Feedback

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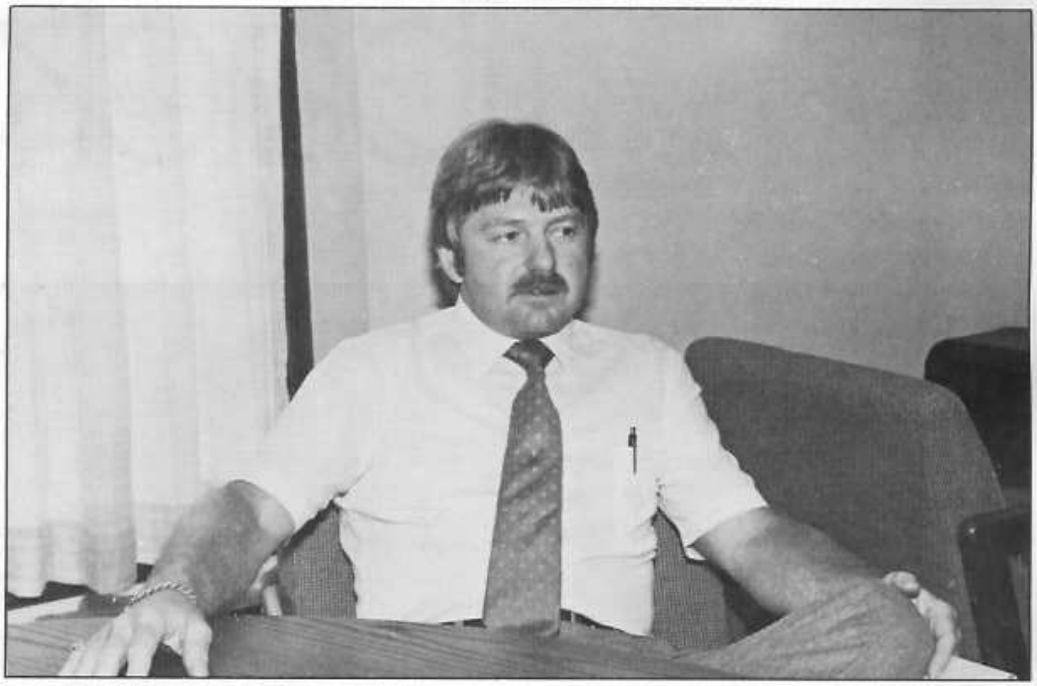
SPOTLIGHT ON THE ENGINEERING DEPARTMENT



Larry J. Gerhard, Senior Vice President, Operations

"GOING FOR IT" IN THE ENGINEERING DEPARTMENT

Three words that characterize Engineering? Growth, Growth and Growth. Growth in number of people and capability. Growth in tools and facilities, and most important, growth in the number of development projects.

Growth in number of people.

Two years ago, there were 26 people developing and maintaining the products that were turned into $50 million revenues. One year ago, there were 61 people helping to engineer the $75 million DDCC revenue. Today, there are 89 people. If 30 or 40 engineers could bring you the 15" CRT, the VAP and Serial Printer, as well as, help to increase company revenue by 50%, just think of the new products and the revenues that 89 people can support! Engineering "is going for it".

Growth in tools and facilities.

Until last Summer, The Engineering Department had 7,500 square feet. Today, Engineering occupies about 12,000 square feet. It's not just room for the extra people. Lab space was reorganized and increased. Two computer rooms were added because Engineering added an IBM S/38 and S/34 and a VAX 11/750 for use in developing products. It used to be that the S/34 and S/38 were shared with Manufacturing, but because of the increase in Engineering's development projects, coupled with Manufacturing's building and testing of products, the use of the computers, was bursting at the seams and the new computers had to be acquired. That's not all. A half million dollars of development systems and about 900 square feet were acquired for use in developing the software for our products. To keep in step with the rate of technological changes, DDCC has to invest in the latest development tools and the space for them. Engineering "is going for it".

Growth in product development.

DDCC is building the Engineering Department to accelerate the new product introduction pace. In 1981, one new product was introduced. In 1982, the Band Printer and the 300 LPM Matrix Printer were added to our product line. The 1983 expectations include: the 12" CRT, the Cluster Controller and the Word Processing Printer. The future products will become more sophisticated because of new technology and because DDCC is working diligently to establish its own identity outside of the IBM umbrella. The Company's goal is to announce three new products each year. Engineering's charter is to develop these products. More Engineering capability, equipment, facilities and personnel means more products can be developed and produced. This, in turn, results in strong and steady revenue growth for Decision Data.

Let's "go for it" together.

By Robert Howling,
Manager Program Planning and Administration

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COVER

FEEDBACK'S SPOTLIGHT ON THE ENGINEERING DEPARTMENT

Susan L. Canizares, Administrative Assistant to Larry Gerhard, Sr. Vice President, Operations. Susan is an integral part of the "backbone" of Engineering.

Story on Page 6.

LARRY J. GERHARD PROMOTED TO SR. VICE PRESIDENT OPERATIONS

Larry J. Gerhard has been promoted to the position of Sr. Vice President, Operations. Larry has served Decision Data as Vice President, Engineering and will retain that title in an "acting" capacity, until his successor is appointed. In his new position, Larry will assume responsibility for providing direct management attention to the development and manufacturing tasks which have grown significantly, due to DDCC's success in the industry.

