Foster [3]	830,000 [1]	11.4M
Freiburhouse [2]	830,000 [1]	11.4M
Hendrie	680,000 [1]	8M
Austin Q2	160,000 [1]	2.5M
Curtis	84,800 [1]	
Morganlage 100@16 500@24	404,000	6M
d'Arbeloff @20	200,000	3M
Ferri @21	101,512	1.6M
Burge 20@23 170@21	190,000	3M
Morrill	40,000	
Dennis	664,000	10.4M
~~Webber~~	~~64,000~~	
Wolff	50,000 @16	
Baty	40,000	
Clemson	56,000	
Murray	32,000	
Dennison	40,000+	
Ried	48,000	
Samson	32,000	
Falkoff	40,000	

338Ks@16 x .75 = 4,056,000

eval of Stratus

83	Q1	
	Q2	10.7
	Q3	
	Q4	43.2
84	Q1	
	Q2	45.7
	Q3	
	Q4	49.1
85	Q1	
	Q2	53.1
	Q3	55.4
	Q4	
86	Q1	
	Q2	
	Q3	

total $61M

1 — as of 7/3/86

2 — 200K@ 20.35 => 4,070,000
      40K@ 12 => 480,000
      340K@ 16? => 5,440,000?
      250K@ mkt => 5,250,000
      15,240,000 x .75 = 11,430,000

3 — 100K@ 19.81 => 1,981,500
      40K @ 12 => 480,000
      338K@ 16? => 5,408,000
      352K@ mkt => 7,392,000
      15,261,000 x .75
      11,445,000

Webber S.	64,000 @ 16	768,000
Grady	50,000	600,000
Johnson	50,000	600,000
Green	40,000	480,000
Miller	32,000	384,000
Webber R.	40,000	480,000
Robinson	40,000	480,000
Stern	50,000	600,000
Newman	40,000	480,000

$$4,872,000 \div 9 = 541K \text{ ave.}$$

INSIDER BUYING   STRATUS COMPUTER INC.

NAME
  TITLE
    TRANSACTION TYPE
	DATE
	BOUGHT
		SHARES
		BOUGHT
			SHARE
			PRICE
				TOTAL
				HOLDINGS
					DIRECT
					OR
					INDIRECT

SCHROEDER RICHARD J
  VICE PRESIDENT
    ACQUISITION BY PLAN
	04/04/86	309	13.81	43,564	D
					COM

MORGRIDGE JOHN P
  VICE PRESIDENT
    ACQUISITION BY PLAN
	04/04/86	471	13.81	216,709	D
					COM

CURTIS JOHN H
  OFFICER
    ACQUISITION BY PLAN
	04/04/86	289	13.81	28,289	D
					COM

THOMPSON WILLIAM H
  VICE PRESIDENT
    ACQUISITION BY PLAN
	04/04/86	434	13.81	37,461	D
					COM

SCHROEDER RICHARD J
  VICE PRESIDENT
    OPEN MARKET PURCHASE
	02/03/86	625	10.00	43,255	D
					COM

SCHROEDER RICHARD J
  VICE PRESIDENT
    OPEN MARKET PURCHASE
	02/03/86	5,400	1.50	----	D
					COM

HAROIAN GARY E
  VICE PRESIDENT
    OPEN MARKET PURCHASE
	11/25/85	1,800	1.50	----	D
					COM

THOMPSON WILLIAM H
  VICE PRESIDENT
    OPEN MARKET PURCHASE
	10/04/85	555	11.48	47,027	D
					COM

SCHROEDER RICHARD J
  VICE PRESIDENT
    OPEN MARKET PURCHASE
	10/04/85	326	11.48	37,230	D
					COM

SCHROEDER RICHARD J
  VICE PRESIDENT
    INITIAL STATMENT
	06/10/85	39,904	N/A	39,904	D
					COM

BOLOGNA NICHOLAS J
  VICE PRESIDENT
    INITIAL STATMENT
	06/10/85	8,000	N/A	8,000	I
					COM

BOLOGNA NICHOLAS J
  VICE PRESIDENT
    INITIAL STATMENT
	06/10/85	41,752	N/A	41,752	D
					COM

THOMPSON WILLIAM H
  VICE PRESIDENT
    INITIAL STATMENT
	05/29/85	5,000	N/A	5,000	I
					COM

THOMPSON WILLIAM H
  VICE PRESIDENT
    INITIAL STATMENT
	05/29/85	46,472	N/A	46,472	D
					COM

HAROIAN GARY E
  OFFICER
    INITIAL STATMENT
	05/16/85	2,203	N/A	2,203	D
					COM

BOLOGNA NICHOLAS J
  VICE PRESIDENT
    OPEN MARKET SALE
	08/20/86	2,000	21.75	40,245	D
					COM

SCHROEDER RICHARD J
  VICE PRESIDENT
    OPEN MARKET SALE
	08/18/86	2,000	21.50	41,564	D
					COM

BOLOGNA NICHOLAS J
  VICE PRESIDENT
    DISPOSED BY GIFT
	08/01/86	1,000	N/A	----	D
					COM

CURTIS JOHN H					

(handwritten: Sales)

OFFICER OTHER DISPOSITION	07/31/86	3,000	19.00	22,289	D COM
CURTIS JOHN H OFFICER OTHER DISPOSITION	07/30/86	2,000	18.13	28,000	I COM
CURTIS JOHN H OFFICER OTHER DISPOSITION	07/30/86	3,000	18.13	---	D COM
HAROIAN GARY E VICE PRESIDENT OPEN MARKET SALE	06/10/86	1,300	20.81	2,250	D COM
FOSTER WILLIAM E PRESIDENT DISPOSED BY GIFT	05/04/86	200	N/A	351,800	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	02/06/86	7,500	21.50	250,000	D COM
MORGRIDGE JOHN P VICE PRESIDENT DISPOSED BY GIFT	02/05/86	250	N/A	294,238	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	02/05/86	12,500	21.50	---	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	02/04/86	15,000	21.50	---	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	01/31/86	15,000	21.50	---	D COM
JAMIESON J BURGESS DIRECTOR OPEN MARKET SALE	01/02/86	20,000	23.00	170,000	D COM
CURTIS JOHN H VICE PRESIDENT OPEN MARKET SALE	12/17/85	4,000	24.00	28,000	D COM
MORGRIDGE JOHN P VICE PRESIDENT OTHER DISPOSITION	12/12/85	10,000	23.00	294,488	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	11/26/85	40,000	22.00	300,000	D COM
FOSTER WILLIAM E PRESIDENT OPEN MARKET SALE	11/20/85	12,000	21.63	298,000	I COM
FOSTER WILLIAM E PRESIDENT OPEN MARKET SALE	11/20/85	10,000	21.63	---	I COM
FOSTER WILLIAM E PRESIDENT OPEN MARKET SALE	11/20/85	28,000	21.63	352,000	D COM
CURTIS JOHN H VICE PRESIDENT OPEN MARKET SALE	11/20/85	2,000	21.00	32,000	D COM
HOEHN RICHARD N SHAREHOLDER OPEN MARKET SALE	11/13/85	800	21.00	2,102	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	11/07/85	70,000	19.50	---	D COM
FREIBURGHOUSE ROBERT A VICE PRESIDENT OPEN MARKET SALE	11/04/85	20,000	19.50	---	D COM
THOMPSON WILLIAM H VICE PRESIDENT OPEN MARKET SALE	11/01/85	10,000	18.00	37,027	D COM
BOLOGNA NICHOLAS J OFFICER	11/01/85	3,000	18.38	6,000	I

Name / Title	Date	Shares	Price	Balance		
OFFICER	11/01/85	2,000	17.50	3,000	I	COM
OPEN MARKET SALE						
FREIBURGHOUSE ROBERT A						
VICE PRESIDENT	10/29/85	20,000	18.00	430,000	D	COM
OPEN MARKET SALE						
MORGRIDGE JOHN P						
VICE PRESIDENT	10/24/85	1,000	18.00	303,250	D	COM
DISPOSED BY GIFT						
MORGRIDGE JOHN P						
VICE PRESIDENT	10/24/85	11,000	18.00	----	D	COM
OPEN MARKET SALE						
MORGRIDGE JOHN P						
VICE PRESIDENT	10/24/85	5,500	18.25	----	D	COM
OPEN MARKET SALE						
CURTIS JOHN H						
VICE PRESIDENT	09/06/85	4,000	17.00	32,000	D	COM
OPEN MARKET SALE						
SCHROEDER RICHARD J						
VICE PRESIDENT	08/27/85	1,000	N/A	36,904	D	COM
DISPOSED BY GIFT						
MORGRIDGE JOHN P						
VICE PRESIDENT	08/08/85	5,000	17.00	320,790	D	COM
OPEN MARKET SALE						
FOSTER WILLIAM E						
PRESIDENT	08/05/85	12,000	18.00	320,000	I	COM
OPEN MARKET SALE						
FOSTER WILLIAM E						
PRESIDENT	08/05/85	10,000	18.00	----	I	COM
OPEN MARKET SALE						
FOSTER WILLIAM E						
PRESIDENT	08/05/85	28,000	18.00	380,000	D	COM
OPEN MARKET SALE						
SCHROEDER RICHARD J						
VICE PRESIDENT	08/01/85	2,000	18.00	----	D	COM
OPEN MARKET SALE						
MORGRIDGE JOHN P						
VICE PRESIDENT	07/11/85	250	14.25	325,790	D	COM
DISPOSED BY GIFT						
HAROIAN GARY E						
OFFICER	04/08/85	403	13.50	1,800	D	COM
OPEN MARKET SALE						

Freiburghouse 4/85 - 8/86   200Ks @ 20.35 ⟹ 4,070,000   250Ks remaining

Foster   4/85 - 8/86   100Ks @ 19.81 ⟹ 1,981,500   352Ks — " —

The Cost of Giving to the Computer Museum

For Mass. Residents

Net proceeds from sale of stock = (Gross proceeds) -
(Federal Income Tax) - (Mass. Income Tax)

Net proceeds from gift of stock =
(Gross proceeds if it had been sold) x (Federal Tax Rate)

Actual "out of pocket" contribution to the Museum =
(Net proceeds from sale of stock) -
(Net proceeds from gift of stock)

Example:

An individual in the 50% income tax bracket with founders stock with negligable aquisition cost gives $4,000 gross value of stock which qualifies for long term capital gains

A gross proceeds		$4,000
B federal income tax - (gross proceeds x 20%)		- 1,800
C mass income tax - (gross proceeds x 5%)		- 200
net proceeds from sale of stock		$3,000
D net proceeds from gift of stock = (gross proceeds x 50%)		$2,000
E actual change in total net worth		$1,000
F cost basis as % of A		

Thus this individual can give $4,000 to the Computer Museum with the use of only $1000 in actual spendable dollars.

