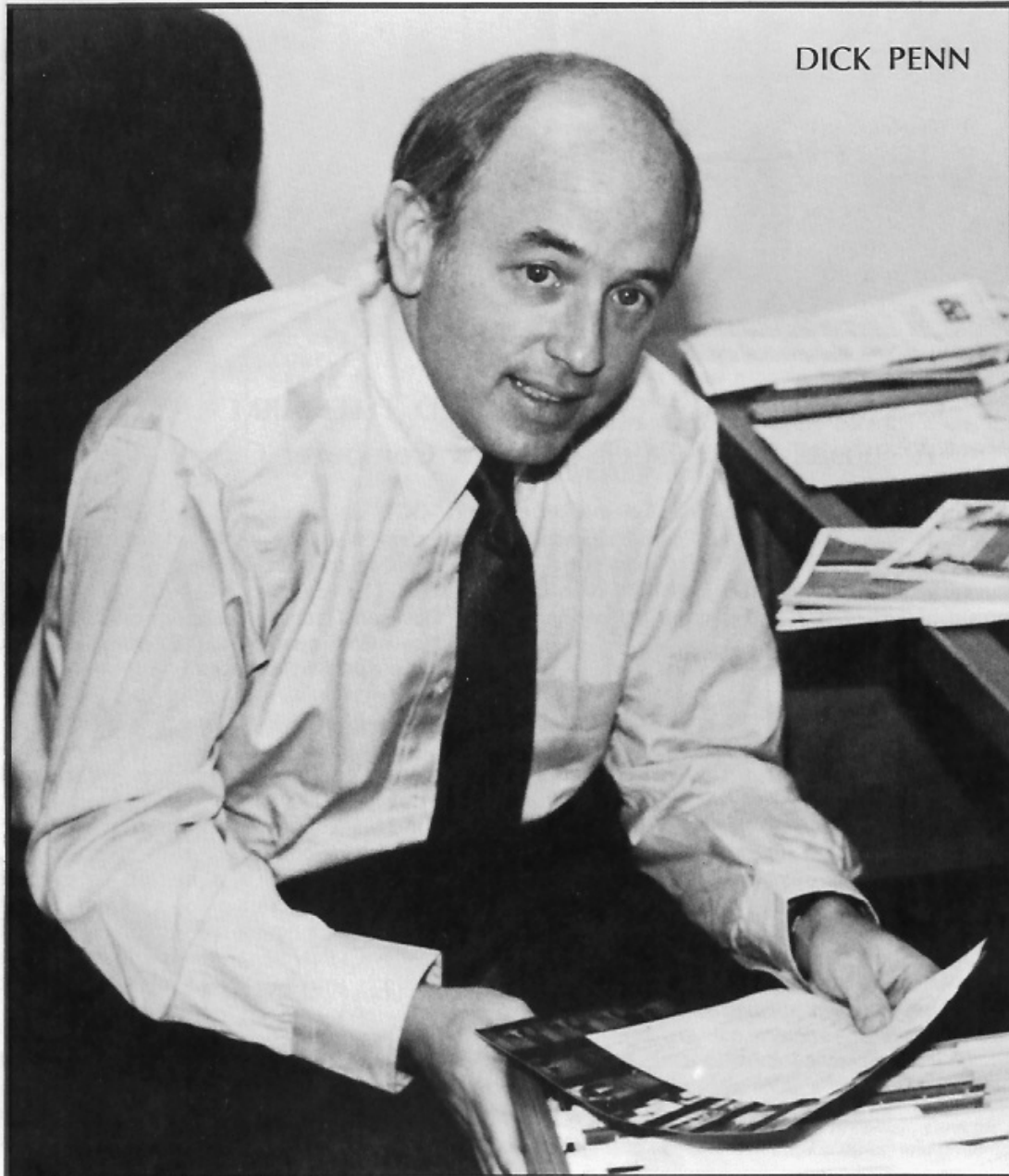


Feedback

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November 1984



DICK PENN



Left to Right: Dick Penn and Bernie Goldberg of ICT

INTERNATIONAL COMPUTERIZED TELEMARKETING, INC. A subsidiary of Decision Data Computer Corporation

International Computerized Telemarketing, Inc. (ICT) is a subsidiary of Decision Data Computer Corporation. Dick Penn and Bernie Goldberg saw a unique niche in Direct Marketing by providing full service direct marketing which specialized in telemarketing. They got their business plan together, and presented it to Decision Data. The result is that Decision Data is the proud parent of ICT and is its principal shareholder. Decision Data has three representatives on ICT's Board of Directors. They are, Frank E. Lane, who is Chairman, Vince Dadamo, Secretary and Milton Swartz. Dick Penn and Bernie Goldberg round out ICT's Board.

