it first as a professional services company. Was there a good "mix" of resources devoted to products vs. services? Did having the "mix" benefit the company in the market place?

### Leadership at CGA

Posted by: DJerger (IP Logged)

Date: March 1, 2006 07:08AM

To get a sense of the nature how leadership might have been exhibited at CGA: Who in the company influenced you the most, and how was that influence conveyed?

### Market Competition for CGA

Posted by: DJerger (IP Logged)

Date: March 1, 2006 07:06AM

For some appreciation of the market at that time: Which organizations provided the most competition for CGA? What made them good competitors?

**Computer Sciences Corporation**

**CGA Milestones for CGA Timeline**

Posted by: DJerger (IP Logged)

Date: March 1, 2006 06:55AM

Suggestions for additional CGA milestones for the CGA Timeline would be welcomed. There is nothing magical about the number of them and the ones shown, as of 3/1/06, may be viewed as a "starter set." To avoid possible confusion in making entries, the ability to modify the Timeline is available only to the Company Facilitator. So, if you merely respond to this message, I will take a look at such suggestions. Or, if you want to send it to me directly please use my email address, which you all have seen several times, I expect.

Thanks,  
Doug Jerger

Computer Sciences Corporation

## Computer Sciences Corporation

### Company Details

**Name:** Computer Sciences Corporation

**Sector:** [Professional Services](#)

#### Description

Fletcher Jones and Roy Nutt, together with Robert Patrick (who left within the first year), all of whom had gained the bulk of their computer experience in the aerospace industry, founded Computer Sciences Corporation (CSC) in 1959 with \$600 and a contract from Honeywell to develop a business-language compiler called FACT. By 1963, CSC was the largest software company with revenues close to \$4 million. CSC continues to thrive today as one of the world largest information technology services firms with more than \$14 billion in revenues."

[Computer Sciences Corporation website](#)

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**Facilitators** Luanne Johnson

#### Statistics

Contributors (1), Events (23), Stories (1), Documents (3), References (1), Discussions ( threads, posts)

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**Entered By:** Luanne Johnson  
October 17, 2007

### Contributors

**There are no contributors for this company in the collection**

### Timeline

1959

#### Milestones

[CSC founded \(April 1959\)](#)

In April 1959, Roy Nutt and Fletcher Jones, along with Bob Patrick who left a few months later, founded Computer Sciences Corporation with \$100 they had pooled together. Roy Nutt, who had been a member of the small IBM team that developed Fortran, brought technical expertise to the new company. Fletcher Jones was a marketing whiz from North American Aviation Corp.

#### Related References

Secrets of Software Success: Management Insights from 100 Software Firms  
Around the World

Related Documents

## Computer Sciences Corporation

The CSC Story  
Oral History of Robert L. Patrick / First Person Essay

### 1961

#### Marketing and Competition

##### [CSC secures a contract with NASA \(1961\)](#)

In 1961 a contract to support NASA Jet Propulsion Laboratory's Flight Operations Facility launches CSC into the space business.

Related Documents  
The CSC Story

### 1963

#### Milestones

##### [CSC goes public \(1963\)](#)

CSC goes public in 1963 and the following year is listed on the Pacific and American stock exchanges, becoming the first software company to be listed on a national exchange.

Related Documents  
The CSC Story

### 1964

#### Milestones

##### [Annual revenues total \\$4 million and employees number 230 \(1964\)](#)

By 1964, annual revenues total \$4 million and employees number 230.

Related Documents  
The CSC Story

##### [CSC expands markets to serve computer users \(1964\)](#)

By 1964 the founders, joined by William R. Hoover who would eventually become CSC's chairman and CEO, decide to expand CSC's markets by serving users rather than manufacturers of computers.

Related Documents  
The CSC Story

### 1965

#### Marketing and Competition

##### [CSC captures a U.S. Atomic Energy Commission contract \(1965\)](#)



## Computer Sciences Corporation

In 1965, CSC unseats a company 1,000 times bigger -- General Electric Co. -- to win a contract with the U.S. Atomic Energy Commission, which has one of the government's largest computer operations.

Related Documents  
The CSC Story

## 1966

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC forms Computer Sciences Canada Ltd. \(1966\)](#)

In 1966, CSC forms Computer Sciences Canada Ltd. in joint ownership with Canadian Pacific/Canadian National Railways. The company was soon conducting business from Vancouver to Toronto.

Related Documents  
The CSC Story

### Marketing and Competition

#### [CSC lands contract for the NASA Marshall Space Flight Center \(1966\)](#)

In 1966, CSC bests GE once again, for an even bigger contract, to run one of the largest computer operations in the world for NASA's Marshall Space Flight Center

Related Documents  
The CSC Story

## 1967

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC enters Europe through joint venture with N.V. Philips' Computer Industrie \(1967\)](#)

CSC enters Europe through a joint venture with N.V. Philips' Computer Industrie, one of Europe's largest computer manufacturers. This European company handled projects in Italy, Germany and the United Kingdom, as well as landing a major contract with the Dutch Navy.

Related Documents  
The CSC Story

### Marketing and Competition

#### [CSC bank payroll system listed in ICP directory for \\$15,000 \(January 1967\)](#)

The Bank Payroll System from CSC listed at \$15,000 is the most expensive software product listed in the first issue of the ICP (International Computer Programs) directory, a catalog of software products

Related Documents

## Computer Sciences Corporation

[Notes from research into early ICP publications]

1969

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC tries, and fails, to buy Western Union \(1969\)](#)

In 1969, after the meteoric rise of CSC stock, Fletcher Jones announces that computers and telecommunications would merge and makes an offer to Western Union. Western Union was an old company that was many times the size of upstart CSC. The merger attempt fails but Jones' vision proves to be correct.

Related Stories

Tales from the Early Years of CSC

### Milestones

#### [Fletcher Jones dies in a plane crash \(1969\)](#)

Fletcher Jones dies in a plane crash in 1969 when commuting from Los Angeles to Santa Barbara in his private aircraft

Related Stories

Tales from the Early Years of CSC

1970

### Marketing and Competition

#### [CSC wins software contract for U.S. Navy's Aegis program \(1970\)](#)

In 1970, CSC wins the hotly-contested job of writing software for the U.S. Navy's Aegis program. It requires weaving computers, communications, engineering and software into a single combat system, something that has never been attempted on this scale. CSC's software systems perform flawlessly, and the project is completed ahead of schedule

Related Documents

The CSC Story

1972

### Marketing and Competition

#### [CSC's Infonet selected to provide timesharing services to the US Government \(1972\)](#)

In 1972, CSC's Infonet was selected to provide timesharing services to the U.S. government via the largest remote computing contract awarded to that date.

Related Documents

The CSC Story

## Computer Sciences Corporation

### 1975

#### Milestones

[Infonet is a 100,000 mile network serving 125 cities \(1975\)](#)

By 1975, Infonet has become a 100,000-mile network serving 125 cities and nearly every U.S. government agency.

Related Documents  
The CSC Story

### 1977

#### Marketing and Competition

[AT&T selects Infonet to serve Bell System units \(1977\)](#)

In 1977, AT&T selects CSC's network to serve Bell System units across the United States.

Related Documents  
The CSC Story

[NASA awards CSC a support services contract for space centers \(1977\)](#)

In 1977, NASA awards CSC a support services contract for both the Kennedy Space Center and the Johnson Space Center.

Related Documents  
The CSC Story

### 1978

#### Marketing and Competition

[CSC expands its international reach \(1978\)](#)

In 1978, CSC opens an Infonet satellite link between Chicago and Brussels, then adds more links from Germany to Italy. That is followed by opening an Infonet center in Mexico City. CSC also begins providing remote computing services to South Africa.

Related Documents  
The CSC Story

### 1982

#### Acquisitions, Divestitures, Mergers & Partnerships

[CSC purchases Associated Credit Services \(1982\)](#)

In 1982, CSC purchases Associated Credit Services, a credit reporting firm. Over the next six years, CSC acquires more than a dozen other credit bureaus

## Computer Sciences Corporation

Related Documents  
The CSC Story

1986

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC purchases Computer Partners \(1986\)](#)

In 1986, CSC purchases Computer Partners, an information technology professional services firm, helping CSC make important inroads into the consulting business.

Related Documents  
The CSC Story

1988

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC combines databases with Equifax \(1988\)](#)

In 1988, CSC combines databases with Equifax Inc., creating the largest national credit file in the United States.

Related Documents  
The CSC Story

1991

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC signs outsourcing deal with General Dynamics \(1991\)](#)

CSC signs the largest outsourcing deal to date with General Dynamics. Under the US\$3 billion, 10-year contract, CSC acquires the information technology assets of GD, hires about 2,600 of the client's former IT staff and begins providing much of the information technology needs for General Dynamics. Through the contract, CSC instantly grows by 25 percent.

Related Documents  
The CSC Story

1996

### Acquisitions, Divestitures, Mergers & Partnerships

#### [CSC acquires American Practice Management \(1996\)](#)

In 1996, CSC acquires American Practice Management, a leading management consulting firm in the healthcare industry. By the mid-1990s, CSC has become one of the healthcare industry's top five information systems and consulting companies.

Related Documents

## Computer Sciences Corporation

### The CSC Story

## Stories

### **Title: Tales from the Early Years of CSC**

Author: Ken North

Created: 1999

Cataloguer:

Copyright:

Story:

Success in a plane -- how Computer Sciences Corporation became a major software company

Fletcher Jones and Roy Nutt founded Computer Sciences Corporation in 1956 and much of CSC's early success was built on developing systems software such as compilers. In the late 1950s, there were only a handful of computer manufacturers and they bundled applications, operating systems, and hardware. Aside from government contracts, there wasn't a large market for software developed by independent software companies.

One of CSC's first contracts came about because Fletcher Jones learned Sperry-Rand (Univac) was developing a new generation of computers, which meant it would need an operating system and compilers. Jones arranged to be booked on a long airline flight in the seat next to the CEO of Sperry. After a few hours of discussion, CSC had a contract to write system software for Univac computers. CSC eventually wrote COBOL compilers and several operating systems.

### CSC Goes Public and Tries to Buy Western Union

In 1969, after the meteoric rise of CSC stock, Fletcher Jones announced that computers and telecommunications would merge so he made an offer for Western Union. Western Union was an old company that was many times the size of upstart CSC. The merger attempt failed but Jones' vision proved to be correct.

### Disaster in a plane -- the Fletcher Jones saga continues

When Computer Sciences Corporation became a publicly-traded company, co-founder Fletcher Jones became a wealthy man. He acquired a ranch in Santa Barbara County, CA and bought an airplane. He was not yet qualified to fly a multi-engined aircraft, and he crashed in 1969 when commuting from Los Angeles to Santa Barbara. This happened during a period when CSC had invested millions to develop its Infonet timesharing network. Infonet did not turn a profit for several years. CSC stock had been trading near \$40 per share before the crash. By 1972, it was trading for less than \$2 a share.

(The above anecdotes were submitted to the Software History Center website by Ken North in 1999.)

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Entered By: Luanne Johnson

October 18, 2007

### Related Events

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CSC tries, and fails, to buy Western Union

**Computer Sciences Corporation**

Fletcher Jones dies in a plane crash

**Documents**

**Computer Sciences Corporation Document List**

**Title: [Notes from research into early ICP publications]**

Author: Luanne Johnson

Created: February 1986

Publisher:

Donated By: Luanne Johnson

Filename: doc-4b7c22399bead.pdf (Size: 3.51 MB)

Pages: 10

Cataloguer:

Copyright: Luanne Johnson

Description:

Notes taken during research into early ICP (International Computer Programs) publications done at the ICP offices in Indianapolis, IN in February 1986.

-----  
Entered By: Luanne Johnson

February 17, 2010

Related Events

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CSC bank payroll system listed in ICP directory for \$15,000

**Title: The CSC Story**

Author:

Created: 2003

Publisher: Computer Sciences Corporation

Donated By: Downloaded from CSC website

Filename: doc-47169b247b936.pdf (Size: 3.19 MB)

Pages: 24

Cataloguer:

Copyright: Computer Sciences Corporation

Description:

Promotional piece covering the history of CSC.

-----  
Entered By: Luanne Johnson

October 17, 2007

**Title: Oral History of Robert L. Patrick / First Person Essay**

Author: Thomas Haigh

Created: February 16, 2006

Publisher: Computer History Museum

Donated By:

Filename: doc-4cb354ecc21bc.pdf (Size: 10 KB)

Pages: 139

Cataloguer:

## Computer Sciences Corporation

Copyright: Computer History Museum

Description:

Robert Patrick has written significant autobiographical material and has commented on events in the evolution of the computer software and services (and hardware) industry. Some of these materials have been appended to the transcript of this interview along with references to a number of the articles and papers which he has published. Thomas Haigh has therefore focused during this oral history interview on Bob Patrick's knowledge of many of the people and organizations and his insights as to how the use of computers has developed from its beginnings with the Card Programmed Calculator through the early 1990s when he retired as an active consultant. In the interview Bob talks about his work in the US Air Force, his joining Convair and using the IBM 701, working for General Motors and developing a data center operations management system and then going to work for C-E-I-R. He discusses being an active participant in SHARE and an active member of the Digital Computer Association and then becoming an active member of ACM and comments on some of the industry pioneers with whom he worked. He describes his role in the founding of Computer Sciences Corporation (CSC) and then becoming what he believes was the first independent computer systems and applications consultant. He talks of his extensive involvement with Datamation and with DPMA and the introduction of the Certificate of Data Processing. Bob then covers his long-term relationship with the RAND Corporation and his experience with the development of IMS and DL/1. Finally, he draws some conclusions about the industry's growth. The attached materials provide a wealth of detail on specific projects that Bob Patrick worked on during his lengthy career and share his thoughts on what have been some of the most important milestones in the industry.

Accession: 102657941

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Entered By: Luanne Johnson

October 11, 2010

Related Events

---

CSC founded

## References

**Title: Secrets of Software Success: Management Insights from 100 Software Firms Around the World**

Author: Detlev J. Hoch

Created: 2000

Publisher: Harvard Business School Press

Cataloguer:

Copyright: Harvard Business School Press

Reference:

Hoch, Detlev J., Cyriac R. Roeding, Gert Purkert, and Sandro K. Lindner. Secrets of Software Success: Management Insights from 100 Software Firms Around the World. Boston, Massachusetts: Harvard Business School Press, 2000. See p. 261 re founding of CSC. -----

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Entered By: Luanne Johnson

February 17, 2010

Related Events

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CSC founded

## Discussions

**There are no discussions for this company in the collection**

Computer Sciences Corporation

## Computer Task Group

### Company Details

**Name:** Computer Task Group  
**Sector:** Professional Services

#### Description

CTG was founded in 1966 by Randolph A. Marks and G. David Baer in Buffalo, New York. The new company specialized in contract programming: providing computer programmers, designers, and managers to clients looking for outside expertise to set up their own computing systems. By 1969, when CTG went public, it was one of the country's top 70 software companies. A significant evolving component was providing technical education and training services, which was unique in the industry at its inception. In the 1970s and early 80s, CTG acquired several companies and set up branch offices in 45 North American cities. It began to expand overseas in 1986, acquiring a U.K.-based software consulting firm and, in 1990, purchasing Rendeck International, a computer services firm headquartered in Amsterdam. The Rendeck acquisition extended CTG's European presence to include branches in Belgium, the Netherlands, Denmark, and the U.K. A relationship with IBM began to expand in 1989 and CTG became one of eight IT service firms authorized to provide national technical services to IBM in the U.S. The company continues in operation today, headquartered in Buffalo, New York.

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**Facilitators** Doug Jerger

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#### Statistics

Contributors (1), Events (6), Stories (1), Documents (1), References (0), Discussions (1 threads, 1 posts)

---

**Entered By:** Luanne Johnson  
July 16, 2005

### Contributors

**Contributor** Peter Flass

**Date Joined** January 1968

#### Job Description

"Systems Engineer". Worked as part of a team to develop systems for client companies.

**Date Left** October 1969

#### Statistics

Stories (1)



## Computer Sciences Corporation

**Date Entered** February 23, 2009

**Contributor** Doug Jerger

**Date Joined** May 2005

### Job Description

Company Facilitator, Professional Services Sector

### Accomplishments

Gather and submit information about the company.

### Statistics

Documents (1) , Discussion Posts (1)

**Date Entered** August 15, 2005

## Timeline

### 1966

#### Milestones

[CTG founded by Randolph A. Marks and G. David Baer \(June 1966 ca.\)](#)

CTG was founded in 1966 by Randolph A. Marks and G. David Baer in Buffalo, New York.

#### Related Documents

History from Current CTG Web Site

### 1969

#### Milestones

[CTG goes public \(June 1969 ca.\)](#)

CTG went public in 1969 and was one of the country's top 70 software companies.

#### Related Documents

History from Current CTG Web Site

### 1978

#### Milestones

[CTG starts acquisitions efforts \(1978 ca.\)](#)

In the 1970s and early 80s, CTG acquired several companies and set up branch offices in 45 North American cities.

#### Related Documents

History from Current CTG Web Site

**Computer Sciences Corporation**

**1986**

Milestones

[CTG begins overseas acquisitions \(June 1986 ca.\)](#)

CTG began to expand overseas in 1986, acquiring a U.K.-based software consulting firm and, in 1990, purchasing Rendeck International, a computer services firm headquartered in Amsterdam. The Rendeck acquisition extended CTG's European presence to include branches in Belgium, the Netherlands, Denmark, and the U.K.

Related Documents

History from Current CTG Web Site

**1989**

Milestones

[Beginning of expanded IBM relationship \(June 1989 ca.\)](#)

A relationship with IBM began to expand in 1989 and CTG became one of eight IT service firms authorized to provide national technical services to IBM in the U.S.

Related Documents

History from Current CTG Web Site

**2005**

Milestones

[Operations continue \(2005 ca.\)](#)

The company continues in operation today, headquartered in Buffalo, New York.

Related Documents

History from Current CTG Web Site

**Stories**

**There are no stories for this company in the collection**

**Documents**

**Title: History from Current CTG Web Site**

Author:

Created: August 16, 2005

## Computer Sciences Corporation

Publisher: Computer Task Group

Donated By:

Filename: doc-437a4e7352f73.doc (Size: 28 KB)

Pages: 2

Cataloguer:

Copyright:

Description:

History of CTG as copied From current web site of CTG at [www.ctg.com](http://www.ctg.com), the "About US"/"History" page, on 8/16/05.

-----  
Entered By: Doug Jerger

November 15, 2005

## References

**There are no references for this company in the collection**

## Discussions

### **CTG Milestones for CTG Timeline**

Posted by: DJerger (IP Logged)

Date: March 1, 2006 06:53AM

Suggestions for additional CTG milestones for the CTG Timeline would be welcomed. There is nothing magical about the number of them and the ones shown, as of 3/1/06, may be viewed as a "starter set." To avoid possible confusion in making entries, the ability to modify the Timeline is available only to the Company Facilitator. So, if you merely respond to this message, I will take a look at such suggestions. Or, if you want to send it to me directly please use my email address, which you all have seen several times, I expect.

Thanks,

Doug Jerger

Computer Sciences Corporation

## Computer Usage Company

### Company Details

**Name:** Computer Usage Company

**Sector:** [Professional Services](#)

### Description

CUC was founded in early 1955 as a sole proprietorship, started by John Sheldon, and later that year became a corporation, founded by John Sheldon and Elmer Kubie. The name, "Computer Usage Company," might best describe the purpose of the company, which was to provide services that would assist clients in obtaining earlier and more effective use of computers. This took the form of analysis and programming and was the heart of the company's business for many years. Programmers were a scarce commodity at that time and the company actively trained inexperienced people in programming, primarily people with a degree in mathematics and/or science, although several in music and the arts did well also. Women comprised over half of the technical staff and several had significant technical management positions. CUC completed an IPO in 1960 which netted \$ 186,681 for the company. Other services were added in later years including Computer Usage Education (seminars, home-study courses), Computer Time Sales (computer-time brokerage), Computer Usage Facility Management (operating client's computer facility), Computer Usage Business Services (payroll, accounting services). Ultimately the company experienced business reversals and ceased operations in 1986.

---

**Facilitators** Doug Jerger

---

### Statistics

Contributors (11), Events (39), Stories (21), Documents (82), References (3), Discussions (8 threads, 12 posts)

---

**Entered By:** Luanne Johnson  
July 16, 2005

### Contributors

**Contributor** Doris Carlton

**Date Joined** October 1956

#### Job Description

Started as programmer trainee. Became programmer and supervisor.

#### Accomplishments

Worked on Computer Usage Education, a mail order programming course.

**Date Left** February 1969

**Computer Sciences Corporation**

**Statistics**

Stories (2)

**Date Entered** March 3, 2006

**Contributor** sharon codd

**Date Joined** June 1957

**Job Description**

I was hired as a programmer trainee fresh out of college with my B. Sc. in Mathematics tucked under my arm. I attended a summer course at CUC, mostly taught by Myra Korn. The class members were recent college grads. We were taught 3 computers: the IBM 650, the IBM 704 and the IBM 705. My starting salary was \$360/month.

**Accomplishments**

After training I worked on some math apps for the 650 and 704. I was also interested in the "transportation problem", a linear programming app. and came up with an intuitive solution, which worked for a number of actual situations. At that point George Trimble tried to develop a math proof for my methodology, but just when he started working on it, my methodology failed on some new actual problems. From then on, I was assigned to various software development projects--compilers, assemblers, etc.

**Date Left** March 1961

**Statistics**

Stories (1)

**Date Entered** May 30, 2006

**Contributor** Abe Egelman

**Date Joined** September 1961

**Job Description**

Sr Programmer through Analyst.