In general, a contribution of $1,000 of your actual net worth (spendable dollars) yields a gift to the Computer Museum of:

$$\frac{\$1000}{.75 - \dfrac{R}{100} - \dfrac{.25C}{100}}$$

where R = your federal tax rate in %
C = your cost basis of the stock
as a % of the sell price

For the example above:

$$\frac{\$1000}{.75 - \dfrac{50}{100} - \dfrac{.25 \times 0}{100}} = \frac{\$1000}{.75 - .5 - 0} = \$4000$$

After 1987 the formula, due to the new tax law, will be:

$$\frac{\$1000}{.39 - .33C}$$

for givers in the 28% tax bracket.

The $1000 contribution from net worth which yielded $4000 to the Computer Museum in 1986 will only yield $2564 then.

The Computer Museum Capital Campaign Plan

- Results To Date

- Prospects

- The Fund Raising Model

- The Organization

- The Goals

Results To Date

Annual- $2,390,789
Capital- $3,452,548
Wharf- $1,164,000
─────────────
Total since1982 $7,007,337

The Capital Campaign

31 Corporations-$1,007,000 (29%)
27 Board Members-$1,716,000 (49%)
105 Individuals- $ 713,000 (21%)
2 Foundation Grants-$ 18,000 (1%)
─────────────
165 Gifts $3,454,000 (100%)

Prospects

- Corporations

- Service Providers

- Founders & Corporate
  Executives

- Senior Technical
  & Managerial

- Computer Related
  Employees

Corporations

Domestic US-11,463

$10-$50M	$50-$100M	$100M+
2,105	122	237

1985 Revenue- $150,800,000,000

10% Profit After Tax- $15,800,000,000

Founders
&
Corporate Executives

Datamation 100 Sample

Dow Jones insider trading reports

- 336 Individuals

- Aggregrate Equity Value at 10/15/86
  approx $8,000,000,000

Senior Technical
&
Managerial

- Domestic US 120,000
- Average Annual Salary $75,000
- Average Donation 2.5%
- $225,000,000 Donation Pool

Computer Related Employees

Domestic US- 3,500,000

The Fund Raising Model

- How To Ask

- How Much To Ask For

How To Ask

Present the compelling reason.

A unique opportunity for the founding companies and individuals of the industry that will have the most significant impact on our society to:

> Preserve and celebrate its history and artifacts.

> Understand the accomplishments and contributions of its pioneers.

> Inspire the most critical resource for its continued growth, people.

> Educate people to understand and make full use of its capabilities.

TheComputer Museum Development Committee

How Much To Ask For

CORPORATIONS

Ask for 0.1% of annual profits

1985 10% profit- $15,800,000,000
         0.1% of profit-$15,800,000
5% Success rate-$790,000 per year
20% growth-$2,028,000 in 1990

EXAMPLE: DEC
FY'85 P.A.T.- $400,000,000
   0.1%- $400,000

How Much To Ask For

Founders and Corporate

Executives

- Our primary target is individuals
  with founder equity gains.
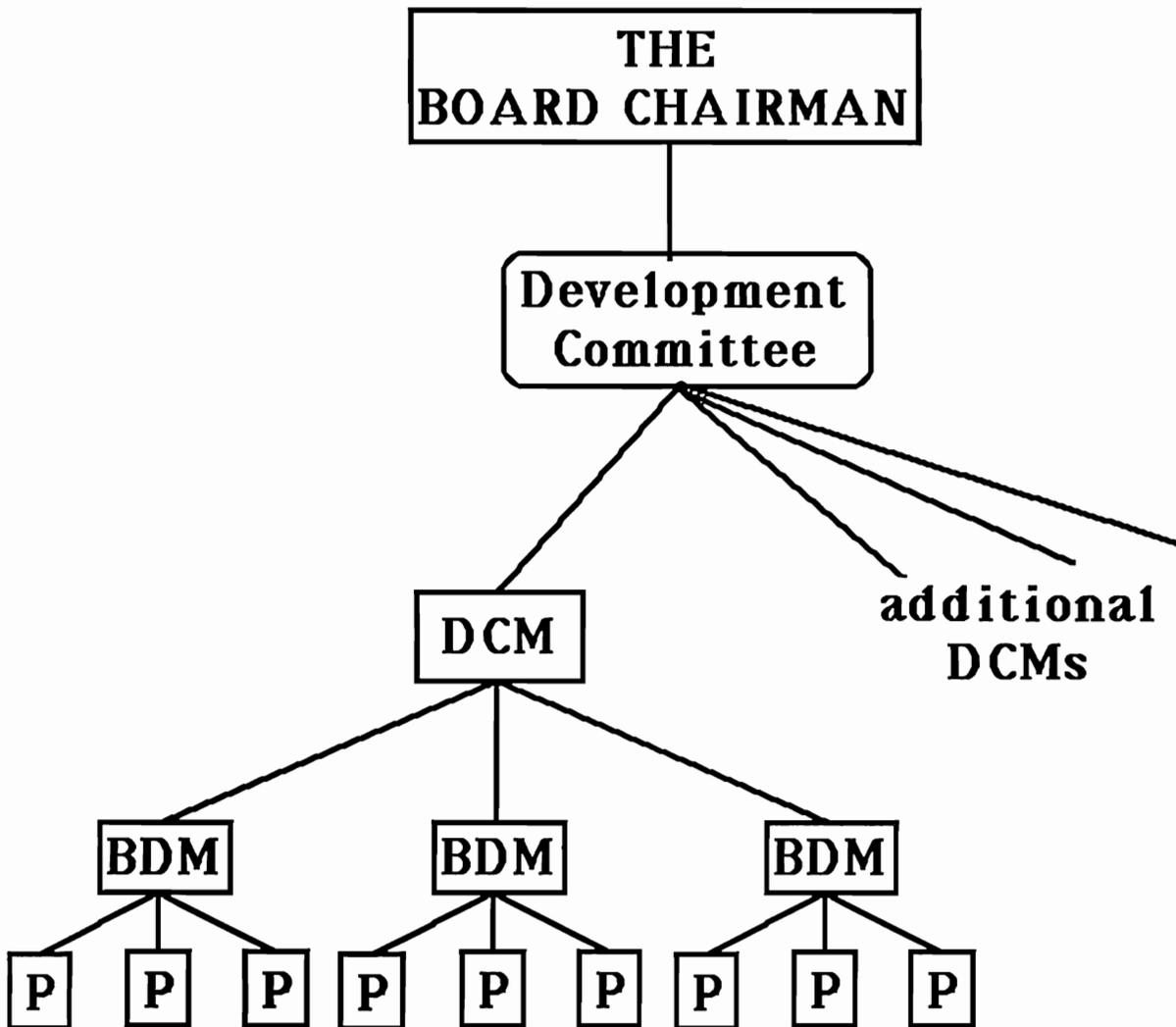 Ask for a reduction in net spendable
  wealth of 0.1%.

  <u>Example:</u> The Datamation 100 sample
  Aggregate stock value– $ 8,000,000,000
  Total gift potential– $ 23,907,720
  1 in 10 success rate–$2,400,000
  <u>Example:</u> An individual with zero
  basis stock worth,$1,000,000 after taxes,
  50% tax rate, Mass resident, the gift
  would be stock worth $4,000 to the
  museum.($2560 in 1987)

- Our secondary target is high salaried
  individuals.
  Ask for 1% of annual income for
  4 years.

  <u>Example:</u> An individual making $100,000
  salary could become a core contributer
  with $1000 per year for 4 years.

1 1 *The Computer Museum*
Development Committee

The Organization

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          ┌──────────────────┐
          │      THE         │
          │ BOARD CHAIRMAN   │
          └──────────────────┘
                   │
          ┌──────────────────┐
          │   Development    │
          │   Committee      │──────── additional
          └──────────────────┘            DCMs
                 /
          ┌────────┐
          │  DCM   │
          └────────┘
          /    │    \
    ┌─────┐ ┌─────┐ ┌─────┐
    │ BDM │ │ BDM │ │ BDM │
    └─────┘ └─────┘ └─────┘
   / │ \   / │ \   / │ \
  P P P   P P P   P P P
```

DCM–Development Committee
BDM–Board Members
P–Prospects

The Organization

Board of Directors

- Pledge $10k to campaign
- Take 3 prospects per year
- Recruit DCMs
- Support all campaign activities

Development Committee

- Executive function of campaign
- Reports to the board chairman
- Monthly reports to the governing body

In House Staff

- Administrative
- Schedule coordination
- Accounting
- Proposals for grants
- Prospect follow up

Setting Goals

1) Assume capital goal is $10M

2) $6,590,000 remaining

$ Range of Gifts	Actual	Required
1,000,000	----	----
500,000	1	2
250,000	4	7
100,000	4	7
50,000	12	23
25,000	22	46
10,000	12	28
5,000	56	112
<4,000	49	---
	160	225

3) Initial Organization is :
   4 DCMs supporting 12 BDMs
   working 36 prospects.

4) The close rate is 1 in 3
   or 12 donations in year 1

The Computer Museum Development Committee

Setting Goals

(Con't)

5) Initially Concentrate on gifts of
   > $50,000.

   39 gifts worth $4,600,000

6) Tentatively set the 1987 goal for
   the DCM/BDM organization at
   $1,200,000.

The Computer Museum
Development Committee

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+---------------------------+
*                           *
*    THE COMPUTER MUSEUM    *
*         MEMORANDUM        *
*                           *
+---------------------------+
```

300 Congress Street
Boston, MA 02210
(617) 426-2800

TO: Ron Smart
FROM: Michael N. Oleksiw II
DATE: May 20, 1986
RE: Digital Employees Contributions

----

1. Fifteen Digital employees have made contributions totaling
    $275,390 to the Museum's Capital Campaign. This is 10 percent of
    the total ($2,755,953) contributed to date. The fifteen
    represent 10 percent of the total number of donors (146).

