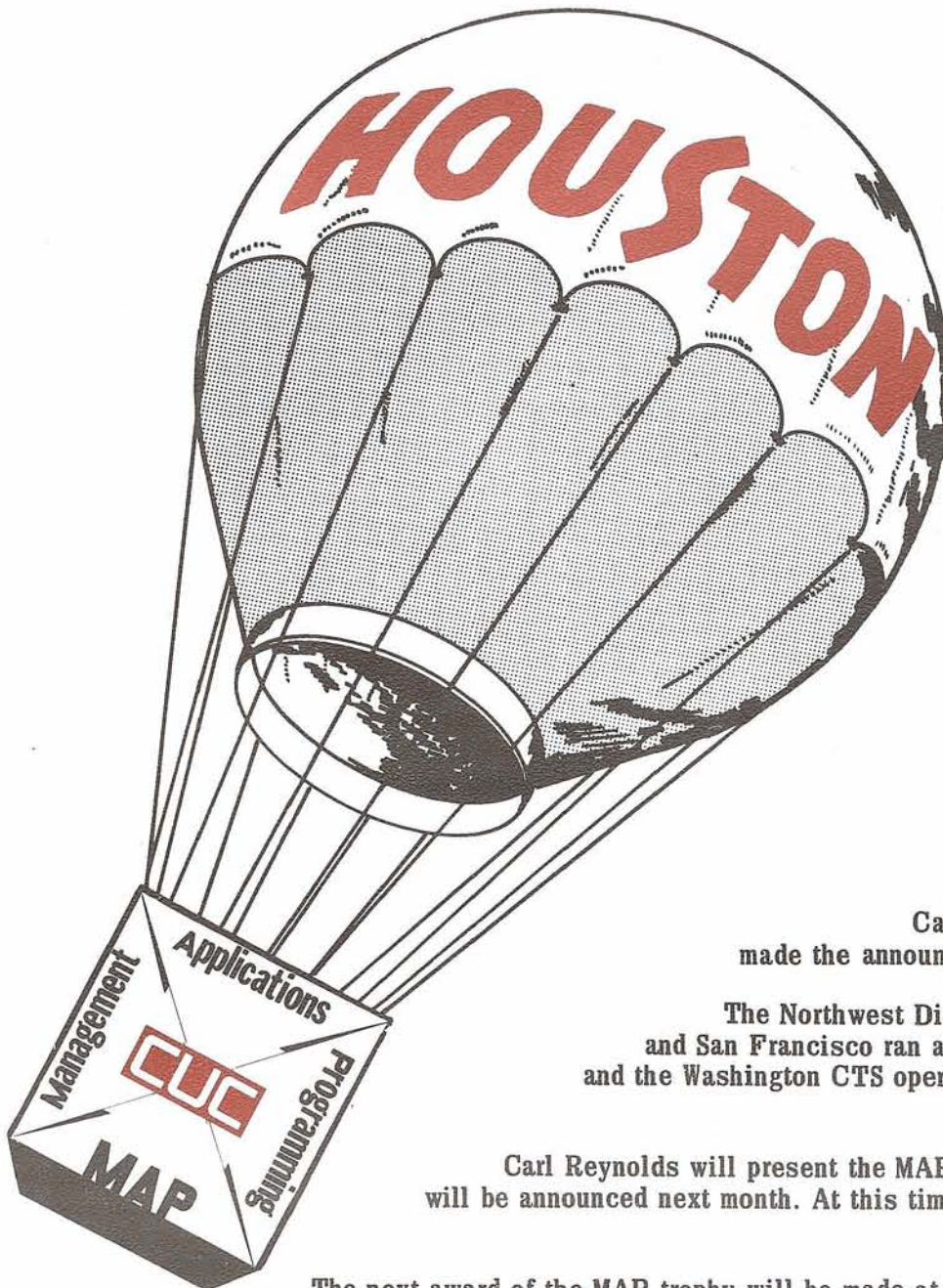


Up Up & Away



As reported in the last issue of CU/BITS the Houston office was having an outstanding quarter.

Outstanding wasn't the word. The Houston office completed their quarter at 61 per cent over quota, making them the winner of the MAP Award.

Carl Reynolds, President of CUDC made the announcement after close consideration.

The Northwest District office made up of Palo Alto and San Francisco ran a close second. The Boston office and the Washington CTS operation followed in their bid for the award.

Carl Reynolds will present the MAP trophy at a special dinner which will be announced next month. At this time the CUC pen and pencil awards will also be presented.

The next award of the MAP trophy will be made at the end of this fiscal year, based on the overall objectives announced in Carl Reynolds' speech which introduced the MAP trophy contest.

