



WHAT'S NEWS?



Tymshare, Inc. Employees' Newsletter

October 1972

TYMSHARE NAMES IN PRINT

Several Tymshare employees have written papers which have been presented to or published by professional societies. Such papers make others in our industry more aware of the advanced work being done at Tymshare. These employees are recognized for their contributions to the company and to the industry.

LaRoy Tymes, "A Terminal Oriented Communications Network," Presented at SJCC, 1971.

Max Beere, "The Challenge of Interactive Computer Networks Today," Presented at WESCON, 1971.

Neil Sullivan and Max Beere, "TYMNET - A Serendipitous Evolution," Presented at the ACM/IEEE Symposium, 1971.

Neil Sullivan, "Use Time Sharing to Program Your Mini," Published in *Electronic Design*, September, 1971.

Max Beere, "The Mini-Computer in a Maxi-World - The Terminal Systems Environment," Presented to the American Management Association, June, 1972.

Raja Rajaraman, "Some Empirical Observations on the Cost of Uncertainty," Presented to the Institute of Management Sciences, June, 1972.

NEW OFFICES

A new Tymshare district office and five new branch offices have opened in recent months. The new branches are located in Philadelphia, Manhattan, Pittsburgh, Baltimore, and Colton, California.

Tymshare's newest district is the Bell District, formed to market to the Bell Telephone industry. John Doll, District Manager, opened the office at 90 Park Avenue in New York City on October 1.

The Philadelphia branch is being manned by Woody Wu. Located in the Valley Forge Executive Mall at 676 East Swedesford Road, Wayne, Pennsylvania, the office is under the direction of the New York district.

A second New York branch has opened to serve the Manhattan financial community. Staffed by Bud De Pietto, Branch Manager, and Alan Goldstein, Applications Consultant, the office is located at the 90 Park Avenue address of the New York district.

The Northeastern Region's growth is reflected in the appearance of its two branches in Pittsburgh (Buffalo district) and Baltimore (Washington, D.C. district). Bob Kaff is the Branch Manager in Pittsburgh. Bob makes his headquarters at 3 Parkway Center, Suite 302, in Pittsburgh.

Carlton O'Neal is staffing the Baltimore office at 10 East Baltimore Street, Suite 1104. Carlton is getting to know the Baltimore-Washington Parkway well, as he is still a Sales Representative in the Washington, D.C. district.

The Colton office is the second branch office in the Orange County district. Guy Bohner is the Sales Representative and Mike Polen the Applications Consultant for the branch headquartered at 819 North La Cadena Drive, Colton.

We wish these new additions much success, for it is in the growth of such offices that Tymshare expands its national coverage.

MARKETING HIGHLIGHTS

Houston

Tom Disinger closed a sale of two Model 100's in July. His approach was clever in that he outfoxed T.I. by showing the customer how a lease/purchase was less expensive than renting on a monthly basis and by demonstrating the tax benefits of a lease/purchase over a cash sale.

During the next Apollo moon flight, the CCI computers in Houston will be directly involved in the mission. These systems will be rotated to provide 24-hour coverage, performing such tasks as aerodynamic calculations for the command module and LEM during takeoff and touchdown, monitoring space radiation, and performing biological analyses. In addition, two Zeta plotters will be drawing lunar maps from data transmitted from the surface of the moon. These are but a few of the exciting applications planned.

Orange County

The Orange County district recorded its first \$100,000 month in history. It certainly appears that Dick Greene and his staff have "Made Their Move!"

OUTSTANDING APPLICATIONS CONSULTANTS

Tymshare has recently honored six more Applications Consultants for outstanding technical marketing support. Each award carries with it a \$50 bonus and a certificate.

Western Region

Jack Melnick of the San Francisco district was recipient of the award in May. Larry Breeden of the Los Angeles district received the honor in June. Jim Rosborough of North Los Angeles was the August award winner.

In announcing the selection, Marty Pohl, Regional Technical Manager, praised Jack for increasing his revenue by 50% during March and April. Jack installed unique systems and applications at Golden Gate College. He has also become resident IML expert in his district.

Larry single-handedly prepared and presented the first TYMCOM-X customer class in the Western Region. Having terminal-tested all the material presented, Larry is a valuable regional resource for TYMCOM-X information.

Armed with TYMTAB and FORTRAN, Jim has really hurt the competition in vital spots. He increased his own accounts 26% while contributing substantially to the revenue of the entire district.

Congratulations to Jack, Larry, and Jim!

Eastern Region

The Eastern Region named Bill Purdie (Metro) and Bill Glasofer (New Jersey) as Applications Consultants of the Month for June and August, respectively.

Bill Purdie was instrumental in developing a national sales reporting system for Electrolux. Bill is gaining quite a reputation in the East for the creative ability he has demonstrated in bringing on many new users with systems he has helped them develop.