2. Eighteen Digital employees are Museum members at the $100 and
    above level. This represents 15 percent of the total number of
    members at $100 plus level.

3. I never meant to infer that Digital, its officers, or employees
    have not made substantial donations to the Museum. My position
    is that many of our potential donors realize that DEC is now
    making significant donations and therefore do not see the urgency
    to make their own donations. If DEC was more visible and vocal
    in stating that they are in earnest that the Museum should be on
    its own, I believe the impact would help the Museum raise more
    money from non-DEC sources. One way that DEC could be more
    visible is if one or two high ranking officers were on the fund-
    raising committee. I do not believe that this would signify to
    anyone that Digital is abandoning the Museum.

THE COMPUTER MUSEUM

MEMBERSHIP - DEC MATCHED GIFTS

Donor	Amount of Gift
Chamberlain	$100
Dimino	250
Eggers	550
Feldman	100
Kalin	170
Mason	100
McLean	100
Patterson	100
Potter	100
Reith	100
Saviers	100
Seidman	100
Steul	250
Uhler	250
Wick	100
Wilkes	125
Witek	100
Wittman	100
Total of $100+ Membership	$2,795

CAPITAL CAMPAIGN - MATCHED GIFTS

Donor	Amount of Gift
Bertocchi	1000
Crouse	250
de Vitry	4,096
Fagerquist	250
Hindle	10,000
Jones	8,000
Kent	4,096
Kotok	500
Olsen, K.	206,000
Olsen, S.	10,000
Perkins	4,096
Thorndike	4,096
Shields	100
Sites	4,096
Smart	18,800
Total Capital Campaign	$275,380

The Computer Museum

Capital Campaign Fund Raising Plan

The Computer Museum
Development Committee
December 15,1986

The Computer Museum

Capital Campaign Fund-raising Plan

Background

Fund raising at the Computer Museum has been accomplished in the past through the personal contacts and persistant efforts of the founders. In line with the continuing expansion to an industry wide museum a plan has been devised to expand the fund raising activities to include involvement of the major organizational elements. This includes the staff, trustees, and the board of directors.

This plan has been developed by first identifying donor groups, then sizing the groups for dollars available for donations. A solicitation strategy is then developed including "How to Ask", and "How Much" to ask for. A fund raising organization is put forth to involve the board of directors and trustees, staff, and development committee in the fund raising activity. Finally, goals are set through 1990 based on reasonable assumptions concerning number of prospects per solicitor and average size of donations.

Results to Date

In order to give us a starting point we would like to recap the results which have been accomplished to date. The Computer Museum has received a total of $7,007,337 in donations and pledges since it obtained non-profit status in 1982. This amount includes donations and pledges to the Capital Campaign, the annual fund, and DEC's contributions for Museum Wharf operations (the mortage payments for the building are not included). During the first full year of the Capital Campaign (FY 85) over $2 million was pledged and $1.35 million was received in cash.

The Computer Museum
Donations
FY82-86

Type	FY82-83	FY84	FY85	FY86	Pledged	Totals
•Annual Unrest.---	356,568	246,060	266,603	252,649	515,000	
•Restric.--			12,765	26,223		
•Member--		185,791	181,751	206,804	50,000	
Benefits--			24,045	66,530		2,390,789
•Capital---		311,701	1,358,985	370,472	1,411,390	3,452,548
•Wharf----		250,000	249,000	278,000	387,000	1,164,000
Total	356,568	993,552	2,093,149	1,200,678	2,424,390	7,007,337

The amount of money raised in fiscal years 1984 through 1986 ($6.65 million) compares favorably to the amount projected to be raised ($6.39 million) for both annual and capital funds in the feasibility study conducted by Robert J. Corcoran in 1983. These results are even more impressive when one considers that the fund-raising effort, both capital and annual, has been a limited one. There have been, at most, 6 individuals actively soliciting at any one time. The original fund-raising plan, based on the feasibility study, called for a capital campaign committee of between 30 and 40 solicitors and an annual fund committee of 3 or 4 people.

	FY84			FY85			FY86		
	Projected	Pledged	Cash In	Projected	Pledged	Cash In	Projected	Pledged	Cash In
Annual	356,000	1,151,851	431,851	430,000	245,164	485,164	600,000	637,206	552,206
Capital	500,000	937,201	311,701	2,500,000	1,638,485	1,358,985	2,000,000	876,862	370,472
Wharf		1,164,000	250,000			249,000			278,000
Total	856,000	3,253,052	993,552	2,930,000	1,883,649	2,093,149	2,600,000	1,514,068	1,200,678

Totals

	Projected	Pledged	Cash In
Annual	1,386,000	2,034,221	1,469,221
Capital	5,000,000	3,452,548	2,041,158
Wharf		1,164,000	777,000
	6,386,000	6,650,769	4,287,379

Capital Campaign Results - Phase I

The Museum has received $3,452,000 in cash and pledges in phase one of the Capital Campaign to date: $1,007,000 (29%) has come from 31 corporations; 27 Board members account for $1,716,000 (49%); 105 individuals have pledged $713,000 (21%); and $18,000 (1%) in grants has been received from 2 foundations. The average gift is $21,000. We will call this Phase I.

Twenty (20) computer companies (hardware and software) and 11 non-computer firms (insurance companies, Banks, publishers, etc.) have made donations to date. Corporate gifts range from a high of $250,000 to a low of $2000 . The average gift is $32,500 and the median gift is $5000. The size of the gifts are relatively small.

The Board member's average gift is $63,500 and the median gift is $10,500. The average gift from 103 individuals is $6700.

Capital Campaign - Phase II

This Capital Campaign will provide donations which can be applied to the purchase of the building, development of exhibits, and endowment.

Capital Campaign - Prospects

The Development Committee has reviewed potential donor pools (group segments). A criteria was developed for rating both the prospect pools and the prospects; size of donor pool, reasons for giving, potential to give, access to donors, cost of soliciting, and potential for closing. The following are the groups we have studied.

- **Computer Related corporations**
- **Individuals**
    Founders and corporate executives
    Senior technical and managerial personel
    Computer related employees
- **Service providers to the computer industry**

Computer Related Corporations - According to Datamation magazine the computer business in 1985 was a $150 Billion a year industry. This includes mainframes, minicomputers, microcomputers, peripherals, software, data communications, services, and maintenance. The profit after tax on the $150 Billion is estimated at approxamately $15 Billion or 10%. A small percentage of this profit is the pool of capital that we can target as our annual goal for this segment. We should also note here that this annual profit should increase in the range of 20 to 30 % per year. Research provided by Datamation, and IDG has given us the following data concerning numbers of companies in this segment. There are 11,463 computer related firms in the domestic U.S., 940 of these are in Massachusetts. The top 100 national and international firms produced $150 billion in revenues or 92% of the worldwide market. The breakout according to revenue of these firms is:

$10 to $50M	$50 to $100M	$100M+
2,105 companies	122 companies	237 companies

Individuals - Individuals are grouped based on their source of success in the computer industry. In this manner we can develop a plan to approach each group and set the proper expectations for our solicitors.

<u>Founders and Corporate Executives -</u> A study was done by the development office to analyze the size of the fund raising opportunity with successful company founders and corporate executives. The companies reviewed were listed in the Datamation top 100 and as such did not include the new wave of successful smaller companies. The methodology for this study was to compile Dow Jones insider trading data on the top 100 corporations.

A complete list of individuals and stock ownership is available for review of interested parties but is not included in this report. A summary of the results is as follows:

- Datamation top 100 corporations
- 336 individuals
- Aggregrate stock value as of 11/1/86 - $8,000,000,000

We also found that there are approxamately 70,000 individuals at the officer level in the 11,000+ U.S. computer related firms. The individuals who do not have large stock positions in their companies are typically paid high salaries which will put them into a category that is similar to the senior technical and manager level described in the next paragraph.

Senior Technical and Manager level - High technology companies tend to have high growth rates and as such hire senior level people to manage this growth. These individuals tend to be highly paid but equity poor in relation to the founding group. For our purposes we will consider a model for fundraising with this paticular segment. In the U.S. there are 120,000 individuals which fit in this category.

- Assume an average annual salary of $75,000
- Assume an average donation of 2.5% of annual salary or $75,000
  (the national average is 2.5%of annual salary for charitable gifts)
- Total available donation pool = 120,000 x $75,000 x 2.5% = $225,000,000

Computer related employees - The computer industry in the domestic U.S. employs approxamately 3,500,000 people. Gifts here tend to be in the $5 to $50 range and require a mass media campaign. It is the opinion of the development committee that this group should be targeted for increasing attendance, individual memberships, and special promotional events. Once the museum has established a more formal relationship with this group they can be developed for follow on participation. This is a primary mass audience for the museum. A model for approaching this mass audience could be:

- Assume a hit rate of 0.25% of US employment or 8,750
- Assume a $50 donation per individual
- Total donation is $437,000

Service Providers - The service providers we are primarily interested in are firms which are highly dependent for their success on the computer industry. They will consist of accounting firms, law firms, venture capitalists, investment bankers, executive search, banks, advertising and public relations, and consultants. This group of firms is dificult to compile information about since many are privately held or partnerships. It is our intention to recruit onto the development committee an individual from this segment to provide the nescesary guidance for the committee to develop this segment as a major contributor.