The sleek modern offices of ICT are always bustling with activity. More than likely, Dick Penn, ICT's dynamo of energy will be busy readying for an important visitor. A potential sale brings out all the glint in this professional marketeer. Dick Penn has paid his dues. He has had twenty years of experience in sales, marketing and finance and has held executive positions at IBM and ITT. Now, as President of ICT, he is guiding the Marketing and Financial activities of this new Company. Preparation for any potential sale includes a conference with his colleague, Bernie Goldberg. Bernie Goldberg is Executive Vice President and it is his job to oversee operations. He is the software genius and Dick Penn's able partner. Bernie is also a former IBM'er and in the late 70's was heading up a telemarketing operation for a new small system. He opened the first IBM phone center. Not only does Goldberg have sales management and marketing experience, he was recently President of Marketing Resources International, a full-service direct marketing company specializing in telemarketing.

ICT's first revenue producing phone call for a customer was in January 1984. Penn and Goldberg predict a 30% per month growth for their company. They estimate that sales will be

Continued on Page 6

COVER

FEEDBACK IS SPOTLIGHTING DECISION DATA'S SUBSIDIARY, INTERNATIONAL COMPUTERIZED TELEMARKETING, INC. (ICT).

Dick Penn, shown on this issue's cover, is the President of ICT. He and Bernie Goldberg, who serves as Vice President of Operations are guiding this new company.

Spotlight on ICT begins on the inside cover.



RAYMOND A. CASTELHANO
APPOINTED
VICE PRESIDENT
CORPORATE
SERVICES

Raymond A. Castelhana has been appointed to the Executive Staff of Decision Data, as Vice President, Corporate Services.

Ray will be responsible for the coordination and direction of the functional areas of Administration, Facilities and Planning, Human Resources and MIS. He brings with him many years of expertise in these areas, most recently serving as Vice President, Business Systems of MAI/Sorbus where Ray paid particular attention to the development and installation of computer, telecommunications and field administration support systems. Ray has also held various other positions with MAI, including Director of Administration. Prior to joining MAI, he held various positions with IBM.

DDCC REPORTS THIRD QUARTER INCOME IMPROVEMENT OF 75% ON A 43% INCREASE IN REVENUES

For the third quarter, ending on August 31st, income (before income taxes and extraordinary item) was 75% higher than at the close of the comparable period in 1983. A concurrent 43% increase in revenues was also announced by Richard J. Schineller, President and Chief Executive Officer. "Once again, we have surpassed all previous quarters in terms of revenues and income", Schineller said.

Revenues for the third quarter were \$37,676,000 compared to \$26,439,000 for the same in 1983. Income (before income taxes and extraordinary item) was \$3,571,000 compared to the \$2,035,000 reported in 1983. Net income for the third quarter rose to \$2,107,000, a 40% increase over the \$1,506,000 reported for the third quarter of 1983.

"Decision Data's revenues and net income for the first nine months of 1984 surpassed the Company's performance for all of 1983. These very significant gains were made despite the fact that our effective tax rate increased significantly," Schineller reported.

DECISION DATA IS GROWING, GROWING AND GROWING

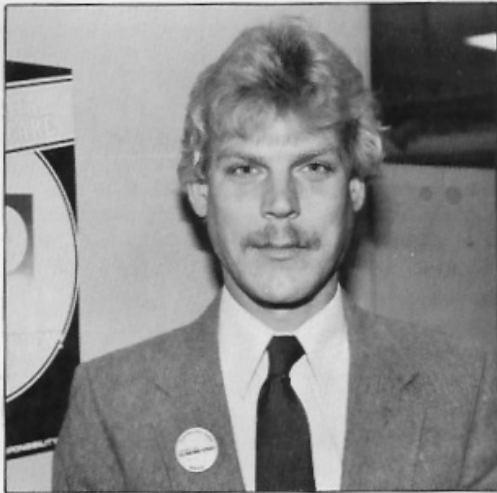
The Finance Department, Communications Center, and Clerical Stockroom move to new facility.

