

President's Comments

The sales results for October were right on projection, and represented a 13½% increase over September. An excellent job, considering all the machine problems we had in October. For November, to hit our forecast we must have a good uptime the early part of the month to compensate for Thanksgiving week which promises to be slow.

The Eastern Division is shaping up very nicely. John McCann, former Director of Information Service Marketing at Western Union is the new general manager of the Eastern Division. Glenn Holtkamp, formerly Manager of Advance Processing at Western Union is the new Manager of Technical Services. We have leased space for the computer and marketing operations at 464 Hudson Terrace, Englewood Cliffs, New Jersey. The building is brand new, so the landlord has quite a bit of interior work to do before we can formally move in. However, John and Glenn hope to be using some temporary space there by Thanksgiving. The computer is scheduled in the first quarter of 1968. Till then we will operate over multiplex lines to the Palo Alto system.

The task of hiring, training and start-up for our New Jersey installation is complicated by a rather short timetable. We will be calling on several of you to help out. We know we can count on you for your complete cooperation, because quick success in the East will go a long way towards enhancing Tymshare's position as the leading independent in the time-sharing business.

What's New - Technical Services

New Hires

Isabelle "Clair" Steinkellner started on November 13th as a Technical Typist in the Training and Documentation group. She was formerly with Stanford University and Scott, Foresman & Co., publishers.

Our manuals will soon take on a more professional look. George Kovatch is charging ahead revising them and we will soon be setting them up on a new IBM composer typewriter. The Library Manual is now back from the printers.

General

The office at Distel Drive has expanded some more. We have our own physical fitness program; the exercises involve the ability to move a desk. We noticed

that Arden's group was getting flabby so we had them pick up and move into the space Communications Contact had vacated recently. This also keeps the secretaries in shape as they now have more places to run look when someone has a phone call. It keeps the other tenants in the building in shape also--they worry a lot--about which office Tymshare will take over next!

The office has been rather quiet this month - Ann and Norm Hardy, Dave Gardner, Verne Van Vlear and Neil Sullivan are doing something rare and different for them - they all took vacations. Neil went to drastic means to get his -- he and Peggy were married on November 4th.

Dave Schmidt has been traveling to the East and to Los Angeles a great deal this month, and with the Systems group being gone, there is no report on new systems development.

Frank Bracher was exclaiming last week that a three line program ran in Phase III CCS!!!

Editor was released internally for testing.

What's New in the Inglewood offices?

New Hires

Bernard Bergman has joined us from Service Bureau Corp. He will be a Sales Representative.

Jim Baker started on November 27 as an Applications Specialist. Dennis Moore will be formally starting as soon as he gets moved out here from Lakewood, Ohio. We'll have more news on these two next month.

General

Fall Joint was a huge success. The Cal-Comp Plotter and a card reader were hooked up to the computer and the entire operation was a success, in spite of some misgivings due to the computer being down on the first morning of the show.

Paul Mangione has developed a new kind of class for teaching our new employees about our company. His first class will begin on November 29 here at Inglewood. Attending will be Dennis Moore, Jim Baker and Glenn Holtkamp.

What's New in the Northern California Division?

Our only news for the month is the addition to our family roster of Loren Artell Swearingen, 7 lbs., 14 oz., 19½", born November 2 at 3:30 AM. We have heard of no problems with the mother or baby, but Virgil is having a bit of trouble recuperating from smoking one of his cigars.

What's New in the Corporate Offices?

Complete new rosters are attached. Your old copy should be thrown away entirely.

With the addition of the Eastern Division, we outgrew the one-page organization chart. Organization charts of the Corporate level and each Division have been drawn up and distributed to the Division Managers and the secretaries. It is expected that the secretaries will distribute them for everyone to see and then keep them available for reference.

Are you getting tired of seeing "What's New in the ... office?". I am. How about thinking up a clever heading for your Division news?

Could you secretaries put "What's New" on your December 5th calendar sheet and bug your bosses for the input for the next 10 days? Sure would be a time-saver to have them in on the 15th!!

REMINDER !!!

Tymshare's Christmas Party is being held Saturday, December 9th at Plateau 7, 777 First Street, San Jose. Cocktails will be served at 7:30 -- dinner and dancing later.

Host and guest assignments were decided upon and the information sent out Thursday, November 16th. Hosts - don't forget to meet your guests at the airport and guests, please confirm your arrival times with hosts.

The party will not end Saturday night -----

The Jerrehians have invited everyone to a Recuperation Party at their home on Sunday, December 10th from 11:00 AM to 1:00 PM. Their address is 18970 Lynbrook Court, Saratoga. Guests will be driven to the airport (what's left of them) after the Jerrehian's party.

If you have any questions, please call Barbara Mennell.

MERY HOLLY LEAVES.