TOLIS NAMED REGIONAL MGR.

George Tolis has been promoted to Regional Manager, Southeastern Region, of Computer Usage Development Corporation. He most recently served as Manager of the Washington office and prior to that was Manager of the Chicago office.

Mr. Tolis will provide, on a regional basis, professional administration, contracting and accounting support to the individual offices so that branch managers can devote more time to the technical, personnel and marketing aspects of their assignments.

The Managers who will report to Mr. Tolis are:

Mr. Charles Sheffield, Manager of the Washington Scientific office, Mr. Thomas Cain, Manager of the Washington Systems office, Mr. Cain was formerly the Washington Marketing Manager, Mr. Richard Klikeman, Manager of the Baltimore sub-office, Mr. William Cook, Manager of the Atlanta sub-office, Mr. Jack MacKay, Manager, Special Project office.



This organization of the Southeast Region which includes Washington D.C. and eleven Southeastern states is intended to provide a framework which will facilitate growth and which places on the branch managers the direct responsibility for business and staff development in their assigned geographic marketing area.

Reynolds Elected Board Member

Johnson Promoted To V.P.

Carl H. Reynolds, President of CUDC and CUFM, has been elected to the Board of Directors of CUC.

Walter M. Johnson, III, Treasurer of CUC and President of CUE has been promoted to Vice President of CUC. He will retain his position as Treasurer.

The announcements were made at a recent meeting of the Board of Directors in Mt. Kisco.

Six Month Earnings Announced

	1968	1967
Income from services	\$ 7,072,793	\$ 6,162,540
Net Income	218,390 (a)	247,461
Earnings per share	.29 (a)	.35

(a) Includes extraordinary gain of \$52,605, amounting to \$.07 per share, from the sale of property less related expenses and applicable income taxes.

Medical Benefits Increased

Walt Johnson, Vice President and Treasurer of CUC, and Bob Umbaugh, CUDC Director of Personnel, recently announced new major improvements in CUC's Group Comprehensive Medical Expense Policy. The new changes are effective May 15th. The improvements were made in three areas of the plan:

MAXIMUM BENEFIT which previously was \$15,000 has been raised to \$20,000 per employee or dependent. This increase affords greater protection to the employee in cases of serious medical and hospital expenses, which are becoming more common as illness and injury expenses climb.

MATERNITY benefits are increased from \$200 for delivery of a child or children to \$400 in cases of normal delivery.

BENEFITS FOR ILLNESS are extended to include delivery of a child or children by Caesarean section, miscarriage, and complications that arise as a result of normal delivery. These expenses, which were scheduled under maternity until this time, are now covered as Class I, II, or III expenses under the policy.

The entire cost of these improvements will be absorbed by CUC. A detailed description of the new benefits will be mailed to all employees in the near future.

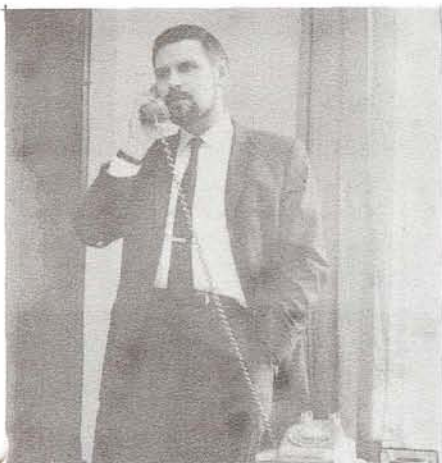
Toshiba Contract

CUDC's Palo Alto office has announced the undertaking of a consulting effort for the design of an extremely fast FORTRAN IV compiler for Tokyo Shibaura Electric Company. The compiler is to be part of a sophisticated software package for the TOSHIBA TOSBAC 3400 Model 40 computer, which is produced by Toshiba's Electronic Computer Division.

Three engineers from TOSHIBA are residing in Palo Alto and are working jointly with our staff for the development of this system.

WSO Got FOO

Since its inception in 1966, when the Washington Scientific office received its first contract from the Naval Weapons Laboratory in Dahlgren, Virginia, its staff has grown to over 45 technical people. The office has successfully completed many tasks in diverse application areas which run the gamut from space, maritime and ship design to nuclear power operations.



Charles Sheffield

Recently the WSO was awarded a contract by the Field Operations Office (FOO) of the Arms Control and Disarmament Agency, for the development of a Signature Analysis System.

"The Signature Analysis System," explained Charles Sheffield, Manager of the WSO, "will be used to analyze the data recorded by the Agency's Sensor Kit, and will enable disarmament inspectors to maintain a fool-proof scheme of 100 per cent surveillance."