The new base of operation for the Finance Department, the Communications Center and the Clerical Stockroom will be located in The Horsham Corporate Center. The Horsham Corporate Center's address is 400 Horsham Road, Horsham, Pennsylvania and it is located less than one mile from Decision Data's Corporate Headquarters.

These three departments join with the Customer Service Division and the Marketing Department who are already located at this facility.

These moves provide better working conditions for all departments involved. It also provides greater room for expansion at the Headquarters facility for Manufacturing, and Engineering.

*S. Broomall, Director
Facilities and Planning*



*Jim Mooney, Customer Relations Manager,
Customer Care Center*

CUSTOMER SATISFACTION IS KEY TO COMPANY'S CONTINUED SUCCESS

Customer Care Center Opened

The Customer Care Center was officially born September 18th. Decision Data's newest offspring was immediately given the challenge to ensure effective and professional customer relations which are so critical during this period of tremendous financial growth and product acceptance. Customer satisfaction is the key to the Company's continued success and the career advancement of employees.

The Customer Care Center will function as a clearing house (networker or facilitator) to guarantee action to those customers issues that are not remedied or have not received timely attention through established channels. The Center will be responsible for acting as customers' unbiased and impartial ombudsman within DDCC headquarters. Having access to all of the Company's resources at the highest level, the Customer Care Center will appropriately disposition problems, channel support, provide data collection and follow-up.

Customer satisfaction is not solely the Customer Care Center's responsibility. Once customer issues are brought to the attention of the Customer Care Center, they are immediately channeled through a Network of key personnel who are responsible to obtain

a response and report it to the Center within twenty-four hours. Weekly meetings are held with the Network to review operations, address open items and implement new procedures or fine-tune existing ones. Reporting mechanisms to track, analyze and improve the efforts of the Customer Care Center are in place. An important function of the reporting mechanism is to alert other customer contact groups within the Company of existing customer problems. With this important information available, Field Sales and Field Service can look for similar situations and collect important data for research. Internal departments such as, the Credit Department can manage their interaction with these customers in a fashion that will enhance our position during these delicate moments.

How does Customer Care Center get involved?

Here is how the Customer Care Center gets involved:

- Phone calls and correspondence from customers and Field Sales and Field Service personnel.
- Customer Care "Alerts" from other Corporate departments. Currently the Center is receiving phone calls through the main switchboard. Our expert operators have been trained to detect customer situations that are candidates for Customer Care Center action.

Once a contact is received by the Customer Care Center, the following steps occur in an effort to provide the customer with a twenty-four hour response:

- Define the nature and scope of the problem.
- Determination of action needed to resolve the problem.
- Obtain a firm commitment from the Network.
- Monitor activity.
- Respond to the customer.

It is not the function of the Customer Care Center to resolve customer problems. Rather it is responsible for channeling problems to the right people, thus, guaranteeing prompt action and response leading to those resolutions.

Continued on Page 5

(Continued from Page 4)



Bonnie Slattery, Customer Care Representative

Goals of the Customer Care Center

There are short and long term goals set by the Customer Care Center. The short term objective is to deal with current customer problems satisfactorily while addressing the causes of these problems seeking a permanent "fix". As current customer problems are dealt with efficiently, new issues will develop that are related to our Company's continued remarkable growth. There will be Customer Care Bulletins to keep you abreast of our progress and to advise you of new and longer range objectives as they are established.

It is Decision Data's philosophy that Our Customers are Number One! All of our energies must be utilized to provide prompt, professional and courteous service. Since our customers deserve the ultimate in satisfaction, Customer Care is the universal responsibility of All the employees of Decision Data. We must all focus our attention and dedication to every detail of our job with the Company.

Customer satisfaction is not a trite expression — it is the byword of our future.

*By James Mooney, Manager
Customer Care Center*



KEY MANAGEMENT PARTICIPATES IN SCANTICON CONFERENCE

Scanticon Conference Center in Princeton, New Jersey was the sight of an outstanding meeting attended by Decision Data's key management personnel. The sole purpose of this meeting was to garner ways to make Decision Data a better company.