How To Ask

After identifying the target donor groups, a solicitation strategy was developed to aid solicitors. The major elements in this are:

    1.Present the compelling reason to support the museum.

<div align="center">

or

How To Ask

</div>

    2.Propose an amount and how the gift may be structured.

<div align="center">

or

How Much to Ask For

</div>

The Compelling Reason - Why should the target groups consider The Computer Museum in their giving plans? The list of committed gifts and pledges over the last 4 years is evidence that the conclusion of this group of successful companies and individuals was that this museum is worth supporting. Today the founding companies and individuals of this industry have a unique opportunity to build a world class institution which is dedicated to:

- Educate and inspire all ages and levels of the public through dynamic exhibitions and programs on the technology, application, and impact of computers.

- Preserve and celebrate the history and understanding of computing worldwide.

- Be an international resource for research into the history of computing.

The museum has made significant progress since its founding within Digital Equipment Corporation. These accomplishments include:

- The acquisition of the most outstanding collection of computing equipment in the world today.

- A responsive Board of Directors consisting of corporate and institutional leaders worldwide.

- 20,000 square feet of developed exhibits utilizing state of the art computing

- Educational and advanced seminars given by industry leaders.

- An annual attendance of 80,000 and growing of which 25% are tourists and traveling buisness people.

The museum is a dynamic institution with key new efforts under way including:

- •A collaborative effort with the Smithsonian Institution on collections.

- •Two grants from federal and state agencies for support of educational programs.

- •A collaboration with the Boston Computer Society on the development of a Computer Discovery Center to create an adjunct exhibit to provide a highly interactive "head start" computing exhibit for the public.

- •The development of new exhibits on Artificial Intelligence and Software which are sponsored by leading companies and individuals in these fields.

How Much To Ask For- It is the intent here to provide guidelines for our soliciters so that they may feel able to make the reasonable case to a prospective donor for support of the museum.   It should be noted here that the following are guidelines and individual circumstances may vary widely.

Computer Related Corporations - The asking model for this segment is linked to the after tax profit of the prospect company. Given the fact that successful companies will provide charitible giving in the range of 1 to 2% of profits, our goal is 0.1% of profits per year.   If this model is applied to the entire computer related industry the results would be as follows:

IndustryGross Revenue - $150,800,000,000
10%Profit after tax - $15,800,000,000
Total available $ (0.1% P.A.T.) - $15,800,000
5% Success rate - $790,000

If the industry were to grow at 20% per year, a 5% success rate would produce the following results per year:

	1985	1986	1987	1988	1989	1990
5% success rate results	$790K	$948k	$1137k	$1409k	$1690k	$2028k

An example of an application of the above formula would be Digital. in FY 85 Digital had profits of $400,000,000. The application of 0.1% of profit would yeild $400.000 per year.

Individuals - With this segment we have two groups which have significantly different characteristics. Company founders will have major gains in their stock which is for all practical purposes obtained on a zero cost basis. Corporate executives who are not founders will be equity poor but have a high salary and/or bonus plan. It is for tis reason that our asking model is different for each group.

    Founders- For this group we are focusing on gifts of stock. Our asking model is 1% of an individuals position in a particular stock, to be given over a time frame that is most advantageous from a tax viewpoint for that individual. A simple example is as follows.

        1. An individual realizes a gain on his zero basis founders stock of $1,000,000.
        2. A gift of 1% of that stock would yield $10,000 to the Computer Museum.
        3. For an individual in 1987 and not in the Alternate Minimum Tax the benefits with respect to federal tax are:
        Tax savings of $3,850
        Tax avoided of $2,800
    Total tax savings of $6,650

If we look at the research done on the Datamation 100 sample we find:

    •336 individuals
    •Aggregrate pretax stock value approx. $8,000,000,000
    •Total gift potential - $80,000,000 (1% rule)

Corporate Executives- This group tends to be equity poor but has substantial yearly income. Our model is to ask for 1% of an individuals yearly income over 4 years. In this manner an individual with a $100,000 income would give $1,000 per year. In 4 years the individual would give $4,000.

Senior Technical & Managerial - This group will look similar to the corporate executive group. The major difference is that the salary level is lower thus making it more difficult to solicit donors. This is a large group in the US at 120,000 thus a program geared to this audience in the future could be very helpful to the annual operating fund. The development committee will at times focus on larger groups at specific companies in order to begin development of this segment. To understand the size of this fundraising opportunity the following model can be developed.

    •Assume an average annual salary of $75,000
    •Assume an average donation of 1% of salary or $750
    •Total Available is 120,000 x $75,000 x 1%=$90,000,000
    •Assume a 1% success rate or 1200 donations for 4 years
    •$900,000 per year

The following table summarizes the above information;

	Corporations	ServiceProviders	Founders	Managers & Executives
Total Gift Dollars available	$15,800,000	TBS	$80,000,000	$225,000,000
Computers a factor	YES	YES	YES	YES
Who is asking	DCM/BD	DCM/BD	DCM/BD	Target Campaign
Cost per dollar	LOW	LOW	LOW	MED
Follow on	ANNUAL	ANNUAL	3-4YR	3-4YR

Fund Raising Organization

The major focus of this plan has been to increase the fund raising activities of the Museum. As such the organization reflects involvement by the museum staff, the board of directors, and the development committee. The following spells out the responsibilities of each group.

The Development Committee- This committee consists of a chairman and committee members called DCMs. At present there are 3 DCMs. We are actively recruiting DCMs at this time, our goal is to have 5 by 7/1/87. The committee has 4 major functions:

- Coordination and management of fund raising activities
- Fund raising
- Support Board Members in their fund raising
- Monthly reports to the governing body

The development committee reports to the Chairman of the Museum and the chairman of the development committee is also a member of the executive committee of the museum.

The Board of Directors and Trustees- this group has 4 major functions in the fund raising activity;

- Pledge $10,000 to the Capital Campaign
- Work with the Development committee on 4 prospects per year
- Recruit individuals for the Development Committee
- Support all Museum fund raising activities

The Staff - The development staff includes a Development Director, Michael Oleksiw and an Adminstrator, Ann Jenckes. Their duties for this campaign include:

- Schedule Coordination
- Adminstrative
- Accounting
- Proposals for grants
- Prospect follow up
- Support all museum fund raising activities

The Organization Structure

The basic working structure of this organization is to support the board in their fund raising efforts. The museum board is composed of individuals of high stature and reputation in this industry. Thus they have the ability to attract and entice donors to the museum. In order to facilitate the boards activities in this area the following structure has been implimented.

A DCM will be assigned to work with 3 board members. The role of the DCM will be to compile the prospect list with the board member and then assist that individual in the process of obtaining a commitment.

```
                  ┌─────────────────────┐
                  │      Chairman       │
                  │ Board of Directors  │
                  └─────────────────────┘
              ┌───────────┴───────────┐
     ┌─────────────────┐      ┌─────────────────┐
     │    Executive    │      │   Development   │
     │    Director     │      │   Committee     │
     └─────────────────┘      └─────────────────┘
     ┌─────────────────┐      ┌─────────────────────────┐
     │   Development   │      │   Fund Raising Teams    │
     │    Director     │      ├──────┬──────┬──────┬─────┤
     └─────────────────┘      │ DCM  │ BDM  │ BDM  │ BDM │
                              └──────┴──────┴──────┴─────┘
```

DCM- Development committee
BDM- Board Member

| 4 prospects | 4 prospects | 4 prospects |
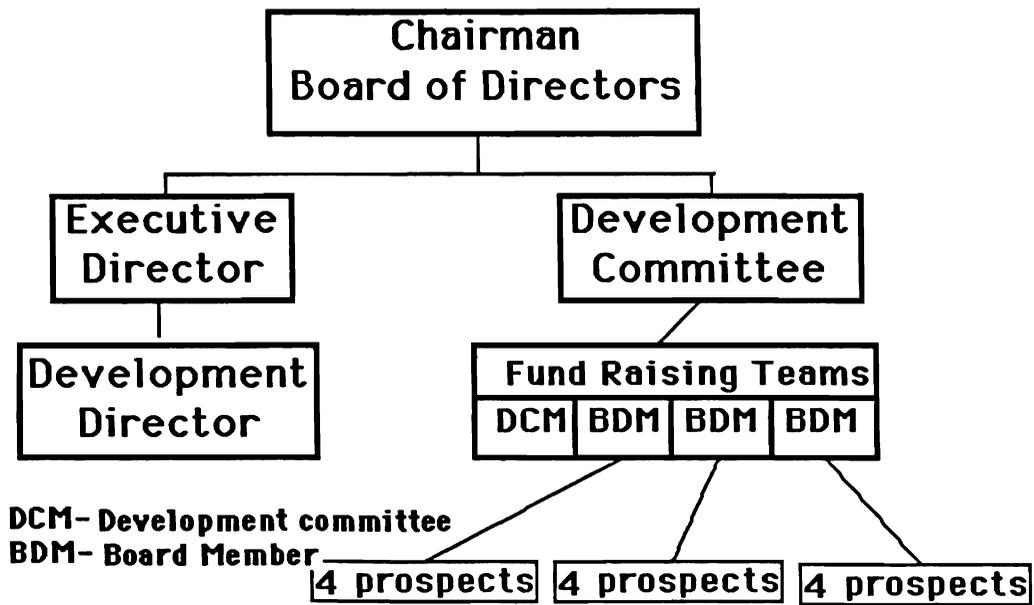
Computer Museum Organization

Fund Raising Goals

The goals for fund raising have been set with the organization structure as the gating element. The first challenge for the museum is to get the organization up to speed and working on this issue. In setting the goals we are assuming that one in three prospects will actually become donors. Our plan is as follows;

1. Initial organization consists of 12 BDMs and 4 DCMs
2. This group will attempt to obtain 12 donors from 36 prospects for the remainder of FY 87.
3. In FY 88 the museum will expand the board and add 8 board members to the fund raising effort.
4. In FY88 20 board members will work on 80 prospects with a planned 26 gifts.
5. The staff has been involved in raising funds for the annual operating fund for the past 3 years. We are assuming that this activity will continue.