KENNETH M. SCHLENKER NAMED VICE PRESIDENT FINANCE

Kenneth M. Schlenker has been named Vice President, Finance. Ken comes to our Company from Applied Digital Data Systems, a subsidiary of NCR, where he served as Chief Financial Officer. Previously he was with Technicon Instruments Corporation in the capacity of Controller. He brings a wealth of experience in financial planning and analysis, cost accounting, treasury operations, taxes, audit, collections, insurance and data processing operations.

IRA M. LUBERT APPOINTED VICE PRESIDENT, SALES

Ira M. Lubert has been appointed Vice President, Sales. Prior to joining Decision Data, Ira had been Vice President North American Sales at ITT Courier. He also had been associated with IBM for eight years, in responsible executive positions. Michael D. Brody, Vice President, Marketing, stated during the announcement, "Ira brings to this new position a unique background in sales and marketing". "His industry experience includes: communications systems, computer peripherals, mainframe computers and applications software. Ira's primary focus will be on developing field sales operations and to implement marketing strategies and objectives."

FRANK E. LANE ELECTED TO DECISION DATA'S BOARD OF DIRECTORS

Frank E. Lane has been elected a Director of the Corporation. He has had valuable experience with the computer industry, serving as Vice President and Treasurer with Management Assistance Inc. MAI is a $300 million company engaged in manufacturing and servicing business computer systems. Richard J. Schineller, President and CEO, when making the announcement stated; "Lane has spent his entire career in various financial positions with computer equipment and computer service organizations. We intend to tap this valuable resource in meeting the overall financial aims and objectives of Decision Data."

EDWARD A. GRANT APPOINTED, VICE PRESIDENT, CORPORATE SERVICES

In the last issue of Feedback, Edward A. Grant was pictured when he was named Vice President, Human Resources and Administration. As this issue went to press, Ed was named as Vice President, Corporate Services. In this newly created position, Ed will assume responsibility for the Corporate Management Information Systems (MIS) function, in addition to his current Human Resources, Administration and Facilities responsibilities.

Guy Schaub

DECISION DATA INTERNATIONAL

An Introduction

Decision Data is represented in Europe by subsidiaries in England, France, Belgium and Germany. The focal point for all Decision Data European activities is Paris and is directed by Guy Schaub, General Manager. Guy reports directly to Michael D. Brody, Vice President, Marketing. Crucial to the European operations is John Keighley, International Controller and Treasurer. He is responsible for financial reporting and planning, as well as Marketing Administration. John is supported by Peter McCord who heads the International Auditing and provides financial support to accounting departments in the other countries. Paris is, indeed, the hub for all management, financial and marketing activities in Europe.

Three very capable women are key to the smooth functioning of the Paris operations. Dominique Dantier is Executive Assistant to Guy Schaub and Christine Robe functions as Financial Secretary to John Keighley. They both provide valuable administrative and coordinating services needed to keep the European subsidiaries operating smoothly. In addition, Carol Hunt also assists John Keighley by providing valuable computer and accounting services to Gisela Haywood, Director of European Distributor Services. Gisela is located in Staines, England.

Decision Data International, markets and services our products throughout the European continent. This includes scheduling equipment deliveries, plus installation and the all-important technical service that keeps our equipment up and running.

European operations are expanding and growing at a significant rate. In time, Europe should begin to make a significant contribution to Decision Data profitability.

By Christine Robe
Dominique Dantier

THE FAIR OF FAIRS

DDCC represented at Hannover

400,000 visitors came to view equipment at the Hannover Fair this year. It is the world's largest industrial fair and is held in Germany each year.

In the EDP section of the fair, there were 800 companies exhibiting their equipment. Decision Data was proudly represented by an attractive booth which presented our equipment to the best advantage. Six knowledgeable representatives of our company manned the booth during the eight day exhibit, demonstrating our product range that included CRT's, Serial Printers, Matrix Line Printers, Band Printers and VAP's. 350 companies visited our booth. The sales receipts from Hannover Fair this year totaled $1,000,000. A very successful showing for DDCC at Hannover.

Dominique Dantier

Christine Robe

SPOTLIGHT ON ENGINEERING

(Continued from Page 2)

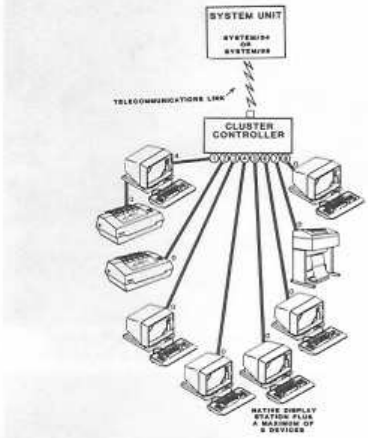
CLUSTER CONTROLLER

The Nature of the Beast and its Status

This article is an attempt to bring everyone up to date on the project and to increase Company-wide the knowledge of what exactly the Cluster Controller is.

Based solely on the size of the program that operates the device, the Controller is an order of magnitude beyond anything that has been done at Decision Data previously. The controlling software is over ten times greater in size and complexity than the software that runs the 3751 CRT Workstation. This software is also distributed across and run by, up to four separate microprocessors which must all interact harmoniously. This all means extra chips on printed circuit boards of a complexity not designed here before.