**Date Left** November 1965

**Date Entered** March 2, 2006

**Contributor** Bob Glaser

**Date Joined** June 15, 1960

**Job Description**

Manager, New York Operations  
Corporate Marketing Director  
Vice President East Coast  
Vice President West Coast  
President CUFM (Computer Usage Facilities Management Corp.)

**Computer Sciences Corporation**

**Date Left** June 15, 1968

**Statistics**

Stories (1)

**Date Entered** May 22, 2006

**Contributor** Norris Goff

**Job Description**

Initial assignments - programmer on a variety of projects.

Final assignment - lead designer (under tutelage of Ascher Opler) of Spectra 70 COBOL compilers.

**Accomplishments**

I did interesting systems programming under contract to NSA; including an interface to IBM 360-95 to enable slower computers to ship tasks to the 95 for processing.

**Statistics**

Stories (3)

**Date Entered** March 24, 2006

**Contributor** Doug Jerger

**Date Joined** May 2005

**Job Description**

Company Facilitator, Professional Services Sector

**Accomplishments**

Gather and submit information about the company.

**Statistics**

Stories (2) , Documents (2) , References (3) , Discussion Posts (8)

**Date Entered** August 15, 2005

**Contributor** Bill Kingsley

**Date Joined** March 1963

**Job Description**

Trainee - Programmer - Sr. Programmer - Systems Analyst

**Accomplishments**

about 1,000 flow charts, perhaps 5,000 card-to-tape, edit, sort, update, printout programs -- maybe 10,000 core dumps.

Served as co-developer of Y2K Bug.

**Date Left** March 1969

**Date Entered** March 21, 2006

## Computer Sciences Corporation

**Contributor** Serena Meyer

**Date Joined** September 1963

**Job Description**

I was hired as a computer programming trainee. I stayed for about two years.

**Date Left** June 1965

**Statistics**

Stories (1) , Discussion Posts (2)

**Date Entered** March 1, 2006

**Contributor** Edward Moneo

**Date Joined** September 1961

**Job Description**

At CUC New York: From programmer trainee to senior staff analyst

**Accomplishments**

Application programming:

- \* IBM Corporation -- Communications Input/Output Control System.
- \* Western Electric Co. -- Work-In-Progress Maintenance System.
- \* ESSO S.A., Ltd. -- Operations Research System for Caribbean tanker movement.
- \* Atlantic Refining Co.(ARCO) -- Credit Card Billing System.
- \* Merke, Sharpe & Dohme -- Production Planning & Control.
- \* Schering Corporation -- Production Planning & Control.
- \* Hartfield-Zody Stores -- Merchandising, Inventory Control System.
- \* Loew's Hotels -- Accounts Payable.
- \* Metro-Goldwyn-Mayer -- Film Rental System, and General Accounting.

Standard I/O routines and utilities for the IBM 1401 series.

Edited the coding examples on the "Programming the IBM System/360" book by the staff of CUC.

**Date Left** 1967

**Statistics**

Stories (4) , Discussion Posts (2)

**Date Entered** March 1, 2006

**Contributor** Andrew Pinkowitz

**Date Joined** February 1967

**Job Description**

I was hired as a \\

**Accomplishments**

## Computer Sciences Corporation

While at CUC I worked on a variety of projects the first of which was to fix a minor bug in the Fortran Compiler for the 1460. This was a patch written in Autocoder.

My next project was in COBOL for the AIAA (American Institute of Aeronautics and Astronautics) to create a formatted input to an electronic typesetting machine from a file of the membership list. This required translating all upper case into Upper and lower case and inserting special characters such as \\

**Date Left** September 1969

**Date Entered** March 2, 2006

**Contributor** Joyce Toy

**Date Joined** February 1959

### Job Description

Programmer on 650, 705, 7070 and 7090 including first brokerage applications, reliability testing of missile components using information retrieval methods

**Date Left** September 1961

### Statistics

Stories (1)

**Date Entered** April 6, 2006

**Contributor** George Trimble

**Date Joined** February 1956

### Job Description

Principal Analyst, Corporat Technical Director

As Principal Analyst I designed software systems, supervised implementation of systems, and did or supervised those who did acceptance testing of those systems.

As Corporate Technical Director I was advisor and consultant to project managers in various branch offices.

### Accomplishments

Assisted sales personnel on sales calls, wrote proposals, developed documentation standards and procedures.

**Date Left** September 1968

### Statistics

Stories (6)

**Date Entered** December 9, 2005

## Timeline

1955

Milestones



## Computer Sciences Corporation

### Founding of company (March 1955)

Formally created the company as a sole proprietorship: John Sheldon doing business as Computer Usage Company (CUC).

#### Related Documents

Trimble, George: Email of 6/24/05

### Incorporation in Delaware (October 1955)

The corporation was founded by John Sheldon and Elmer Kubie and incorporated in Delaware as Computer Usage Company, Inc.

Elmer C. Kubie – President and Treasurer

John W. Sheldon – Vice President

Louise B. Greene – Secretary and Controller

#### Related Documents

Trimble, George: Email of 6/24/05

### Initial hiring of people (April 1955)

Hired Louise B, Greene as secretary/bookkeeper and hired four programmers.

#### Related Documents

Trimble, George: Email of 6/24/05

## 1956

### Milestones

#### Hiring of George Trimble (February 1956)

Hired George R. Trimble, Jr., as Corporate Technical Director. During the 3 ½ years that Kubie and Trimble worked together in the IBM Endicott Labs they had frequently discussed the possibility of forming such an independent software company. Trimble stayed on with IBM until work on the IBM 650 Magnetic Drum Calculator was finished and then he joined Kubie and Sheldon at CUC.

#### Related Documents

Trimble, George: Email of 6/24/05

#### Operational Results for 1956 (September 30, 1956)

For fiscal year ending 9/30/56 (approximate amounts): Income from services -- \$200,000, Net income -- \$12,000, Personnel – 25

#### Related Documents

Computer Usage Company Annual Report, 1961

## 1957

### Milestones

**Computer Sciences Corporation**

Operational Results for 1957 (September 30, 1957)

For fiscal year ending 9/30/57 (approximate amounts): Income from services -- \$375,000, Loss -- \$4,000, Personnel -- 45

Related Documents

Computer Usage Company Annual Report, 1961

**1958**

Milestones

Operational Results for 1958 (September 30, 1958)

For fiscal year ending 9/30/58 (approximate amounts): Income from services -- \$425,000, Net income -- \$6,000, Personnel -- 40

Related Documents

Computer Usage Company Annual Report, 1961

**1959**

Milestones

Washington, DC Office established (June 1959)

Washington, D. C. Office established, Walter Nelson, Manager. This was a byproduct of work done by Trimble for the Navy in Washington, D. C. to establish the information requirements for the Chief of Naval Operations (CNO), which was the basis for building the Naval OPCON Centers, additional Federal Government work justified establishing a Washington office.

Related Documents

Computer Usage Company Annual Report, 1965

Trimble, George: Email of 6/24/05

Operational Results for 1959 (September 30, 1959)

For fiscal year ending 9/30/59 (approximate amounts): Income from services -- \$625,000, Net income -- \$41,000, Personnel -- 60

Related Documents

Computer Usage Company Annual Report, 1961

**1960**

Milestones

Operational Results for 1960 (September 30, 1960)

For fiscal year ending 9/30/60 (approximate amounts): Income from services -- \$800,000, Net income -- \$10,000, Personnel -- 75

Related Documents

Computer Usage Company Annual Report, 1961

## Computer Sciences Corporation

### Stock options granted to non-officers and non-employees (April 30, 1960)

"In April, 1960, persons other than officers and employees were granted options to purchase 8,000 shares of the Company's common stock at \$5.00 per share. In the year ended September 30, 1961, options with respect to 5,900 shares were exercised. The remaining options, which are currently exercisable, expire in 1965."

#### Related Documents

Computer Usage Company Annual Report, 1961

### Approved stock option plan for officers and employees (September 30, 1960)

"In December, 1960, the stockholders approved a stock option plan, covering 25,000 shares of the Company's unissued Common stock, which provides generally for the issuance of stock options to officers and other key employees at a price equal to at least 95% of the fair market value on the date immediately preceding the date the option is granted. Options to purchase 12,500 shares were granted during the year at prices ranging from \$9.03 to \$28.50 per share. The options become exercisable in 1964 and expire in 1967. At September 30, 1961, the remaining 12,500 shares were reserved for future options."

#### Related Documents

Computer Usage Company Annual Report, 1961

### IPO netted \$ 186,681 (April 1960)

After an 82 for 1 stock split, sales of 47,000 shares of stock to the public netted \$ 186,681 for the company.

#### Related Documents

Computer Usage Company Annual Report, 1965

Trimble, George: Email of 6/24/05

### First steps in award of major contract with FAA for Air Traffic Control System (June 1960)

First steps in a process covering 1960-1962 to receive award of a major contract by the FAA for work on the Air Traffic Control System. A field office was established at the FAA National Aviation Facilities Experimental Center (NAFEC) in Pomona, NJ, headed by George Trimble. The job was to determine the requirements for a computer-based Air Traffic Control System. It involved analyzing the functions performed by the air traffic controllers and establishing the software requirements for the development of such a system. This resulted in specifications for a JOVIAL language compiler, and supporting utility routines (assembler, loaders, debugging system, etc.)

#### Related Documents

Computer Usage Company Annual Report, 1961

Trimble, George: Email of 6/24/05

## Computer Sciences Corporation

### Computer Time Sales (CTS) Division formed (June 1960)

Serving clients who had machine time to sell and clients who wanted to buy machine time, CTS acted as a computer-time broker and provided scheduling, operating, and administrative services to the seller. Emanuel Chafets directed this division.

#### Related Documents

Computer Usage Company Annual Report, 1961

Trimble, George: Email of 6/24/05

## 1961

### Milestones

### Los Angeles Office established, George Vosatka, Manager (April 1961)

Work done for North American Aviation on it's Minute Man Reliability project provided a basis for establishing a Los Angeles office.

#### Related Documents

Computer Usage Company Annual Report, 1961

Trimble, George: Email of 6/24/05

### Operational Results for 1961 (September 30, 1961)

For fiscal year ending 9/30/61 (approximate amounts): Income from services -- \$1,300,000, Net income -- \$37,000, Personnel -- 115

#### Related Documents

Computer Usage Company Annual Report, 1961

### Board of Directors elected two new vice-presidents (September 30, 1961)

The Board of Directors elected two new vice-presidents during the year: Dr. Liston Tatum and Mr. Walter B. Nelson.

#### Related Documents

Computer Usage Company Annual Report, 1961

## 1962

### Milestones

### Dr. Cuthbert C. Hurd elected Chairman of the Board (June 1962)

Dr. Hurd had established the Applied Science Department at IBM, which became a Division, and he was very influential in getting IBM into the computer business. He had strong contacts in the computer industry as well. He left IBM to become Chairman of the Board of CUC.

#### Related Documents

Trimble, George: Email of 6/24/05

## Computer Sciences Corporation

### "Programming the IBM System 360" published (March 31, 1962)

From the 1965 annual report: " 'Programming the IBM System 360,' a book written by members of our staff, will be published next year by John Wiley, Inc. This book promises to be one of the most authoritative texts in our field." This was done as part of the activities of the Computer Usage Education subsidiary.

Related Documents

Computer Usage Company Annual Report, 1965

## 1963

### Milestones

#### Programming the IBM System/360 for IBM (February 1963 ca.)

Beginning in 1963, as a result of the specifications developed at the FAA NAFEC, FAA contracted with IBM for 9020 computer systems (actually triplex IBM System/360, Model 50s) for the ATC application. IBM then contracted with CUC to program the System/360, including the JOVIAL compiler and all of the supporting software (but not the application software.) Ascher Opler directed this effort.

Related Stories

Fond Memories of the IBM 7740 Project

Related Documents

Trimble, George: Email of 6/24/05

## 1964

### Milestones

#### Operational Results for 1964 (September 30, 1964)

For fiscal year ending 9/30/64 (approximate amounts): Income from services -- \$4,500,000, Net income -- \$234,000, Personnel -- 288

Related Documents

Computer Usage Company Annual Report, 1965

#### IBM contract to develop election results system (February 1964 ca.)

Early in 1964, IBM contracted with CUC to use the software being developed for the System/360 to develop a program to keep track of the election results, 1964 being a presidential year. This system was used by CBS TV to report these results on election evening. Based on this experience CUC staff members wrote a book "Programming the IBM System/360" which was published by John Wiley and Sons in 1966.

Related Documents

Trimble, George: Email of 6/24/05

#### John Sheldon, Founder, resigned (December 31, 1964)

## Computer Sciences Corporation

A reduction in the amount of heavy scientific application development led John Sheldon, a founder of CUC, to retire and raise shell-fish in New England.

Related Documents  
Trimble, George: Email of 6/24/05

## 1965

### Milestones

#### [Operational Results for 1965 \(September 30, 1965\)](#)

For fiscal year ending 9/30/65 (approximate amounts): Income from services -- \$6,000,000, Net income -- \$345,000, Personnel -- 397

Related Documents  
Computer Usage Company Annual Report, 1965

#### [Board approved a dividend plan \(November 12, 1965\)](#)

From the 1965 annual report: "...your Board of Directors established a dividend plan on November 12, 1965. This plan provides for payment of regular quarterly dividends of 5 cents per share so long as the affairs of your Company warrant doing so. December 10, 1965 was selected as the record date for the first quarterly dividend and January 5, 1966 as the first payment date."

Related Documents  
Computer Usage Company Annual Report, 1965

#### [10th year anniversary \(September 30, 1965\)](#)

1965 was the 10th year anniversary of the founding of the company. The 1965 annual report provided extensive commentaries on the background and the current structure of the company. One item in the report was entitled, "How It All Began." That item has been entered, in full, as a story in the Story section of this web site.

Related Stories  
"How It All Began"  
Related Documents  
Computer Usage Company Annual Report, 1965

#### [5-for-2 stock split in January, 1965 \(January 31, 1965\)](#)

From the 1965 annual report: "In January, 1965, the stockholders approved an increase in the authorized common stock of the Company from 500,000 to 1,500,000 shares, with no change in par value, and the Company issued 389,616 additional shares in connection with a five-for-two stock split."

Related Documents  
Computer Usage Company Annual Report, 1965

#### [Computer Usage Education \(CUE\) formed \(December 31, 1965\)](#)

Having recruited many people into the field and trained them, CUC formed

## Computer Sciences Corporation

an educational subsidiary to capitalize on this experience. A Home-Study course was developed and Seminars on a variety of computer related subjects were given. Ascher Opler directed this activity.

### Related Documents

Computer Usage Company Annual Report, 1965

Trimble, George: Email of 6/24/05

### Computer Usage Development Company (CUDC) formed (December 31, 1965)

The analysis and programming part of the business was set off as a separate subsidiary.

### Related Documents

Computer Usage Company Annual Report, 1965

Trimble, George: Email of 6/24/05

## 1966

### Milestones

### Hired Carl H. Reynolds as President of CUDC (December 31, 1966)

Carl H. Reynolds was an experienced program development manager at IBM and was heavily involved in the IBM OS/360 software development. He was hired to manage the CUDC division.

### Related Documents

Trimble, George: Email of 6/24/05

### CUFM and CUBS were formed (December 31, 1966)

Computer Usage Facility Management (CUFM) formed. Computer Usage Business Services (CUBS) formed.

### Related Stories

CUC Pioneer in Outsourcing Services

### Related Documents

Trimble, George: Email of 6/24/05

## 1967

### Milestones

### Texas Instruments (TI) contracted with CUC for major system software (December 31, 1967)

TI was developing the Advanced Scientific Computer (ASC), a super-computer, and needed a full set of system software for it. They contracted with CUC to develop the software, including an operating system, a FORTRAN compiler, assembly program, graphics support, database management, and all of the appropriate utility programs that go with such a system. A Dallas office was established and George Trimble was the

## Computer Sciences Corporation

Systems Engineer directing the project.

Related Documents

Trimble, George: Email of 6/24/05

### [Additional shares offered on subscription basis \(December 5, 1967\)](#)

From enclosures with the 1967 annual report: "At its meeting on December 5, 1967, the Board of Directors authorized an offering of additional shares of Common Stock on a subscription basis to holders of Common Stock in the ratio of one share for each six shares of Common Stock owned....This Registration Statement [with the SEC] is expected to become effective on January 3, 1968, or shortly thereafter....It is anticipated that the subscription period will extend for about fourteen days and hence will expire on or about January 17, 1968."

Related Documents

To the Holders of Common Stock of CUC

## 1968

### Milestones

#### [Elmer C. Kubie retired \(July 1968\)](#)

Elmer C. Kubie retired (health reasons). Charles Benton, Jr. hired to replace him

Related Documents

Trimble, George: Email of 6/24/05

#### [George R. Trimble, Jr. resigned \(September 1968\)](#)

George R. Trimble, Jr. resigned from Computer Usage Company

Related Documents

Trimble, George: Email of 6/24/05

#### [CUBS discontinued \(December 31, 1968\)](#)

Computer Usage Business Services (CUBS) discontinued.

Related Documents

Trimble, George: Email of 6/24/05

## 1970

### Milestones

#### [Charles Benton retired \(December 31, 1970\)](#)

Charles Benton, Jr., retired for health reasons and Victor Bartoletti became president.

Related Documents



## Computer Sciences Corporation

Trimble, George: Email of 6/24/05

1986

### Milestones

[CUC ceased operations \(September 1986\)](#)

Computer Usage Company ceased operations.

Related Documents

Trimble, George: Email of 6/24/05

### Stories

#### **Title: "How It All Began"**

Author: CUC writer 1965 annual report

Created: September 30, 1965

Cataloguer:

Copyright:

Story:

This story is an excerpt from the Computer Usage Company annual report for 1965, a section entitled, "How It All Began" and which includes line drawings illustrating some of the scenes posed by this excerpt:

"It's easier to say how it began than when it began.

It began with a need and an idea.

It began on a wet day, with two men walking in the rain in Old Tappan, New Jersey.

It began in the morning, Washington's birthday, February, 1955.

Or maybe the beginning dates back to the early 'Fifties, when two young men at IBM -- Elmer Kubie and John Sheldon -- discussed a critical problem. How would the future need for computer programming and analysis be met?

These two friends separated professionally. John Sheldon struck out on his own as an independent consultant. Elmer Kubie joined the General Electric Company.

But a phone call, early one February morning, brought them together again. It was John Sheldon, calling the Kubie home.

He had something urgent to talk over. As soon as he arrived at the house, he came directly to the point: 'Let's start our own company right now. I'll work in science; you manage the firm. 50-50. How about it?'

Elmer Kubie looked at him and said, 'Let's take a walk.'

Together, in the chilling light rain, they walked around the quiet, suburban block.

John Sheldon described the difficulties he was facing as a consultant because of the lack of programming capability to implement the applications he was concerned with. The answer: start a pure software service company.

They decided to walk to the train station and before John Sheldon got on the train for New York, Elmer Kubie told him he'd think about it and let him know in a few days.

Several days later he phoned to say he was prepared to start in the new venture and would resign from General Electric immediately.

Maybe that was the beginning. Or, maybe it was some weeks later, when the first staff members were hired. Or, the beginning might be placed in May, when a lease for mid-town Manhattan office space was negotiated.

It began at many times. But in 1955, a decade ago, Computer Usage Company was organized."

## Computer Sciences Corporation

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Entered By: Doug Jerger

April 24, 2006

Related Documents

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Computer Usage Company Annual Report, 1965

**Title: computer usage education**

Author: Doris Carlton

Created: March 25, 2006

Cataloguer:

Copyright:

Story:

Beginning in the summer or fall of 1967 I worked at Computer Usage Education (C.U.E.) for about a year. That was long ago and I hadn't thought about it for many years, but for a few years immediately afterwards I thought about it a lot. I found it very satisfying work because commenting on the students' coding was one-on-one teaching and I liked it.

Computer Usage Education was a mail order course in programming in the 1960's, designed by Asher Opler and written by tech writers. The course came in four green binders with black and white text and some color illustrations, on nice, heavy paper. There were programming chapters on 360 assembly language, FORTRAN and computer information and history. I think there were also a few chapters on COBOL, which was at the time very new and not in general use, and that the text was not very good.

Students worked on a chapter at a time. At the end of each programming chapter there was a small program which the student coded and mailed to CUE. We ran this coding through the assembly program. Someone then looked at the output (rarely a clean assembly), marked it up with relevant comments, explanations and suggestions and returned it to the student. Then the student would resubmit the job which, if they understood the comments, might now assemble successfully. These little sets of coding were not applied to anything in a production mode.

Students would also ask questions based on what was not clear in the text. It was evident from the questions and from the coding that was submitted that parts of the text needed considerable work. One of the first students I worked with had been unsuccessfully rewriting and submitting the same assignment over and over. It was obvious that he would never be a programmer, but my predecessor was hoping that if he kept trying he would get it. One of my first decisions was that we tell this student that he shouldn't continue.

My job, in addition to interacting with the students, was to create necessary corrections to the text, as discovered from the students' coding and their questions. As I understood it, CUE was designed to work like the Famous Artists mail order art course, which ran out of Westport, CT. Famous Artists advertised that the reader/customer could become an artist (maybe was already an untrained artist), after passing the initial test they sent them - to do a sample drawing. Again, based on the lessons, the student would submit art work to be criticized by the school. The school's expectation was that the student would pay for the entire course up front and then not finish.

Many of CUE's students (and there weren't a tremendous number) did finish the course. CUE/CUC was then faced with another problem. Part of the pitch for the course was a promise that CUE would help them find a job. As far as I know, there had been very little, if any, thought given to how to do this, so, in order to keep the promise, some of the successful students were hired by C.U.C. I can think of two specifically, and I think I knew about at least four. I have no memory of the total number of programming students or how many more would have worked for CUC.

