

FIRST TIME FOR EVERYTHING

Just in case you've been away on an extended cruise, or fell asleep during the Month of March... Percom Data achieved a number of milestones in fiscal 1982, which certainly bear repeating. There have been enough "FIRSTS" in fact, that the company started a new tradition... and held a FIRST EVER, FIRST ANNUAL, FIRST-TIME-FOR-EVERYTHING PARTY to celebrate.

Among the incredible achievements for this company are: The First \$9 million year, The First \$2.5 million sales month, The First \$1.8 million shipping month, The First Infusion of Venture Capital Money, and the list goes on and on.

"We are about as proud of Percom Data as human beings can be," says President Don I. Criswell. "We have a good business plan, and thanks to everyone's super effort we are beginning to hit the major objectives we set out to achieve."

Chairman of the Board and Chief Executive Officer, John Adel, Sr., echoes that admiration for Percom Data, saying, "This company is one that all of us, and this fine community, can be proud of... it is a company of the future!"

At the Percom Data First Ever, First Annual First-Time-for-Everything Party, celebrants listened to the musical artistry of Ladd Roberts and his associates, danced, ate, "beveraged" and hoisted glasses high to toast Percom Data successes.



Percom Data National Sales Manager LADD ROBERTS, (right) and his band helped pick, strum and sing to the success of the FIRST TIME FOR EVERYTHING party.

Of course no one can predict the future, but if things go as well as they have this past fiscal year, Percom Data will be holding the SECOND EVER, SECOND ANNUAL FIRST-TIME-FOR-EVERYTHING PARTY in early 1984.

TRADE SHOW FOR CONSUMERS IN PERCOM DATA'S PLANS

Percom Data will be seen and heard in Chicago soon, at the International Summer Consumer Electronics Show, being held June 5-8.

The consumer market for Percom Data products has certainly grown in step with the industry as a whole, and consumer oriented trade shows like CES provide high exposure for products such as the AT-88 for ATARI, the new printer port ATARI products, the TI-99/4A disk drive and other similar product lines.

Percom Data will staff a 10' X 20' booth at the main exhibition area in Chicago's McCormick Place, and will host major clients and prospects at other business functions throughout the four day event.

Don Maxwell, who is spearheading the technical support functions of Percom Data trade shows, says, "this show is simply one of the biggest around, and will give us a chance to really show some of our new products, in such a way as to make more sales."

Don represents Percom Data in numerous regional and national shows throughout the year, and provides a "hands-on" demonstration of all products to aid the sales force in closing system sales.

The Consumer Electronics Show is expected to draw thousands of potential dealers, and distributors from all portions of the electronics field... from computers, to the very latest in video and stereo manufacturing.

Once again, Percom Data will be in the middle of the action selling and demonstrating the full product line of hardware and software that have made us so well-known.



PERCOMMUNICATOR

THE IN-HOUSE
NEWSLETTER FOR
THE EMPLOYEES OF
PERCOM DATA
CORPORATION

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Percom Data Corporation "Two Million Dollar March" combatants assemble for victory celebration. Members of the 11220th Combat Group are (L to R top row) civilian advisor BRIAN MORAN, MAJ. LADD ROBERTS, COL. G.W. IRONJAW MACINTYRE, SFC. RAMBLIN ROSE, LT. TROUSERS TROUTMAN, SPEC GOOD BYE, LT. BRAVO BLACK, (L to R bottom row) LT. BUCKS BURNSIDE, LT. SMOKEY MCNEILLEY, LT. D.D. DOWLEN, AND LT. DUTCH HOLLAND. Not pictured, but part of the sales team, LT. GOLDIE GOLDMANN.

TWO MILLION DOLLAR MARCH

In the last issue of the PERCOMMUNICATOR you read that Percom Data had crossed a special threshold, when monthly sales for the company hit \$1 million, in November. We don't want to bore you with similar news, but for the record, March 1983 crosses another threshold with an incredible \$2.5 million in bookings, and \$1.85 million in shipping!!

The last month push by the Sales and Marketing Department, Access, and the Store resulted in the largest month on record for Percom Data . . . and helped the company finish the fiscal year at over \$9 million dollars. In the Sales and Marketing Department, some additional goals were surpassed. Both Dixie Dowlen and Helene Troutman bettered their quotas of \$650,000 and \$500,000, respectively, for the month!

V.P. for Marketing, George Macintyre tells the PERCOMMUNICATOR, "the effort of booking \$2.5 million, and the shipping \$1.85 million, was truly extraordinary. Everyone is to be commended. We in Sales and Marketing deeply appreciate the fine cooperation of Production, and especially Shipping, for helping get the stuff out the door."