The reason for the complexity of the code and the crucial responsibility that the Controller has, as a link in a data communication system, can be illustrated through a sample diagram.



Should the Controller in this diagram fail, then it would immediately bring down all nine devices with it. Should it fail badly enough, it can completely tie up or bring down the main computer.

What exactly does a Controller do? I will build up examples of the Controller at work and give some idea of its capabilities.

Example: All nine devices are CRT's and there are nine experienced operators at the keyboards. In this example, the Controller is not connected to the host. As the operators begin to type, the electronic impulses generated by the keyboard are relayed to the Controller which then translates those impulses into a particular character and places the character on the screen. As the fingers fly across the keyboards, all of those operators expect their letters to appear instantly on the screen. A simple example of a Controller task, but it illustrates the immediacy of response expected as the Controller services nine devices. Had the CRT's been connected to the host and if all nine operators had filled in the input fields of the screens they currently had, and then all hit their enter keys at the same time so they could get their next screen, they expect their next screen to appear before them immediately. This example also points to the exposure of the Controller to arbitrary and unexpected events. There are nine keyboards filled with keys all of which require a different action and all may be struck at any time.

Example: The nine CRT's are signed onto the system and the operators are involved in entering data into input fields and are requesting new screens for the Controller. In addition to translating the impulse of the keyboard into a character, the Controller must then check to see where the operator wants to put it. If the cursor is outside of the fields on the screen, the Controller must post an error notifying the operator. If the cursor is within a field, the Controller must then check to see if it is a valid character for this particular type of field.

To write an average screen with an average number of fields, requires approximately 2,500 pieces of information. Therefore, to put nine screens on, the Controller must process approximately 23,000 pieces of information. All the information received by the Controller must be checked for errors that violate the rules governing messages for a device.

For several months, extensive testing has been going on both in-house and at test sites across the country. One Controller is operating over a satellite link to Puerto Rico. The recently formed Product Integrity Group within Engineering, is bringing in temporary help daily, to sit at terminals connected to the Controller and test them all day.

When the Controller passes through our back door to the customer, it will have already done a great many good things for our Company and can begin doing many more good things. It will have built an organization that has had to stretch and grow technologically. Just as the Controller is beyond what we have done before, it too will be surpassed by more complex devices. Those devices will be able to be produced easily, because the Controller paved the way.

The Controller will also be fulfilling the sound marketing strategy that went into the decision to build it. When a Customer decides to expand its computer operations, the first thing it needs is a Controller. The second need is for the peripherals. A manufacturer that can provide the Controller, also gets first crack at providing those peripherals. Up to now, IBM has had that first crack. With DDCC's Controller in place, it will boost sales along our entire product line.

By Eric Joret
Engineer

Continued on Page 6

SPOTLIGHT ON ENGINEERING

(Continued from Page 5)

BACKBONE: Definition — Main support or major sustaining factor.

At the Engineering Quarterly Meetings, five employees are introduced as the "Backbone of Engineering". Smiles, cheers and applause follow the introduction. Every individual in the Engineering Department feels the impact of this team's fine work and happily acknowledge their appreciation.

The Support Staff is the recipient of all this attention. It is headed by Sue Canizares and includes Marcia Smiley, Kathy Sands, Connie Swaincott and Cindy Tidwell. Their daily routine might sound like this . . . "Marsha, may I have a copier card" . . . "Are there any more black magic markers?" . . . "I'm going into the lab now, please page me" . . . "How is the screen on your CRT" . . . "Connie are those specs typed yet?" . . . "Cindy, where is the Poloroid?" . . . "Did you put in my Expense Report yet?" . . . "My flight reservations, where are they?" . . . "Kathy, I'd like to see Dennis, could you set a time?" . . . "There is somebody in the Lobby, would you bring them in?" . . . "May I use your Qume Printer?" . . . "How soon will my report be done?" . . .

Along with these daily, routine duties, the support team also participates in unique and special contributions which involve monthly project tracking preparation; learning new word processing applications on the VAX and the IBM Sys 34/38 and acting as alpha sites to test Decision Data's word processing printer with its associated software package. They are organized to assist the management with handling administration detail, following up to ensure timely progress and maintaining adherence to Company and Department policies and procedures.

Only in the movies do they work from "9 to 5". Engineering's "backbone" works from early morn till dusk, with the confident feeling that their professional abilities will enhance the Engineering team and the goals of our Company.

By Sue Canizares
Administrative Assistant

Connie Swaincott, Executive Secretary Systems Engineering and Marsha Smiley, General Clerk

Cindy Tidwell, Executive Secretary Engineering Support

Kathy Sands, Executive Secretary Development Engineering

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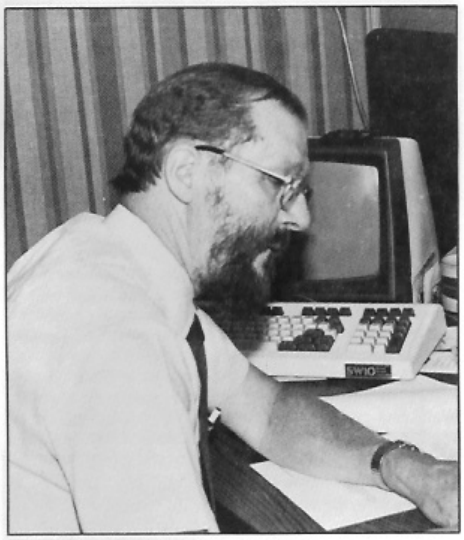
YOU MAKE IT HAPPEN

SPOTLIGHT ON ENGINEERING

(Continued from Page 6)



Irv Lownes, Project Engineering Manager

HARDWARE DEVELOPMENT–Concent to Prototype

A new hardware development project starts with requirements generated by the Marketing Department. These requirements tell the Engineer what features are needed to sell the new product. In addition, these requirements define limits on what electronic parts should be used, so that the Engineer does not get carried away and build more performance (and cost) into a product than is needed by the marketplace. The Engineer also defines what is physically possible to build.