	FY87	FY88	FY89	FY90	Total
Capital Campaign					
Goals-Pledges	580k	1270k	800k	1600k	4250k

Appendix A-The Naming Opportunities

The Museum has a variety of naming opportunities to commemorate a person, event, or company. The amount of the gift relates to the costs associated with the design and construction, maintainance, and/or enhancement of an exhibit, theater, or collection. To determine the size of a commemorative gift for an exhibit, theater, etc.'; the square footage is multiplied by related expenses:

Item	Size	Associated Expenses ($)		Gift	# of years
Developed exhibit		sq. ft. x $50	=	$	5
Developed exhibit		sq. ft. x $150	=	$	perpetual
New exhibit		sq. ft. x $150	=	$	5
New exhibit		sq. ft. x $250	=	$	perpetual

Examples:

Item	Size	Expenses		Gift	# of years
Auditorium	4,000	sq. ft. x $150	=	$600,000	perpetual
Entrance bay redesign	3,000	sq. ft. x $150	=	$450,000	5
1950's Timeline	200	sq. ft. x $250	=	$50,000	perpetual
Animation Theater	300	sq. ft. x $250	=	$75,000	perpetual

To endow a collection that cost is $100,000. Some examples:

P.C. Collection
Robot Collection
Mini-compueter Collection
Fault Tolerant Computer Collection
Memory Collection
Calculator Collection
Transducer Collection
Video and Film Collection

---

1 Bertocchi, Alfred   DEC

   W: 493-5312 **H:** 369-3133   **O:**
   AD: ,
   RESULT TO DATE: $1,000   Wait til DEC stock >100. GB letter 10/13/83
   [DEC @100 this year not next 3/18/85]
   NOTES: Treasurer, DEC gave $1,000

2 Cady, Roger   Raster

   W: **H:**
  O:
   AD: ,

   RESULT TO DATE:
   NOTES:

3 Carter, John   Aegis Fund

   W: 617-338-5655 **H:**   **O:**
   AD: 171 Milk Street,Boston, MA 02109
   RESULT TO DATE:
   NOTES:

4 Coulter, Charlie   ARD

   W: 617-423-7500 **H:**   **O:** Linsalata
   AD: 44 Milk Street,Boston, MA 02109
   RESULT TO DATE:
   NOTES: Head AR&D, BOD of Lexidata - Textron considering corporate gift

5 Cronin, Mike   Automatix

   W: . **H:**   **O:**
   AD: ,
   RESULT TO DATE: Gave product. Could get 4K (Stephanie) 12/1/84
   NOTES:

6 Cullinane, Mr. John   Cullinet

   W: 617-329-7700 **H:**   **O:**McGovern
   AD: 400 Blue Hill Drive,Westwood, MA 02090
   RESULT TO DATE:
   NOTES: Chairman, President, Director Cullinet, Company's foundation
   gave $1,000

7 Dantis, Mr. Carl   Compugraphic

   W: 658-5600 **H:**   **O:**
AJ:PR,GB,E

AD: ,
RESULT TO DATE:
NOTES:

8 Felker, Mr. Jean

    W: H: 215-847-2362   O:
    AD: ,
    RESULT TO DATE:
    NOTES: lt=GB13 re AT&T support.

9 Foster, Bill   Stratus

    W: H:
    O:
    AD:
                                                                            ,
    RESULT TO DATE:
    NOTES:

10 Goldman, Bob   Cullinet ·

    W: H:
    O:
    AD: ,Westwood, MA

    RESULT TO DATE: $250
    NOTES: President

11 Gregory, Mr. Dan   Greylock Management Corporation

    W: 423-5525 H: 263-9498   O:
    AD: One Federal Street,Boston, MA 02110
    RESULT TO DATE:
    NOTES: LT 6/18/84; [3/18/85:Got Charlie Waite (4K) and Howard Cox (1K)
    to give. Said he would give in 85. Would like a tour with son who's at
    INC + High Tech Mag for article.

12 Hambrecht, Bill   H&Q

    W: 415-986-5500 H: O:
    AD: ,
    RESULT TO DATE: 1K
    NOTES: Pat J. Sansonetti, VP sent a letter 9/84 with clipping.

13 Henderson, Robert   Greylock Management Corporation

    W: 617-423-5525/617-963-8500 H: O:Bachman
    AD: One Federal Street,Boston, MA 02110
    RESULT TO DATE: $500 3/18/85.

AJ:PR,GB,E

___

NOTES: Vice-Chairman of Board, Greylock; Chairman of Board, DBS, Inc.,
Randolph Industrial Park, Randolph, MA 02368,; BOD of Fairchild
Foundation - Fairchild turned us down

14 Henson, Mr. Joe   Prime Computer Corporation

   W: 617-655-8000 X3838 H: 443-4807   O:
   AD: Prime Parkway,Natick, MA 01760
   RESULT TO DATE: 10/23: sent pledge card. Agreed to give beginning 85.
   NOTES: President, Prime

15 Hoff, Ted

   W: H: O:
   AD: ,
   RESULT TO DATE:
   NOTES:

16 Jantzen, Jim   Tandem

   W: H: O:
   AD: ,
   RESULT TO DATE: 3/18/85: got a no!
   NOTES: Get him to join. 11/84: Proposal written for 50K+computer

17 Kroger, Mr. Joseph   Sperry Corporation

   W: 215-542-4011 X3105 H: O:
   AD: Computer Systems,Blue Bell, PA 19424
   RESULT TO DATE:
   NOTES: See Spillane

18 Levy, Steve   BBN

   W: 491-1850 H: O:
   AD: ,
   RESULT TO DATE:
   NOTES: Call 3/4/85

19 Lorber, Mr. Matt

   W: H: 266-0665   O:
   AD: ,
   RESULT TO DATE: Analog Devices=1K
   NOTES: No help.

20 McDonald, Mr. Henry   Bell Telephone Laboratories, Inc.

   W: 201-582-3000 X7655 H: O:
   AD: 600 Mountain Avenue,Murray Hill, NJ 07976
   RESULT TO DATE: 7/84:LT=GB13

AJ:PR,GB,E

NOTES:

21 McNeill, Timothy   International Data Group, Inc.

       W: 1-875-5000   **H:**
    O:
    AD: Five Speen Street
P.O. Box 1450   ,Framingham, MA   01701

       RESULT TO DATE:
       NOTES:

22 Norad, Bill   MICOM

       W: **H:**
    O:
       AD: ,

       RESULT TO DATE:
       NOTES:

23 Perry, Mr. William   Hambrecht & Quist

       W: 415-986-5500,576-3452 **H:** 949-3180   **O:**Bob Everett
       AD: 235 Montgomery Street,San Francisco, CA
       RESULT TO DATE:
       NOTES: Partner Hambrecht & Quist; Director - MITRE; [11/84: letter
       written]

24 Planitzer, Russ   Rothschild

       W: **H:**
    O:
       AD: ,

       RESULT TO DATE:
       NOTES:

25 Pompa, Mr. Jim   Honeywell

       W: 895-3450 **H:** 894-5775   **O:**
       AD: 200 Smith Street,Waltham, MA 02154
       RESULT TO DATE:
       NOTES: Local Honeywell $10K in 85, Hdqts $2.5K in 85, Honeywell animal
       collection on loan to TCM

26 Probst, Mr. Gerald   Sperry Corporation

       W: **H:**   **O:**
       AD: 1290 Avenue of the Americas,New York, New York 10104
       RESULT TO DATE: Invitation to dinner 11/12 with Spillane & Kroger
AJ:PR,GB,E

NOTES:

27 Shulhoff, Michael   Sony Corporation

    W: 212-418-9415 **H:**   **O:**
    AD: 9 West 57th Street,New York, NY 10019
    RESULT TO DATE: Museum bought 12 U-matics. Now we want $'s—proposal
    was written 9/84.
    NOTES: 11/27/84 letter museum update. [3/18/85 do personal invite]

28 Stata, Mr. Ray   Analog Devices, Inc.

    W: 329-4700 **H:**   **O:**
    AD: P. O. Box 280,Norwood, MA 02062
    RESULT TO DATE:
    NOTES: Told GB no in a letter, but still trying

29 Thompson, Bill

    W: **H:** 358-2190   **O:**Smart
    AD: ,
    RESULT TO DATE:
    NOTES:

30 Vyssotsky, Mr. V.   Bell Telephone Laboratories, Inc.

    W: 201-582-3000 **H:**   **O:**
    AD: 600 Mountain Avenue, Room 20563,Murray Hill, NJ 07974
    RESULT TO DATE: 7/84:L=GB13
    NOTES: Saw at Wang Institute 3/14/85. Will lobby.

31 Winginstaad, Norm

    W: **H:**   **O:**
    AD: ,
    RESULT TO DATE:
    NOTES: Asked 11/12/84 on behalf of C. Waite

AJ:PR,GB,E

THE COMPUTER MUSEUM

CAPITAL CAMPAIGN

Michael Alex?
Div. of Dev.
Michael N. Oleksiw II

C O N F I D E N T I A L

THE COMPUTER MUSEUM

CAPITAL CAMPAIGN

AREA CHAIRMAN'S NOTEBOOK

THE COMPUTER MUSEUM
CAPITAL CAMPAIGN

Summary of Fundraising Process
4 Phases

1.   Preparation

         Knowledge of Museum's Mission and Needs

         Understanding Donor's Motivations

         Developing a Work Plan

2.   Cultivation

         Courting Prospects

3.   Solicitation

         Requesting Gifts

         Follow Up

         Closing the Deal

4.   Acknowledgement

         Thanking Donors

THE COMPUTER MUSEUM

CAPITAL CAMPAIGN

<u>Information for Area Chairmen and Solicitors</u>

The Fundraising Process - There are four phases in fundraising: Preparation, Cultivation, Solicitation, and Acknowledgement. To help the Area Chairmen and solicitors through the four phases, the Development Office acts as the staff of the Capital Capital Campaign Committee and will offer advice, council, information, backup, and support.