The five objectives generated at the meeting by the enthusiastic attendees are:

Achieve Outstanding Customer Satisfaction

- Establish a "Customer Care Center" (A "Customer Care Center" has been established - please see Page 4 for story.)
 - Get ahead of the problem internally
 - Measure our performance
- Object — Advertise with Confidence.

Push Down Authority and Decision Making

- Publish "Grants of Authority"
- Make information more available
- Have fewer and better meetings. Meetings will be decisive.

Communicate

- Communication must be improved everywhere.
- We all must contribute. Open the doors.
- Interdepartmental emphasis
- Develop a more formal program
- Follow-up quarterly management meetings.

Develop Team Spirit and Pride

- Concentrate on a supportive environment
- Listen and use constructive peer and subordinate suggestions
- Recognize achievement
- Work on "can and will do" spirit

Improve our Mechanics

- Accelerate key M.I.S. programs.
- Simplify.

Richard J. Schineller, President and CEO has made the following statement: "Now that we have named the objectives and are making progress toward making Decision Data a better Company, I am more than ever committed to the continuation of this progress and to the resolution of the issues."

You will be hearing more about "The Spirit of Scanticon" and its accomplishments.

INTERNATIONAL COMPUTERIZED TELEMARKETING, INC.

(Continued from Page 2)

in the \$2,000,000 figure by October 1984 and by the end of 1985, they are targeting \$6,000,000.

Sophisticated Techniques Used

ICT employs 23 full time employees and 40 part-time communicators. The Company handles both inbound and outbound calls in a business-to-business, or a consumer environment. It has successfully merged advanced computer systems and sophisticated telephone equipment with indepth marketing expertise. The fact that ICT uses a computer enables their communicators to focus on logical decisions based on the telephone interaction. Thus, the computer allows the decision making process to be taken away from the communicator. This assures the client that his predetermined message, to customers and potential customers, is being performed the way he wants it to be. ICT is employing sophisticated computer techniques, therefore, it is able to do scheduling and rescheduling of calls, monitor operator productivity, create and modify data bases, and utilize multiple data bases in the same phone call. Telephone utilization is optimized, thus, greatly reducing telephone expense.

Communicators utilize video screen

ICT's communicators utilize a video screen and keyboard, along with telephone equipment. They perform a high-quality, fully scripted telephone call. With each new phone call, the script is brought up on the screen. The computer is controlling the phone call. Clients can be assured that the script they developed is being properly presented to their customers and prospects. The key logical decisions are being executed as the client decides. In addition, the supervision is capable of monitoring any communication session, assuring the quality of the calls. Further, the computer screen and keyboard makes it possible for all the information that is received during the session, to be held permanently. This information is then used to prepare lists, letters, confirmations, telegrams, work orders, lead documentations and any other output required by the ICT clients.

ICT's Clients

Have you heard or seen the advertisements done by Stiller and Meara concerning ALEX. These ads are for Bell Atlantic Mobile Systems and use an 800-255-BELL telephone number. It is ICT that is the telemarketing vehicle for this campaign by Bell Atlantic. Aetna Insurance, Cigna, Rolm Telephone of Southern California, Thomas Regional Directories, Xerox Education Systems are also some of ICT's notable clients. Decision Data has hired a Regeneration Program for Marketing Representatives to be done through ICT. Sperry has ICT doing a lead generation program. ICT calls potential customers for Sperry and schedules appointments for those sales leads. Appointments are scheduled for 45 different office centers, where a product demonstration will take place for the interested party. This calculates to 1,950 appointments a week scheduled by ICT for the Sperry Corporation.

Customers Pleased

This new company's first revenue producing call was placed in January. Nine months later, 3,000 customer hours were logged. It is evident that ICT's customers are pleased with their service.

Decision Data is also very happy with the progress of International Computerized Telemarketing, Inc. and looks forward to a continued strong and steady growth for this subsidiary.