Once Marketing and Engineering agree on the definition of a new product, a functional specification is written describing the new product. At this point, the Engineer begins to fill in specific details about the building of the product. This process involves selecting electronic components to do the job, constructing circuits using those components, testing the circuits and packaging the circuits on a printed circuit board. A team of several engineers usually work together on the new project. Once an engineer designs a circuit, it is reviewed by other engineers to detect any refinements before the new design is actually built. Once the design meets everyone's approval, a "breadboard" is a quick method of wiring the electronic components together for testing before making printed circuit boards. The breadboard is thoroughly tested to verify that the design really does all that it is supposed to do (and does not do anything it is not supposed to do).

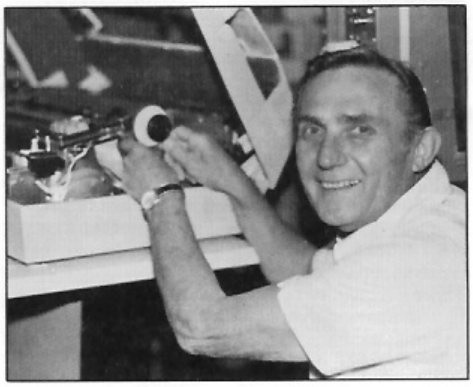
Decision Data has purchased modern electronic test equipment, such as: oscilloscopes, logic analyzers, and microprocessor development systems to aid in testing both new and existing designs. The testing or "debugging" process may take many months, depending on the complexity of the new product. Most new projects now use microprocessors that require extensive testing by Software Development engineers, as well as, Hardware Development engineers.

Engineers are also responsible for documenting the design and for writing purchase specifications for any new electronic parts used to build a new product.

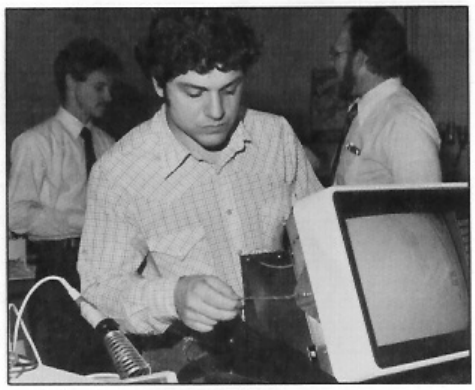
Finally, the tested circuits are packaged on a printed circuit board for production. The printed circuit board is also tested to insure utmost quality in performance.

Eventually, with Development Engineering, Systems Engineering and Engineering Support all working together, several production prototypes of the new product are built and given to Product Integrity for (you guessed it) more testing.

By Max Day
Sr. Digital Engineer



Bill Wuestner, Assoc. Engineer.



Pat Guinta, Sr. Engineering Technician

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SPOTLIGHT ON ENGINEERING

(Continued from Page 7)

WHAT DO THE ENGINEERING LABS DO?

Product Integrity Lab

One of the newest labs in Engineering is the Product Integrity Lab. Its mission is to design and implement test procedures to prove the applicability and soundness of new or redesigned products before they are released to Manufacturing or Marketing. The lab serves as a check on the software and hardware engineers by "exercising" the products, then isolating and analyzing any problems. Two of the six people in the labs are Operations alumni. Both Kevin Otto and Joe Gale worked on products in the Manufacturing process before coming to Engineering.

Software Lab

Software is the brain inside DDCC equipment that makes it run. Where do you build software? The answer to that question lies in the Software Lab. Software engineers write computer programs, then the programs are fed into a highly efficient computer that emulates the type of microprocessors in the finished products. Using the emulator, the programs are exercised and debugged. Logic Analyzers are used to "watch" the instructions in the programs to make sure that they are doing the right thing at the right time. The development system, as this array of emulators and logic analyzers is called, is the latest in software technology. At $420,000, it has been one of DDCC's largest investments in the last 12 months. An investment to insure our Company's bright future.

Hardware Lab

When you think of an Engineering Lab, it is the hardware lab that probably comes to mind. Engineers and Technicians working with drawings and components to build a prototype version of a new product. That is exactly what DDCC's Engineering Hardware Lab does. The Hardware Lab is also a resource aid for the Engineers who seek advice on design changes. It is a busy lab with a crew of talented employees.

Bob Byrd, Sr. Tech. Specialist and Bob Deasey, Lab Supervisor

Nghi Nguyen, Sr. Digital Engineer

TEST DEVELOPMENT SECTION

Part of Engineering's new look is a section called Test Development. The name tells you what one of the group's activities is. Testing. We could probably end this discussion without further ado, since everyone knows what testing is, right? Testing is the activity that occurs at the end of a development effort to prove whether or not the product works. Well, not exactly – in fact, just the opposite. Testing really is concerned with proving that the product doesn't work, or more appropriately stated, it is the art of finding errors.