**Computer Sciences Corporation**

When pregnancy with twins forced me to stay home for a while I left behind several part-time programmers grading students' papers. After my sons were born at the end of 1968 and I was ready to return to work a few months later, there was almost nothing to come back to.

My comments about the understandability of the text are in no way to be taken as a disparagement of the tech writers. Anyone who has tried to explain something technical (or not technical) to someone who knows nothing about it knows how difficult it can be. There are many problems in ordinary life which are caused by miscommunication and it is not possible to get inside another person's head. Two people discussing something they both understand very and have worked on together may leave things unsaid and assume that the other person is "filling in the blanks" and they may then each put different information into the blanks. So a good writer who is not a programmer would describe something, like an assembly language instruction to the best of their ability, based on the information available to them, but the would-be programmer might not understand it. The 360 "divide" instruction, including how to handle the decimal point, was very difficult for the students to understand and for me to explain, particularly since I didn't really understand it myself. And of course, most "divide" operations would have been performed in a programming language like Fortran or Cobol, and the coder would never have needed to know how to hand-code them.

I have no idea if any kind of product testing was done on the text. I would imagine that Asher must have read it, but of course it was all very clear to him. He would not have been able to read it through the eyes of a novice. If CUE had more aggressively marketed the course and seriously cleaned it up it could have been very successful for a few years. The window of opportunity was there - it was a nice introduction to programming for that moment in time. A few years later, it would have been out of date for many reasons and a mail-order course in programming today is unimaginable.

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Entered By: Doris Carlton  
March 25, 2006

Comments:

From: Edward Moneo  
Date: Mar 31, 2006 @ 11:32:10 AM  
Subject: CUE Programming Course

Reading your description of the chapters of the course, perhaps what was missing was an introductory course on how computers work and what is computer programming.

In 1961, when six of us raw trainees were hired by CUC, we were immediately sent to IBM to take a course called Basic Computer Systems. This opened our eyes as to how computers work.

Right after that, we were sent to another IBM course on 1401 programming. The first week we learned how to code in machine language. Later, when they told us about assembly language, we really appreciated all the facilities it provided.

When we finished these two courses, we felt like experienced programmers.

Had we started with IBM 1401 assembly language on the first day, like the CUE chapter on the 360, I think most of us would have been lost.

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**Title: Louise Greene, corporate secretary**

## Computer Sciences Corporation

Author: Doris Carlton  
Created: June 25, 2006  
Cataloguer:  
Copyright:  
Story:  
Louise Greene, CUC Corporate Secretary

Bob Glaser's comment on an "elderly woman" who worked on billing with Kay Holdampf made me think I'd better add something. She was Louise Greene, the corporate secretary. Louise was the person who established and ran the office and the accounting system, including payroll, expenses, purchasing supplies, tax returns, bank records and relationships, billing, and whatever else has nothing to do with computer programs but makes up the infrastructure of a company (although today it would all be controlled on the computer).

Louise was advised by her husband, Ed, who was an old friend and fishing companion of Elmer's, either from IBM, or from being a neighbor or both. She was more sedate than most of the staff and it didn't take much to be older than almost everyone else. She was possibly in her 40's when CUC began, which is much younger than your contributors are now. (Looking at the list of contributors to this project, it's more than 35 years since any of us worked at Computer Usage, none of us are 29 any more and it's pretty good that we remember as much as we do.) Originally the non-professional staff consisted of Louise and a secretary. Other people, including Kay Holdampf came later.

It was possible to work at C.U.C. for a long time, and never think about any of this background stuff except to be sure that you got your paycheck. And though I'm sure she knew who everyone was, I don't really know how much Louise knew about what we actually did.

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Entered By: Doris Carlton  
June 25, 2006

### **Title: Naming A New Daughter**

Author: sharon codd  
Created: May 30, 2006  
Cataloguer:  
Copyright:  
Story:

During my early days at CUC, I had occasion to work with George Trimble. George was interested in a proposed methodology that I had devised as a solution to the transportation problem and he was trying to develop a math proof for my methodology. At the time George's wife, Helen, was pregnant. One day George announced that he was the father of a new baby girl. I asked how much the baby weighed and other particulars...then I asked if they had chosen a name for the baby. George told me the baby's name was Sharon Patricia. When I asked Goerge for whom the baby was named, he responded---for you. Imagine my surprise and delight!!!

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Entered By: sharon codd  
May 30, 2006

### **Title: My beginnings at CUC**

Author: Bob Glaser  
Created: May 22, 2006  
Cataloguer:  
Copyright:  
Story:

## Computer Sciences Corporation

I think in order to talk about CUC, one must first sort of set the stage; the environment in the world of computers at the time I joined the company. Computers were still in their infancy. The IBM 1401 was the workhorse of the industry, and the "700" series of machines were just beginning to make their mark in the marketplace. There were few real professional people in the field, and most of them worked for the major computer manufacturing companies. The market was ripe for a service company like CUC.

At the time, here were the rates being charged by CUC (most of their projects/contracts were on a time and materials basis):

Programmers \$5.00 per hour  
Senior Programmers \$7.50 per hour  
Analysts \$10.00 per hour  
Senior Analysts \$12.50 per hour  
Consultants \$15.00 per hour

At the time I joined, there were only four Consultants: John Sheldon, Asher Opler, Bernd Zondak, & Frank Trantham. John & Frank were the oil seismology experts; Asher was the "Systems Program" expert (designer), and Bernd....I don't think anyone knew what Bernd did!

There were approximately 35 people working in the New York office, split evenly between "systems" programmers and "application" programmers. The "systems" people worked under Asher's direction, and the "applications" people worked under Tony Penta's direction -- he was the master of business applications systems design.

When I took over the management of the office (Tony was the de facto manager at the time), there was complete chaos! Personnel records consisted of some information (name, address, phone numbers, salary) on 3 x 5 cards stuck in the bottom drawer of the manager's desk. Contracts virtually did not exist. Billing was done by two people, Kay Holdampf and an elderly woman whose name escapes me.

But, despite all this, the company, which consisted of two offices, the one in New York and one in Washington, D.C. which did mostly government type business, was grossing over a million dollars a year -- something Elmer Kubie (one of the co-founders of CUC) took great pride in. He was proud to be a member of the "Young Presidents Club"; a group of young businessmen under the age of 35, whose companies grossed over \$1,000,000 a year. These were exciting times!

And I'll get a little ahead of myself by saying that the friendships that were forged in the CUC years have lasted to this day. For most of us it was a time in our lives that will never be forgotten. It was different from any other job, any other work-related friendships that I, and I daresay many others, would never duplicate.

More later.

Bob Glaser

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Entered By: Bob Glaser  
May 22, 2006

Comments:

From: Edward Moneo  
Date: May 22, 2006 @ 05:11:55 PM  
Subject: Welcome Bob Glaser

## Computer Sciences Corporation

Bob, welcome aboard. I enjoyed your first article. Now I feel that we're really rolling. We needed another "heavy" in addition to George Trimble to give us some more big picture vantage points.

Warm regards,  
Ed Moneo

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### **Title: . . . and training on hardware**

Author: Norris Goff

Created: March 24, 2006

Cataloguer:

Copyright:

Story:

One day, without preface or fanfare, Joe V. thrust a Xerox computer manual into my hands and told me to read it as he drove to an interview with a potential client in Washington. I did not impress the client with my knowledge of the interrupt features of the computer, and we did not get the job.

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Entered By: Norris Goff  
March 24, 2006

### **Title: An RPG for Control Data**

Author: Norris Goff

Created: March 24, 2006

Cataloguer:

Copyright:

Story:

Control Data came to CUC looking for assistance to develop a Report Program Generator, source-language compatible with the 1401 RPG, to operate on a cabinet edition of their 160. CDC had appointed a project team, but two weeks had gone by and they were stumped. Joe V. was skeptical, but Al Peterson and I wanted to do it and sweet-talked Joe into going along.

Al and I met with the CDC team in Rockville that afternoon to pick up a spec for the 1401 RPG, and returned to our office to work. Before we went home that evening, it was ready to test. We returned to CDC the next day, and they thought we had come for another meeting. They were surprised when we began testing the RPG.

Control Data's purpose was to compete the 160 against the IBM 1401 on an Air Force procurement. Among other things, the procurement would replace 151 401 tabulators. Fat chance. The 160 had to execute hundred of instructions - at 6.4 milliseconds cycle time - to multiple two decimal numbers together. And did you ever hear of an "around-the-corner" routine? The 160 used row binary, not column binary - to punch a card. You had to pick a card image up a bit at a time and move it into the correct position. Count those instructions! We completed the project successfully, and I went to St. Paul to help conduct the benchmark. We lost.

p.s. Al and I both went to CSC and stayed close, even after he relocated to El Segundo. A few years ago we were talking on the phone, and he casually told me, "The doctor told me my days are numbered." He died of cancer about six months later.

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Entered By: Norris Goff  
March 24, 2006

## Computer Sciences Corporation

### **Title: A latter-day training program**

Author: Norris Goff

Created: March 26, 2006

Cataloguer:

Copyright:

Story:

My first project at CUC was to develop a series of programs for a Control Data 160-A, on site at the National Association of Letter Carriers. I had prior programming experience only on IBM 1401, a digital computer from the perspective of the programmer, and had no knowledge of binary words - 6-bit words in this case. Rather than make a fool of myself in front of the client, I arranged to work at night so I could learn binary arithmetic and the computer while working out the logic of their programs. After two or three weeks in which I had no contact with the office, there was a message directing me to report in person to Walt Nelson. There was little doubt in my mind that I was about to hit the street again. Instead, Walt told me, "I like the way you work", and gave me a raise.

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Entered By: Norris Goff  
March 26, 2006

### **Title: Working at IBM in November 1963**

Author: Serena Meyer

Created: March 4, 2006

Cataloguer:

Copyright:

Story:

In November 1963, a team from CUC was implementing a communications system for IBM in Poughkeepsie on a computer specifically designed for that purpose (the IBM 7740). We were working in a warehouse-sized computer room filled with equipment when an announcement came over the public address system:

President Kennedy has been shot.

We looked up at each other with blank expressions – probably shell-shocked – and bent down to our work again.

A short time later, there was another announcement:

President Kennedy is dead.

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Entered By: Serena Meyer  
March 4, 2006

### **Title: CUC Pioneer in Outsourcing Services**

Author: Edward Moneo

Created: March 5, 2006

Cataloguer:

Copyright:

Story:

CUC --- Analysis and programming, from 1955.  
CTS --- Computer Time Sales division, from 1960.  
CUE --- Computer Usage Education, from 1965.  
CUDC -- Analysis and programming division, from 1965.  
CUFM -- Facilities Management (data centers), from 1966.

## Computer Sciences Corporation

Offering the above services, Computer Usage Co. became the pioneer in what today is referred to as outsourcing services.

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Entered By: Edward Moneo

March 5, 2006

Related Events

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CUFM and CUBS were formed

### **Title: Do you remember Sheila Snow?**

Author: Edward Moneo

Created: March 5, 2006

Cataloguer:

Copyright:

Story:

In the early 1960's at CUC's New York office at 655 Madison Ave., I noticed that lots of mail and packages came in addressed to Sheila Snow. I asked around and was told that actually there wasn't anybody by that name, but that all mail addressed to Sheila Snow went to whoever was responsible for the CUC Library functions at the time. In that way, the responsible person's name didn't need to be changed over time, and customers and vendors did not need to be notified.

What a great idea! At several companies where I've worked, I have mentioned the Sheila Snow technique, but, much to my dismay, they didn't pick up on it. There's lots of CUC ideas and techniques that other people just don't get. Like they say: "You had to be there."

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Entered By: Edward Moneo

March 5, 2006

Comments:

From: Joyce Toy

Date: Apr 6, 2006 @ 03:06:10 PM

Subject: Sheila Snow

When we heard about Sheila Snow, we started making up names for each other like Roslyn Rain, Harriet Hurricane, Susan Sleet, etc. We did think it a clever idea for the company to use one name for correspondence.

### **Title: Fond Memories of the IBM 7740 Project**

Author: Edward Moneo

Created: March 6, 2006

Cataloguer:

Copyright:

Story:

The project name was the Communications Control Package (CCP), implemented on a new computer, the IBM 7740. During 1963-1964, IBM contracted with CUC to develop the software for this system. IBM's primary customer was Dupont.

My personal contribution to the project was in a support capacity, developing software on an IBM 1401, such as:

- \* The 7740/1401 Selective Memory Print and Dynamic Dump programs.
- \* The 7740/1401 Host/Terminal program.
- \* The IOCS and Monitor for the IBM 7740 Assembly Program.



## Computer Sciences Corporation

Here are some anecdotes of the project:

### PROJECT LOCATION:

The activities of the 7740 project were performed at the IBM plant in Poughkeepsie NY, in the huge 705 building. We CUCers would travel up and stay a week at a local hotel. The winters in Poughkeepsie are among the coldest in the US, so we stayed indoors and did a lot of work.

Dining was surprisingly excellent in restaurants like the Treasure Chest (great hot fruit compote), Nick Benny's Anchor Inn, and the nearby Bird and Bottle in Harrison. CUC management always made sure that we ate well and were "happy campers."

### 3-3-2 BYTE-OCTAL NOTATION:

Different from other IBM computers to date, the 7740 used an 8 bit character or byte. This presented the problem of how to represent these 8 bits. Hexadecimal notation, introduced a year later on the IBM 360, had not been used yet. The 7740 programming staff devised a method of notation called "3-3-2", which was a form of byte-octal. The 8 bit bytes were grouped in 3-3-2 octal-type notation (3 bits, 3 bits, then the last 2 bits). However, for addresses and values, the preferred notation was 2-3-3. Interpreting a memory dump was an art.

### JAMES BOND, THE 7740 PROGRAMMER:

Bob McClean was one of the programmers on the 7740 project. He was a rather quiet and reserved person. One night, the team needed to get in touch with him at the hotel, and canvassed the few, nearby hotels. Robert McClean was not registered at any hotel. We found out later that he was registered as "James Bond".

Bob wrote one of the most intricate modules of the 7740 system. For his personal understanding of the code, he labeled the routines with names like: Sally, Tom, Jerry, etc. He would explain his code like: Sally calls Tom, and Tom calls Jerry on an error. By the way, his was one of the first modules that worked without a glitch. However, when the 7740 code was turned over to IBM, they balked at the nomenclature of his routines. IBM made him re-write the code without using personal names, which he did, using names like: A1, A2, B1, B2, etc.

### BIRTHDATE OF 7740:

One of the programmers on the project had a date of birth of 7/7/40. We kidded this person about it saying that destiny had placed this person on this project.

### FIBONACCI SORT:

The 7740 assembler ran on a 1401 with four tape drives, one of which was dedicated to containing the executable modules of the assembler. That left only three tapes on which to perform the needed sorting. Conventional sort string handling using three tapes would be extremely slow because of tape rewinds after each pass.

Someone at CUC came up with the ingenious idea of using the Fibonacci series of numbers to determine the number of strings placed on each tape. Without going into too much detail, this method allowed two tapes to be merging while the other was rewinding.

This technique was later called a Poly-phase Merge. However, I discovered several years later that another computer manufacturer was using the Fibonacci series on tape sorts of greater than three tapes. It works, but is not very efficient. A specific mathematical series of numbers should be used based on the number of tapes.

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Entered By: Edward Moneo

March 6, 2006

Related Events

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Programming the IBM System/360 for IBM

## Computer Sciences Corporation

### **Title: The Fallacy of Meaningful Codes**

Author: Edward Moneo

Created: March 31, 2006

Cataloguer:

Copyright:

Story:

The Fallacy of Meaningful Codes

In the early 1960's, CUC had a contract with Schering Corporation to implement a Production Planning and Control System. Tony Penta led the project. In addition to programming duties, I was assigned the task of creating the codes for the Product Master file. I analysed all the possible classifications, and designed a code composed of fixed-length sub-sections such as: group, class, department, etc. I proudly showed the code design to Tony Penta. He took a look at it and said the following words which I never forgot: "Ed, the more meaning you put into a code, the quicker it will corrupt."

Tony went on to explain that sub-sections of codes, like the department for example, today fits fine into a one digit number, because today they only have 6 departments. But what happens to this one digit code tomorrow when they expand to 40 departments? Even converting the one character position to alphanumeric would not hold the required combinations. The structure of the code would have to be modified to add extra digits, and the result would be a corruption of the original code design which would require a costly conversion project to convert all the related files, input formats, and reports.

The safest and simplest approach to code design is completely random or consecutive numbers. How many products do you have today? Let's say you have 5000. That's a 4 digit number. Then, allowing for expansion, make the code 6 digits, which will allow the company to grow to 1 million products.

It took me a while to grasp the magnitude of Tony's warning, but I kept it fresh in my mind for the rest of my life.

In 1983, at a computer assembly company in Mexico, I was developing a complete manufacturing system. The industrial engineers, who were from Ericsson, had begun design of a part number, which curiously looked very similar in style to the original product code that I had designed back at Schering. It took me quite some time to convince these engineers of Tony's rule. We decided on a 6 digit, numeric part number with no embedded meaning.

In 1990, while at Citibank-Mexico, I was developing a Manpower Planning system, for which every job or post had to have a unique code. My boss, the IT director, already had a design in mind consisting of 10 digits, of course with all kinds of meaning in the digits. So, I let him have Tony's rule with both barrels. Amazingly, he thought about it for a few minutes, asked a few questions, understood it, and said "Do it." Since we had less than 1000 employees/jobs, We went with a 5 numeric digit job code.

A classic example of code corruption is the Mexican TaxID which is the equivalent of the USA Social Security Number. When I arrived in Mexico in 1983, the code consisted of 4 leading alpha characters plus 6 numeric digits. The 4 alpha were taken from your last name, mother's maiden name, and your first name. The 6 numeric were your date of birth as YYMMDD. When I first saw this code, I immediately remembered Tony's rule.

Well, sure as heck, in 1991 the government announced a "new" 13 character TaxID, where they had appended an additional 3 alphanumeric characters in order to solve the problem of collision in the numbers. The conversion of existing computer systems was chaotic. Some companies attempted to generate the extra 3 characters using algorithms of dubious origin. Actually, the

## Computer Sciences Corporation

government never published the algorithm because it really wasn't an algorithm per se. The logic was contained in one continuously changed program at the central bank. I happened to see this program, and was amazed at the amount of hard-coded exceptions that it contained especially to inhibit generating codes that contained "dirty" words.

To make matters worse, in 1999, they announced another code called "CURP: the unique code for population registration". This beauty did not substitute the TaxID, but had to be used in conjunction to the TaxID for payrolls, invoices, taxes, etc. This CURP code is 18 characters long, using the first 10 characters of the TaxID, and adds additional "meaningful" codes, such as sex, place of birth, the first consonant after the start of last, mother's maiden, and first name, one numeric digit (normally zero) to be modified for duplicate codes, and a check-digit whose algorithm is a government secret. If dear Tony were to see this code, he would turn over in his grave.

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(Edited 31-Mar-2006, 13:02)

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Entered By: Edward Moneo  
March 31, 2006

### **Title: Getting Hired**

Author: Joyce Toy

Created: April 6, 2006

Cataloguer:

Copyright:

Story:

My best friend Sharon got a job at CUC after graduating from college. I, unfortunately, went to work at Equitable. I loved programming but didn't like Equitable. Sharon kept telling me what a wonderful company CUC was, I was jealous. I told her to let me know if they were ever hiring. She eventually got me an interview with Elmer Kubie. He told me he was really looking for someone with 2 years experience, I had one year. Elmer said he wished me luck in finding a job. I said I wasn't looking for a job, I wanted to work for CUC. I asked if he would consider hiring me when I had more experience. He said yes. And I believed him (remember, I was only 22). Several months later he asked Sharon if I was still interested. (Of course I was). When he hired me he said the salary wasn't much, only \$100 a week, but there would be lots of opportunity to advance. I was thrilled with \$100, I was earning \$82.50.

After being at CUC for a few weeks, my manager quit and I was spending most of my time alone at the client in Bayway NJ. After being with the company for 3 months I went into the office one day and picked up my paycheck. It had a \$50 a month raise. How could that be? It was actually a 2 1/2 month raise. I asked the bookkeeper about it. She said - see Elmer. Elmer said he usually told people in advance about a raise but I was hardly ever in the office and he didn't want to hold up my raise. I had many much larger raises over the years but none meant as much to me as that one. WHAT A COMPANY.

One more Elmer story. One day I told him I would love a job that was out of town. I said he was always giving out of town assignments to married people. It was so much easier for single people like me. Sure enough, I got to go to California. Of course, everyone else on the project was married.

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Entered By: Joyce Toy  
April 6, 2006

## Computer Sciences Corporation

**Title: Email of 6/24/05**

Author: George Trimble

Created: June 24, 2005

Cataloguer:

Copyright:

Story:

From: George Trimble

To: Doug Jerger

Date: 6/24/2005 2:59PM

Subject: [Response to request for preliminary information about CUC]

Doug,

You are very timely. I finished doing the write up last night and planned on doing a final checkup today. It's attached. [Below]

Actually, much of the information in it was taken from Kubie's article "Recollections of the First Software Company", Annals of the History of Computing, Vol. 16, No. 2, Summer 1994, pp 66-71....

My tenure with CUC was from 1956 to 1968, so I can attest to things during that period. Besides, I was involved in almost everything that went on. After 1968 I had virtually no contact with CUC. Kubie's article is the best source for what happened from 1969 to 1986. For example, I never met Bennet or Bartolli. Even Kubie's knowledge is sketchy, as he points out.