The purpose of the sensor kit, which consists of a four-channel box with two microphones a seismometer and infra-red sensor and tape recorders, is to analyze acoustic, seismic and infrared data recorded by the Agency. According to Ed Fritz, Technical Director of the WSO, "Not only will air, rail and ground targets be detected, each target will be classified as to the kind of vehicle and whether it is entering or leaving the area. Hourly and daily summaries will then be prepared automatically."

A test of the entire system is scheduled this summer in England, when 30 such kits will be placed in and around military installations. The readings from all sensors will be transmitted to a central computer for daily processing. A total of 720 hours of recordings is expected to be processed daily.

"Morale here at the WSO is very high," said Fred Scoville, Assistant Manager of the WSO, "basically because our staff finds the work very interesting and exciting."

"We are moving towards total systems and more and more applications

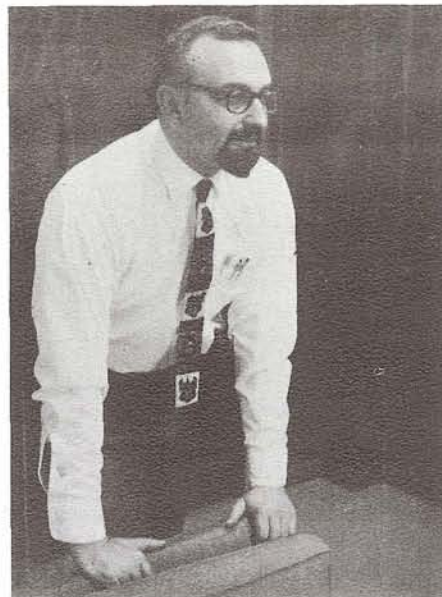


Ruth Marchone



Carolyn Barone

oriented contracts," he continued. "The average WSO staffer has a unique talent to offer. These are people who are not just computer oriented, they have actually done engineering or scientific work first, and are using the computer as a tool. All our people are experts in the use of the computer as a tool, as well as the interface between science and engineering.



Ed Fritz

We're not trying to steal the engineer's job, but we're helping him to set up his equations and solve them easier. Therefore, giving him more for his dollar than if he tried doing it himself."

FOO is only one of the contracts that the WSO is working on. Two other contracts started recently include one with Goddard Space Center and another with Bellcomm, Inc. In the past WSO has developed such systems as LUNGFISH a large-scale space data reduction program; GEO a large-scale satellite program to determine geodetic constants for the Naval Weapons Laboratory, and SPARTAN a generalized program for computation of missile trajectories with six degrees of freedom.

Secretaries Ruth Marchone and Carolyn Barone are two girls who are a vital part of the backbone of the WSO.

Fred Scoville



Chicago CTS In Full Swing



Jerry Soble, Manager CTS



The new Chicago CTS facility, which was opened last October, is well on its way. Located in the Northwest corner of Chicago's Loop, the facility has the advantage of being able to accommodate not only the central city itself, but also the industry-oriented surrounding suburbs.

Jerry Soble, a former Analyst who has been with CUC since 1966, is managing the facility. Jerry has an extensive background in operations management in private installations; however, this is a first in operations management for a service organization. Jerry has hired two operators, Al Herman and Jesse Mathus, on a full-time basis, and two others on a part-time basis. In addition, Pete Ahern has recently joined the staff as Marketing Representative.

At the present time, Chicago has

one IBM 360/30, fully loaded, with six tape drives and three disk drives. From the day the installation opened, it has been operating on a two shift basis.

The installation started with a contract from the newly opened division of CUBS. From there it has expanded to doing processing work on a continuing basis for such well-known clients as A. B. Dick, Pyle-National Company, Corn Products Company, Encyclopedia Britannica, and Western Electric. Various part-time users also utilize the facility to handle back-up work and overflow as well as those companies who may be considering obtaining a System/360 in the future. Chicago CTS not only provides machine time for clients, it also supplies technical

assistance in program debugging.