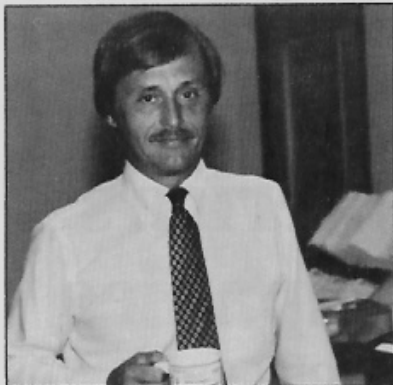
Virginia Kneece, Communicator

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INTERNATIONAL COMPUTERIZED TELEMARKETING, INC.

(Continued from Page 6)

ICT
PHOTO
PAGE



Joseph McGrath, Director, Data Processing



Sherri Twer, Administrative Coordinator



Bernie Goldberg, Vice President, Operations



Diane Tkacs, Operator/Receptionist



Jack Magee, Director, Operations

Investing in America's Top Growth Companies The Top Ten Growth Companies

Based on Earnings Per Share Growth
over the previous 5 years

Rank	Company	Business	5-Year Growth Rate	EPS			Recent P/E	
				1982	1983	1984E	Price	1984E
1	Jet American Airlines	Air carrier	123%	\$(5.79)	\$1.89	\$1.50	5%	3.5
2	Nutri/System	Weight-loss centers	123	1.91	1.62	1.10	6	5.5
3	Ultrasystems	Energy systems	123	0.36	0.72	1.05	19%	18.8
4	Synergex	Drugs	122	0.78	0.98	1.10	10%	9.8
5	TeleVideo Systems	Computer systems	122	0.38	0.57	0.80	5%	7.0
6	Baax Corp.	Oil & gas	121	0.65	0.82	1.00	9%	9.9
7	Data Switch	Switches & controls	121	0.40	0.68	0.85	15%	17.9
8	Decision Data Computer	Computer equipment	121	0.41	0.68	0.80	9%	12.3
9	Mgmt. Science America	Software	121	0.62	0.63	0.90	19%	21.7
10	MCI Communications	Telecommunications	121	0.84	0.67	0.70	7%	10.9



Decision Data Computer

When Richard Schineller took over as chief executive and president of Decision Data Computer in March 1980, speed was of the essence. Very simply, the Horsham, Pa., company was near liquidation, and Schineller had little time to turn it around. But he did the trick so quickly that today the company is a thriving maker and supplier of IBM-compatible peripherals.

How did Schineller do it? First, he had to pay \$12 million in debt owed by the company to the jittery bankers who were calling in the loans. Unable to find a lender in the United States, he went over to England, where Data Recording Instrument Co. agreed to lend him \$9 million, backed by the British National Enterprise Board, in exchange for an equity interest. U.S. bankers agreed to accept 70¢ on each dollar owed.

To get on top of the heap, he introduced a line of IBM-compatible terminals that cost less than what Big Blue charged. Most important, the terminals were geared toward the "middle market," which includes computers priced

from \$20,000 to \$500,000. In 1981, the company introduced a matrix printer; in 1983, it came out with a controller and a letter-quality printer.

It's worked out well for the company. In the three years ended in 1983, revenues leaped from \$44 million to \$104 million while earnings per share soared from 7¢ to 72¢. For the coming year, analysts are looking for a jump to anywhere from 95¢ to \$1.05 per share. The stock, which dropped as low as 1½ when Schineller took over, reached 15¼ last year. Today, it is hovering around 10.

Mostly on the strength of its core business, Decision Data is expected to grow between 30% and 40% a year for at least the next two or three years. As Anne Dyer Hynson of Legg Mason Wood Walker notes, "We believe the outlook for the company is one of continuing earnings growth."



Schineller

The Top 5 By Industry Group

BUSINESS EQUIPMENT &
DATA PROCESSING

Rank	Company	5-Yr. EPS Growth Rate(%)
1	TeleVideo Systems	122
2	Data Switch	121
3	Decision Data	121
4	Mgmt. Science	121
5	Cipher Data Product	114



#3 By Industry
#8 Overall





NOT ONLY IS IT NOT TOO LATE . . .

NOW IS THE TIME:

TO – REDUCE YOUR TAXES

TO – SAVE MONEY

TO – SIGN UP FOR CAP

QUESTIONS AND ANSWERS REGARDING CAP
(CAPITAL ACCUMULATION PLAN).