Testing, or the art of finding errors – it almost sounds like the same thing, doesn't it? Prove it works, or find the errors in it – same result. Once again, not exactly. For example, suppose some software person creates a program that adds numbers and displays the sum on a terminal. We start up the program, enter 2 + 2, and a 4 appears on the display. Good. We proved the program works. Ship it. Well, you guessed it – not exactly. We proved it works, but let's look at it a little more. Let's enter 999999999999 + .0000000000001. Did it still work? Enter 2 + DOG. Did it die? If not, could you understand the error message? Or, heaven forbid, did it try to provide an answer? Enter 2+2+2+2+2+2+2+2+2+2. Can it handle multiple augends? And so on . . .

So, you see – proving it works is easy, but finding all the errors is not. Furthermore, when do we stop searching for errors? Since we don't know at the beginning how many errors there are, it is difficult to know when they have all been found. Shall we quit searching for errors when we run out of time? The answer is, that the Test Development Section uses the most accurate up to date equipment and methods. These methods provide accurate answers to our testing questions. Our customers can be assured of the reliability of our products. They have been tested thoroughly.

One additional point – the job starts at the beginning. Specifications for new products are reviewed for accuracy and testability. The designs that are created from the specification are reviewed for accuracy and implementability. Finally, the software that represents the system is thoroughly searched for errors. It's a challenging business that requires knowledgeable, experienced people to do it well.

By Ed Gerhard, Manager
Software Integration & Test

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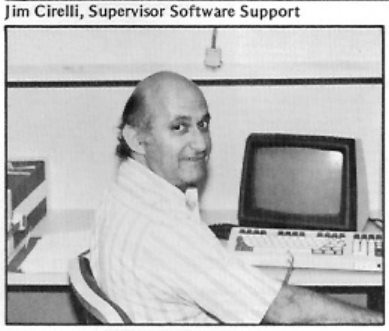
SPOTLIGHT ON ENGINEERING

(Continued from Page 8)

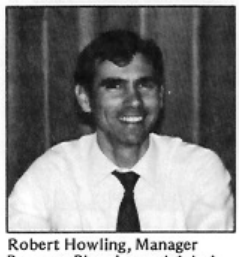
Rose Dyson, Sr. Reproduction Clerk

Jim Cirelli, Supervisor Software Support

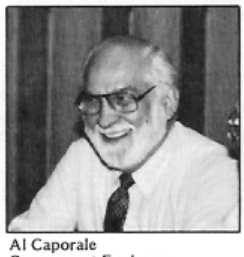


Irwin Wudowsky, Sr. Software Engineer

Patrick Cawthorne, Software Engineer



Robert Howling, Manager
Program Planning and Admin.



Al Caporale
Component Engineer

Gail Scarpello
Product Integrity Technician

Dennis Ryan, Director
Development Engineering

John Brucks, Sr. Mechanical Designer

"PERFORMANCE COUPON" PROVIDES REDUCED COSTS FOR IBM PC MAINTENANCE

First New Idea in Computer Maintenance

Decision Data's Performance Coupons"™ are a new concept in equipment maintenance that reflects the real world of personal computer reliability and maintainability.

"Performance Coupons" will replace the traditional annual service contract, providing the same options of on-site or walk-in/mail-in depot service, complete coverage of costs for parts and labor on each service call, and 30 day service warranty on such repairs. "But beyond that, the major improvement over the way personal computers are being maintained today," explained Bill Catania, V. P. of Customer Service, "is that, in effect, users will pay much less – as little as $199 (plus tax) for two service calls on a basic IBM Personal Computer system and they will pay only for the service they use. "Performance Coupons" not used during the 12 month period of the maintenance agreement will be credited toward the next year's agreement. We think it's a super idea for personal computer users: they pay less for a service agreement and if they don't use that service, their follow-on contract will cost even less."

Users receive two Performance Coupons to be used as required during a 12 month period. When service is required, one coupon is used to cover all costs for parts and labor for that service call.

"Performance Coupon" service is being offered initially on IBM Personal Computers, both basic and XT systems, including all IBM memory expansion units, diskette and fixed disk drives, monochrome and color displays, other standard IBM Personal Computer peripherals and accessories, as well as, other non-IBM peripherals and add-ons.

DDCC's Customer Service Division provides third-party maintenance services to OEM firms, systems houses, and end users. It also provides service for the family of computer peripherals, data communications and data entry equipment manufactured and marketed by Decision Data. It currently is providing service for over 8,500 customers through a network of 11 service depots and more than 500 personnel in nearly 100 cities throughout the United States and Canada.

"Performance Coupon" service will be provided in five of those depot locations: Boston, New York, Philadelphia, Los Angeles and San Francisco. Other center openings are scheduled to follow.

Information provided by
Bob Unverzagt, Director
Program Planning, C.S.D.

EUROPEAN TECHNICAL MANAGERS MEET IN HORSHAM

Paris, Staines, Dusseldorf and Brussels represented.

The European Technical Managers gathered at the new Customer Service Division facility to meet the Decision Data Family. This was their formal introduction to the people that "Make It Happen" in the USA and provide the support/assistance to "Make It Happen" in Europe.