For the 20 most important events I largely picked the establishment of new offices, new divisions (CUE, CTS, etc.), change of officers (Hurd, Bennet, Bartolli) and departure of key people. The FAA work was a major task which led to a large job of programming the IBM S/360, the election prediction on CBS TV, and a book on programming the 360. The second job picked was the Texas Instruments system software job, which was very large, 29 people for design and 120 for implementation. Beyond these very large jobs there were so many unique or first-time jobs that I don't know what to include. Satellite orbit calculations, first boiling water nuclear reactor design, first computer-based paramutal system for race tracks, first commercial general purpose message switching system, it goes on and on. The Capabilities Brochures that I sent have things that you might want to include. They are all techie/nerdy things that you may not want in your history. I could do more here if you want. Let me know.

George

Attachment to Trimble email of 6/24/05:

### CUC HISTORY

A brief description of the company – This is not intended to be a history of the company. Rather, we seek just two or three paragraphs which would capture the nature and spirit of the company.

"Computer Usage Company" best described the purpose of the company, which was to provide services that would assist clients in obtaining earlier and more effective use of computers. This took the form of analysis and programming and was the heart of the company's business for many years. Programmers were a scarce commodity at that time and the company actively trained inexperienced people in programming, primarily people with a degree in mathematics and/or science, although several in music and the arts did well also. Women comprised over half of the technical staff and several had significant technical management positions.

Other services were added in later years including Computer Usage Education (seminars, home-study courses), Computer Time Sales (computer-time brokerage), Computer Usage Facility

## Computer Sciences Corporation

Management (operating client's computer facility), Computer Usage Business Services (payroll, accounting services). These latter two services, although initiated by Kubie, were later considered by him to be significant factors in the decline of the income of the company after 1968-69. A lack of strong emphasis on the analysis and programming end of the business, which was the heart of the business until that time, was also a major factor in the decline that led to its bankruptcy in 1986.

A very positive aspect of CUC is the attitude of its employees toward their tenure with the company. There was a great camaraderie among them that existed even between the different offices. Many felt that CUC was the greatest place to work that they had ever experienced, either before or after working at CUC. The challenges were, in many cases, beyond their past experience, and they were given the freedom to meet the challenge. They felt that they were given responsibility, learned a tremendous amount, and grew professionally. A "reunion" of CUC employees was held in New York in 1995, and these feelings well widely expressed by those attending.

A listing of the 20 most important events in the life of the company – We would appreciate having them related to a date and to have three or four sentences describing each event.

March 28, 1955: Formally created the company as a sole proprietorship: John Sheldon doing business as Computer Usage Company (CUC).

April, 1955: Hired Louise B. Greene as secretary/bookkeeper and hired four programmers.

October 3, 1955: Incorporated in Delaware as Computer Usage Company, Inc.

Elmer C. Kubie – President and Treasurer

John W. Sheldon – Vice President

Louise B. Greene – Secretary and Controller

February 1956: Hired George R. Trimble, Jr., Corporate Technical Director

During the 3 ½ years that Kubie and Trimble worked together in the IBM Endicott Labs they had frequently discussed the possibility of forming such an independent software company. Trimble stayed on with IBM until work on the IBM 650 Magnetic Drum Calculator was finished and then he joined Kubie and Sheldon at CUC.

Summer 1959: Washington, D. C. Office established, Walter Nelson, Manager.

As a byproduct of work done by Trimble for the Navy in Washington, D. C. to establish the information requirements for the Chief of Naval Operations (CNO), which was the basis for building the Naval OPCON Centers, additional Federal Government work justified establishing a Washington office.

April 1960: IPO netted \$186,681.

After an 82 for 1 stock split, sales of 47,000 shares of stock to the public netted \$186,681 for the company.

1960-62: Awarded a major contract by the FAA for work on the Air Traffic Control System.

A field office was established at the FAA National Aviation Facilities Experimental Center (NAFEC) in Pomona, NJ, headed by George Trimble. The job was to determine the requirements for a computer-based Air Traffic Control System. It involved analyzing the functions performed by the air traffic controllers and establishing the software requirements for the development of such a system. This resulted in specifications for a JOVIAL language compiler, and supporting utility routines (assembler, loaders, debugging system, etc.)

1960: Computer Time Sales (CTS) Division formed.

Serving clients who had machine time to sell and clients who wanted to buy machine time, CTS acted as a computer-time broker and provided scheduling, operating, and administrative services to the seller. Emanuel Chafets directed this division.

Spring 1961: Los Angeles Office established, George Vosatka, Manager

Work done for North American Aviation on its Minute Man Reliability project provided a basis for establishing a Los Angeles office.

Summer 1962: Dr. Cuthbert C. Hurd elected Chairman of the Board.

## Computer Sciences Corporation

Dr. Hurd had established the Applied Science Department at IBM, which became a Division, and he was very influential in getting IBM into the computer business. He had strong contacts in the computer industry as well. He left IBM to become Chairman of the Board of CUC.

1963: Programming the IBM System/360 for IBM.

As a result of the specifications developed at the FAA NAFEC, FAA contracted with IBM for 9020 computer systems (actually tri-plex IBM System/360, Model 50s) for the ATC application. IBM then contracted with CUC to program the System/360, including the JOVIAL compiler and all of the supporting software (but not the application software.) Ascher Opler directed this effort.

Early 1964: IBM contracted with CUC to use the software being developed for the System/360 to develop a program to keep track of the election results, 1964 being a presidential year. This system was used by CBS TV to report these results on election evening. Based on this experience CUC staff members wrote a book "Programming the IBM System/360" which was published by John Wiley and Sons in 1966.

1964: John Sheldon resigned.

A reduction in the amount of heavy scientific application development led John Sheldon, a founder of CUC, to retire and raise shell-fish in New England.

1965: Computer Usage Education (CUE) formed.

Having recruited many people into the field and trained them, CUC formed an educational division to capitalize on this experience. A Home-Study course was developed and Seminars on a variety of computer related subjects were given. Ascher Opler directed this activity.

1965: Computer Usage Development Company (CUDC) formed.

The analysis and programming part of the business was set off as a separate division.

Summer 1966: Hired Carl H. Reynolds as President of CUDC.

Carl H. Reynolds was an experienced program development manager at IBM and was heavily involved in the IBM OS/360 software development. He was hired to manage the CUDC division.

1966: Computer Usage Facility Management (CUFM) formed. Computer Usage Business Services (CUBS) formed.

1967: Texas Instruments (TI) contracted with CUC for major system software.

TI was developing the Advanced Scientific Computer (ASC), a super-computer, and needed a full set of system software for it. They contracted with CUC to develop the software, including an operating system, a FORTRAN compiler, assembly program, graphics support, database management, and all of the appropriate utility programs that go with such a system. A Dallas office was established and George Trimble was the Systems Engineer directing the project.

July 1968: Elmer C. Kubie retired (health reasons). Charles Benton, Jr. hired to replace him.

September 1968: George R. Trimble, Jr. resigned from Computer Usage Company.

December 1968: Computer Usage Business Services (CUBS) discontinued.

1970: Benton retired for health reasons and Victor Bartoletti became president.

September 1986: Ceased Operation

A listing of the names of founders, officers, or of other essential key people of the company – We would also appreciate any contact information which you may have. We would also appreciate their names even if they are no longer with us.

Elmer C. Kubie – Founder – President & Treasurer – Deceased

John W. Sheldon – Founder – Vice President – Director, Scientific Applications

George R. Trimble, Jr. – Corporate Technical Director

Dr. Cuthbert C. Hurd – Chairman of the Board (1962-1974) – Deceased

Louise B. Greene – Secretary & Controller

Dr. Liston Tatum – Vice President – Sales/Marketing

Walter B. Nelson – Vice President, Manager, Washington Office

Mr. Robert H. Glaser – Manager, New York Office

Mr. Emanuel Chafets – Manager, Computer Time Sales Division

Mr. Anthony J. Penta – Director, Commercial Applications – Deceased

Mr. Ascher Opler – Director, Systems Programming – Deceased

A listing of the names of 20 of the people most significant for the company – Again, we would appreciate their names even if they may no longer be with us.

**Computer Sciences Corporation**

Elmer C. Kubie – Founder – President & Treasurer – Deceased  
John W. Sheldon – Founder – Vice President – Director, Scientific Applications  
George R. Trimble, Jr. – Corporate Technical Director  
Dr. Cuthbert C. Hurd – Chairman of the Board (1962-1974) – Deceased  
Dr. Liston Tatum – Vice President – Sales/Marketing  
Mr. Anthony J. Penta – Director, Commercial Applications – Deceased  
Mr. Ascher Opler – Director, Systems Programming – Deceased  
Mr. Charles Sheffield – Senior Scientific Analyst – Deceased  
Mr. Dean Brown – Senior Scientific Analyst

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[content edited for relevancy]  
[contact information deleted to protect the privacy of correspondents]

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Entered By: Doug Jerger  
November 15, 2005  
Related Documents

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Trimble, George: Email of 6/24/05

**Title: Company Picnic**

Author: George Trimble  
Created: December 9, 2005  
Cataloguer:  
Copyright:  
Story:

CUC had a company picnic every year for the New York Office. The Ringwood Country Club was chosen for the site of the picnic one year in the early 1960s. In one of the communications from Ringwood to CUC they addressed their letter to COMPUTER SEWAGE COMPANY. The response from CUC was addressed to RINGWORM COUNTRY CLUB.

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Entered By: George Trimble  
December 9, 2005

**Title: Women in CUC**

Author: George Trimble  
Created: March 14, 2006  
Cataloguer:  
Copyright:  
Story:  
Women in Computer Usage Company

Introduction

The "Women of the ENIAC" have been documented in an article by Barkley Fritz in the Annals of the History of Computing (1), and more recently in the US News and World Report article by Rachel Sobel (2). While it is true that they have not received the recognition that is due them, they were not the only women who were active participants in the development and use of computers in those early days.

Many popular articles in newspapers and magazines have, over the years, emphasized that the computer world is dominated by men. In general, that is probably true, but there are isolated areas where it is not true. CUC was an exception to that rule.

Early IBM

## Computer Sciences Corporation

Elmer Kubie and I comprised the Mathematical Planning Group in the Endicott Laboratory. There was a complementary group in Poughkeepsie having four members, one of whom was Beryl E. Smith. While Elmer and I concentrated on the computers developed in Endicott (IBM 650, 7070), the Poughkeepsie group concentrated on the computers designed there. The two groups worked together on several projects so we had occasion to work with Beryl Smith. She made significant contributions to the 70x and 70xx computers designed in Poughkeepsie.

Sarah Snook was a major contributor to the IBM 7750 which was a communications front-end processor for the original American Airlines passenger reservation system, SABRE. When Computer Usage got a contract to write the software for the IBM 7740 Communications Processor, a more general purpose front-end processor and store-and-forward message switching system, Sarah consulted with our group, of which I was the project leader, because of the similarity of the architecture to the 7750.

Eleanor Krasnow originally worked for IBM and was hired into Computer Usage in the late 1950s. She was a rather colorful, forthright character but had a heart of gold under that rough exterior. She was a senior member on quite a few of Computer Usage's projects.

### Computer Usage Company (CUC)

I spent 13 years with CUC and during that entire time, women comprised a very significant percentage of the technical staff. The founding of the company consisted of six technical people, namely, Elmer Kubie and John Sheldon, the founders, and the four women that they hired: Barbara Lesser, Anne Shea, Reena Trunk, and Dorothy Walsh (3).

Over the next thirteen years my memory is that the ratio of women to men remained close to one to one. This memory is validated by the fact that in 1996 a "reunion" dinner was held in New York and the list of CUC "alumni" invited and/or attending included 28 women and 24 men. I recently located a CUC employee newsletter (4) that contained a complete roster of employees. Consolidating the two lists resulted in a count of 54 men and 48 women.

### Penta Computer Associates (PCA)

PCA was founded by Tony Penta and two other former CUC people, including myself. Although I do not have actual figures to support the ratio, there were more women than men in PCA, thus carrying on the tradition of CUC. In fact, while at CUC, Tony was responsible for commercial applications and the group of programmers who came under his jurisdiction were almost exclusively women, leading to the reference to "Tony's Harem." This preference was carried over into PCA.

### Real-Time Systems (RTS)

Mike Marcus started working for me at CUC in 1961. He left CUC in 1965 or 1966 to form his own company, Real Time Systems. I maintained close contact with him and recall that RTS also had a fairly high ratio of women to men, although it was somewhat lower than that of CUC or PCA, but still maintaining the CUC tradition of a significantly high percentage of women.

### Datamation Quote (5)

"Intuitive generalizations made by some personnel managers are that women have greater patience than men and are better at details, two prerequisites for the allegedly successful programmer. On the subject of whether women possess logical, analytical minds the controversy becomes more intense.



## Computer Sciences Corporation

"It is also felt that women have a humanizing influence, making working conditions more pleasant, and even add to the decor of an office. The notion that female programmers are dull, drab, lipstickless creatures is grossly erroneous."

U. S. News and World Report Quote (2)

"The job title of computer "operator" may have prevented six women from being written into the history of the ENIAC, the first electronic computer. Jennifer Light, assistant professor of communication studies and sociology at Northwestern University, says that in the 1940s someone who performed the role of a computer operator was considered a secretary, when in reality the women served as human computers. The women worked with desktop calculators and pencil and paper to perform ballistics calculations, before the U.S. Army unveiled the ENIAC (Electrical Numerical Integrator And Computer) on Feb. 14, 1946. They were responsible for programming ENIAC to compute ballistic tables, manually configuring the electronic computer's 18,000 vacuum tubes and 3,000 switches.

There were no real guidelines for operating or programming ENIAC, says Jean J. Bartik, now 77. The tweaking of switches and wires is essentially the humble beginning of companies such as Microsoft. Physicist John Mauchly and electrical engineer J. Presper Eckert continue to receive credit for building ENIAC, but standard history has not told the story of the programmers of the first electronic computer. Some historians say the story needs to be told, considering how the computer industry looks at women as if they were newcomers, when they were there at the start."

1. "The Women of ENIAC", W. Barkley Fritz, IEEE Annals of the History of Computing, Vol. 18, No. 3, Fall 1966, pp 13-28.

2. "Faulty Memory", Rachel K. Sobel, U.S. News & World Report (02/11/02) Vol. 132, No. 4, P. 70. <http://www.usnews.com/usnews/issue/020211/tech/11eniac.htm>.

3. "Recollections of the First Software Company", Elmer Kubie, Annals of the History of Computing, Vol. 16, No. 2, Summer 1994, pp 65-71.

4. "Roster of Personnel", Computer Usage Communiqué, Vol. 1, No. 2, July 1961.

5. "The Woman Programmer – a subjective reflection", Valerie Rockmael, Datamation, January 1963, p41.

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Entered By: George Trimble  
March 14, 2006

### **Title: Technical Dinner Meetings**

Author: George Trimble

Created: March 14, 2006

Cataloguer:

Copyright:

Story:

CUC Technical Dinner Meetings

Staff training was always an important part of CUC's functions. In order to keep the New York staff up-to-date on what was happening in the computer field, the Company Usage Company had monthly Technical Dinner Meetings. The meetings were held in a private dining room at the (former) Roosevelt Hotel, which was only three or four blocks away from the company offices. As the corporate technical director, I was responsible for planning these meetings. That involved scheduling the meetings, selecting the menu for the meal, and obtaining speakers. Even though the subject was technical, all of the office personnel were invited.

## Computer Sciences Corporation

Many of the technical talks were given by a member of the CUC staff. The project leader for a particularly interesting or challenging task would describe what the task was about, the status of its completion, and any problems that had arisen and how they were solved. Asher Opler talked about a compiler that was being developed for Honeywell. He described it as a non-semantic, monotonic, etc., process (he used a couple of other highly technical words) which left people with their mouths gaping. One of the people on the project got up out of his seat, told Asher to sit down, and proceeded to explain in simple terms what Asher was trying to describe. Asher then resumed his talk and it went well from there on.

Outside people were also invited to speak at some of the meetings. These included computer manufacturers representatives, people from other CUC offices, and occasionally, customers. For example, Ken Iverson, the inventor of APL (A Programming Language), from IBM was one of the speakers.

When CUC got the contract to develop the Command Language for the IBM System 360/Model 67 Time Sharing System, I was the project manager and gave a talk on Virtual Memory and how it functions. After the talk was over, I received what I consider one of the highest complements of my career. Elaine Russo, who was Elmer Kubie's secretary told me that while I was talking she felt that she actually understood what I was saying. Considering the fact that the concept of virtual memory is very sophisticated, I was somewhat flabbergasted and delighted.

Although I functioned well at scheduling and speaker selection, I was a total failure as a menu selector. When the Hotel sent me a menu for making a selection for the meal, I would sometimes select something that I had no idea of what it was. For example, if "courgettes farcies" was one of the selections, I might order it and then find out when the meal was served what it really was. This did not go over well with some people, particularly with Elmer Kubie. He was a roast beef and potatoes type of individual, and not given to exploration when it came to food. He relieved me of my duties as menu selector.

Never the less, I feel that these dinner meetings were very successful in keeping the staff informed about the latest developments in the industry as well as maintaining an awareness of what was going on in other offices of the company.

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Entered By: George Trimble  
March 14, 2006

### **Title: CUC'S FIRST TRAINING PROGRAM**

Author: George Trimble

Created: March 14, 2006

Cataloguer:

Copyright:

Story:

CUC'S FIRST TRAINING PROGRAM

During the 1950s the computer industry was just beginning to get off the ground. A couple of dozen of each of the large mainframes from several manufacturers had been installed. There were virtually no schools devoted to teaching computer programming and even the universities had very limited courses available. CUC was growing and having difficulty finding qualified people to staff the contracts that were coming in.

In 1957, CUC placed ads in New York newspapers offering free training in the use of computers. There were approximately 300 people who responded to these ads. They came from all walks of life, including dental assistants, grocery store clerks, recent high school graduates,

## Computer Sciences Corporation

longshoremen, and some college graduates. Many respondents had no experience or even exposure to computers.

The applications were examined and roughly 75 of the applicants were called in for interviews. As a result of the interviews approximately 25 people were selected for taking written tests and tested using a logic ability testing device. Five people were selected out of these 25 applicants.

The course took 8 weeks to complete, with night classes twice a week. Elmer Kubie taught the introductory section and the basics of programming. I taught the section dealing with the IBM 650, Tony Penta taught the IBM 702/705 section, and Frank Trantham taught the IBM 701/704 section. All five applicants completed the course and were offered jobs with CUC; four accepted. Those four stayed with CUC for many years.

At the time I was living in Hightstown, NJ, and had a next door neighbor, Rollo, who majored in music in college. He made a living selling plastic baby pants to drug stores. He was interested in learning how to use computers and asked me if he could sit in on my 650 portion of the class. I agreed and he completed that portion. He then went on and took computer and statistics courses at Rutgers University in New Brunswick, NJ. He subsequently developed a statistics package which was competitive to the SAS system which was popular at the time. He got his wife involved and they build a business based on that statistics package and did quite well.

One evening Walter Nelson, the Washington office manager attended my class. After the class Walt, Rollo, and I went to dinner at Manny Wolf's steakhouse on Lexington Avenue (steak, baked potato, etc.) For dessert, we went to Stauffer's restaurant on 42nd St. and each had a Sundae. We went outside and decided they were pretty good. So the two of us that were wearing hats exchanged our hats and went back and to Stauffers and had two more Sundaes. The waitress noted that she just had three customers who looked very much like us except they were wearing different hats. From there we went to Times Square and had spaghetti dinners at Romeos. Still being hungry we went across 42nd St. to the Horn and Hardardt Automat and each had a slice of watermelon. Finally we went to a Waffle Shop at 60th and Third Ave. I took the train home to Hightstown and discovered that my wife had made homemade doughnuts, which I naturally could not turned down. I'm sure that Walt and Rollo both remember that night.

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Entered By: George Trimble  
March 14, 2006

**Title: Charlie Sheffield**

Author: George Trimble

Created: March 30, 2006

Cataloguer:

Copyright:

Story:

Charles Sheffield (June 25, 1935 - November 2, 2002)

Charlie graduated from St. John's College, Cambridge, England with a Ph.D. in theoretical physics. He was hired by CUC in the mid 1960's straight from England. This was the period of the "Brain Drain" from England to the USA. The Cold War needed scientists and engineers and they could make more money here than in England, so Charlie came. His tasks were in the Scientific Applications area so he worked for John Sheldon usually. He worked in the New York office for a few years before going to the Washington CUC office.

I had a project for the Navy at Dahlgren, VA to simulate a naval fire control computer on the 7090 and Charlie was assigned to it as one of the crew. When it came time to do the final debugging the entire crew went to Dahlgren to finish the job. Dahlgren was 50 miles from anywhere but there was a Holiday Inn that the Navy kept in business and we stayed there. Kay Beisty, was one of the

## Computer Sciences Corporation

New York Office's Analysts on the crew. At breakfast the day after our arrival most of the crew was down in the dining room, but Kay wasn't there yet. Charlie came in, noted that Kay wasn't there, and said that he had "knocked her up" before he came down. Everyone's jaws dropped and there were several exclamations from people. Finally Charlie explained that the expression was used in England to mean that someone had knocked on a person's door to wake them up. He learned what the expression meant in the USA (and presumably never used it again.)