- Q. I've read the highlights brochure, but I am still not sure of the advantages of CAP.
- A. Let's assume you earn \$20,000 per year and that you save \$1,000. If you save the \$1,000 through CAP, your W-2 will show \$19,000 as your taxable income. You will pay Federal Income Tax on \$19,000 not \$20,000 and you are taxed on that amount.
- Q. I can't afford to save now, but with my next raise, I would like to begin to contribute at least 1%. Will I be able to enroll at that time?
- A. You can enroll in CAP at anytime.
- Q. I know my Federal Income tax will be reduced, but is my CAP contribution exempt from state and local income taxes?
- A. Pennsylvania state and local taxes will apply to your CAP contribution – so will state taxes in New Jersey and Alabama. All other states currently do not tax your contributions to CAP.
- Q. Can I transfer money from VIP or any other savings account to CAP?
- A. No, CAP contributions can be made only by payroll deductions.
- Q. Can my spouse participate in CAP?
- A. Only employees of Decision Data can participate in CAP.
- Q. Are my contributions and the earnings on those contributions guaranteed?
- A. Only your investments and earnings in the GIC Trust are guaranteed by an insurance company.
- Q. What is the GIC interest rate?
- A. The interest rate is 13% for contributions made between now and July 1, 1985. Those contributions will also earn 13% until July 1, 1987. The rate on contributions made between July 1, 1985 and July 1, 1986, will be at a new interest rate established by Vanguard in June 1985. These contributions will continue to earn that interest rate until July 1, 1988.
- Q. If I take a loan from my CAP account, what interest rate will I have to pay?
- A. The interest rate on loans will be set at the rate being paid by Vanguard's Money Market Prime Fund at the time the loan is requested.
- Q. When I receive a distribution at retirement or termination of employment, do I have to pay taxes?
- A. You may be able to use "10 year forward averaging" for the year in which you receive the payment from the plan and pay a substantially lower tax than due on ordinary income. Your other option is to roll the distribution into an IRA and defer taxes until you begin your IRA withdrawals. It is advisable to consult a tax specialist to determine what is best for you.

*By Linda Clark, Manager
Compensation Program Administration*

CAP DAY IN



Left to Right: Paulette Moosbrugger, Executive Secretary, Administration, Olga Rompala, Administrative Services Clerk.



Left to Right: Dennis Nation, Receiver, Terry Webb, Receiver, Dana Graves, Clerk, Bob Bongard, Unit Leader Receiving Department.



Left to Right: Sue Gaun, Equipment Control Clerk, Jessie Tague, Order Entry Clerk, Debbie Werner, Order Entry Clerk.



Lois McKeown
Group Leader



Jill Manning
Executive Secretary, Human Resources

HORSHAM



Left to Right: John Beaver, Technician C, Ed Tomczak, Technician A, Mike Nanni, Technician A.



Left to Right: Denise Bell, Tester A, Marcia Adil, Assembler B, Mary Gordon, Assembler C.



Left to Right: Mike Townsend, Assembler B, Mike Bernardo, Tech A/Group Leader and Mitch Diodato, Tester.



Frank Day, Sr. Collector, Credit and Collections



*Monica McFadden
Tester, Quality Control*



DDCC ANNOUNCES THE AVAILABILITY OF THE COMPUTING WORK STATION EMPLOYEE PURCHASE PROGRAM

The Personal Computer model of the Computing Work Station (CWS) is available for purchase by employees of the Company effective October 15, 1984. The discount prices and procedure for the purchase of the CWS was described in a recent mailing to all North American employees.

The CWS offered is the 5020-01 which is a standalone personal computer that will operate with software designed for the IBM PC. DDCC is also offering certain printers and software to employees at discount prices. Other add-on peripheral devices — such as plotters, modems and game adapters — developed for the IBM PC can be used with the DDCC CWS. Therefore, an array of products to make the most of the personal computer can be purchased from retail stores or from mail order houses.

A three-month warranty and an additional 12 months of maintenance is included in the employee price for the CWS and the optional printer. This ensures convenient service for the equipment. The CWS can be carried or mailed to the most convenient of eleven nationwide repair centers.

The Marketing Support Center at Horsham will provide telephone support for questions related to the installation and operation of the CWS, as well as, questions on operation of application software purchased from the Company. Employee Purchase Program information may be obtained from the Human Resources Department in Horsham.