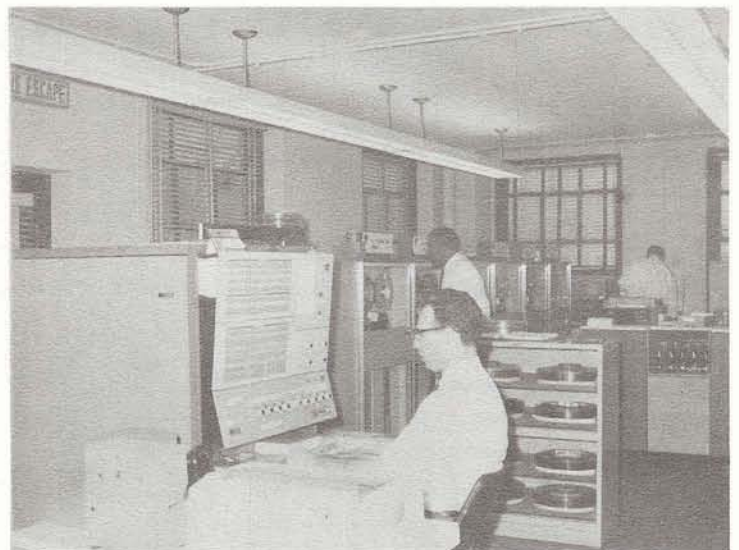
According to Jerry, it has already become evident that new quarters will have to be found in the near future. Two more disk drives and a 557 Interpreter are currently on order, and Jerry is thinking ahead to the day when he will need the space to house at least one more computer and possibly a keypunch section. One of the reasons for the installation's success is that the Chicago Metropolitan area has a large concentration of the System/360's.

In the short time the facility has been opened, it has been very successful. Recently Jerry secured a large contract with Litton Automated Business Systems for the class scheduling of 60 schools. His crew looks forward to a lot of hard work and continued growth in the future.

Al Herman, Operator



Al Herman, Jesse Mathus and Jerry Soble



Jesse Mathus, Operator

CTS Operations Room

CUE & McGraw-Hill Sign Contract for Series



Walt Johnson, (seated), President of CUE, is shown signing a contract with representatives of McGraw-Hill Publishing Company. The contract agreement calls for McGraw-Hill (one of the world's largest publishers of text books) to publish a series of five college texts based on material developed by CUE. Shown with Mr. Johnson are: Eric Weiss, (left), Coordinator of Corporate Computer Planning at Sun Oil Company in Philadelphia. Mr. Weiss will be editor of the USAGE SERIES. John W. Taylor, (right), is Senior Vice President of McGraw-Hill Book Company.

McKenna Regional Manager of CUFM

Dennis McKenna, Manager of CUFM's Bay Area office, has been promoted to Western Regional Manager of CUFM.

In addition to his new duties, Dennis will continue as Manager of the CUFM office.



Dennis has been with CUC since 1961, is married and makes his home in San Jose, California.

your **CUC** benefits

by Bob Umbaugh

The question this month, simply stated is: "Does CUC have a company policy or plan that assumes financial responsibility for an employee's house or lease if he's transferred?"

The answer to this question is no. CUC does not have a policy stating that anyone who is transferred will automatically have his financial responsibilities regarding house or lease taken over by CUC.

However, a question like this has to be answered on an individual basis. The reason for this, obviously, is that each person in CUC who is transferred has highly personal circumstances surrounding that transfer.

There is another consideration. The general policy of CUC is that an employee is asked to transfer only when: 1) The new position would offer unusual or special experience which would be valuable both to him and to CUC. 2) When it's a promotion.

Our Employee Expense Policy, which was rewritten just a few months ago, was designed so that each manager can consider all these facts, as well as the employee's interest, and help reduce the severity of the cost of transfer. In other words, the degree to which CUC becomes involved financially, is determined by the local manager.

Ulrey Promoted



Bill Ulrey has been promoted to Manager, Technical Staff of the Palo Alto office. In his new position, Bill will assume complete responsibility for all contracts, including scheduling and personnel assignment. Bill joined the Washington office of CUC in 1964 and was transferred to the Palo Alto office in 1967.

CU-Scenes

CLIKEMAN and CLARKE Promoted to Mgrs.



Dick Clikeman, formerly assistant Manager in our Washington office, has been promoted to Manager of CUDC's Baltimore sub-office.

Prior to joining CUC, he was a partner in Clikeman, Swihart & Associates which was acquired by CUC when the San Francisco office was opened.

Dick attended the University of Utah, majoring in physics and English. He has been in the data processing field since 1954. He joined CUC in 1966.



Bill Clarke, formerly assistant Manager of our San Francisco office, has been promoted to Manager of Technical Personnel in that office.

Bill is a graduate of San Jose State College where he received a B.S. in Industrial Management. He joined CUC in 1966.