Somewhere along the way, Charlie got a contract in Arabia that required frequent visits. I'm not sure if he was with CUC at the time, or with the Earth Satellite Corporation, where he was the Chief Scientist. I suspect it was CUC because much of the work John Sheldon did was for oil companies in Arabia and Charlie worked on those jobs. Charlie's plane trips to/from Arabia took seven hours and rather than waste the time he started writing short science fiction stories. He sold them to various Sci-Fi magazine publishers and they encouraged him to write longer stories. I cited his "Web Between the Worlds" (1979) in my Annals "Memoirs" where he used biological elements in computers, which I also believe will someday be significant in computers. As a result of the success of his early novels he wrote over 40 hard sci-fi novels and many more short stories and was considered to be the successor to Arthur C. Clark. He became very well known within that area of the publishing industry and was President of the Science Fiction Writers of America. A search of the Net will result in many hits for "Charles Sheffield", one of which is the following: <http://www.fantasticfiction.co.uk/s/charles-sheffield/>

which contains a bibliography of his works. Unfortunately, none of the references I found mentioned CUC in his bio's. They mention his Earth Satellite position but most are concerned with his books. His "Borderlands of Science", non-fiction, but "edge of fiction", should be used as an introduction to science courses. It is the most clear and concise summary of where science stands today that I have read.

As an added note, my son read many of the books in my fantasy collection and named his cats after characters in those books. He was reading one of Charlie's books when he got a Himalayan cat and named it "Sheffield" after Charlie.

Unfortunately, Charlie developed cancer of the brain and died in 2002, leaving many books unwritten.

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Entered By: George Trimble  
March 30, 2006

### **Title: Dorothy Walsh Pepito**

Author: George Trimble

Created: July 12, 2006

Cataloguer:

Copyright:

Story:

Sheila Snow and Dorothy Walsh – An extension backward of Ed Moneo's Sheila Snow story

Barbara Lesser, Anne Shea, Rheena Trunk, and Dorothy Walsh were the first four women hired by Elmer Kubie at the beginning of CUC. Dorothy Walsh was the person who was eventually given responsibility for establishing and overseeing the CUC library. She saw the need for having one name associated with the library for correspondence and communication. She selected the name "Sheila Snow" as the public identification of the librarian. When other people were assigned this task later on, there was no need to notify all of the communicants, as Ed Moneo has noted.

I (George Trimble) worked closely with Dorothy on the library and on many other projects. We both had a strong affinity for black. She frequently wore black dresses, I consistently wore black suits and shoes. My variations were a gray Homburg hat in the fall, a black one for the winter, a

## Computer Sciences Corporation

white one for spring, and a straw one for summer. I was occasionally addressed as "Father" by people walking down the street in New York. At Christmas Dorothy and I would exchange black gifts. One year she gave me a piece of black chalk to use on my blackboard, another time she gave me a black bath towel, and another gave me a package of black paper napkins. I, in turn, gave her a black Christmas tree made from black pipe cleaners (actually made by my wife), and once gave her a black Christmas tree made of wood (made by me) shaped like a Greek delta and about 18" tall. I made one for myself as well and still display it every year. This exchange went on for several years. It got to be quite a challenge to come up with an appropriate black gift and my wife was the most imaginative with ideas.

In the very early days of CUC, either at the 40th St. location or the 42nd St. location, we greeted each other gushingly in the morning with such comments as "Dorothy, you look absolutely gorgeous this morning", or "Dorothy, you are ravishing today". She, in turn would reply with an equally over complementary remark such as, "George, I've never seen you looking so handsome". This would recur three or four times to the great disgust of the office staff who overheard us, but I'm sure it lightened the atmosphere and gave a good start to the day to everyone around.

One of the most unusual events that occurred involving Dorothy was several years after we had both left CUC. I was doing independent consulting work and did not have an office. Mike Marcus had left CUC also and had founded Real-time Systems and had an office on 45th St. He let me use his office when I was in New York. He even went so far as to have my name put on the directory in the lobby of the building. I was in his office one day and his receptionist told me that I had a visitor. I went to see who it was and it was Dorothy Walsh. I knew that she had moved to Rome but had totally lost contact with her. She was in New York with her husband (Domenico) who was visiting someone on a different floor and she saw my name on the directory. So she checked it out and after 10 or 15 years we finally got together again. That was when I met her husband.

Once again we lost contact and when I got involved with the Corporate History Project as an "ex-CUC representative" I attended a meeting at the Computer History Museum at which a fellow from ACT, Oscar Schachter (Dorothy joined ACT in New York and then moved to Rome with ACT), knew Dorothy. I asked him if he could locate her, but before he did so Anne Shea Cagnini came up with the contact as a result of Doug Jerger's many emails to CUC people.

The following is extracted from an email that I received 4/17/06 from her husband Domenico Petito:

"Dorothy is sick: she has Alzheimer. Short term memory is almost non-existent... longer term... is blurred, but still seems to have some "data" in. She is old, sick, but sweet. I am retired and taking care of her, as she is strongly strongly depending on me. We have a daughter (Fiona), who is an in-house lawyer with GUCCI company and she lives and works in Florence."

So she can still understand and remember enough that she would appreciate anything her old friends and cohorts would write to her (such as this story, which I hope will trigger some pleasant memories for her.)

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Entered By: George Trimble  
July 12, 2006

**Computer Sciences Corporation**

**Title: Developing Real-Time Systems**

Author: George R. Trimble, Jr.

Created:

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a4261d532962.pdf (Size: 1.82 MB)

Pages: 8

Cataloguer:

Copyright: Computer Usage Company

Description:

Article about the programming and analysis areas which must be considered in the development of a real-time system.

Accession: 102679031

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Entered By: Janice James

June 24, 2009

**Title: Interview Summary**

Author:

Created:

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a411d16cc350.pdf (Size: 266 KB)

Pages: 2

Cataloguer:

Copyright: Computer Usage Company

Description:

Form used by interviewer to record information about the applicant

Accession: 102662976

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Entered By: Janice James

June 23, 2009

**Title: Our Experience with the System/360**

Author: Marty Hopkins

Created:

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a411906401e0.pdf (Size: 758 KB)

Pages: 2

Cataloguer:

Copyright: Computer Usage Company

Description:

Suggestions on programming the 360 based on over eight months of experience

Accession: 102679065

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Entered By: Janice James

June 23, 2009

**Title: Computer Usage Communique, April 1961**

**Computer Sciences Corporation**

Author:

Created: April 1961

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-436935cb110cb.pdf (Size: 706 KB)

Pages: 6

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Newsletter (Vol. 1, No. 1) to "keep the members of Computer Usage in touch with important events both in the Company and in the world of Electronic Data Processing as they occur."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651917

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\src\102651917.communique\_vol1no1.1961

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Entered By: Sarah Wilson

November 2, 2005

**Title: Computer Usage Communique, July 1961**

Author:

Created: July 1961

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-436936bc667f7.pdf (Size: 1.97 MB)

Pages: 16

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Newsletter (Vol. 1, No. 2) to "keep the members of Computer Usage in touch with important events both in the Company and in the world of Electronic Data Processing as they occur."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651918

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\source2651918.communique\_vol1no2.1961

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Entered By: Sarah Wilson

November 2, 2005

**Computer Sciences Corporation**

**Title: Roster of Personnel**

Author:

Created: July 1, 1961

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-4369334e0c2a1.pdf (Size: 466 KB)

Pages: 7

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Roster listing the names, titles and locations of Computer Usage Company personnel in 1961.

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651919

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\source2651919.roster\_personnel.1961

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Entered By: Sarah Wilson

November 2, 2005

**Title: Computer Usage Communique, August 1961**

Author:

Created: August 1961

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-436937474ba3f.pdf (Size: 1.17 MB)

Pages: 11

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Newsletter (Vol. 1, No. 3) to "keep the members of Computer Usage in touch with important events both in the Company and in the world of Electronic Data Processing as they occur."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651920

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\src\102651920.communique\_vol1no3.1961

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Entered By: Sarah Wilson

November 2, 2005



**Computer Sciences Corporation**

**Title: Computer Usage Company Annual Report, 1961**

Author:

Created: September 30, 1961

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-43693d3e46c21.pdf (Size: 1.50 MB)

Pages: 15

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

CUC Annual Report 1961. Statement of operating and financial results.

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651923

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\source2651923.annual\_report.1961

-----  
Entered By: Sarah Wilson

November 2, 2005

**Title: Computer Usage Communique, December 1961**

Author:

Created: December 1961

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-436937e427050.pdf (Size: 1.40 MB)

Pages: 11

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Newsletter (Vol. 1, No. 5) to "keep the members of Computer Usage in touch with important events both in the Company and in the world of Electronic Data Processing as they occur."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651921

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\source2651921.communique\_vol1no5.1961

-----  
Entered By: Sarah Wilson

**Computer Sciences Corporation**

November 2, 2005

**Title: Computer Usage Communique, circa 1963**

Author:

Created: 1963

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-436938751fb42.pdf (Size: 5.97 MB)

Pages: 17

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Newsletter (Vol. 2, No. 3) to "keep the members of Computer Usage in touch with important events both in the Company and in the world of Electronic Data Processing as they occur."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651922

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\src\102651922.communique\_vol2no3.1963

-----  
Entered By: Sarah Wilson

November 2, 2005

**Title: One Day in May: A Capabilities Report**

Author:

Created: 1964

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-4367a31829760.pdf (Size: 2.18 MB)

Pages: 19

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Booklet, 1964. "What does Computer Usage Company do? These questions could be answered most easily by taking each reader of this brochure...on a one-day tour of CUC's five offices to observe our staff of over 200 professionals working on current projects."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651927

Dimensions: 11.5 x 8 in.

Color depth: 24 RGB

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

**Computer Sciences Corporation**

\\Archive\resources\text\Computer\_Usage\_Company\source2651927.capabilities\_report.1964 ----

-----  
Entered By: Sarah Wilson  
November 1, 2005

**Title: Computer Usage Company Annual Report, 1965**

Author:  
Created: 1965  
Publisher: Computer Usage Company  
Donated By: George Trimble  
Filename: doc-43693df083cb1.pdf (Size: 2.80 MB)  
Pages: 24  
Cataloguer: 2005-11-01 Sarah Wilson  
Copyright: Computer Usage Company  
Description:  
CUC Annual Report 1965. Statement of operating and financial results.  
Location: 1401:MS:WW4.5  
Box number: multiple lot box  
Lot number: X3199.2006  
Accession: 102651924  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2005-10-25 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Computer\_Usage\_Company\source2651924.annual\_report.1965

-----  
Entered By: Sarah Wilson  
November 2, 2005  
Related Stories

-----  
"How It All Began"  
Related Events

-----  
"Programming the IBM System 360" published  
10th year anniversary  
5-for-2 stock split in January, 1965  
Board approved a dividend plan  
Computer Usage Development Company (CUDC) formed  
Computer Usage Education (CUE) formed  
IPO netted \$ 186,681  
Operational Results for 1964  
Operational Results for 1965  
Washington, DC Office established

**Title: One Day in May: A Capabilities Report**

Author:  
Created: 1965  
Publisher: Computer Usage Company  
Donated By: George Trimble  
Filename: doc-436931f7137d2.pdf (Size: 3.90 MB)  
Pages: 22

**Computer Sciences Corporation**

Cataloguer: 2005-11-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Booklet, 1965. "More than 350 top creative and technical computer professionals in six fully staffed offices on two coasts. This is CUC and that day in May was the company's tenth anniversary--a decade of computer analysis, programming and operation."

Location: 1401:MS:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102651926

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\source2651926.capabilities\_report.1965

---

Entered By: Sarah Wilson

November 2, 2005

**Title: Using a Computer to Simulate a Computer**

Author: George R. Trimble

Created: October 1965

Publisher: Data Processing Magazine

Donated By: Hywel M. Davies

Filename: doc-4a368a06d7e42.pdf (Size: 1.87 MB)

Pages: 6

Cataloguer:

Copyright: Data Processing Magazine

Description:

Article from Data Processing Magazine

Accession: 102679070

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Entered By: Janice James

June 15, 2009

**Title: Annual Report - 1966**

Author:

Created: 1966

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a368175959c2.pdf (Size: 2.35 MB)

Pages: 20

Cataloguer:

Copyright: Computer Usage Company

Description:

Annual Report for 1966

Accession: 102679075

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Entered By: Janice James

June 15, 2009

**Computer Sciences Corporation**

**Title: Computer Usage - Computers and Marketing**

Author: Richard Ketover

Created: 1966

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a37d04dd3e0c.pdf (Size: 1.16 MB)

Pages: 4

Cataloguer:

Copyright: Computer Usage Company

Description:

Winter 1966 issue of Computer Usage - Vol. 1, No. 5

Accession: 102679064

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Entered By: Janice James

June 16, 2009

**Title: Computer Usage - The Software Crisis**

Author: Cuthbert C. Hurd

Created: 1966

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a4264dba1c9f.pdf (Size: 1.00 MB)

Pages: 4

Cataloguer:

Copyright: Computer Usage Company

Description:

Fall 1966 issue of Computer Usage - Vol. 1, No. 4

Accession: 102679069

---

Entered By: Janice James

June 24, 2009

**Title: QUEUES / Causes and Cures**

Author: Edward L. Fritz

Created: 1966

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a4260dc83962.pdf (Size: 1.90 MB)

Pages: 6

Cataloguer:

Copyright: Computer Usage Company

Description:

Discussion of queues and their causes, consequences and how to avoid them

Accession: 102679068

---

Entered By: Janice James

June 24, 2009

**Title: Software Gap - A Growing Crisis for Computers**

Author:

Created: 1966

Publisher: Business Week

## Computer Sciences Corporation

Donated By: Hywel M. Davies  
Filename: doc-4a426649d977d.pdf (Size: 674 KB)  
Pages: 4  
Cataloguer:  
Copyright: McGraw-Hill, Inc.  
Description:  
Excerpt from Business Week, Nov. 5, 1966  
Accession: 102679062

---

Entered By: Janice James  
June 24, 2009

### **Title: Staff Recruitment in the U.K.**

Author:  
Created: 1966  
Publisher: Computer Usage Development Corporation  
Donated By: Hywel M. Davies  
Filename: doc-4a42752c55b76.pdf (Size: 1.64 MB)  
Pages: 15  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Details of the events, method, time scale and cost involved in any U.K. recruitment that CUDC might undertake  
Accession: 102662982

---

Entered By: Janice James  
June 24, 2009

### **Title: The Report Program Generator**

Author: Harry Leslie  
Created: 1966  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a4262d892d84.pdf (Size: 852 KB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Article describing some useful areas of the new generation of RPG processors and briefly explaining the language processor developed for RCA.  
Accession: 102679063

---

Entered By: Janice James  
June 24, 2009

### **Title: Employee Benefits and Responsibilities**

Author:  
Created: March 1, 1966  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a411628196b7.pdf (Size: 4.62 MB)

**Computer Sciences Corporation**

Pages: 35  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Handbook  
Accession: 102662977

---

Entered By: Janice James  
June 23, 2009

**Title: CU / BITS - Aug 1966**

Author:  
Created: August 1966  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a37dae425fc3.pdf (Size: 1.09 MB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679073

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Entered By: Janice James  
June 16, 2009

**Title: CU / BITS - Sep 1966**

Author:  
Created: September 1966  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a39360792fe3.pdf (Size: 1.14 MB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679072

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Entered By: Janice James  
June 17, 2009

**Title: Technical Information Service - STS 10-96**

Author:  
Created: September 23, 1966  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a426e46b67d3.pdf (Size: 2.01 MB)  
Pages: 12  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Senior Technical Staff Bulletin

**Computer Sciences Corporation**

Accession: 102679071

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Entered By: Janice James  
June 24, 2009

**Title: CU / BITS - Nov 1966**

Author:  
Created: November 1966  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a37dba8502e5.pdf (Size: 1.02 MB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679067

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Entered By: Janice James  
June 16, 2009

**Title: One Day in October in Boston**

Author: D. A. Bavly  
Created: November 1, 1966  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a41216420fdd.pdf (Size: 1.99 MB)  
Pages: 13  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
A brief technical description of every job currently in-house presented at a dinner meeting at the beginning of the new fiscal year.  
Accession: 102679066

---

Entered By: Janice James  
June 23, 2009

**Title: New Directions in Software 1960 - 1966**

Author: Ascher Opler  
Created: December 1966  
Publisher: Proceedings of the IEEE  
Donated By: Hywel M. Davies  
Filename: doc-4a412023e2b9c.pdf (Size: 2.45 MB)  
Pages: 8  
Cataloguer:  
Copyright: The Institute of Electrical and Electronics Engineers, Inc.  
Description:  
Article reviewing selected significant developments in the rise of software to an equal partner to computer hardware.  
Accession: 102679059

---

Entered By: Janice James



**Computer Sciences Corporation**

June 23, 2009

**Title: A Criticism of COBOL For Documentation**

Author: Martin Hopkins

Created: 1967

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a368641a5a64.pdf (Size: 773 KB)

Pages: 4

Cataloguer:

Copyright: Computer Usage Company

Description:

An article urging caution in believing COBOL programs are self-documenting.

Accession: 102679045

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Entered By: Janice James

June 15, 2009

**Title: A Defense Of COBOL For Documentation**

Author: John Rynes

Created: 1967

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a3687627b6bf.pdf (Size: 646 KB)

Pages: 4

Cataloguer:

Copyright: Computer Usage Company

Description:

An article encouraging self-documentation in COBOL programs

Accession: 102679040

---

Entered By: Janice James

June 15, 2009

**Title: Computer Usage - Computers and Banking**

Author: Robert H. Glaser

Created: 1967

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a368b7c68db1.pdf (Size: 1.41 MB)

Pages: 6

Cataloguer:

Copyright: Computer Usage Company

Description:

Summer 1967 issue of Computer Usage - Vol. 2, No. 2

Accession: 102679046

---

Entered By: Janice James

June 15, 2009

**Title: Computer Usage - Computers and Space**

Author: Charles Sheffield

**Computer Sciences Corporation**

Created: 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a37d31f42166.pdf (Size: 1.42 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Fall 1967 issue of Computer Usage - Vol. 2, No. 3  
Accession: 102679041

---

Entered By: Janice James  
June 16, 2009

**Title: Computer Usage - Computers and the Law**

Author: Joseph Vierra  
Created: 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a37d1254fa2c.pdf (Size: 1.42 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Spring 1967 issue of Computer Usage - Vol. 2, No. 1  
Accession: 102679051

---

Entered By: Janice James  
June 16, 2009

**Title: Computer Usage Company Annual Report, 1967**

Author:  
Created: 1967  
Publisher: Computer Usage Company  
Donated By: George Trimble  
Filename: doc-4457e1fcb95b2.pdf (Size: 2.35 MB)  
Pages: 12  
Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: Computer Usage Company  
Description:  
CUC Annual Report 1967. Statement of operating and financial results.  
Location: 1401:Archive:WW4.5  
Box number: multiple lot box  
Lot number: X3199.2006  
Accession: 102651925  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2005-10-25 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Computer\_Usage\_Company\src\102651925.annual\_report.1967

---

**Computer Sciences Corporation**

Entered By: Sarah Wilson  
May 2, 2006

**Title: CU / BITS - Jul, Aug 1967**

Author:  
Created: 1967  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a3937908e3ac.pdf (Size: 1.37 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679044

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Entered By: Janice James  
June 17, 2009

**Title: DISPLAYTRAN**

Author: Ben Barlow  
Created: 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a41152ee52ae.pdf (Size: 1.07 MB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Article describing the DISPLAYTRAN programming tool  
Accession: 102679055

---

Entered By: Janice James  
June 23, 2009

**Title: Your Opportunity in the Computer Age**

Author:  
Created: 1967  
Publisher: Computer Usage Education, Inc.  
Donated By: Hywel M. Davies  
Filename: doc-4a42693101e0d.pdf (Size: 4.28 MB)  
Pages: 25  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Booklet describing the Computer Usage Study Course and a cover letter from Nate A. Newkirk to a prospective enrollee.  
Accession: 102662971

---

Entered By: Janice James  
June 24, 2009

**Computer Sciences Corporation**

**Title: CU / BITS - Jan 1967**

Author:  
Created: January 1967  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a3936bca6fdc.pdf (Size: 940 KB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679061

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Entered By: Janice James  
June 17, 2009

**Title: Technical Information Service Periodicals**

Author:  
Created: February 1967  
Publisher: Computer Usage Development Corporation  
Donated By: Hywel M. Davies  
Filename: doc-4a4270a85ebd1.pdf (Size: 901 KB)  
Pages: 8  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Memo to Office Managers and Senior Technical Staff from Eleanor Crouse regarding Periodicals and Indexes of the Computer Industry Literature available in the Technical Information Service  
Accession: 102679058

---

Entered By: Janice James  
June 24, 2009

**Title: Technical Information Service - STS 1-27**

Author:  
Created: February 28, 1967  
Publisher: Computer Usage Development Corporation  
Donated By: Hywel M. Davies  
Filename: doc-4a426cd21a328.pdf (Size: 2.47 MB)  
Pages: 16  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Senior Technical Staff Bulletin  
Accession: 102679060

---

Entered By: Janice James  
June 24, 2009

**Title: CU / BITS - Mar 1967**

Author:  
Created: March 1967  
Publisher: Computer Usage Company Communications Department

**Computer Sciences Corporation**

Donated By: Hywel M. Davies  
Filename: doc-4a39383d9251d.pdf (Size: 879 KB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679054

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Entered By: Janice James  
June 17, 2009

**Title: Memo to Technical Staff**

Author: Carl H. Reynolds  
Created: March 16, 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a368389b0102.pdf (Size: 2.83 MB)  
Pages: 16  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Memo to technical staff regarding new Corporate Technical positions  
Accession: 102679050

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Entered By: Janice James  
June 15, 2009

**Title: Technical Information Service - STS 2-37**

Author:  
Created: March 31, 1967  
Publisher: Computer Usage Development Corporation  
Donated By: Hywel M. Davies  
Filename: doc-4a427148889c1.pdf (Size: 1.11 MB)  
Pages: 7  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Senior Technical Staff Bulletin  
Accession: 102679057

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Entered By: Janice James  
June 24, 2009

**Title: An Interview with Elmer C. Kubie**

Author:  
Created: April 3, 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a411e1e3a0cc.pdf (Size: 998 KB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company

**Computer Sciences Corporation**

Description:

Interview where Kubie gave his opinions about different facets of the data processing industry and its future direction

Accession: 102679056

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Entered By: Janice James

June 23, 2009

**Title: CU / BITS - May 1967**

Author:

Created: May 1967

Publisher: Computer Usage Company Communications Department

Donated By: Hywel M. Davies

Filename: doc-4a39393497f12.pdf (Size: 1.46 MB)

Pages: 6

Cataloguer:

Copyright: Computer Usage Company

Description:

Employee Newsletter

Accession: 102679049

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Entered By: Janice James

June 17, 2009

**Title: Speakers Bureau List**

Author:

Created: May 1967

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a4267ac556dd.pdf (Size: 1.60 MB)

Pages: 17

Cataloguer:

Copyright: Computer Usage Company

Description:

List of speakers with their topics and office location

Accession: 102662979

---

Entered By: Janice James

June 24, 2009

**Title: Technical Information Service - STS 3-57**

Author:

Created: May 31, 1967

Publisher: Computer Usage Development Corporation

Donated By: Hywel M. Davies

Filename: doc-4a4271be03162.pdf (Size: 2.74 MB)

Pages: 16

Cataloguer:

Copyright: Computer Usage Company

Description:

Senior Technical Staff Bulletin

Accession: 102679048

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**Computer Sciences Corporation**

Entered By: Janice James  
June 24, 2009

**Title: Resequenece Program**

Author: Loren E. Kelley  
Created: October 26, 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a4263c85ea91.pdf (Size: 604 KB)  
Pages: 5  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Documentation for a program designed to resequence source program decks written in COBOL,  
Assembly language or Autocoder  
Accession: 102679043

---

Entered By: Janice James  
June 24, 2009

**Title: CU / BITS - Nov 1967**

Author:  
Created: November 1967  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a393a291ae24.pdf (Size: 1.40 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679039

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Entered By: Janice James  
June 17, 2009

**Title: Notes on Estimating and Other Science Fiction**

Author: Charles H. Reynolds  
Created: November 1967  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a4117787c1b2.pdf (Size: 546 KB)  
Pages: 2  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Article regarding the variables in estimating programming costs  
Accession: 102679038

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Entered By: Janice James  
June 23, 2009

**Computer Sciences Corporation**

**Title: To the Holders of Common Stock of CUC**

Author:

Created: December 6, 1967

Publisher: Computer Usage Company

Donated By: George Trimble

Filename: doc-4457e853eae0.pdf (Size: 181 KB)

Pages: 1

Cataloguer: 2006-05-01 Sarah Wilson

Copyright: Computer Usage Company

Description:

Letter to the holders of common stock of CUC, dated December 6, 1967.

