

President's Comments

I hope all of you enjoyed the Christmas party as much as we did. My thanks to Pat Schmidt and Barbara Mennell for doing most of the work that made it such an enjoyable evening.

We have finally crossed all the T's and dotted all the I's on our recent financing program. Some 80 pounds of papers, notes, contracts, etc. Most important of all, however--we have the money we need to aggressively push our expansion plans. Two important signs of this are the rapid increase in our Eastern division staff--now up to 6 people from 2 last month, and the final checkout on L. A. #2 system.

All this activity, however, must be accompanied by a commensurate increase in sales if we are to keep faith with our new investors. Or as their representative put it, "Now let's see you do what you said you could do if we furnished the funds." That's a pretty straightforward challenge, particularly coming on the heels of a November performance that was somewhat disappointing. Instead of increasing our billing over October, we barely managed to equal it. This means we will have to play catch-up in December and January. One area that seems to require much greater attention from the sales and support people is product sales and leases. We have a much better entry and rapport than any of our competitors in this area--we should take advantage of it.

The F. J. C. C. seemed by most every standard a success. A surprisingly large number of inquiries from the Eastern Region were turned in at our booth. All in all, Ray and his people did an outstanding job for us at the show and I feel pointed the way for a bigger and better show at the next one. Which, incidentally, will be the S. J. C. C. in Atlantic City April 30, May 1 and 2. We are going to try a different approach, both in booth appearance and in our presentation. But more on that as we move closer to showtime.

In closing, both Dave and I would like to take this opportunity to wish all of you and yours a truly Merry Christmas and a very bright and successful New Year.



Tymshare East Reports -

Carpenters, plasterers, plumbers, electricians, tilers, owners and renters mingle amidst confusion as the Hudson Terrace facility shapes up! Barring too much Christmas cheer, the building should be habitable by January 1, 1968.

Miss Joyce Schettler has joined us effective December 3 as secretary and all around handygirl. Joyce was an executive secretary at Western Union prior to joining Tymshare.

Glenn Holtkamp is in L. A. getting instructions from Paul Mangione.

Job interviewing continues and several offers are outstanding.

News and Notes from the Sunny Southland

PEOPLE, PEOPLE AND MORE PEOPLE

As of December 11, Bert Novak assumed the position of Operations Manager, replacing Paul Brickey, who was transferred to Dave Schmidt's Technical Staff as a Hardware Specialist.

As of December 1, Shel Brucker has assumed the position of Sales Manager.

We've been announcing the pending arrival of Dennis Moore for two months and are pleased to announce that he is now on board. He comes to us by way of Control Data Corp's Cleveland office where he was an Applications Specialist.

More on Jim Baker - he is a former employee of United California Bank where he was a computer Specialist in their Trust Department at the corporate office in Los Angeles.

A new operator has been hired - Dennis Loudon. He will take Bert's place. Another student from Northrop Institute.

Dean Marr has officially accepted a position as Applications Specialist with our Eastern Division. The tentative transfer date will be February 1.

Gary Gorgen has completed the transfer of home and belongings to Northern California. He is now a programmer with the Technical Division.

GENERAL

Paul Mangione's first employee class was a big success. The three graduates are Jim Baker, Dennis Moore and Glenn Holtkamp.

Our snowfall here delighted everyone but Dennis Moore who must have thought he moved from 'cold country' in vain. He got caught in 'sunny' La Jolla in a snowstorm that left 6 inches of snow.

We enjoyed the visits of Mr. McCann and Mr. Holtkamp of our Eastern Division. We wish them a very prosperous New Year.

There were at least 34 very happy Los Angelans at the Christmas Party. How does one say thank you for such a pleasant treat? Everyone had a very good time and enjoyed meeting those from the other divisions. All the guests thank all the hosts. We all thank Tom and Dave.

Merry Christmas from the entire crew down here in 'sunny' Southern California.

### Technical Services

Paul Brickey and Paul Mangione will be joining the Technical Services Division soon to help get software systems to the operating divisions in good shape.

The composer typewriter is in action now. It's gotten a lot of attention, but George Kovatch has only issued two driver's licenses to use it--himself and Claire Steinkellner.

Caryl Morris has joined the Training and Documentation group. She came to us from Stanford University. She is working on a new CAL manual at present. It may be an ill omen for Tech Services that she moved into the desk that Dick Vento vacated this morning. Prior to that, Robb Alpaugh had the desk and now they are both with Virgil's group.

Gary Gorgen arrived yesterday to join the Subsystems group. He will be working on FORTRAN II. At the present time he is looking for an apartment while living out of the trunk of his car.

The Christmas party was a great success. It was fun having everyone together and quite a shock to see how much we'd grown in the past year. Thank you from all of us to Tom O'Rourke and Dave Schmidt and to Pat Schmidt for all her help in arranging the party. Thank you also to the Jerrehian's for their hospitality the day after. It was just what everyone needed to perk up.

The newest happening though is that Christmas is here and the New Year is coming on fact, so Happy Holidays to all of you from the Technical Services Division.

### What's New - NCMD

We've got another baby! Michael David Manuel was born on November 28 (finally) and has punched his first TTY key already.

Old news by now, but Ron Braniff has been promoted to the position of Sales Manager. His sales force managed to add seven new contracts to our list last month - and have picked up some fantastic prospects. Congratulations, Ron!

We're pleased to announce several other additions to our division. Dick Vento has left Neil's group and Jim Rix has left the comparative quiet of Lockheed to join Virg's group of poor, harassed souls summoned from the men's room to tell customers that "No, \$ sign files cannot be recovered after a crash". Welcome aboard, Dick and Jim. Also to be welcomed to Tymshare is Don Leary, who has joined Dave Brallier's band of merry men as graveyard computer operator.

We are very sorry to lose Bob Hall, but wish him luck in his new position as a programmer in Arden's group. Robb Alpaugh has accepted a position on Glenn Holtkamp's staff in New York. He's done a fine job here, so will certainly be an asset to Glenn.

The Christmas party was an unqualified success. It was fun for all of us to see who belonged to the voices we know so well on the telephone. So thank you, Tom and Dave, for a great party. And a very special thanks to John and Jill Jerrehian for not leaving us to recover by ourselves.

A very, merry Christmas and Happy New Year from NCMD.

#### Notes from your editor

Merry Christmas.

If you come in to work on December 26th and find no one in, don't be surprised-- it's a paid holiday.

Thanks from all of us to all those who worked to make our Christmas party a success--Pat Schmidt, Barbara Mennell, Tom and Dave, --and Ed Field (he pays the bills, and have you ever seen a grown man cry?) The meal was delicious; all the skilled musicians we have among us were enjoyable to listen to; and meeting everyone was a real treat. Did you realize we had 100% attendance? Thanks also to the Jerrehians for allowing us the use of their home and yard for recovery purposes. They're a very brave pair!

The new Policies and Procedures will be sent out the week of December 27th.

New rosters will be sent out in a couple days. Discard your old model and replace it with this copy. I'm in the process of putting zip codes on everyone's address, so if your's is not shown, let me know what it is so I can get it on the roster next month. I'm looking forward to getting addresses from Gary Gorgen and Dennis Moore. I'd hate to think they were living out of suitcases over the holidays.

MERRY CHRISTMAS!