Bill Glasofer earned the award by converting a large SUPER BASIC program to XBASIC on the TYMCOM-X to prevent its going in-house at Lummus. This was no small task, as the program used many of the exclusives which only SBASIC has. Bill has also been busy designing systems for Westinghouse and Squibb, and teaching classes.

These two Bills are collecting their rewards.

Northeastern Region

The Northeastern Region's first award winner is Dick Heller of the Washington, D.C. district. Dick grew his three primary accounts to all-time highs, while not slighting any other customers or his district goals.

In bringing about Dick's success, John Garrison, D.C. District Manager, remarked, "Dick just rolls up his sleeves and gets the job done, spending his time where the prospect of return is greatest."

We wish Dick continued success.

☆☆☆ TYMSHARE TYGERS ☆☆☆ TRUE CHAMPIONS

Amid cries of "Wait till next year!" the amazing Tygers, Tymshare's answer to softball, decisively whipped a weaker team from Energy Systems, 6-4 in a great defensive battle. In so doing, the Tygers captured the Palo Alto Slowpitch Softball championship. The victory capped a great season, the Tygers' best, with a 12-3 record.

After the game, the victors were greeted by throngs of fans and a case of cold beer. Manager Steve Saperstein, trophy in one hand and a can of Coors in the other, talked to the press.

"It feels just great, Howard. Those guys play like a million dollars. Look at that outfield - Art Roose, Dick Heermance, Ken BeDell, Terry Daeger - they catch almost everything in sight. And that infield - Bruce Powell, Bill Morton, Bill "Scoop" Quackenbush - is by far the most exciting in the league. Those other teams are good, but not good enough. Hey, Howard, I gotta get back to the party."

The Orangemen love this game and will miss the roar of the crowd and the sound and feel of ball hitting bat. It will be a long winter for the Tygers - a long winter for the Champions.

MORE FIVE-YEAR VETERANS

Twelve more Tymshare veterans have joined the elite Five-Year Club. The list below reflects a total of more than 60 years of service to the company. Our congratulations and appreciation to each of them.

Ken BeDell	Roger L'Hommedieu
Guy Blood	Richard Kovach
Paul Brickey	Gary Myers
Larry Donelon	Sue Bryden Osborn
Dick Greene	Sal Spinale
Norm Hardy	Dick Vento

NEW FACES

Once again, we welcome many new people to Tymshare. We look forward to working with you and to sharing in your professional growth as you progress in your career at Tymshare.

Three men who have returned to Tymshare are:

Steve Cannon – *Sales Representative, North Los Angeles*
Ron Colcernian – *Applications Consultant, Detroit*
Dave Gardner – *Systems Analyst, Technical Division*

New employees who have joined the company since the last newsletter are:

Corporate

Jean Berens – *Accounts Payable Clerk*
Susan Dufton – *Secretary, Accounting*
Judy Milovina – *Mail Clerk*

Data Services Division

Dorothy Medina – *Assembler*
Peter Rodrigues – *Computer Operations*
Leonard Smith – *Computer Operations*
Mary Jean Spratley – *Assembler*

Technical Division

Carole Atkins – *PBX Operator*
Roger Grainger – *Technical Writer*
Chris Neustrup – *Systems Analyst*
Ed Resta – *Manager, Program Language Development*

Marketing Division Headquarters

Larry Hart – *Graphics Designer*
Bill Mulert – *Product Marketing Specialist*

Field Marketing

Miles Coverdale – *Applications Consultant, Los Angeles*
Barry Elkin – *Applications Consultant, New York*
Ronald Haan – *Sales Representative, Washington, D.C.*
Karl Hagebush – *Sales Representative, San Jose*
Karl Hellman – *Applications Consultant, Chicago*
Kent Lawson – *Applications Consultant, Washington, D.C.*
Jeff Lee – *Sales Representative, Chicago*
Ted Levy – *Applications Consultant, New Jersey*
Kathleen Myers – *Secretary, Northeastern Regional Headquarters*

Marjul Pawelczyk – *Billing Clerk, Western Regional Headquarters*
Larry Prentis – *Applications Consultant, Palo Alto*
William Robinson – *Applications Consultant, Washington, D.C.*
Roy Sprague – *Applications Consultant, Orange County*



VACATIONS

Many Tymshare people have enjoyed interesting vacations this summer. With such rest and relaxation, we should expect great things from them in the fall.