Location: 1401:Archive:WW4.5

Box number: multiple lot box

Lot number: X3199.2006

Accession: 102649375

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2005-10-25 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Computer\_Usage\_Company\src

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Entered By: Sarah Wilson

May 2, 2006

**Title: Computer Usage - Computers and Art**

Author: John J. Clarke

Created: 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a368ae04c8e4.pdf (Size: 1.42 MB)

Pages: 6

Cataloguer:

Copyright: Computer Usage Company

Description:

Summer 1968 issue of Computer Usage - Vol. 3, No. 3

Accession: 102662995

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Entered By: Janice James

June 15, 2009

**Title: Computer Usage - Computers and Food**

Author: George C. Tolis

Created: 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a37ce4d6f212.pdf (Size: 1.55 MB)

Pages: 6

Cataloguer:

Copyright: Computer Usage Company

Description:

Spring 1968 issue of Computer Usage - Vol. 3, No. 2



**Computer Sciences Corporation**

Accession: 102663005

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Entered By: Janice James  
June 16, 2009

**Title: Computer Usage - Computers and Stocks**

Author: James McDonald  
Created: 1968  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a37d6ffe61ac.pdf (Size: 1.52 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Fall 1968 issue of Computer Usage - Vol. 3, No. 1  
Accession: 102662987

---

Entered By: Janice James  
June 16, 2009

**Title: Computer Usage - Computers and the City**

Author: Marvin Heit  
Created: 1968  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a368c1501bce.pdf (Size: 1.49 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Winter 1968 issue of Computer Usage - Vol. 3, No. 1  
Accession: 102679034

---

Entered By: Janice James  
June 15, 2009

**Title: CU / BITS - Aug, Sep 1968**

Author:  
Created: 1968  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a393bb95c6f1.pdf (Size: 1.20 MB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102662993

---

Entered By: Janice James  
June 17, 2009

**Computer Sciences Corporation**

**Title: CUC News**

Author:

Created: 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a4113aa91275.pdf (Size: 289 KB)

Pages: 2

Cataloguer:

Copyright: Computer Usage Company

Description:

Employee newsletter announcing the merging of the three operating subsidiaries

Accession: 102662991

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Entered By: Janice James

June 23, 2009

**Title: Hardware, Software and "Somewhere"**

Author: Dennis McKenna

Created: 1968

Publisher: Computer Usage Facilites Management Corporation

Donated By: Hywel M. Davies

Filename: doc-4a411a7c794b3.pdf (Size: 1.86 MB)

Pages: 6

Cataloguer:

Copyright: Computer Usage Company

Description:

Article on the importance of the third part of data processing - Operations

Accession: 102663006

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Entered By: Janice James

June 23, 2009

**Title: IBM 360 COBOL Conversion**

Author: Norman H. Leven

Created: 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a411c8f7c77e.pdf (Size: 1000 KB)

Pages: 4

Cataloguer:

Copyright: Computer Usage Company

Description:

Article about the major differences to consider when converting existing COBOL programs to IBM 360 COBOL (E) programs.

Accession: 102679035

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Entered By: Janice James

June 23, 2009

**Title: Planning-Programming - Budgeting (PPSB) and Decision-Making**

Author: Fred A. Gross

Created: 1968

**Computer Sciences Corporation**

Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a425f617167a.pdf (Size: 1.44 MB)  
Pages: 6  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Article concerned with describing the use of computer simulation and management science techniques  
Accession: 102662994

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Entered By: Janice James  
June 24, 2009

**Title: Summarizing Sorts**

Author: Robert L. McAllester  
Created: 1968  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a426a566dc52.pdf (Size: 885 KB)  
Pages: 4  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
How to expand the COBOL SORT verb to include summarization  
Accession: 102662999

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Entered By: Janice James  
June 24, 2009

**Title: CU / BITS - Jan 1968**

Author:  
Created: January 1968  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a393e6cc7c26.pdf (Size: 1.62 MB)  
Pages: 8  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679036

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Entered By: Janice James  
June 17, 2009

**Title: Notice of Annual Meeting of Stockholders and Proxy Statement**

Author:  
Created: January 10, 1968  
Publisher: Computer Usage Company  
Donated By: George Trimble  
Filename: doc-4457ec636566c.pdf (Size: 952 KB)  
Pages: 6

**Computer Sciences Corporation**

Cataloguer: 2006-05-01 Sarah Wilson  
Copyright: Computer Usage Company  
Description:  
CUC Notice of Annual Meeting of Stockholders and Proxy Statement.  
Location: 1401:Archive:WW4.5  
Box number: multiple lot box  
Lot number: X3199.2006  
Accession: 102640327  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2005-10-25 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Computer\_Usage\_Company\src\102640327.notice\_stockholders.1968  
Web access large:  
Web access small:

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Entered By: Sarah Wilson  
May 2, 2006

**Title: Bits & Bytes**

Author:  
Created: February 1968  
Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a3682926787e.pdf (Size: 370 KB)  
Pages: 2  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Internal newsletter for Washington Office  
Accession: 102662981

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Entered By: Janice James  
June 15, 2009

**Title: CU / BITS - Feb 1968**

Author:  
Created: February 1968  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a393d88c604b.pdf (Size: 1.96 MB)  
Pages: 8  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102679032  
Web access small:

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Entered By: Janice James  
June 17, 2009

**Computer Sciences Corporation**

**Title: Confidential To All CUC Employees**

Author: Carl H. Reynolds

Created: February 9, 1968 ca.

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a3684997efe5.pdf (Size: 1.31 MB)

Pages: 9

Cataloguer:

Copyright: Computer Usage Company

Description:

Remarks for Carl H. Reynolds' talk at the managers' meeting February 9 - 10, 1968

Accession: 102679030

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Entered By: Janice James

June 15, 2009

**Title: Highlights of SHARE XXX**

Author:

Created: March 22, 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a411b973acce.pdf (Size: 1021 KB)

Pages: 9

Cataloguer:

Copyright: Computer Usage Company

Description:

Memo to Analysis and Programming Staff from Bill Rohlsen and Bill Won regarding SHARE XXX from Feb. 26 thru March 1 in Houston, Texas

Accession: 102663008

Resolution:

Web access large:

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Entered By: Janice James

June 23, 2009

**Title: CU / BITS - Apr 1968**

Author:

Created: April 1968

Publisher: Computer Usage Company Communications Department

Donated By: Hywel M. Davies

Filename: doc-4a393afc5ab23.pdf (Size: 1.90 MB)

Pages: 8

Cataloguer:

Copyright: Computer Usage Company

Description:

Employee Newsletter

Accession: 102663009

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Entered By: Janice James

June 17, 2009

**Computer Sciences Corporation**

**Title: Bibliography 14 - A Time-Sharing Bibliography**

Author: George R. Trimble, Jr.  
Created: May 1968  
Publisher: Computing Reviews  
Donated By: Hywel M. Davies  
Filename: doc-4a42740e3186f.pdf (Size: 3.89 MB)  
Pages: 12  
Cataloguer:  
Copyright: Association for Computing Machinery, Inc.  
Description:  
Reprint from Computing Reviews - May 1968  
Accession: 102663000

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Entered By: Janice James  
June 24, 2009

**Title: Bits & Bytes - Dallas Office, May 1968**

Author:  
Created: May 1968  
Publisher: Computer Usage Company  
Donated By: George Trimble  
Filename: doc-43693c8fef372.pdf (Size: 261 KB)  
Pages: 2  
Cataloguer: 2005-11-01 Sarah Wilson  
Copyright: Computer Usage Company  
Description:  
Newsletter (May 1968) for the members of Computer Usage Company in Dallas, Texas.  
Location: 1401:MS:WW4.5  
Box number: multiple lot box  
Lot number: X3199.2006  
Accession: 10265916  
Dimensions: 11 x 8.5 in.  
Color depth: 8 grayscale  
Digitized: 2005-10-25 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Computer\_Usage\_Company\src\102651916.bitsandbytes.1968

---

Entered By: Sarah Wilson  
November 2, 2005

**Title: CU / BITS - May 1968**

Author:  
Created: May 1968  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a3940b901dd4.pdf (Size: 2.07 MB)  
Pages: 8  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter

**Computer Sciences Corporation**

Accession: 102663004

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Entered By: Janice James  
June 17, 2009

**Title: Technical Information Service - May 1968**

Author:

Created: May 1968

Publisher: Computer Usage Development Corporation

Donated By: Hywel M. Davies

Filename: doc-4a4272c7e0c8b.pdf (Size: 1.82 MB)

Pages: 12

Cataloguer:

Copyright: Computer Usage Company

Description:

Staff Bulletin with form to request material announced in the bulletin

Accession: 102663001

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Entered By: Janice James  
June 24, 2009

**Title: CU / BITS - Jun 1968**

Author:

Created: June 1968

Publisher: Computer Usage Company Communications Department

Donated By: Hywel M. Davies

Filename: doc-4a393fe131914.pdf (Size: 939 KB)

Pages: 4

Cataloguer:

Copyright: Computer Usage Company

Description:

Employee Newsletter

Accession: 102662998

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Entered By: Janice James  
June 17, 2009

**Title: Medical Program Changes**

Author: Walter M. Johnson III

Created: June 10, 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a411ee3c3bad.pdf (Size: 172 KB)

Pages: 1

Cataloguer:

Copyright: Computer Usage Company

Description:

Memo to full-time employees regarding changes to the medical expense program

Accession: 102663003

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Entered By: Janice James  
June 23, 2009

**Computer Sciences Corporation**

**Title: Officer Changes**

Author: Cuthbert C. Hurd

Created: July 16, 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a41224ec083c.pdf (Size: 248 KB)

Pages: 2

Cataloguer:

Copyright: Computer Usage Company

Description:

Memo to Employees announcing the changes in officers and board members

Accession: 102662997

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Entered By: Janice James

June 23, 2009

**Title: Innovation in Teaching - Why Industry Leads the Way**

Author: Nate A. Newkirk

Created: October 1968

Publisher: Berkeley Enterprises, Inc,

Donated By: Hywel M. Davies

Filename: doc-4a368903d76e0.pdf (Size: 1.73 MB)

Pages: 8

Cataloguer:

Copyright: Berkeley Enterprises, Inc,

Description:

Reprinted from "Computers and Automation"

Accession: 102662984

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Entered By: Janice James

June 15, 2009

**Title: Account Responsibility**

Author: G. C. Tolis

Created: October 11, 1968

Publisher: Computer Usage Company

Donated By: Hywel M. Davies

Filename: doc-4a340b2f4380d.pdf (Size: 1017 KB)

Pages: 7

Cataloguer:

Copyright: Computer Usage Company

Description:

Account Responsibility for Washington Systems and Washington Scientific Offices - Inter-Office Correspondence

Accession: 102662990

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Entered By: Janice James

June 13, 2009

**Title: Status Report and Organizational Changes**

Author: T. C. Cain

Created: November 13, 1968



**Computer Sciences Corporation**

Publisher: Computer Usage Company  
Donated By: Hywel M. Davies  
Filename: doc-4a41231d87aa7.pdf (Size: 470 KB)  
Pages: 3  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Memo to All Washington Systems Personnel including org chart  
Accession: 102662989

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Entered By: Janice James  
June 23, 2009

**Title: CU / BITS - Dec 1968**

Author:  
Created: December 1968  
Publisher: Computer Usage Company Communications Department  
Donated By: Hywel M. Davies  
Filename: doc-4a393cd0289fd.pdf (Size: 2.05 MB)  
Pages: 8  
Cataloguer:  
Copyright: Computer Usage Company  
Description:  
Employee Newsletter  
Accession: 102662985

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Entered By: Janice James  
June 17, 2009

**Title: "Demise of Software Company Marks End of Era," Evelyn McDonald, Government Computer News, 12/19/86**

Author: George Trimble  
Created: December 19, 1986  
Publisher: Doug Jerger  
Donated By: George Trimble  
Filename: doc-437b47eaf372.doc (Size: 205 KB)  
Pages: 2  
Cataloguer:  
Copyright:  
Description:  
News publication article providing a brief history and observations about personalities and factors in the demise.

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Entered By: Doug Jerger  
November 16, 2005

**Title: Trimble, George: Email of 6/24/05**

Author: George Trimble  
Created: June 24, 2005  
Publisher: Doug Jerger  
Donated By: George Trimble  
Filename: doc-437a4a92bbf21.doc (Size: 44 KB)  
Pages: 5

## Computer Sciences Corporation

Cataloguer:

Copyright:

Description:

An email from Mr. Trimble providing information about Computer Usage Company in response to a request from Mr. Jerger

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Entered By: Doug Jerger

November 15, 2005

Related Stories

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Email of 6/24/05

Related Events

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Charles Benton retired

Computer Time Sales (CTS) Division formed

Computer Usage Development Company (CUDC) formed

Computer Usage Education (CUE) formed

CUBS discontinued

CUC ceased operations

CUFM and CUBS were formed

Dr. Cuthbert C. Hurd elected Chairman of the Board

Elmer C. Kubie retired

First steps in award of major contract with FAA for Air Traffic Control System

Founding of company

George R. Trimble, Jr. resigned

Hired Carl H. Reynolds as President of CUDC

Hiring of George Trimble

IBM contract to develop election results system

Incorporation in Delaware

Initial hiring of people

IPO netted \$ 186,681

John Sheldon, Founder, resigned

Los Angeles Office established, George Vosatka, Manager

Programming the IBM System/360 for IBM

Texas Instruments (TI) contracted with CUC for major system software

Washington, DC Office established

## References

**Title: Recollections of the First Software Company**

Author: Elmer Kubie

Created: June 1994

Publisher: IEEE

Cataloguer:

Copyright:

Reference:

Kubie, Elmer. "Recollections of the First Software Company." IEEE Annals of the History of Computing, Vol 16, No.2 (Apr-Jun 1994): 65-71.

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Entered By: Doug Jerger

February 8, 2006

## Computer Sciences Corporation

### **Title: George Trimble Web Site**

Author: George Trimble

Created: 1999 ca.

Publisher: George Trimble

Cataloguer:

Copyright:

Reference:

<http://mywebpages.comcast.net/georgetrimble/>

This site provides many details under the following page titles: Brief Bio, Resume, Memoirs, Computers Used, Applications Developed, Talks, T-Logic, Inc. (Trimble's consulting company).

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Entered By: Doug Jerger

November 16, 2005

### **Title: A Brief History of Computing**

Author: George R. Trimble, Jr.

Created: September 2001

Publisher: IEEE

Cataloguer:

Copyright:

Reference:

Trimble, Jr., George R. "A Brief History of Computing." IEEE Annals of the History of Computing, Vol. 23, No. 3 (Jul-Sep 2001): 44-59.

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Entered By: Doug Jerger

February 8, 2006

## Discussions

### **The Work Atmosphere at CUC**

Posted by: DJerger (IP Logged)

Date: February 28, 2006 03:18PM

(This discussion point was generated from the combined thoughts of George Trimble and Doug Jerger.) To appreciate the working atmosphere in your experience at CUC: What did you think of your colleagues when you were there? What do you think of them now?

### **Re: The Work Atmosphere at CUC**

Posted by: Moneo (IP Logged)

Date: March 8, 2006 12:47PM

What did you think of your colleagues when you were there?

When I was accepted into CUC in 1961 as a programmer trainee, I felt like a rookie baseball player that had been asked to join the Yankees. Never in my entire life have I again been a part of such a illustrious team of computer professionals and just wonderful people.

I often commented that if you had a technical problem that you needed help with, you could walk down the hall at CUC and choose which person you wanted to help you. People like Tony Penta, Jill Kelly, George Trimble, Barbara Lesser, Marty Hopkins, Warner King, and a long list of others, were always willing to spend some time with you. If

## Computer Sciences Corporation

you had a math problem, you went straight to Harold Schulman, a brilliant mathematician and a patient teacher.

For general, company matters like policy, personnel and contract issues, the doors were always open to you to talk to CUC management, such as, Bob Glaser, Louise Greene, etc.

The CTS (Computer Time Sales) staff was also always there to assist you. "I need a 15 minute test shot on an IBM 7070, on Thursday after 5PM, within walking distance of the office." They did their best to get you the time, plus provide you with an operator, if you needed it.

In summary, it really felt like I was playing for the Yankees. A winning team where everyone was pulling together. I stayed at CUC for almost seven years, and, thanks to my colleagues, I acquired enough experience to last me a lifetime. To coin a Tony Penta phrase: "I forgot more than most people will ever learn."

What do I think of my CUC colleagues now?

After leaving CUC, I moved around a lot: Brazil, Arizona, California, Mexico.

During 1969-1974, in Phoenix and LA, I worked for George Kabouchy, a brilliant programmer, who had worked at CUC for seven years, and was now in IT management. George became a very successful IT executive at ITT/Citicorp and Quotron Systems, later forming his own communications company. George and I have always been like brothers, and we remain in contact to this date.

Tony Penta, who had a tremendous influence on my professional career, was also a very dear friend. He always said that I was like the son he never had --- he had three daughters.

Tony left CUC just before I did, to form his own software company called Computer Progress Inc. I left CUC in 1967 to join his company. There were management problems at this company due to a partnership, and I left in 1968. Soon thereafter, Tony went on to form Penta Computer Associates, which developed the hardware and software for an innovative data entry system called KeyLogic. George Trimble joined Tony as a principal member of the company.

In the early 1970's, the company (Redcor), which actually built the hardware, went bankrupt. The effect was devastating on Tony's business, and he had to close his company. A personal note: As the company was closing, Tony continued to pay the salaries of the staff until they got another job. And Tony did this out of his own personal funds --- an example of his unselfishness and loyalty.

Thereafter, Tony became a consultant in IT systems, working for clients in the New York area, and also in Florida. He continued to perform many programming activities.

I remained in close contact with Tony throughout the years. On my trips to New York, we would always get together. In 1981, he came down to Mexico City to attend my wedding. Tony passed away in 1994 of a heart attack, having never recovered from the earlier loss of his beloved wife, Ginny.

Contact with other CUCers dwindled away over the years. Within the last six months, I have been in email contact with George Trimble, a giant of the computer industry. We generally chat about our experiences.

## Computer Sciences Corporation

### Contributions to CUC by Tony Penta, Director of Business Application Development

Posted by: DJerger (IP Logged)

Date: March 6, 2006 04:11AM

Ed Moneo has suggested that the contributions by Tony Penta to the growth of CUC were important. This topic provides the opportunity for others to recognize his contributions and share other thoughts about Tony.

Re: Contributions to CUC by Tony Penta, Director of Business Application Development

Posted by: Moneo (IP Logged)

Date: March 7, 2006 04:51PM

Many of you CUCers worked with Tony Penta. I'm sure that you remember him as a very friendly person, witty, and always willing to help you in any way. Tony was an extremely capable computer professional, and a born leader. Working for him on programming projects, you learned a great deal about applications, programming, and a wealth of techniques from his vast experience.

Please join me in putting together information about Tony's personal history, stories, professional accomplishments and contributions related to CUC.

Later on, I will gather all the information that you guys have provided on this thread, and edit it into a Tony Penta document to be shared on this website.