The CWS can either be purchased outright, or by Payroll Deduction, at preferred interest rates (currently 10% over an 18 month period). Each monthly allotment of CWS units will be assigned on a first-come, first-served basis.

*By Al Koob, Manager
Financing Section*

TAX TIPS

Employee Purchase of Computing Work Station

The following tax deductibility rules apply when an employee purchases a Computing Work Station (DDCC 5020/21-01):

A federal income tax deduction and investment credit may be taken for the asset (Computing Work Station) on an individual's tax return if the following applies:

1. The Computing Work Station is used for business purposes and is an ordinary tool necessary for the operation of a business.
2. The business is for the production of income and not a hobby.
3. The Computing Work station is used for educational purposes. A federal income tax deduction is allowed for expenses for tuition, books, etc. incurred by an individual for education and research undertaken as part of their educational program if the following rules apply —
 - A. The education maintains or improves skills required by the employee in his employment . . . or
 - B. The education meets the express requirements of the employee's manager, or the requirements of applicable law or regulations imposed as a condition to the employee's retention of his employer.

If the Computing Work Station is to be used for both business and pleasure, adequate contemporaneous records are required for tax years beginning *after* December 31, 1984 to be eligible for the investment tax credit and accelerated recovery deductions on property. The records must reflect with *substantial accuracy* the business use and purpose of the property. Please note that adequate records were always required to support business percentage, however, the IRS is now requiring *contemporaneous* records. Therefore, back records may no longer be created after the fact.

If the business use percentage is 50% or less, no investment credit is allowed and the

depreciation on the portion of business use of the property must be claimed under the straight line method over the earnings and profits life of the property (which is 12 years for computer equipment).

If the business use percentage is more than 50%, then three alternatives exist for the taxpayer.

ALTERNATIVE #1: The Computing Work Station may be capitalized and written off over 5 years using the Accelerated Cost Recovery System (ACRS) — an accelerated depreciation method. An investment tax credit may be taken at 10% of the business basis (% of business use X cost). Half of that credit is deducted from the depreciable basis of the asset. The balance is written off over five years.

ALTERNATIVE #2: The Computing Work Station may be capitalized and written off over 5 years using ACRS similar to Alternative #1. Instead of the 10% investment tax credit, only 8% investment tax credit is taken on the business basis. No reduction in the basis is necessary for depreciation purposes, therefore, a greater depreciation deduction is taken each year.

ALTERNATIVE #3: The Computing Work Station may be fully expensed in the first year of business use, up to \$5,000 for 1984 thru 1987. If this is elected, no investment tax credit may be taken on the portion expensed; and, therefore, only the *business* basis may be deducted.

If you have any questions regarding the tax deductibility of your Computing Work Station, please check with your tax advisor.

*By Harry Collins, Director
Corporate Taxes*



NEWS FROM EUROPE

France

The Summer months saw the best results ever reached, especially in France: the most prestigious names of French Haute Couture are now amongst our happy customers. Christian Dior, Daniel Hechter, Lavin have decided to choose DECISION DATA as supplier for their peripheral equipment.

French government services placed an order for Matrix Printers CRT and Punch Card equipment amounting to \$625,000, and this is only a beginning!

As a result of this extraordinary boost in booking, the French network is planning to expand with the opening of four new offices.

Great Britain

Our Man of the Quarter, Roger Amos of Great Britain, hits the mark with a total booking of \$370,000.

Benelux

Decision Data is expanding in Europe: a Dutch branch of DDC Belgium was opened in Rotterdam by Bruno Frisque. This will allow Belgium to double its potential market!

West Germany

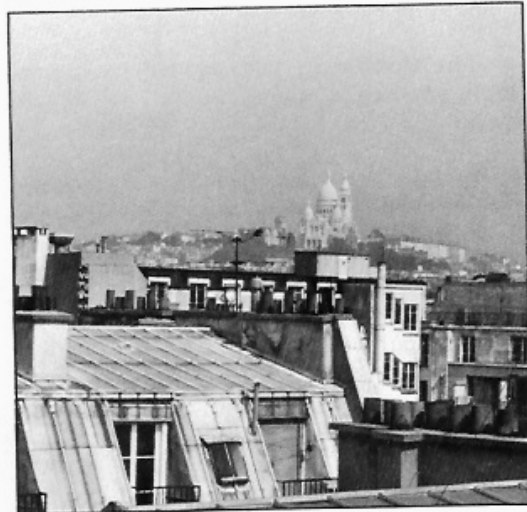
Hans Fuhr, General Manager, was very much impressed by the marketing training he attended in Horsham, Pennsylvania, the Corporate Headquarters for Decision Data. He is now working at a major expansion in Germany, which will allow this subsidiary to double its revenues in 1985.