1. <u>Preparation</u> - prior to asking for donations solicitors should:

   a. Understand the <u>Mission</u> of the Museum--What is the Museum attempting to accomplish? Who is the target audience (market segment)? (Videotape and Appendix A)

   b. Know what the institution's <u>Needs</u> (financial) are. What should donors be asked for?

      <u>Capital Campaign</u> (May 1, 1984 to March 1, 1985)

      $10,000,000 (33% has been raised) (Appendix B)
      1) $3,000,000 for purchasing 50% of the building
      2) $3,000,000 for exhibits/renovation
      3) $4,000,000 for program endowment

<u>Annual Operating Funds</u> (FY July to June)

- corporations - $250,000 in memberships (Appendix C)

    $250,000 other gifts

<u>In-kind</u>

- equipment for exhibits (You will be provided with specific items)

- artifacts for the collection and exhibits

c. Understand what motivates donors to contribute. (Appendix D)

d. Develop a work <u>Plan</u>.

    1) Selection of solicitors - Area Chairmen should select a team of solicitors to help in his area. A good solicitor is one who will make a financial commitment (donation) to the Museum and have entre to prospects.

    2) Identify appropriate prospects - Corporations and individuals who directly or indirectly profit (benefit) from the computer industry. People who you know are the best with which to start. (Appendix G)

    3) Develop strategies and tailor solicitation - How should the prospect be approached? Who should approach

prospect--solicitor alone, solicitor and Board Chairman, solicitor and president, etc.? When should a prospect be approached? What does the company/person have that the Museum wants? What does the Museum have to sell (to bargain with)? What size gift should you ask for? The Development office will help solicitors identify and research prospects. (Appendix E)

2. Cultivation (courting the prospect) - Any means by which a prospect can learn about the Museum and be positively influenced.

   a. Vehicles

      - correspondence
      - meetings, lunches/diners
      - Museum video tapes/publications
      - Museum visits
      - News articles/advertisements/promotion
      - Museum functions: lectures, dinners/lunches, benefits, seminars, etc.

   b. The extent of cultivation necessary will vary widely. The prospect has to believe in the Museum's mission. Additionally, the following has to be considered: the prospect's knowledge or relationship to the Museum, the economic climate, and the individual's or corporation's experience in contributing to non-profits.

3. Solicitation - Once the solicitor feels comfortable that the prospect knows the institution and is positively disposed, a direct request should be made--closing the deal. (Appendix F)

   a. How should the request be made?

      1) A formal proposal submitted by the Museum.
      2) A letter requesting a specific amount by the solicitor.
      3) A face-to-face request for a specific amount.

   The prospect has to be made to feel that his contribution to the Museum is going to have an impact no matter how small the gift.

   b. Follow Up

      1) Formal proposal - After the Museum submits the proposal, the solicitor should stay in touch with the prospect.

      2) Letter of request - After a letter requesting funds is sent, the solicitor (or an agreed upon "closer"), should contact the prospect to close the deal.

      3) Face-to-face request - If there is no immediate response (the donor wants to think it is over), the solicitor (or an agreed upon "closer") should follow up within a week (unless told differently).

4. Acknowledgement - A solicitor should thank the donor personally when the Museum receives a gift. Depending on the size of the gift, the donor will receive benefits.

    - Membership privileges
    - "Core Membership"
    - The naming of an exhibit, collection, gallery, etc.

    When appropriate the donor should be drawn into the Museum family and cultivation should continue.

    If a prospect turns down a request, the solicitor should consider if continued cultivation is appropriate.

5. Reporting - Once prospects have been approached, solicitors should inform the Museum. A formal reporting system will be developed by the Capital Campaign Committee.

1.17

A

I. THE MISSION

The Computer Museum was founded in 1979 in Marlboro, Massachusetts, became a public non-profit institution in 1982, and opened in Boston in November 1984.

The mission of The Computer Museum is to collect, preserve, and interpret technology related to information processing from around the world. The Museum collects hardware, software, applications, and related documentation such as laboratory notebooks, photographs, film, and personal recollections of the inventors and participants in the field. Exhibits, programs, publications, and information services present the evolution and current practice of computer technology. With half of the Museum's 36,000 square feet of public space now open, current exhibits include the history, evolution and explanation of vacuum-tube, transistor, integrated circuits and technology, personal computers, computer graphics, and image processing.

Over fifty programs a year, both lectures and seminars, provide a forum for computer luminaries to tell their stories, creating an oral history that is available for later use. The Museum also publishes The Computer Museum Report, an illustrated quarterly magazine, and educational slide sets. The Museum's public information service provides photographs, films, video/audio tapes, and hard copy to researchers, the media, and members.

The goal of the Museum is to educate, inspire, and inform--to share the
history and contemporary advances of computing with the millions of people
who are creating this revolution or are affected by it. To carry out its
mission and to attain its goal, The Computer Museum concentrates its
efforts and resources in the three traditional areas of museum
activity--collection, research, and interpretation.

$10,000,000 is needed for:

The Building

$3,000,000 to purchase one-half interest in Museum Wharf, which includes 75,000 square-feet of superb exhibition space and half of a picturesque quarter-acre park on Fort Point Channel.

"The building is a good buy in every sense."

> John William Poduska, Sr.
> Apollo Computer

Exhibitions

$3,000,000 to build the exhibitions and public spaces.

The funds will be used to create a library, an auditorium and 30,000 square-feet of involving, explanatory, interactive exhibitions.

"Exhibitions need to reflect the quality of the industry."

> Patrick J. McGovern
> CW Communications, Inc.

Endowment

$4,000,000 to create an endowment fund.

To fulfill our fundamental goal of preserving the history of information processing, an endowment is essential to ensure the future of this new institution. It will help underwrite ongoing research, collection and archival programs.

"It is never too soon to have an endowment."

> Ivan Sutherland
> Sutherland, Sproull and
> Associates, Inc.
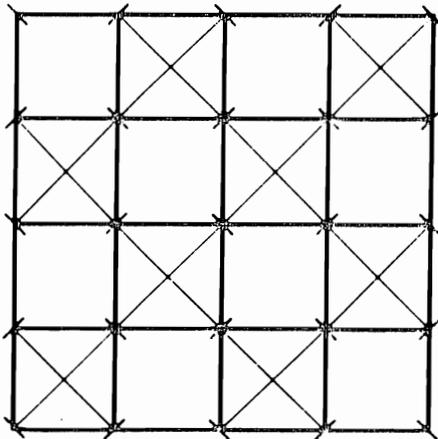
Your Company and

The Computer Museum

The Corporate Partnership

Making The Computer Museum Work for You

Interest in the art and science of computing is growing as computers revolutionize the way we live, work, and do business. The Computer Museum provides a unique place to discover the past, present, and future of this revolution and the men and women behind it. The Museum explores the Information Age—an age in which computers spawn discoveries in the sciences, the arts, and the humanities. It chronicles the evolution of information proc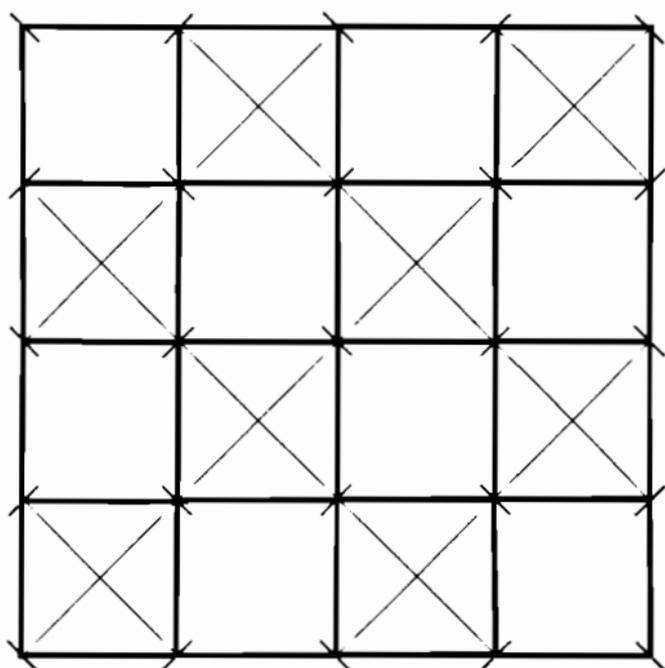essing through historical and state-of-the-art exhibits, publications, archives, research, and programs. The Museum serves a worldwide membership, and its location in a city of international stature gives it high visibility to people throughout the world. Your support of the Museum provides a positive way to highlight your company's interest in the widespread understanding of computing. In addition, corporate sponsorship of Museum activities and corporate use of Museum facilities for special events can provide a unique and cost-effective way to meet specific marketing objectives and enhance your company's public image.

How You Can Work for The Computer Museum

Between June 1982 and June 1984, 71 corporations enrolled as Founders of the Museum by contributing $2,500 or more. This support helped us become established and operate prior to the opening of our new home in downtown Boston. To tell the computer story, the Museum is using more computing power, with more interactive exhibits per square foot than have ever been installed in any space anywhere. Corporate Patrons, who donate $1,000 to $10,000 per year, are needed to help support this effort. In appreciation, your company will be recognized both in our printed material and in the Museum.