Writes for IRONSIDE

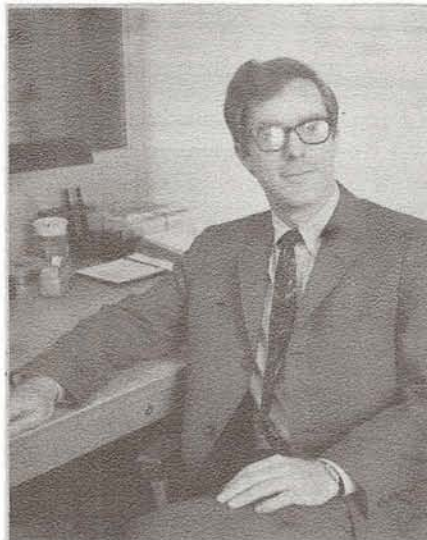
John Joss, Client Rep in the Palo Alto office, has been dabbling recently in affairs that may end up in your living room this fall. Specifically, he has submitted and has received tentative acceptance of two teleplay outlines for "IRONSIDE", starring Raymond Burr, which is shown on Thursday nights at 8:30 p.m. on NBC. In addition, he is putting the finishing touches on a one-hour script for Bob Newhart, entitled "A Day in the Life of Bob Newhart" which he expects to submit to Bob within the next few weeks.

Writing has been John's hobby for years. The way he's going, it might even become a paying proposition one of these years!



Editor's Note: If there are CUCers with an unusual background or hobby, CU/BITS would like to hear from you.

Talks on Strategy



Ralph Gutekunst, Project Manager for Human Factors Research contracts in our Washington office, recently presented a talk to the Joint Commission on Correctional Manpower and Training Inc., in Washington. Ralph's talk was entitled, "Research as the Basis for a National Action Strategy in Correction."

Prior to joining CUC he was Assistant Director of Research at the Joint Commission. He has been active in both management and research functions. In the research area, he was responsible for the design of surveys to investigate the recruitment, retention, and education and training of correctional manpower on the national, state, county, and community level.

Irv Liggett Named New England District Manager



Irv Liggett (standing) addresses members of CUDC's Boston office, at a recent luncheon honoring him for his promotion to New England District Manager. In his talk, Irv said, "I feel there is tremendous potential in the Boston and surrounding area for CUDC and CUFM services. We have the technical talent in our New England offices and I'm confident that with a direct and concentrated effort, we can capture our share of the market." Irv will make his headquarters in Stamford, Connecticut.

CU/BITZER

Here is the solution to the last CU-Bitzer.

Bart shipped his 300 pounds worth of loot over and returned. Alex then crossed with only 200 pounds of loot and returned. Now, 500 pounds remained on either side of the river.

Then Bart and Clay crossed the river and Bart returned with 300 pounds worth of loot. Then Alex took 500 pounds across and Clay returned with 200 pounds.

Both Bart and Clay rode across leaving 500 pounds on the near shore. Alex returned to fetch 300 pounds of loot. Finally Clay came

back for the remaining 200 pounds.

The winners are: Charles King, Palo Alto; Gordon Wood, Los Angeles; Phil DePasquale and Maurice Guilmette of Hartford; John Rynes, Corporate; James Kirkpatrick, Chicago; Phyllis Rye, Boston; Gretchen Remick, Edward Spar and Bob Jochim of New York; Peter Caso and W. Terence Warner of Philadelphia; Irvin Gershon, Jack Grantham and Bill Seddon of Atlanta; Ed Abramowitz, Baltimore; Sunder Nainani, Raleigh Ceasar, Dale Clarke, Stephen Newell, Marc Levin and Marvin Darmstader of Washington.

San Francisco Library Computerized

Under a \$50,000 State grant, members of CUDC's San Francisco office are currently working at the San Francisco City Hall implementing the automation of the City's Public Library system.

The contract calls for the enormous chore of cataloguing periodicals.

"We're cataloguing them by title, subject, language and place of publication," said Art Heald, Marketing Manager, of the Northwest District.

"Automating these periodicals will make the librarian's job easier, and will provide better service to the public," he added.



KAPALIS BECOMES CITIZEN

"Life has been good to me," said Mike Kapalis, an Analyst in the Boston office. "I have a wonderful wife, two beautiful children, a home and recently one of my greatest joys - my citizenship."

Mike, who's originally from Rhodes, Greece obtained his final papers for citizenship last month.

He first came to the United States in 1956 to enter Agustana College where he received a B.S. in mathematics in 1960. He then entered the State University of Iowa to study for his Master's.

On his way back to Greece, Mike met Gloria Essarian whom he married a year later. Today, Mike makes his home in Wellesley, Massachusetts, and is presently working on our MIT contract. He joined CUC in 1965.

CU-BITS, a publication of the Communications Department, is published six times a year for the employees of Computer Usage Company, Inc., 344 Main Street, Mt. Kisco, N. Y.

Editor: Tom Nestro
Production: Donald Young
Printing: Ray Underwood

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