- John and Betsy Garrison rented a sloop and explored the crystal waters of the Bahamas. Upon their return, Betsy could have passed for a true native with her gorgeous tan. John is the Washington, D.C. District Manager.
- Bill Peterman vacationed in Munich and enjoyed the Olympics. We understand he wanted to bring home Kathy Rigby as a souvenir. Bill is a Sales Representative in the Washington, D.C. office.
- George and Paula Moy christened their new Toyota with a trip to New Mexico. They visited Taos, Santa Fe, and Albuquerque. George is an Applications Consultant in Dallas.
- Jan Petta spent her vacation in Florida and Arkansas. She got lots of sun and sand in Pensacola and Miami. Jan is the Dallas district secretary.
- Every Tymshare employee's dream – Gary Ketelsen spent an entire week without a phone. Tucked away in a little beach house in Aptos, California, Gary, Lynn, and the family spent the vacation away from it all – playing golf, riding bikes, gazing out to sea, and talking to the sea gulls. Gary is a Sales Representative in San Jose.
- Kathy Barnes spent the month of September traveling in Europe with her family. Among the countries she visited were England, France, Italy, Germany, and Switzerland. Kathy is the typesetter in the Publications Group at Marketing Division Headquarters.
- Becky and Bob McNown spent their vacation driving around the United States. Their trip of 6500 miles and 18 states included visits to Grand Teton, Yellowstone, Mount Rushmore, and Great Smoky Mountains National Parks. Becky is Manager of Documentation and Publications at Marketing Division Headquarters.

PEOPLE ON THE MOVE

Tymshare employees continue to meet the challenge of new responsibilities within the company. The people listed below have received new assignments. You can expect to continue to hear much from them.

Carl Brainard – *Sales Representative, New York*
Paul Brickey – *Manager, Network Planning, Data Services Division*
Sandi Carruthers – *Secretary, Technical Division*
Mike Cohn – *Manager, Product Development and Support, Marketing Division Headquarters*
Don Flippo – *Manager, Accounting Project, Technical Division*
Jim Good – *Sales Representative, Los Angeles*
Ann Hardy – *Technical Adviser, Technical Division*
Norm Hardy – *Group Manager, IBM 370 Project, Technical Division*
Dale Jordan – *Group Manager, Data Management Systems, Technical Division*
Carl Kauranen – *Manager, Western Region Product Support, Data Services Division*
Bruce Kay – *Regional Applications Consultant, Eastern Regional Headquarters*
Jerry Kent – *Sales Representative, New York*
Sue Margoles – *Publications Supervisor, Marketing Division Headquarters*
Marge Matthews – *General Accounting Clerk, Corporate Finance Department*
Becky McNown – *Manager, Documentation and Publications, Marketing Division Headquarters*
Richard Moore – *Manager, Software Products, Technical Division*
Bruce Powell – *Sales Representative, Palo Alto*
Bill Pysner – *Manager, Eastern Region Product Support, Data Services Division*
Bill Quackenbush – *Manager, Hardware Development, Technical Division*
Syd Reid – *Manager, Network Software Support, Data Services Division*
Arden Scott – *Manager, Commercial Systems, Technical Division*
Jon Shepherd – *Manager, Special Applications, Technical Division*
Howard Steadman – *Group Manager, Operating Systems Design, Technical Division*
John Tibbetts – *Sales Representative, Palo Alto*
Bob Wing – *Manager, Creative Services, Marketing Division Headquarters*
Bill Zuydhoek – *Sales Representative, Portland*

PERSONAL NOTES

- ★ Raja Rajaraman, Systems Analyst in the Technical Division, recently received his Ph.D. in Management Science from the State University of New York at Buffalo. Congratulations to Tymshare's only doctor!
- ★ Congratulations are also in order to Pat D'Agati who is now a Certified Professional Secretary, having passed the rigorous exam after three years of trying. Pat is Manager of Administrative Services in the Corporate Offices.
- ★ Way to go, Vento! Still celebrating his first hole-in-one is Dick Vento, Los Angeles District Manager. The vital statistics are: 191 yards, par 3, 12th hole of the Westchester Golf Course in Westchester, California. He used a 1 iron borrowed from Dick Greene who, by the way, had borrowed it from someone else. The perfect shot was made the first time Dick Vento had ever swung that club; it was also the last, as he has since purchased the club and has retired it. Others playing in the foursome on August 12th were Lana Vento, Dick Greene, and Barbara Mennel, a former Tymshare personality.
- ★ Wedding bells rang August 28th in Hawaii for Sue Bryden and Jon Osborn. Sue is Executive Secretary to Warren Prince, Vice President of the Data Services Division. Jon is Area Manager for the Sizzler Steak Houses. Our best wishes to Sue and Jon!
- ♀ Dick and Lana Vento are celebrating the arrival of Nichole Marie on August 24. Dick is the Los Angeles District Manager.
- ♂ The Greenes – Dick and Sandi – welcomed a little one on September 16 and named him Richard McDonald Greene II. Dick is District Manager in Orange County.
- ♀ Steve and Susie Cannon are the proud parents of Jennifer, born August 15. Steve is a Sales Representative in North Los Angeles.
- ♂ Bob and Carole Wallace announce the birth of Robert on April 11. Bob is Manager of Terminal Equipment Marketing at Marketing Division Headquarters.
- ♀ Gary and Lynn Ketelsen are the proud new parents of a baby girl, Julie Marie. Arriving July 15, she is the first girl born in the Ketelsen family in four generations. Gary is a Sales Representative in the San Jose district.



TYMSHARE®

10340 Bubb Road ■ Cupertino, California 95014 ■ 408/257-6550