Benefits of Corporate Membership

All Corporate Members receive recognition in the Museum's quarterly magazine, invitations to openings, notification of events, priority admission to special lectures, library privileges, and an opportunity to participate in the Members' Association. Additional benefits are as follows:

Corporate Contributor $1,000
- 250 free admission tickets
- Individual membership for one designated corporate representative

Corporate Patron $3,000
- 500 free admission tickets
- Individual benefits for three designated corporate representatives
- Use of the Museum's print and video archives
- Privilege of renting the Museum's 275-seat auditorium with full audio-visual capabilities on a mutually convenient date

Corporate Benefactor $10,000
- 1,000 free admission tickets
- Individual benefits for five designated corporate representatives
- Use of the Museum's print and video archives
- Privilege of renting the Museum's 275-seat auditorium with full audio-visual capabilities on a mutually convenient date
- Opportunity to host a special event for up to 1,200 people at the Museum on a mutually convenient date (all costs and a rental fee to be assumed by the corporation)
- Eligibility to participate in Museum's Collection Loan program

The Industry Speaks

"Since the seventies, it has been clear that an industry-wide museum is needed to tell the exciting stories of the many laboratories, diverse industries, and creative people who have contributed to computer development. The Computer Museum is filling this need."

Robert Everett
President, MITRE Corporation

"We are interested in The Computer Museum because technology is essential to enable our people to provide our customers with quality products and services at the lowest possible cost."

Joseph T. Brophy
2nd Vice President, Data Processing
The Travelers Companies

" . . . a museum has to be rooted somewhere, and we all wish The Computer Museum were in our backyard. Boston is a museum itself, so why not there? I'm pleased Microsoft has given artifacts and joined the Museum."

Bill Gates
President, Microsoft

"Though only ten years old, the original Ethernet LAN cable and one of the original Xerox Alto computers it connected are preserved at The Computer Museum. The Museum's focus on computing allows exhibits and publications about such artifacts and the understanding of our future based uniquely on an understanding of our past."

Dr. Robert M. Metcalfe
Chairman, 3Com Corporation
Ethernet Inventor

The Museum

The Computer Museum is the only institution of its kind in the world. Incorporated in 1981, the Museum's new 55,000 square-foot facility is conveniently located in downtown Boston.

The Museum's growing collection of over 1,000 artifacts and 200 films are the basis of its unique collection chronicling the history of computing from early mechanical devices to the present. The exhibits include re-creations of vintage installations, as well as explorations of state-of-the-art computer manufacturing, personal computing, image processing, and computer graphics.

The Computer Museum is a place for touching and doing. Personal computers, minis, timeshared superminis, and links to a remote supercomputer provide 30 different interactive experiences throughout the Museum. The visitor can punch his own card on a vintage keypunch machine or design his own personal car on a graphics terminal.

Over 50 programs each year are scheduled in the Museum's 275-seat auditorium. These lectures and seminars provide a forum for computer pioneers to tell their stories, creating an oral history which is recorded and preserved. Other presentations cover topics on the forefront of the industry, such as artificial intelligence, image processing, and new applications in medicine, education, and business.

As the first museum devoted to information processing, The Computer Museum plays a leadership role for other museums and educators. The Museum opens its archives of documents and films to scholars and publishes a quarterly magazine containing articles based on lectures, exhibits, and collections. A variety of outreach programs, such as an artifact loan program, traveling exhibitions, and educational publications, will enable the Museum to reach beyond its walls.
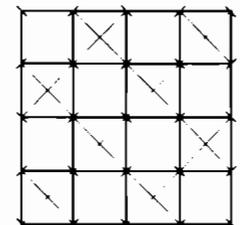
Yes, We are Interested

☐ We wish to join The Computer Museum as a Corporate Member and enclose a contribution of $_____ .

☐ We wish to meet with Museum Staff to further explore the possibility of exhibit and program sponsorship.

Name of Corporation _____

Address _____

_____

Telephone No. (____) _____

Name of Contact _____

Title _____

Please return this portion of the brochure to:

The Computer Museum
Office of Development
300 Congress Street
Boston, MA 02210
(617) 426-2800, Extension 345

The Computer Museum Board of Directors and Trustees

Corporate Founders

WHY CORPORATIONS AND INDIVIDUALS MAKE CONTRIBUTIONS

Corporations

1. The economic, educational, or cultural impact that a contribution will have on the masses (audience of Museum).

2. The economic impact the contribution will have on the corporation (does the corporation receive any benefit?).

3. The economic impact the contribution will have on the Museum.

Individuals

1. Similar to corporate reasons.

2. The status a donation will bring to an individual.

3. The status of the institution.

Corporate Solicitation Process

1. A Corporation is identified as a potential prospect.

2. Solicitor or board member diplomatically applies influence/pressure on corporation (officer, director of member of contribution committee).

Why corporations and individuals should contribute to The Computer Museum.

The computer industry is now the leading industry in the United States; its evolution should be recorded. There is no other museum whose sole mission is to tell the history of computing science and exhibit the state-of-the-art.

The rapid growth of the industry has created many "artifacts", many are becoming "endangered"; they should be saved.

A complete unbiased history of this dynamic industry needs to be told, including the failures and the successes.

The general public is still computer illiterate; they need to be educated.

The Museum provides the opportunity to develop or continue meaningful connections not only with the industry, but with individuals and former associates.

It makes good business sense--hundreds of thousands will visit the Museum, see its traveling exhibits, and read its publication.

1.27

THE COMPUTER MUSEUM

Guide for Solicitors

I.   Know Your Story

     Be informed. Study your campaign materials. Be
.thoroughly familiar with facts and figures concerning the
project. Be able to discuss why this campaign is impor-
tant to those involved in the subject of information
processing.

II. Review Your Own Giving

     To be a successful solicitor, your own giving must
reflect the depth of your commitment to the establishment
of the Computer Museum at the Wharf. Once you have made
your own pledge, you will be more self confident because
you are asking others to do what you have done.

III. Use Your Background Material

     Study the information provided on your prospect;
if they're a member, the level of their membership and
their suggested rating.

IV. Know the Various Methods of Making Gifts to the Project

     Gifts to the capital campaign may be made in the
form of pledges (pledges can be paid over a three year
period), cash, negotiable securities or planned giving.
Be prepared to answer basic questions; however you are
not expected to be an expert on financial planning. You
should refer the prospective contributor to their trust
officer, tax attorney or accountant.

V.   Start Immediately

     The longer you procrastinate the more difficult it
will become psychologically to make an appointment to see

your prospect. Plan your solicitation as soon as possible
after you have received your assignments.

VI.   Build From a Base of Success

     See the prospect from whom you have the best chance
of obtaining the desired gift. A successful solicitation
will build your confidence, and your receiving a major
gift will help to convince others.

VII.   See Your Prospect Personally

     There is no substitute for face-to-face solicitation.
Never plan to solicit by letter or by telephone. An
appointment with the prospect should be made in advance,
choosing a time and place that is convenient to the person
you are seeing, where he or she will feel relaxed and will
not be interrupted or feel the pressure of another appoint-
ment. The solicitation might be made at the prospect's
office or over lunch or dinner. Usually the prospect's
home is the best if it is important that both husband
and wife participate in the discussion.

     Never solicit your prospect at a social event you
know he or she will be attending.

VIII.   Making the Appointment

     The solicitor should make the appointment in
whatever way he or she feels comfortable:

a)   Drop the material off at the prospect's office when
      arranging the appointment if the solicitor works
      with the prospect.

b)   Mail the campaign material in advance with a
      short note stating that you will call for an
      appointment within a week.

c)   Telephone your prospect at home, tell why you are
      calling, and ask for a convenient time to see the
      person.

d)   Telephone your prosect at their office, tell the person why you are calling, and suggest a luncheon date.

IX.   Be a Good Listener

Find out the feelings of your prospects about the proposed Computer Museum. Are they enthusiastic? Do they have questions? Are there misconceptions or concerns that may surface if you give the prospects sufficient time to express themselves?

X.   Answer Every Question or Criticism

Solicitors cannot be expected to have all the answers at their fingertips. If you are unable to answer a particular question or criticism, say so and check with your Area Chairman. Be certain you get back to your prospect with the answer as soon as possible.

XI.   Explain the Project

Discuss with your prospect the importance of this capital fund campaign. This is a selling job -- you are the salesperson!

XII.   If Your Prefer Work With a Partner

The fact that two people are willing to volunteer their time demonstrates a great interest in the effort to your prospect.

XIII.   Use the Commemorative Gift Opportunities in Setting Prospects' Sights

A capital campaign offers unusual opportunities for Commemorative Gifts. It offers an easy answer if the prospect asks what is expected of them. Select a

Commemorative Gift at a price consistent with the suggested
rating of the prospect and note the response.

XIV.   Keep Your Sights High

This is a capital fund drive; it should not be con-
fused with a membership appeal. Success will be achieved
only by the most generous response from all. Do not be
afraid to state, if asked, the suggested rating or range.
Do not be afriad to ask for a sizeable gift. Prospects
seldom are insulted by a high evaluation of their giving
potential if the amount suggested is based on a reasonable
evaluation of their interest and capability. Use the
suggested gift schedule to demonstrate the level of gifts
that are necessary to reach the desired goal.

XV.   Stress the Pledge Plan

Only by acquiring pledges over the suggested three
year period can contributions of a size to match the goal
be made. The prospect, by using an extended payment plan,
may be able to make a larger gift than would otherwise be
possible.

XVI.   Handling the Pledge Card

It may take more than one solicitation to develop a
sizeable pledge. If the prospect desires more time to
discuss the gift with a spouse or financial advisor,
suggest that you will be glad to return at a mutually
convenient time to meet again for a few minutes to learn
of the decision. Do not leave the pledge card. Wait
until the follow-up visit to get the signed pledge.

XVII.   Acknowledgement of Gift

When the prospects have made their gift, advise them
that they will receive an acknowledgement of the total
gift at once and if it is to be pledged over a period of
time the office will confirm the understood method of
payment.