### Nature of the Engagements at CUC

Posted by: DJerger (IP Logged)

Date: February 28, 2006 03:17PM

(This discussion point was generated from the combined thoughts of George Trimble and Doug Jerger.) For some feeling for the nature of the engagement work that was done at CUC: What was the most interesting job you worked on? What made it so interesting?

#### Re: Nature of the Engagements at CUC

Posted by: Serena (IP Logged)

Date: March 4, 2006 04:17PM

The greatest challenge for me was participating in the development of a system on a special-purpose communications computer (the IBM 7740).

The project was short-staffed and on a tight schedule (some things never change), and the project manager decided to take a chance on having me implement one of the device control routines. As a novice with no science or engineering or mathematical background, I was in alien – but fascinating – territory. It was on-the-job training with a vengeance.

A mentor was assigned to help me find my way through this seemingly impenetrable terrain, a brilliant technician with a lightning-quick mind named Peter Quint. Sometimes Peter's thoughts and words would race ahead so quickly, I had to beg him to slow down - which he did. He was a kind and patient teacher.

I learned a great deal in the process and was able to complete the job successfully.

### Thinking about the Birth, Growth, and Demise of CUC

Posted by: DJerger (IP Logged)

## Computer Sciences Corporation

Date: February 28, 2006 03:08PM

(This discussion point was generated from the combined thoughts of George Trimble and Doug Jerger.) More intimate knowledge of the process of birth, growth, and demise of this first professional services company would be interesting. Perhaps we could learn more about that if people addressed the following questions: How did you get involved with CUC? (newspaper ad, referred by friend, company reputation, other). What kept you at the company? Why did you leave -- and when?

### **Re: Thinking about the Birth, Growth, and Demise of CUC**

Posted by: Serena (IP Logged)

Date: March 4, 2006 04:16PM

I joined CUC as a trainee in 1963. Graduating in 1961 from Queens College with a degree in English literature, I floundered around for the next 2 years in gruelingly boring civil service and low-level administrative jobs. Then I did some research and discovered computer programming, which sounded very appealing. It seemed to require the ability to solve problems through a step-by-step logical process.

At that time, there was a growing demand for programmers in business and a short supply of skilled or trained people. Companies like CUC were offering training programs. So I applied to CUC, passed an aptitude test, had some interviews, and I was hired.

There were many mathematicians and engineers working there but also many others with widely divergent backgrounds – writers, musicians, and other people in the arts.

Managers and project supervisors were very supportive. In a short time, I found myself on a challenging project – the implementation of a communications system on a computer specifically developed for that purpose (the IBM 7740). The project was headed by George Trimble.

I believe CUC had several divisions when I joined, including one for business applications and one for science applications. I don't remember the official title for George's area, but he was introduced to me by a waggish associate as the "Director of Odd-Ball Applications."

I left after about two productive and satisfying years to join a small startup company that offered me the opportunity of eventually becoming a principal.

### **CUC book: "Programming the IBM System/360" - Moneo has copy**

Posted by: DJerger (IP Logged)

Date: March 3, 2006 07:59AM

In an email to me on various matters, Ed Moneo said that he was interested in what this web site had to say "...regarding the CUC book 'Programming the IBM System/360'. I still have a copy of the original edition, so I can expand on the subject, and provide the names of the authors of each chapter."

Since I knew that there was nothing on the site, I scurried to add this discussion point. Ed could have added it himself but I wanted to get it there for him to see.

### **CUC Milestones for the Timeline**

Posted by: DJerger (IP Logged)

Date: March 1, 2006 06:50AM

## Computer Sciences Corporation

Suggestions for additional CUC milestones for the CUC Timeline would be welcomed. There is nothing magical about the number of them and the ones shown, as of 3/1/06, may be viewed as a "starter set." To avoid possible confusion in making entries, the ability to modify the Timeline is available only to the Company Facilitator. So, if you merely respond to this message, I will take a look at such suggestions. Or, if you want to send it to me directly please use my email address, which you all have seen several times, I expect.

Thanks,  
Doug Jerger

### **Market Competition for CUC**

Posted by: DJerger (IP Logged)

Date: February 28, 2006 03:20PM

(This discussion point was generated from the combined thoughts of George Trimble and Doug Jerger.) For some appreciation of the market at that time: Which organizations provided the most competition for CUC? What made them good competitors?

### **Leadership at CUC**

Posted by: DJerger (IP Logged)

Date: February 28, 2006 03:12PM

(This discussion point was generated from the combined thoughts of George Trimble and Doug Jerger.) To get a sense of the nature how leadership might have been exhibited at CUC: Who in the company influenced you the most, and how was that influence conveyed?

Computer Sciences Corporation

**Keane, Inc.**

**Company Details**

**Name:** Keane, Inc.  
**Sector:** [Professional Services](#)

**Description**

John F. Keane, a former IBM employee, founded Keane, Inc. in Boston MA in 1965 as a contract programming firm to assist companies in harnessing the power of computer technology. In the early 70s, Keane developed a project management methodology for managing the development of complex software projects which became the foundation for all of its application development and outsourcing methodologies. Today it is one of the largest and most successful software services companies in the industry.

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**Facilitators**

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**Statistics**

Contributors (0), Events (0), Stories (0), Documents (0), References (0), Discussions (0 threads, 0 posts)

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**Entered By:** Luanne Johnson  
February 26, 2010

**Contributors**

**There are no contributors for this company in the collection**

**Timeline**

**There are no events for this company in the collection**

**Stories**

**There are no stories for this company in the collection**

**Documents**

**There are no documents for this company in the collection**



**Computer Sciences Corporation**

**References**

**There are no references for this company in the collection**

**Discussions**

**There are no discussions for this company in the collection**

Computer Sciences Corporation

## Software Design Associates

### Company Details

**Name:** Software Design Associates

**Sector:** [Professional Services](#)

#### Description

Founded in 1968 by Jay Goldberg, as a systems development firm, Software Design Associates grew to 600 people. The company was acquired by AGS Computers, Inc., in 1984. During the entire period, Mr. Goldberg served as Chairman and CEO.

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#### Facilitators

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#### Statistics

Contributors (5), Events (22), Stories (2), Documents (20), References (0), Discussions (5 threads, 6 posts)

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**Entered By:** Luanne Johnson  
March 26, 2006

### Contributors

#### Contributor Ray Arello

**Date Joined** August 1985

#### Job Description

Joined SDA as the NJ Branch Manager. Assisted during the reorganization and operational merger with AGS at which time I took on the role of VP NJ Commercial Business. Interestingly, I in 2002 I went on to rejoin Jay Goldberg as the President/COO of OPCENTER LLC.

#### Accomplishments

Built a very strong sales team consisting of Richard Ivan (who was there before me), Tami Lewis-Crupi, Angela Coble and Lauie Melancon. Lots of management challenges in that team but what a great group of producers!

**Date Left** June 1988

**Date Entered** May 2, 2006

#### Contributor Marty Aronow

## Computer Sciences Corporation

**Date Joined** April 2, 1979

### Job Description

Hired as a consultant in Union NJ.  
Moved into sales June 1980.  
NJ Branch Manager January 1981.  
Regional Manager I believe in 1983.  
Regional responsibility through the acquisitions by AGS, NYNEX & Keane until December 1994.

### Accomplishments

It was the greatest learning experience of my career. I learned from some of the best and some of the worst people in the industry, what to do & what not to do. I had the opportunity to work with a few true visionaries. I also had the opportunity to help quite a few people grow professionally - some of them own their own businesses today.

**Date Left** December 31, 1994

**Date Entered** May 25, 2006

**Contributor** sheldon dansiger

**Date Joined** June 1, 1974

### Job Description

Branch Manager in NYC and Long Island

**Date Left** December 31, 1993

### Statistics

Stories (2)

**Date Entered** May 3, 2006

**Contributor** Sandra Greer

**Date Joined** November 4, 1975

### Job Description

I started as a COBOL programmer. This was my first IBM mainframe job; I had previously done COBOL on UNIVAC 1108 and RCA Spectra 70. My job as one of about 90 SDA people was to tap-dance into whatever was required. It was great fun. I had learned PL/I during a year of CS grad school at Rutgers, so I was part of a 3-person project at International Nickel. Then I went to AT&T in New Jersey for years and years, where I learned Unix, after a fashion, while doing a trial of the first release from Bell Labs. I started working with databases (IMS and Adabas) somewhere in there, took Matt Ekstein's class on DB2, and got seriously into databases. When the PC revolution hit, I somehow got into that too, and I wangled my way into Gary Hochron's Knowledge Engineering Group, every one of whom was under 30. The last couple of things I did were Lotus Notes (another accident) and Business Objects.

### Accomplishments

I learned to play the cello, and got an MBA in Operations Research from Pace

## Computer Sciences Corporation

University. I also corrected grammar and such on lots of proposals, and wrote a few too.

**Date Left** September 30, 2002

### Statistics

Discussion Posts (1)

**Date Entered** May 1, 2006

**Contributor** Doug Jerger

**Date Joined** March 2006

### Job Description

Company Facilitator for SDA within the Professional Services Sector.

### Statistics

Discussion Posts (5)

**Contributor** Steve Schwartz

**Date Joined** October 1, 1983

### Job Description

Technical staff - Programmer/analyst

**Date Left** May 10, 1985

**Date Entered** November 7, 2007

## Timeline

1968

### Milestones

#### SDA Founded (November 1968)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, pages 10 and 11: SDA was founded on 11/15/68 by Jay Goldberg and Stan Ashkinos, as equal partners. Funding was provided by a \$25,000 investment for 25% of the company by EDP Associates, whose CEO was Sheldon Dansiger.

1969

### Milestones

#### 1969 Revenues were \$240,000 (December 31, 1969)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 16: 1969 revenues were \$240,000 and SDA experienced a loss after salaries were paid, including the founders.

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1970

### Milestones

#### Additional Investment Funding (February 1970 ca.)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 16: In early 1970, SDA received an additional investment of \$15,000 from EDP Associates, for which they required a substantial portion of the equity. But control still remained in the hands of Goldberg and Ashkinos.

#### Billing Rate Model Established (June 1970)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 17: The model billing rate was "...2.4 times their daily salary. That was a sixty percent gross margin. That was our rate. Now we did not always charge it. Sometimes we charged less. Sometimes we would get more. But that was our business model. Our business model was 2.4 times the daily salary. We budgeted 4% down time above holidays and vacations. So we had holidays, vacations, and then we could deal with 4% down time. If the down time got above 4%, it became troublesome for us."

#### Profitable Company Operations Model Established (June 1970)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 18: "Well, I can tell you the way we thought about it, or the way I thought about it. We were trying to achieve a 10% pre-tax profit. And then we wanted 2% to go into branch office expansion. So I felt like if I could take 2% off the top line, and I could make 8% after that, everybody would be happy, including me. And that 2% I used to open branch offices in other cities around the country."

#### Revenues of \$400,000 for 1970 (December 31, 1970)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 20: Revenues were \$400,000 for 1970.

#### Operational Guidelines/Metrics Established (June 1970)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 21: Technical staff size -- "...I am going to guess in the early 1970s it was \$40,000 revenue per programmer." Staff balance -- "We had one sales person in those days for every ten programmers. That was the way I tried to keep it." Technical differentiator -- "...Stan and I had always felt that one of our differentiators was to provide some technical management help to our staff and to our clients. So it was a company that had what I called technical directors that were non-billable, that were there to work with our consultants and work with the client for free. So we had more technical overhead than many of our competitors."

#### Seth Hanover Joined SDA (June 1970)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 35: Roles he played -- "He worked his way up. He was a programmer....He was a technical director and then he was a branch manager and then he was a regional VP and then he was chief operating officer of the company."

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1971

Milestones

Revenues of \$880,000 for 1971 (December 31, 1971)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 20: Revenues were \$880,000 for 1971.

1972

Milestones

Revenues of \$1.4 million for 1972 (December 31, 1972)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 20: Revenues were \$1.4 million for 1972.

1973

Milestones

Revenues of \$1.8 million for 1973 (December 31, 1973)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 20: Revenues were \$1.8 million for 1973.

1974

Milestones

Revenues of \$1.7 million for 1974 (December 31, 1974)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 20: Revenues were \$1.7 million for 1974.

1975

Milestones

Revenues of \$2.4 million for 1975 (December 31, 1975)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 20: Revenues were \$2.4 million for 1975.

1977

Milestones

Re-purchased Stock from EDP Associates; Sheldon Danziger  
Joined SDA (June 1977)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 22: Repurchased the stock originally sold to EDP Associates -- "...I paid them back the \$25,000 and the \$15,000, at a profit to them, and was able to buy my stock back...." Sheldon Danziger joined SDA -- "And Sheldon Dansiger came to work for me as a technical director." Goldberg and Ashkinos continued as equal partners through 1981.

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1978

Milestones

Late 1970's: Geographic Growth Increases (June 1978)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, pages 24-25: "Well, geographic expansion was the next step. I was opening, I think, two offices a year.... It was there for the picking. The business was growing. The market was expanding. The way our model worked was that for \$250,000 I could open an office. I could get the cash flow to break even within a year, and be cash flow positive in the second year, and I would get my money back at the end of two years. If you looked at it from the standpoint of ROI, it was silly not to do it."

1979

Milestones

SDA Moving into IBM Software Market -- Acquires Informatics Products (July 1979 ca.)

From a reprint of an article appearing in Computerworld, 7/16/79: "Software Design Associates, Inc. (SDA) has acquired its second software product line to position itself for the new day of telecommunications and 370-compatible systems. SDA President Jay N. Goldberg recently announced the acquisition of the Intercomm and Minicomm products from Informatics, Inc. of Woodland Hills, Calif. This comes on the heels of SDA's takeover in March of Software Systems Corp. of McLean, VA., and its main product, Dimension V. this marks the beginning of a product line for SDA, which until now has only offered software services. A wholly owned subsidiary, SDA Products, Inc. has been formed to market the products."

Related Documents

SDA Moving Into IBM Software Market

1981

Milestones

Stan Askinos Left SDA (December 31, 1981)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, pages 29 and 32: "...and I bought Stan out and he was a great gentleman about it. He gave me five years to pay him....I think I owned 70% of the company. I had bought out Stan and I think other people owned 30% of the company in options."

1983

Milestones

Conclusion: SDA Software Product Business not Profitable (June 1983)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page

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29: "All of the profits from SDA from I'll say 1980 to maybe 1983 got reinvested back into the products business with no success at all....We sold the data center management product to University Computing, we sold the TP monitors to a developer who just took them with the customer base and I think we just shut it down the rest. So there were no products. We actually had a division, SDA Products it was called, and we just shut it down."

1984

### Milestones

#### [SDA Acquired by AGS Computers, Inc. \(February 1984 ca.\)](#)

From a preliminary version of "Jay Goldberg Oral History," 2/16/06, page 34: SDA was acquired by AGS Computer, Inc. in early 1984. And afterward -- "Larry [Schoenberg] left me alone for two years. SDA ran as a separate business and everything reported up through me and after 18 months it was pretty clear that I wasn't staying at AGS, but not because we had had any bad moments. We just never talked about my staying. My contract was going to be up so I realized that I had to start preparing for the changeover. I had somebody working for me named Seth Hanover and I began to migrate the responsibility for the company to Seth and after two years I left."

1985

### Milestones

#### [Jay Goldberg departs from SDA \(December 9, 1985\)](#)

From SDA Bulletin describing management changes at a joint meeting of the Technical Managers and Accounts Executives, on 12/9/85: "...Jay goldberg announced his departure from SDA to pursue other business interests. In making the announcement he said his decision was based on the fact that after 17 years of nurturing the growth of SDA, he felt secure and confident that the existing management could continue to build SDA and establish an even greater presence in the data processing community."

#### Related Documents

Bulletin [Jay Goldberg departure]

#### [Seth Hanover promoted to President of SDA \(December 9, 1985\)](#)

From SDA Bulletin describing management changes at a joint meeting of the Technical Managers and Accounts Executives, on 12/9/85: "Joe Abrams, President of AGS Computers, announced the promotion of Seth Hanover to President of Software Design Associates, effective January 1, 1986."

#### Related Documents

Bulletin [Jay Goldberg departure]

#### [Other promotions at SDA \(December 9, 1985\)](#)

From SDA Bulletin describing management changes at a joint meeting of the Technical Managers and Accounts Executives, on 12/9/85: Promotions to new positions were announced for the following persons: Michael



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Ornstein, Senior Vice President of Professional Services; Martin Aronow, Regional Vice President for the New York Region; Paul Rosenthal, VP of the Pacific Region; Roger Balsam, Regional Vice President of the Atlantic Region; James Kane, VP of European Operations; Norman Merkin, VP of Technical Resources; Ray Arello, Branch Manager of New Jersey Branch; Larry Hummel, Branch Manager of the Phoenix Branch; Al Kachinko, Sales Manager for the Chicago Branch.

Related Documents  
Bulletin [Jay Goldberg departure]

## Stories

### **Title: The Interview Process**

Author: sheldon dansiger

Created: May 3, 2006

Cataloguer:

Copyright:

Story:

The Interview Process (and beyond)

There was a saying I heard when I was serving my time in the army. It said that there were three ways to do things, the right way, the wrong way and the army way.

The saying could be adjusted for interviews, the right way, the wrong way and the consulting way.

To get perspective on this, you have to realize that when the computer business first started picking up steam, there were none (almost, anyway) computer majors in college.

The people who were getting into the field came from many different areas, the one commonality being they recognized that here was a business where they could function, use their brains, and make good money.

The consulting business was a natural development, because major companies had fluctuating needs as projects came and went, and they would have needs of a temporary nature. In addition, there was an obvious shortage of available talent. Many of the people entering the business were a little off-center, a little bit eccentric. (Some were a lot off-center/eccentric.) They felt happier in the less formal environment of a consulting firm, with the promise of a varied number of assignments at an assortment of major firms. The corporations were more accepting of this group as outsiders ("After all, they are consultants, not one of the regular staff. What could you expect?")

The college degrees were of an amazing variety. A lot of math majors, a good deal of chemistry, biology or physics majors and a surprising number of English majors. However, in an informal survey of employee resumes we found, among others, zoology, meteorology, visual arts, history, and my personal favorite, philosophy.

The philosophy majors always set me to thinking about the Monty Python skit about soccer being played at the Philosopher Olympics. No one would kick the ball; they all were debating whether the ball really existed.

Naturally, in this type of environment, you had interviews (both ours to select people for the company, and client interviews where they selected people for their projects) that were different

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from those you would find in all those "How to Pass an Interview" articles that are the source of countless books and articles.

You did not get any of that "Where do you want to be in five years?" "What is your biggest flaw?" or "What is your greatest asset?" type of stuff. No way. Here are some examples.

Early on in my interviewing career, I had a candidate named Louis Jones. He was a light-skinned black man, quite effeminate (he was gay and he made no secret of it) with gold, horn-rimmed glasses, a large mass of hair, and an earring. (Maybe now an earring is not worthy of note. At that time, it was top-of-the-line, lead story news.) He was wearing a general's coat, complete with epaulets.

I asked him where he had been working and he said "IBM in Poughkeepsie – four years".

I asked him what kind of money he was looking for.

He told me, and I said: "Consider it an offer".

He said "No technical interview?" My answer was "If you can look like this, and get a four-year job at IBM, you have to know what you are doing."

He accepted, and a star was born. Customers loved him, because he was an excellent technician, with a great attitude, and a terrific personality.

We settled on a work uniform of dark pants, and a dark shirt (or white shirt if the customer insisted). The earring stayed. Most customers just had him sit in an out-of-the-way cubicle. One day, a very interesting thing happened. A large corporation based in Fon-Du-Lac, Michigan had a desperate need for exactly the skills that were Louis' major points. They were really in bad shape, nothing was working, and deadlines were crashing. I told them I had just the person, BUT. I described Louis the best I could and their answer was that he should fly out there right away for an interview, and that if his technical skills were as advertised, he should be prepared to stay.

I asked Louis if he owned a suit, and he said yes. I told him wear it on the interview, and then he could work his way down the dress code chain as time went by.

Louis needed money and someone to buy the airline tickets, so I told him I would meet him at the airport in the morning and give him the goods. The next morning I was running late, (the Long Island Expressway) and was hoping it would not be difficult to find Louis. It wasn't. He was the guy in the pink suit. He pointed out that I had not asked him about the color, only about its existence. Oh well, in for a penny, in for a point. Off he went.

It went fine. They assumed that someone from New York City was SUPPOSED to look like that. He solved their first problem in 15 minutes and everything followed well from that point on.

The original task was three weeks, and there he came home. I asked him if he was the only black at the company, and he said he was the only black in Fon-Du-Lac.

They then called us and said they wanted him to come back for three months to work on Part 2.

One day, we had occasion to interview a candidate at a large publishing firm. Our guy was new to us, so we were not familiar with him on a day-to-day basis. Still, he looked very pale when our salesman, Roger, took him to the interview. We figured it was just nerves.

At the customer's insistence, our salesman, Roger, left the room, and, since it was a long multiple interview at that customer, Roger returned to the office.

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About an hour later, the customer called, and was asked how the interview went.

There was a short silence and the customer said, "He died on the interview." Roger said he was surprised, our technical staff thought very highly of him. The customer said, "You don't understand. He died. He passed away." It was a real shocker.

About a year later, Roger was coming back from another interview screaming "I never had anyone die on an interview like this guy today" when someone pointed out about the unlucky candidate from a year back, Roger answered, "At least, he answered four questions correctly first".

There was the evening that we left our British star, Neal, at the office to interview a candidate who had a "hot" skill. When we came in the next morning, we all rushed to read Neal's review from of the interview. It was short and direct.

### REVIEW

1st Question = Candidate looked startled.