A full and demanding agenda provided such sessions as, "Management Workshop", "Maintenance Pricing Workshop" and "Comparative Analysis of F.E/USA to F.E/Europe". The Quality Assurance session included a plant tour and exchange of information regarding our products.

Midway into the meeting, the Technical Managers were addressed by Michael Brody, Vice President, Marketing and Bill Catania, Vice President, C.S.D. These Executives provided the Managers with insight to the Decision Data business climate and the direction being taken to promote our Company's growth.

The European Technical Managers in attendance were Thierry Bigo, Paris; Wes Edwards, Staines; Siegfried Kuhnhackl, Dusseldorf and Pana Valassis, Brussels.

Each Manager termed the meeting a success. "The exchange of ideas and the cooperation seen in the Company, cause all of us to progress and grow through awareness and understanding", voiced one of the Managers and the others, wholeheartedly agreed.

By Ed Scheuring,
Manager International Support

MATCH THE SISTERS

DDCC, Horsham, has eight pairs of sisters working in various departments. Are you able to choose the correct match? The answers can be found on Page 13.

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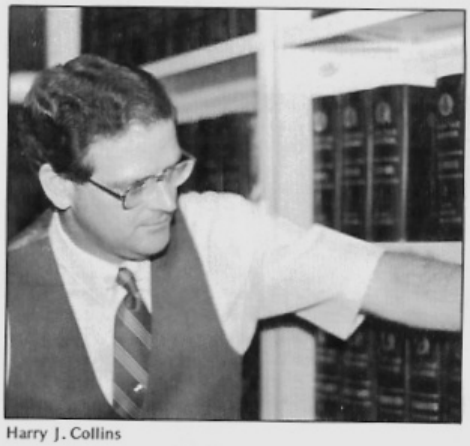
_____ and _____ _____ and _____ _____ and _____ _____ and _____

_____ and _____ _____ and _____ _____ and _____ _____ and _____

Answers on Page 13

TAX TIPS



Harry J. Collins

Tax Credit disallowed for Child-Care Expenses when reimbursed by State Agency.

Eligible taxpayers may claim a credit for child-care expenses that allow them to work. For those with adjusted gross incomes of $10,000 or less, the credit is 30% of the expenses. For those with incomes of $10,000 to $28,000, the credit is reduced by one percentage point for each $2,000 of adjusted gross income (or fraction of it) over $10,000. A 20% credit applies to taxpayers with adjusted gross incomes over $28,000. Only expenses up to $2,400 may be taken into account if there is one qualifying child or dependent, while expenses up to the ceiling of $4,800 may be considered if there are two or more children or other qualifying dependents.

Reimbursed Expenses: Some state welfare programs reimburse low-income taxpayers for part or all of their child-care costs. The reimbursement, paid directly to the taxpayer was based on the income, and is considered a payment for the promotion of the general welfare. Accordingly, those state payments are not includible in the taxpayer's gross income.

Restricted Tax Credit: The IRS ruled that in computing the tax credit for child care, the Taxpayer could take into account only the 20% of the expenses not reimbursed by the state agency. Although the changeover from a tax deduction to a tax credit for child-care costs was intended to assist low-income taxpayers, Congress did not intend to make a present of a double tax benefit. Since the Taxpayer incurred no child-care expense to the extend of the state reimbursements, only the nonreimbursed expenses could be considered in calculating the child-care credit.

Income Tax not triggered by Option to Withdraw IRA Proceeds

Any amount actually distributed or deemed distributed from an IRA is includible in the recipient's gross income. An amount is considered distributed if it is part of a prohibited transaction or if the IRA owner uses the proceeds as security for a loan.

Availability of IRA Funds: The fact that an IRA owner has a right to receive funds is not, by itself, deemed an IRA distribution. For example, in 1980, Al rolled over the proceeds from a qualified plan to an IRA. He died in 1981. His wife Ellen, then transferred the IRA proceeds to another IRA. Under the terms of the new IRA, Ellen had a right to withdraw up to ten percent of the proceeds for a stated period of time. The IRS ruled that as long as she did not exercise her right to withdraw funds, Ellen would not be taxed on the allowable ten percent of IRA proceeds.

By Harry Collins, Director
Corporate Taxes

BENEFITS CORNER

Life Insurance and Pension Plan Beneficiaries

Did you know?

- You may name one or more individuals as either primary, or primary and secondary beneficiaries.
- Benefits are paid to your estate if you do not have a secondary beneficiary and your primary beneficiary is deceased as of your death.
- You may name a minor as beneficiary but be aware that the minor's legal guardian determines how the money is used for the child and the investment vehicle.

Health Insurance

Did you know?

- When your children graduate from high school, health and dental coverage will continue until they attain full time employment or reach the age of 21. They will, however, be covered to age 23 if they are a full time student.
- You and your dependents may be eligible to continue health insurance coverage when your group coverage terminates.