The TWO MILLION DOLLAR MARCH will probably always be remembered as a fun, exciting month, complete with a military campaign air about it . . . for it was the month Percom Data declared war on the marketplace . . . and WON!

NEWS STORIES

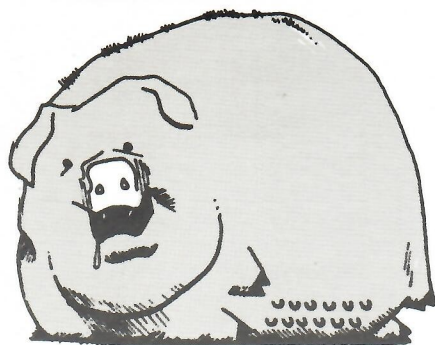
New Employee Life Insurance

The new employee life insurance plan, which became effective March 1, 1983, provides life insurance at three times your annual salary . . . and it's fully paid for by the company. The beneficiaries are the same as on the old policies. Mouzon Bass, our insurance broker, will be here in a few weeks—date to be announced—to explain the details of the new policy, and to discuss other benefits that are available.

Schilling, Stone to start recreation committee

Nancy Schilling, Customer Service, and Tracy Stone, Software Production, are starting a Percom Data Recreation Committee. Representatives from each Department soon will be asked to serve on the committee. The duties of committee members will be to arrange for activities that all employees will be interested in. Give Nancy or Tracy your support . . . and your suggestions.

Poker



POOR DAN BAKER - The Poker is merciless. And now the Poker tells all. Dan Baker once offended your scurilous scribe during a prune eating contest, and a vow made that day stands to this day: **SLAM DAN BAKER** whenever it can be done. Well, once again Danny Boy, here comes the velvet hammer . . . The Poker has learned that because of the jabs and pokes hurled by yours truly, Brother Baker has contacted Mensa Legal Aid Society for help. Their response? "We'll THINK about it." **STAY TUNED POKER FANS** . . . The Battle of the Baker is not over yet.

SPEAKING OF THE BATTLE . . . during the recent Two Million Dollar March sales effort . . . military themes were as rampant as olive drab at a M*A*S*H party. But the man making the most dramatic appearance in a non-dramatic role was none other than **REAL ARMY** person Joe "The Colonel" Levinson. Joe wore parts of old uniforms held together with badges awarded for bravery in the face of a double martini. We salute you Joel

IDLE RUMOR: PROPOSED Softball Team names:

MEN: The Hard Disks

WOMEN: The Floppies

Poker Source: **GEORGE CONWILL**.

POKER FRIENDS tell this columnist that Wes Atchison has designed a new special gift for John Reed. The Device: a combination lighter, ash tray, eyeglass holder, and coffee cup that straps to OPS VEEP's head so he can work more efficiently. (If only John would stop bumming cigarettes.)

FOUR YEARS AGO I COULDN'T EVEN SPELL ENGINEER, AND NOW I ARE ONE . . . The League of Percom Data Secretaries again voted this month to award their Creative Spelling trophy to Larry Taugher . . . for his imaginative spelling of "circuit" (as in, "Damn! The output has a short sirkut."). This time, Larry gets to keep the award.

Larry tells the Poker, "No good engineers can spell. We're mathematicians." Larry claims he could add and subtract as early as the seventh grade. "And I can multiply big numbers by one or zero . . . and almost always get the right answer." The Poker was understandably nonplussed.

FIRST THE BREAK BEEPER . . . NOW THE PHONE

HOME The Poker congratulates the phone company for the new telephone. Only problem is someone told Phone-o-Fite Lucy Mauch that there is a special option, which Lucy plans to unleash soon. Seems that with the flick of an insidious switch, all Percommonians can be called at their home at one time. Lucy plans to use this option to wake people up . . . and tell them to get to bed. Lucy has already directed The Percom Data Corporation Choir, the "Percommrades", to record bed-time tunes and wake-up songs. The Choir consists of Ladd Roberts, Mary Frances Garrison, and Margaret Cooke. **POKER** thinks the whole thing has hit a sour note.

COULD HOLLYWOOD BE FAR BEHIND? ROSE FLORES and TODD SANDERS

have agreed to represent Percom Data on a tv show about computers which will be produced for a massive Spanish speaking audience all around the country. This is a **POKER FACT** . . . **Mega Espanoll USED CAR SALESMAN—JOHN ADEL, JR.** gets Poker's nod and tip of the hat for pulling off a quick-footed disposal of his woe-begotten auto to the now somewhat-confused Lantech President, Jim Hopkins. John swears the car was in "great shape" before he unloaded (downloaded?) it to Lantech. Jim wonders how to get sawdust out of the transmission.