2nd Question = He turned white.

3rd Question = He began to shake

4th Question = Candidate threw up all over the desk.

Neal had not bothered to fill in the rating or recommendation boxes. He assumed he had already provided enough information on the subject.

However, we did hunt him down to get the answer to two burning questions.

First - Who cleaned up? Turns out he paid the night cleaning team \$20 to clean it up (He said he would expense it as soon as he figured out what column to put it in.)

The second question was: What was the fourth question he asked the candidate? We wanted to be sure never to pose that question to anybody – ever.

One day, I was forced to stay after work to interview another "hot" skill candidate. In came a curly headed man with a bit of a goofy grin. After a short while, I asked him if he felt there were any problems that might impede him in consulting work. He said, "Yes, there was one".

"I can't work Wednesdays". Great. We had no use for part-time candidates, and I had shot an evening waiting and talking to him.

"Don't you want to know why I can't work Wednesdays?"

I was really irritated, and decided I was not going to give Mr. Goofy Grin the chance to waste anymore of my time, so I said, "No, you have your reasons. You know it could be an impediment, and in our case, was definitely a deal-breaker. It is not necessary to explain".

"But, I could tell you." He was anxious to tell his story, but I was determined not to listen.

So, I stood up, shook his hand, thanked him for coming, and walked him to the door and locked it behind him.

In the office the next day, everyone wanted to know the reason he couldn't work on Wednesdays. They could not believe that I had not asked.

So, I made a contest out of it. Best two theories won prizes. The two winners were:

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- 1) His father is a doctor and they played golf on Wednesdays
- 2) He was a Fourth-Day Adventist

I got a call one afternoon from a good customer at a local insurance company.

He said that he had a problem with one of the consultants I had sent him. Actually, it was more than just a problem. He said the guy was the worst he had ever seen.

I hesitated for a moment and then said, "He's the worst I ever sent you?"

"No. He's the worst I've ever seen – ever seen – yours or anyone else's."

I was getting ready to go into my dance, when he said that he was not angry, just curious. His curiosity stemmed from the fact that we had sent him so many good people over the years; he wondered how this clunker got through.

I said I would check it out and get back to him (Of course, first I would replace the consultant).

I looked at the records and found he had been technically interviewed by Cheri, one of my best and toughest interviewers. She was a very interesting woman. One of her many skills was fencing, and she would take her epee with her to practice, while riding on the subway. She was a very pretty blonde, and this led me to come up with one of my favorite fantasies.

Cheri would be riding on the subway and some perv would come up to her and expose himself. At this point, Cheri would draw her sword, and give chase while the guy tried running with his pants down.

Don't laugh. It could happen. Lots of interesting things happened riding the subway to and from work.

On the 42nd Street Shuttle, a man stepped into the car, and for a moment, appeared to have stepped out of the pages of Gentleman's Quarterly. He had a beautiful, dark three-piece suit, an elegant white shirt and an Armani tie. He was clean-shaven with his hair beautifully styled. At his side was an understated, clearly expensive attaché case.

His horn-rimmed glasses gave him a look of huge intelligence. There was only one small flaw. He did not have on any shoes or socks.

He sat down, and the crowd in that area all moved swiftly to the other side of the car. Even by subway standards, this guy was scary. Probably a computer programmer.

The subway often delivered opera singers, violin players, tap dancers, singing quartets – a never-ending source of entertainment.

But I DIGRESS – BACK TO CHERI AND HER INTERVIEW –

I brought her in and told her about the problem with her candidate.

As I said, Cheri was a pretty blonde. She was also very pale, white skinned.

When I asked her the question, a wave of red rose slowly up her face. She looked a lot like a thermometer on a hot day. She was embarrassed.

After a moment, the confession came.

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"When I walked in and saw this guy, I had an overwhelming urge to jump on him, rip off all his clothes and take him on the spot."

I suddenly realized that the consultant was VERY good looking.

I started to dial the phone.

"Who are you calling, Sheldon?"

"The customer."

"What are you going to tell him?!"

"Exactly what you told me. Listen and learn."

I put the call on speakerphone, and spoke to the customer. I told him, "... rip off his clothes..."  
blah, blah, blah.

He laughed and thanked me. I explained to Cheri that if I had told him about some breakdown in the interview process, he would be asleep by the second sentence. But, THIS he could understand.

sausagepizza2000@yahoo.com

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Entered By: sheldon dansiger  
May 3, 2006

**Title: Proposals**

Author: sheldon dansiger

Created: May 9, 2006

Cataloguer:

Copyright:

Story:

The most crucial part of consulting was selling--One of the worst examples I ever saw was when my sister-in-law took up selling Amway products--Her first sale was to us, a rust remover. She brought it to the house, and she applied it to the rust on the stair railing----She looked at the result and said "Holy crap, it works"--Way to sell, Ellie

Selling was tough enough, but selling by proposal was even worse. We once had to do a fixed-price proposal for a customer that we knew only cared about the price (By the way, in consulting when you referred to the F-word, you meant Fixed)--So, to save time and money, I tried a one page sheet that said:

"We'll work with verve, we'll work with dash

For \$80,000 cash"

The response was "You are right, but we can't do it--The customer will be insulted"

So, I bought a ticket to Boiler-plate Land, and got on with it

The NYC Board of Education bid was to supply services in various skills.

We were winners a number of times, and on one new bid to re-win the CICS category, I submitted 3 candidates who we had working on-site under the current contract.

I was told I could not submit them. When I said "Aren't they doing good work"

the response was "They are doing great work. But, that great work might influence the judges, so you can't use them"

So, I bought a ticket to Why-Fight-It land, got three new people and got on with it

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When we were trying to win a bid with the U.S.Army,I was given a book of rules that ran 1088 pages---On the bottom of page 867 (I read the whole book,it was like reading what Stephen King might write on a rainy day), it said

" In all disputes,the Army representative will wear 2 hats,one as the defender of the Army's interests and the second as the impartial arbitrator"

I read that line four times and then headed for the exit

We were doing work for International Nickel when they asked us for a proposal for three PL/1 people--We did not get it and about ten days later the customer called and said "I am embarassed.I went for low price,and got burned.You guys do great work,so,send me three people of your choosing and lets get on with it"

I sent them Greer,Gongola and Granshaw--He loved them--A few weeks later ,he said he wanted to ask me a question---

"If I had asked for four people,would the fourth person's name also have begun with G?"

I then realized his conception of how we staffed was that I had a back room filled with people,and just picked the next three names from an alphabetical list--Tough question to answer with a straight face

In conclusion,I provide the quote of one of our star salesmen at a company meeting where he was trying to win an arguement .He banged the table and said "I am 94% right 6% of the time".Sounded good to me

SHELDON D-----sausagepizza2000@yahoo.com

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Entered By: sheldon dansiger  
May 9, 2006

## Documents

### **Title: The SDA Newsletter, January 1977**

Author:

Created: January 1977

Publisher: Software Design Associates

Donated By: Jay Goldberg

Filename: doc-44289d2b4d2f6.pdf (Size: 553 KB)

Pages: 6

Cataloguer: 2006-03-27 Sarah Wilson

Copyright: Software Design Associates

Description:

The news bimonthly of Software Design Associates, Inc. January 1977 - Vol III, No 1.

Lot number: X4072.2007

Accession: 062304103

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-03-13 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\projects\ITCHP\SDA\src\062304103.newsletter.1977

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Entered By: Sarah Wilson  
March 27, 2006

**Computer Sciences Corporation**

**Title: Sold - Dimension V [advertisement]**

Author:

Created: April 23, 1979

Publisher: Computer World

Donated By: Jay Goldberg

Filename: doc-44beb985aded3.pdf (Size: 225 KB)

Pages: 1

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

Photocopy of an advertisement. "Why did Software Design buy a used DP production control system? To give DP managers a proven performer."

Lot number: X4072.2007

Accession: 102659026

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src

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Entered By: Sarah Wilson

July 19, 2006

**Title: SDA Moving Into IBM Software Market**

Author: Connie Winkler

Created: July 16, 1979

Publisher: Computer World

Donated By: Martin Aronow

Filename: doc-44bed72d21ca7.pdf (Size: 339 KB)

Pages: 2

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Computer World

Description:

Reprint of an article.

Accession: 102659032

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659032.moving\_into\_ibm\_market.1  
979

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Entered By: Sarah Wilson

July 19, 2006

**Title: Checklist for Choosing Software Design Associates, Inc. (1980)**

Author:

Created: 1980 ca.

**Computer Sciences Corporation**

Publisher: Software Design Associates  
Donated By: Martin Aronow  
Filename: doc-442899fea5a29.pdf (Size: 1.88 MB)  
Pages: 13  
Cataloguer: 2006-03-27 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Booklet describing what people should look for when deciding on a professional services firm.  
Lot number: X4073.2007  
Accession: 062304101  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-13 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\SDA\src2304101.checklist.1980ca

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Entered By: Sarah Wilson  
March 27, 2006

**Title: CL/1 - The CICS COBOL Program Generator**

Author:  
Created: 1980 ca.  
Publisher: Software Design Associates  
Donated By: Martin Aronow  
Filename: doc-44bedb191a871.pdf (Size: 340 KB)  
Pages: 4  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Booklet about The CICS COBOL Program Generator.  
Accession: 102659034  
Dimensions: 8.5 x 7.5 in.  
Color depth: 24 RGB  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Software\_Design\_Associates\src\102659034.cl-1\_cics\_cobol\_generator.1980

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Entered By: Sarah Wilson  
July 19, 2006

**Title: CL/1 - The CICS COBOL Program Generator, Concepts and Facilities**

Author:  
Created: 1980 ca.  
Publisher: Software Design Associates  
Donated By: Martin Aronow  
Filename: doc-44bedbcde159f.pdf (Size: 2.02 MB)  
Pages: 17



**Computer Sciences Corporation**

Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Booklet about the concepts and facilities of CL/1 - The CICS COBOL Program Generator.  
Accession: 102659035  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Software\_Design\_Associates\src\102659035.cl-  
1\_cics\_cobol\_generator\_concepts.1980

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Entered By: Sarah Wilson  
July 19, 2006

**Title: How to select a data processing service**

Author:  
Created: 1980 ca.  
Publisher: Software Design Associates  
Donated By: Jay Goldberg  
Filename: doc-44bee16fd6a1e.pdf (Size: 2.31 MB)  
Pages: 18  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Folder of promotional materials, circa 1980.  
Lot number: X4072.2007  
Accession: 102659039  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Software\_Design\_Associates\src\102659039.how\_to\_select.1980

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Entered By: Sarah Wilson  
July 19, 2006

**Title: Put Yourself in the Right Company**

Author:  
Created: 1980 ca.  
Publisher: Software Design Associates  
Donated By: Jay Goldberg  
Filename: doc-4428950a17425.pdf (Size: 966 KB)  
Pages: 12  
Cataloguer: 2006-03-27 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Brochure describing the advantages of working at SDA.

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Lot number: X4072.2007  
Accession: 062304100  
Dimensions: 9 x 4.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-13 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\SDA\src\062304100.put\_yourself.1980ca

---

Entered By: Sarah Wilson  
March 27, 2006

**Title: Meeting Tomorrow's Challenge by Meeting Today's Needs**

Author:  
Created: April 1981  
Publisher: Software Design Associates  
Donated By: Jay Goldberg  
Filename: doc-44289c068fe5e.pdf (Size: 1.12 MB)  
Pages: 5  
Cataloguer: 2006-03-27 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Schedule and description of events for the SDA annual conference, April 28 - May 1, 1981.  
Lot number: X4072.2007  
Accession: 062304102  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-03-13 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\projects\ITCHP\SDA\src\062304102.annual\_conference.1981

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Entered By: Sarah Wilson  
March 27, 2006

**Title: Another Productivity Tool from SDA Products, Inc.**

Author:  
Created: 1982  
Publisher: Software Design Associates  
Donated By: Martin Aronow  
Filename: doc-44bede80d3265.pdf (Size: 941 KB)  
Pages: 6  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Promotional brochure for COBOL Rx.  
Lot number: X4073.2007  
Accession: 102659036  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB

**Computer Sciences Corporation**

Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Software\_Design\_Associates\src\102659036.another\_productivity\_tool.1  
982

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Entered By: Sarah Wilson  
July 19, 2006

**Title: Do you have the answers...**

Author:  
Created: 1982 ca.  
Publisher: Software Design Associates  
Donated By: Martin Aronow  
Filename: doc-44bead7101af4.pdf (Size: 1.27 MB)  
Pages: 11  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Promotional booklet from circa 1982.  
Accession: 102659025  
Dimensions: 11 x 8.5 in.  
Color depth: 24 RGB  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff  
Resolution: 300 ppi  
Scan location:  
\\Archive\resources\text\Software\_Design\_Associates\src\102659025.do\_you\_have\_the\_answers  
.1982

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Entered By: Sarah Wilson  
July 19, 2006

**Title: Another Productivity Tool from SDA Products, Inc. [bundle of papers]**

Author:  
Created: September 14, 1982  
Publisher: Software Design Associates  
Donated By: Martin Aronow  
Filename: doc-44bedf4fe7a82.pdf (Size: 706 KB)  
Pages: 6  
Cataloguer: 2006-07-19 Sarah Wilson  
Copyright: Software Design Associates  
Description:  
Promotional materials for COBOL Rx.  
Lot number: X4073.2007  
Accession: 102659037  
Dimensions: 11 x 8.5 in.  
Color depth: 8 grayscale  
Digitized: 2006-07-17 Sarah Wilson  
Device: Epson Expression 10000 XL  
Format: text/tiff

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Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659037.another\_productivity\_tool\_bundl.1982

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Entered By: Sarah Wilson

July 19, 2006

**Title: The SDA Newsletter, Autumn 1984**

Author:

Created: 1984

Publisher: Software Design Associates

Donated By: Martin Aronow

Filename: doc-44bec577e3101.pdf (Size: 4.94 MB)

Pages: 28

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

The quarterly news magazine of Software Design Associates, Inc. Autumn 1984 - Vol X, No 4.

Accession: 102659028

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659028.sda\_newsletter\_autum.1984

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Entered By: Sarah Wilson

July 19, 2006

**Title: The SDA Newsletter, Spring 1984**

Author:

Created: 1984

Publisher: Software Design Associates

Donated By: Martin Aronow

Filename: doc-44bebd456979d.pdf (Size: 7.74 MB)

Pages: 40

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

The quarterly news magazine of Software Design Associates, Inc. Spring 1984 - Vol X, No 2.

Lot number: X4073.2007

Accession: 102659027

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

**Computer Sciences Corporation**

\\Archive\resources\text\Software\_Design\_Associates\src\102659027.sda\_newsletter\_spring.1984

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Entered By: Sarah Wilson  
July 19, 2006

**Title: Reorganization and New Appointments**

Author: Ron Episcopo

Created: January 12, 1984

Publisher: Software Design Associates

Donated By: Jay Goldberg

Filename: doc-44bea6f509f7f.pdf (Size: 77 KB)

Pages: 2

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

Interoffice memo listing staff changes and promotions at all SDA branches.

Lot number: X4072.2007

Accession: 102659024

Dimensions: 11 x 8.5 in.

Color depth: 1 bitonal

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659024.interoffice\_memo.1984

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Entered By: Sarah Wilson  
July 19, 2006

**Title: Software Design Associates, Inc. Launches a New Branch Operation in New Jersey**

Author:

Created: January 12, 1984

Publisher: Software Design Associates

Donated By: Martin Aronow

Filename: doc-44beda28e5645.pdf (Size: 199 KB)

Pages: 1

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

News Release

Accession: 102659033

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src

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Entered By: Sarah Wilson  
July 19, 2006

**Computer Sciences Corporation**

**Title: The SDA Newsletter, Summer 1985**

Author:

Created: 1985

Publisher: Software Design Associates

Donated By: Martin Aronow

Filename: doc-44becd523fc7d.pdf (Size: 5.78 MB)

Pages: 32

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

The quarterly news magazine of Software Design Associates, Inc. Summer 1985 - Vol XI, No 3.

Lot number: X4073.2007

Accession: 102659029

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659029.sda\_newsletter\_summer.1985

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Entered By: Sarah Wilson

July 19, 2006

**Title: Bulletin [Jay Goldberg departure]**

Author:

Created: December 9, 1985

Publisher: Software Design Associates

Donated By: Martin Aronow

Filename: doc-44bee07024f44.pdf (Size: 764 KB)

Pages: 5

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

Bulletin; letter announcing Jay Goldberg departure.

Lot number: X4073.2007

Accession: 102659038

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659038.bulletin\_december\_9th.1985

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Entered By: Sarah Wilson

July 19, 2006

Related Events

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**Computer Sciences Corporation**

Jay Goldberg departs from SDA  
Other promotions at SDA  
Seth Hanover promoted to President of SDA

**Title: Checklist for Choosing Software Design Associates, Inc. (1986)**

Author:

Created: 1986

Publisher: Software Design Associates

Donated By: Martin Aronow

Filename: doc-44bed0d7bda43.pdf (Size: 1.73 MB)

Pages: 12

Cataloguer: 2006-07-19 Sarah Wilson

Copyright: Software Design Associates

Description:

Booklet describing what people should look for when deciding on a professional services firm.

Lot number: X4073.2007

Accession: 102659030

Dimensions: 11 x 8.5 in.

Color depth: 24 RGB

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src\102659030.checklist\_for\_choosing.1986

---

Entered By: Sarah Wilson  
July 19, 2006

**Title: Software and Services Add to Employee Efficiency**

Author:

Created: 1987 ca.

Publisher:

Donated By: Martin Aronow

Filename: doc-44bed29e44a0d.pdf (Size: 263 KB)

Pages: 1

Cataloguer: 2006-07-19 Sarah Wilson

Copyright:

Description:

Photocopy of an article by Jay Goldberg published in the 52nd Annual Forum issue of "The Office"

Accession: 102659031

Dimensions: 11 x 8.5 in.

Color depth: 8 grayscale

Digitized: 2006-07-17 Sarah Wilson

Device: Epson Expression 10000 XL

Format: text/tiff

Resolution: 300 ppi

Scan location:

\\Archive\resources\text\Software\_Design\_Associates\src

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Entered By: Sarah Wilson  
July 19, 2006

## Computer Sciences Corporation

### References

**There are no references for this company in the collection**

### Discussions

#### **Memorable People at SDA**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 04:55PM

To appreciate the working atmosphere in your experience at SDA: Who stands out as a particularly memorable colleague while you were at SDA? What made them memorable? What did you think of your colleagues when you were there? What do you think of them now?

#### **Re: Memorable People at SDA**

Posted by: aratinga (IP Logged)

Date: June 26, 2006 04:39PM

SDA was full of memorable people. Even my lousy memory is full of them, even now. Here are just a few.

Sheldon Dansiger first of all, who interviewed and hired me in 1975. He always made me laugh, except on the telephone, where I didn't understand a word he said. He was also the greatest manager. When he was not around (after the sale), the branch was more or less in the toilet.

Jay Goldberg, the Prince of the City. He was and is six months older than I am. He had a terrible reputation for yelling at the sales people, but he was always extremely kind to the technical staff. You would think that in a consulting company, management would always be kind to the staff, but not so -- ask anyone about Keane, or even AGS. I think he sold the company just after one of his colleagues at another company dropped dead of a heart attack -- and they were the same age.

Stan Ashkinos, the other senior member, had a slightly different reputation. One of the tech staff had gone to Bermuda on vacation and had fallen off a bike, breaking her wrist. The story is that when she called in to Sheldon, Stan asked with great intensity "Is it her coding hand? Is it her coding hand?" For those who are too young to remember, we all wrote COBOL on forms and then someone else keypunched it onto cards. (Hey, it worked! The really arrogant among us coded in ink. I used RED ink myself, actually because it was easier for the operator to read.)

Jane Braik, the editor of the SDA Newsletter. We all contributed to it, but she wrote most of the deep stuff and also most of the fun stuff. In real life she wrote IBM Assembler, but she had a glorious knowledge of a great many things, and an interest in everything.

Henry Dumont, who in those heady days was the most flaming sissy we could have wished. He gave the customers fits. But his code worked the first time, every time, and our customers loved having him around after they got over the fits. I think that just by being his outrageous self, he did as much for gay rights as the Stonewall riots.

The wild ones, Boomi and Marty Waxman. Marty was, amongst other things, tattooed from wrist to ankle, and ran his marathons in leotard and tights. I don't remember why they left, but it was some kind of misunderstanding. Someone else should tell the story.



## Computer Sciences Corporation

I shall add more later. Most of these people are still alive somewhere -- greetings to you, wherever you are. I loved you all!

Sandy Greer

### **Leadership at SDA**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 04:54PM

To get a sense of the nature how leadership might have been exhibited at SDA: Who in the company influenced you the most, and how was that influence conveyed?

### **Market Competition for SDA**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 04:53PM

For some appreciation of the market at that time: Which organizations provided the most competition for SDA? What made them good competitors?

### **SDA Milestones for SDA Timeline**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 04:52PM

Suggestions for additional SDA milestones for the SDA Timeline would be welcomed. There is nothing magical about the number of them and the ones shown, as of 3/1/06, may be viewed as a "starter set." To avoid possible confusion in making entries, the ability to modify the Timeline is available only to the Company Facilitator. So, if you merely respond to this message, I will take a look at such suggestions. Or, if you want to send it to me directly please use my email address, which you all have seen several times, I expect.

### **Nature of the Engagements at SDA**

Posted by: DJerger (IP Logged)

Date: March 27, 2006 04:51PM

For some feeling for the nature of the engagement work that was done at SDA: What was the most interesting job you worked on? What made it so interesting?

Report to the Computer History Museum on the Information Technology Corporate Histories Project

**Computer Sciences Corporation**