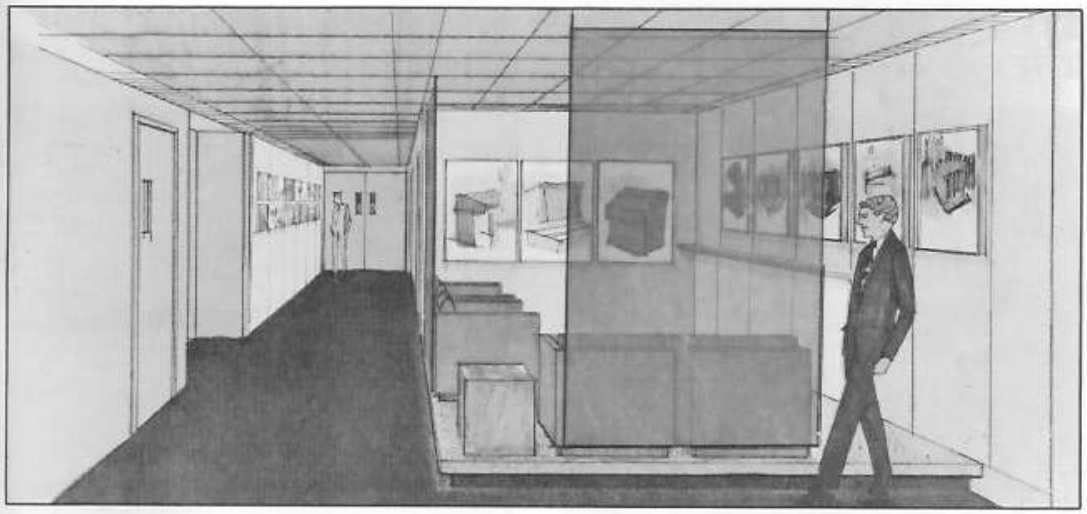
Please call the Human Resources Department if there are any questions you would like answered.

By Linda Clark, Manager
Compensation Program Administration

SECOND QUARTER REVENUES IMPROVE BY 36%

Revenues for the second quarter were $24,416,000 compared to $17,952,000 for the equivalent period in 1982.

Net income for the second quarter increased to $1,250,000 or $.17 per share, a 39% increase over the $902,000, or $.14 per share reported for the comparable quarter last year.



NEW ENTRANCE DELIGHTS EMPLOYEES

As we report to work at DDCC in Horsham we pass through a newly constructed Security Guard Station. The Security Guard is now housed in a fully equipped station that includes the closed circuit television monitors which survey the parking areas. The station gives full view of our outside areas, plus extending full security protection to our Applicant Lobby. The Guard's Station was designed for the employees convenience and the maintenance of our Company security.

BRAND NEW AND BEAUTIFUL

Adjacent to the Employee Entrance is the redesigned Applicant Lobby. Gone are the old yellow and red vinyl seats surrounding a nondescript table, laden with dogeared magazines. The ancient bookcase stuffed with outdated paperbacks has also vanished from the area.

The Applicant Lobby is beautifully appointed with comfortable seating done in beige, cream and brown. The tables are walnut with dark glass tops. A shelf specifically designed for filling out employment applications, runs along the entire length of one wall. The chocolate brown carpeting covers the entire area from the Guard's Station, through the Applicant Lobby and down the hallway to the entrance of our Production area.

The Horsham employees are extremely pleased with the new Employee Entrance and Applicant Lobby. "Gives you a proud feeling to come through that door" . . . "We really look great" . . . "We must be doing well" . . . These are just some of the comments from DDCC's employees.

Hats off to our Facilities Department. They are the ones who helped plan, coordinated and assisted in executing this fine improvement to our building.

ANSWERS TO MATCH THE SISTERS QUIZ

(1) Caroline (Connie) Walker, Assembler, Manufacturing and (7) Dorothy Karasow, Assembler, Manufacturing; (16) Virginia Rowe, Assembler, Manufacturing and (14) Catherine Rowe, Assembler, Manufacturing; (10) Sandy Cutting, Assembler, Manufacturing and (15) Sherry Murphy, Assembler, Manufacturing; (8) Ronda Adamitis, Tester, Manufacturing and (2) Aggie Max, Assembler, Manufacturing; (9) Sherry Ferry, Tester, Manufacturing and (12) Ramona Ferry, Tester, Manufacturing; (6) Diane Earnest, Treasury Clerk, Finance and (11) Donna Earnest, Executive Secretary, Legal; (5) Michelle Dunn, Clerk, Marketing and (3) Sharon Dunn, Documentation Clerk, CSD; (13) Kathy Tobin, Assembler, Manufacturing and (4) Maryanne Tobin, Material Control Analyst, CSD.

Kim Crostarosa, Secretary Dispatcher, Manufacturing Services and Karen Dool, International Admin. Coordinator, Traffic Department, regretfully were not available for photos at press time.

SUCCESSFUL CORPORATE PROGRAM EXPANDS TO FIELD SALES OPERATIONS

Employee Referral Bonus

Employee referral bonuses of $500 for each successful referral, has helped Decision Data to attract many new Engineering hires. This program is now expanded to cover bonuses for referrals of Sales Representatives. Ron Mathis is the first recipient of this $500 bonus award. Ron referred Ken Walters, Sales Representative in Tampa. You can be next! Information on the Employee Referral Bonus program can be obtained from K. Neilson, Manager, Personnel Administration and Staffing.