MORE AUTO-FABLES—Famed Percom Data Marketeer Hugh McClintock will deny the whole thing . . . but the Poker has learned that "Hot-Rod Hugh" has entered his famous orange VW in the Fort Worth tractor pull contest. To prepare for the event, Hugh has been practicing by trying to pull John Adel, Jr.'s wallet, Dan Baker's ego, and Herman Moore. Herman was last seen helping Hugh park the "Orange Bomb" inside a Federal Express Courier Pack.

NO TRUTH TO THE RUMOR—Ever since Lucy, Don and John Adel, Sr. had their picture and nice article in the **DALLAS MORNING NEWS**, there has been speculation about movie rights. It's rumored that Meryl

"Oscars" Streep, will play Lucy, Burt "B.L.W.H. in T" Reynolds gets the Don Criswell part, and John Houseman will perform as John Adel, Sr. This **TINSELTOWN** tidbit comes from the Jr. Adel grapevine.

FINALLY, FOOD

FREAKS . . . Customer Service Manager, and all-around-nice-person Nancy Schilling gets the "Nice Try" Award from your Poker for attempting to put a Percom Data Cookbook together. Things were going well until she decided to test several of the recipes which have been submitted. Wes Atchison had a neat little "Silicon-Flavored-Buffalo-Chip" mix for his entry . . . Nancy decided that recipe could roam to another home. Carol Plumpe suggested fried chicken lips (along with other yellow parts of the chicken) . . . Nancy chickened out. Bob Farrier told Nancy of his famous "Noodles ala Network." Nancy couldn't make the connection. The last recipe to get the heave-ho was "Filet of Weasel Thighs" from Austin L. "Ladd" Roberts. Nancy's only comment . . . "not enough meat on those thighs". Nancy gets our **GOLDEN SCUZ AWARD** for making the attempt. Happy eating til next time . . . **THE POKER**.

Bulletin Board

Lawn Mower . . . 20-inch cut with Briggs & Stratton engine. Good condition and runs well . . . Al Tilley x63.

1982 Ford Mustang GLX . . . sports addition * under 20,000 miles * 6 cylinder * excellent condition. Accessories include T-top; leather seats; custom Pioneer AM/FM cassette stereo with amplified booster and 7 speakers; electric windows; cruise control; power steering and brakes; reclining seats. Rear seat folds down. No down, assume payments (\$340/mo) or refinance . . . Donna McNeillely x42.

Forms for employee Bulletin Board inputs are available from Carol Plumpe, International Operations.

Calendar

The Calendar will be a regular feature of your **PERCOM-MUNICATOR** newsletter. Carol Plumpe is the coordinator. Let Carol know of any Percom-related events, activities or special functions that you think should be mentioned in the **PERCOMMUNICATOR**. Also, check the Calendar for holiday work schedules.

Feedback

Feedback is your "employee suggestion box." Get forms for contributions from Carol Plumpe, International Operations.

Persons & Personnel

Anniversaries

One year

Mardi Goldman, April 18
Joanne Groshardt, May 3
Lein Ai Ha, May 17

Tom Kastner, May 17
Verna Milton, May 17
Randy Bryan, May 24
Tim Thomas, May 24
David Lawson, May 25
B. Lien Doan, May 27

Two years

Suzanne Cooper, April 27
Flora Wright, May 4

Carrie Dismuke, May 12
Darron Shaffer, May 21

Three years

Hortencia Alvizo, April 9
Virginia Stone, May 5
Denise Lucas, May 6

Four years

Jane Howell, April 2
Barbara Robertson, May 1
Gloria Mejorado, May 21

Birthdays

Steven Stagner, April 2
Joseph Lu, April 3
Merle Wood, April 4
Lynn Bye, April 9
Fred Friedrichs, April 9
George Conwill, April 12
James Wheeler, April 13
Caryl Padgett, April 14
Bettye Haynes, April 16
Brenda King, April 25

Diana Turrabiatres, April 27

Lien Ha, May 1
Ladd Roberts, May 2
Don Criswell, May 6
Nancy Schilling, May 6
Todd Sanders, May 7
Glenn Corfield, May 14
Tracy Stone, May 18
Rose Flores, May 21
Don Roden, May 22
Chris Francis, May 24
Lisa Knoll, May 24
Mardi Goldman, May 28
Steve Crandell, May 31

New Employees

Many new employees have been hired since the first of the year. Let's make them feel welcome and let them know they're part of the Percom Data family.

PERCOMMUNICATOR

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11220 Pagemill Road, Dallas, Texas 75243



11220 Pagemill Road
Dallas, Texas