*By Dominique Dantier
Executive Assistant to Guy Schaub*



THE ROOFTOPS OF PARIS

In the distance can be seen Sacre Coeur.



This is the view from the window of DDCC's Offices in Paris, France. The Paris office is Headquarters for our International Division.

INTERNATIONAL SERVICE ANNIVERSARIES

10 YEAR

Anthony Coulber
Guy Schaub

5 YEAR

Michel Bre
Valery Brittain
Atila Demirdal
Marie Didion
Robert Foxwell
Bruno Frisque
Jean Pierre Jurillot
Wolfgang Kolbe
John Keighley
Ron Ransinghe
Panayotis Valassis

Decision Data congratulates these International employees on reaching their Service Anniversary during the past year.

We are pleased that the International Division is now incorporated into our Service Award Program.

SERVICE ANNIVERSARIES

5 YEAR

DEBORAH L. CHECKUM, Legal
DENISE BELL, Manufacturing
EDWARD G. SCHEURING, CSD

DEBORAH A. BUTLER, Manufacturing
ANNA M. QUIROZ, CSD

KURT V. MOORE, CSD
DOROTHY N. JOHNSON, Manufacturing
BILL R. CABLE, CSD
JOHN MANNING, Manufacturing
ROBERT M. CHYPCHAR, Marketing

MICHAEL E. BERNARDO, Manufacturing
PHILLIP B. CLEMENTS, CSD
ALBERT JONES, CSD
JOSEPH E. DEAM, CSD
MARTHA R. ROUNDTREE, CSD
LANFORD O. FENNELL, Manufacturing
CHARLES LINENBERG, MIS

JOSEPH J. GUZY, JR., CSD
JAMES A. WELCH, CSD
BECKY SMITH, CSD
RANDALL G. SMITH, CSD
SCOTT G. BOSWORTH, Manufacturing

10 YEAR

JULY

DEBORA A. LEWANDOWSKI, Finance
BURA A. KENDRICK, CSD
ELIZABETH D. SCHIMPF, Manufacturing
JAMES H. MOONEY, Marketing
KAREN ROSSI, Finance
GARY JOHNSON, Manufacturing
JONATHAN H. WOOD, CSD

AUGUST

JACOB ETTELMAN, MIS
JENNIFER L. HERRERA, CSD
GERALD J. WENISCH, CSD
MARIE G. WENIGER, Manufacturing

SEPTEMBER

JOHN C. FREISLINGER, CSD
MARY R. TOBIN, Manufacturing
KENNETH HIGAKI, Marketing
BILL H. WUESTNER, Engineering

OCTOBER

RUTH T. MERTZ, Finance
SUSAN M. WOOLSON, Manufacturing
EDWARD J. DRISCOLL, Manufacturing
JOHN M. BIEGEL, CSD
KAREN CARDAMONE, Manufacturing
FRED W. WICHTERMAN, Manufacturing
RANDOLPH FAIR, Finance

NOVEMBER

BURTON I. TALUS, Finance
DANIEL W. WHITE, CSD

*Decision Data Computer Corporation gratefully
recognizes these employees for their dedicated service.*



CAPITAL ACCUMULATION PLAN

REDUCE YOUR TAXES . . . JOIN DECISION
DATA'S NEW CAPITAL ACCUMULATION PLAN

JOIN CAP TODAY!

Feedback Vol. 5 No. 3

Editor Elizabeth H. Witlow
Assistant Editor Loretta Zsido
Printing Advisor Jim Whitmore

The Editor and Staff thank the contributors
for their fine articles.



FEEDBACK is published by the Human Resources Department for Walt Welch, Sr. Field Engineer in Tampa, Florida, his family and his 1484 fellow employees.

An Equal Opportunity Employer M/F