BILL ENGLEHART HITS THE BIG LEAGUE

Bill Englehart

Photo courtesy Montgomery Record

The Yankees have a local scout by the name of Meade Palmer who liked the looks of Bill Englehart. Meade knew that Bill had participated in tryout camp at Yankee Stadium in 1980 and also attended an "invitation only" camp in Hollywood, Florida last year. No word came after those appearances and Bill returned home. He worked at Decision Data during the day and played baseball at night. Meade knew the problem was that Englehart looked more like an offensive lineman than a baseball player because he weighed 235 pounds and was 6 feet, 1 inch tall.

Meade Palmer again watched Englehart play in the Pen-Del Baseball League last month and could not ignore his talent. Bill's average was .490 with 30 RBI's and he made 7 home runs for his Jenkintown team in that game.

Palmer took Bill over to a local high school and gave him the 60 yard dash test, a standard for prospective players. Bill, a first baseman, clocked in at an excellent 7.15 seconds. He waited, once more, for word to come.

The call came in the middle of the afternoon as Bill was at work on the 80 column Final Assembly Line. He was offered a contract with the Yankees farm team. Rocco Tucci, his Supervisor and all of his co-workers were ecstatic over the good news. You could hear the elation spread throughout the production area as the word was shared.

DDCC wishes Bill success as he joins his new team, the Oneonta Yankees of the Class A New York-Pennsylvania League. Deep in Phillies territory, there will be a pocket of Yankee fans.

PENNEY HAUSCHILD DOES HANDSPRINGS

Penney Hauschild

Penney Hauschild is an old pro when it comes to roundoffs, handsprings, cross handstands and spread eagles. Penney, at 19 years of age, has 13 years of experience in the field of gymnastics.

Hauschild will be a sophomore at the University of Alabama and already she has made a mark on the gymnastic team. Alabama coach Sarah Patterson feels Penney is a superb gymnast who will challenge for the top all around position in the nation. In competition, the Alabama coach feels that Penney is one of the nation's finest uneven parallel bar and vaulting competitors.

Penney broke the Alabama record on the balance beam with 9.50 points and led her school to a first place in the Regional competition with a 15-1 and a fourth in the national ranking. She has been a nationally ranked gymnast for the past few years and has appeared in competition on the Wide World of Sports many times. Penney was also one of only six U.S.A. gymnasts chosen for the World Team Trials held in Edmonton, Canada this Summer.

Penney is employed by DDCC during her college break and is working in the P.C. Area under the direction of John Hummel. Her dream is to take part in international competition and some day, to run her own gymnastic school.

You can just bet, that when a gymnastic competition appears on television, a great many DDCC employees will tune in. They will be looking for P. Hauschild, among the listings and will be ready to cheer her on. Stay with it Penney, you are right on the beam!

SERVICE ANNIVERSARIES

5 YEAR

10 YEAR

APRIL

SUSAN L. CANIZARES, Engineering
DAVID FORCELLINI, Manufacturing
PETER H. PASSIOS, Customer Service
EDWARD J. McGONAGLE, Manufacturing

JOHN L. THERN, Manufacturing
GERALD M. SEIDER, Customer Service
MARGARET W. LEX, Manufacturing
RONALD J. MALCOLM, Customer Service
BARBARA SCHEETZ, Manufacturing
PORTIA R. WESLEY, Manufacturing

MAY

KATHLEEN D. JOSEPH, Customer Service
GREGORY E. FAULDS, Customer Service
THOMAS E. ROTUNNO, Manufacturing
RICHARD O. HUDSON, Customer Service
KEITH E. GRAVES, Customer Service
JOSEPH E. SMITH, MIS

JOHN PALUMBO, JR., Manufacturing
WILLIAM P. LONG, Finance
VIRGINIA C. COOPER, Customer Service
MICHAEL G. WILLIS, Manufacturing

JUNE

BRIAN E. JONES, Customer Service
HAROLD S. HOLMES, Customer Service
GLEN S. BOYER, Customer Service

JACQUELINE T. COOPER, Manufacturing
MARK S. TASHJIAN, Customer Service
BONNIE CASTOR, Manufacturing
JAMES J. TOLBERT, Engineering
ELIZABETH D. DALTON, Manufacturing

JULY

RONAN R. MARTIN, Marketing
SANDRA J. CLARKE, Marketing
ELIZABETH D. SCHIMPF, Manufacturing
ALAN C. MARKER, Engineering
ROBERT C. RAYBURN, Customer Service

MARIE E. MURPHY, Manufacturing
TERRY E. METCALF, Marketing

AUGUST

CAROL M. VANDER HEYDEN, Marketing
THOMAS A. JORDAN, JR., Customer Service
CAROL A. DUARTE, Marketing
THOMAS A. TOWNSEND, Manufacturing
THEODORE H. SAUNDERS, Customer Service
BENJAMIN NESMITH, Customer Service

JOSEPH F. LOGHLIN, Marketing
MARK HARDILL, Manufacturing
JOAN D. GASTON, Customer Service
ARNE A. HUBER, Customer Service

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

RETIREMENT

Best wishes for a healthy and happy retirement to:

Mary Ellis
Manufacturing

Helen Drake
Manufacturing

Sam Amato
Manufacturing

Feedback Vol 4 No. 3

Editor . . . . . Elizabeth H. Witlow
Assistant Editor . . . . . Loretta Zsido
Printing Advisor . . . . . Ric Gibson

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FEEDBACK is published by the Human Resources Department for Marie Murphy, Assembler "C", Horsham, her family and her 1149 fellow employees.

An Equal Opportunity Employer M/F

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