XVIII.   Reporting Results of Solicitation

When you have successfully completed a solicitation,
report the results to your Area Chairman as soon as
possible. This will facilitate sending a confirmation
of the gift and its terms and the appropriate thank you
letter to the donor. Do not wait until all of your
solicitations are complete to report your results.

XIX.   After the Solicitation is Completed '

The following day, if possible, write a brief
personal note to the prospect thanking them for their
gift, interest, and support.

ZENITH ELECTRONICS CORP
1000 MILWAUKEE AVE.
GLENVIEW, IL   60025
312 391-8860
(was Zenith Radio Corp.)

FORTUNE NO.: 220
ENGAGED IN THE DESIGN, DEVELOPMENT MANUFACTURE AND SALE OF CONSUMER
ELECTRONICS, INCLUDING TELEVISION RECEIVERS, VIDEO CASSETTE RECORDERS,
PARTS AND ACCESSORIES, CABLE PRODUCTS, INCLUDING ADDRESSABLE PAY TV,
DECODERS, ELECTRONIC STUDIO EQUIPMENT, TELETEXT AND VIDEOTEX DECORDERS
AND ENCODERS, CABLE TV MANAGEMENT AND BILLING SOFTWARE PRODUCTS AND
MARETS CONSUMER ELECTRONICS PRODUCTS IN KITS ALSO SELLS
MICROCOMPUTERS, RELATED PERIPHERAL EQUIPMENT.

INCOME STATEMENT

QUARTERLY REPORT FOR:	3/31/84	6/30/84	9/29/84
NET SALES	372,700,000	424,000,000	435,700,000
GROSS PROFIT	83,200,000	91,800.000	86,400,000
NET INCOME	22,062,176	220,892,939	22,141,230

OFFICERS

PEARLMAN, JERRY K./COB, PRES., CEO/45/$461,250
FISHER, WALTER C./COB/(RETIRED 3/31/84)
HORN, KARL H./EXEC.V.P., GENERAL OFFICER, GROUP PRES./$320,250
HANSEN, ROBERT B./EXEC. V.P., GEN. OFFICER/54/$299,250
FIORE, JOSEPH P./SEN. V.P., GENERAL OFFICER/$229,500
McCARTHY, GERALD M. /SEN. V.P./$181,833
MICHELOTTI, CARL A./SEN. V.P., GEN. OFFICER
DENTON, DAVID W./V.P./59
GRAHAM, HOWARD/V.P./39
KREIN, WILLIAM A./V.P., CONTROLLER/44

DIRECTORS/NOMINEES

BECKNER, HARRY G./56/NOMINEE
DAVIDSON, SIDNEY/65/NOMINEE
HORN, KARL H./61/EXEC. V.P., SUBSIDIARY OFFICER, NOMINEE/$320,250
SCHULTZ, ARTHUR W./63/NOMINEE
GUTHRIE, G. RALPH/57

ZENITH ELECTRONICS CORP
1000 MILWAUKEE AVE.
GLENVIEW, IL   60025
312 391-8860

SOLICITOR - Mr. Gogetter

MUSEUM NOTES: Michael O. has been in contact with William Nail
concerning a donation of equipment and corporate membership. Nothing
resolved.

NOTES:

MUSEUM ACTION:

RESULT TO DATE:

GENERAL NEWS UPDATE

Museum Events

Attic Sale, 9/12/85 time, short description
Eniac Birthday

Next Meeting Date

Special Mention

FRIDAY NIGHTS ARE FREE!

Boston Children's Museum

波城兒童博物館每星期五晚上由五時至九時免費開放。

博物館內各項活動和展覽,有趣生動,老幼咸宜。

Friday nights from 5-9 the Boston Children's Museum is free for everyone.

All ages will enjoy the Museum's many ~~par~~ and activities.
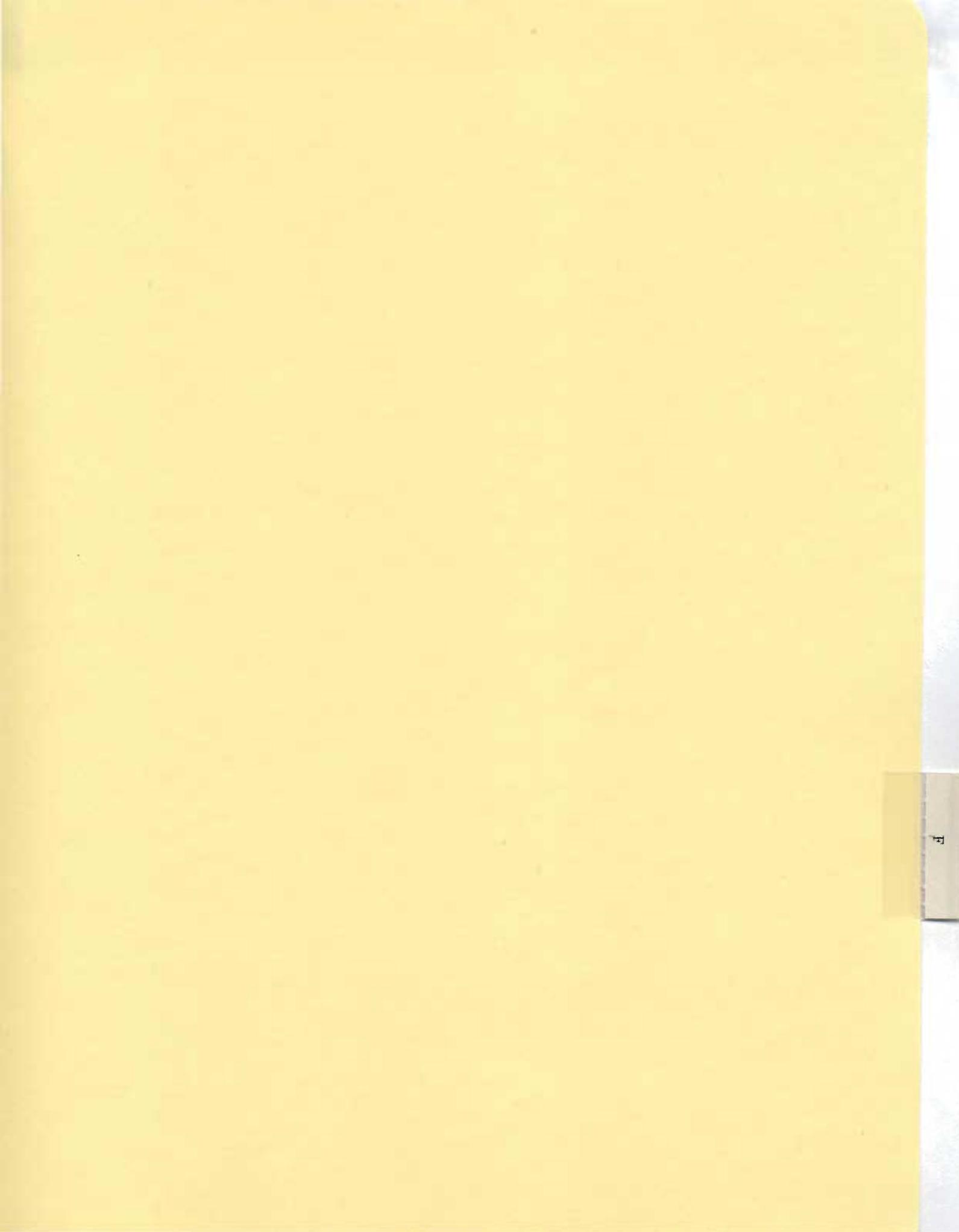
APPROACHING A PROSPECT

Fundraising is an art, not a science. While there are some techniques, there are no formulas. The successful solicitor is one who is able to convince a prospect that there is a compelling reason to donate money.

Solicitors often ask: Who do I ask? How do I ask? How much do I ask for?

1. **Who do I ask?**

   Any friend, acquaintance, or contact that you think may be interested in or could benefit from the mission or goal of the Museum or has benefited from the computer industry (see attached <u>Reasons for Giving</u> to The Computer Museum).

   Concentrate on individuals who you think can give at least $4K.

   The Museum has a list of over 400 prospects you can review as well as a list of donors to date.

2. **How do I ask?**

   This will depend on how well you know the prospect. The best approach, although not always possible, is face to face. While there are numerous possibilities, listed below are three approaches you may want to consider.

   a. <u>Call the prospect</u> to arrange a meeting. You may want to meet at the Museum--we have a private office, can provide a tour, and provide lunch or dinner.

   <u>At the meeting</u> you can use the Capital Campaign packet as a prop. While you are discussing certain aspects of the Museum, you can hand the appropriate sheet(s) to the prospect. Review the packet and decide which materials you will use. Start with the overview of the Museum (The Fact Sheet) and work towards the request for a gift. If your prospect is an individual, the last part of your presentation should be the pledge card with the individuals name on it. You may get a pledge then and there, or you may have to follow up later with a call. If the prospect respresents a <u>corporation, do not give them a pledge card</u>. Nine out of ten times a committee or the board of the corporation has to approve all donations. Negotiate with the prospect the amount of money the Museum should ask for and to whom a written request should be sent.

Follow up the visit with a thank you letter for the prospects time. If the individual has made a pledge, remember to acknowledge it. Let the Museum know your results--yes, no, more cultivation needed.

b.   Call the prospect to discuss the Museum and its Capital Campaign. After you have covered the highlights, tell him you will send a packet of information for his review.

Send the packet - Your cover letter can reiterate what you discussed during your phone conversation. You can also state how you are going to follow up--a call, a meeting, a visit to the Museum. Do not include a pledge card unless you expressly discussed the individual's gift when you spoke to them.

Follow up with a call, meeting, or museum visit, after your prospect has had the opportunity to review the packet. At this time, discuss the magnitude of the gift and either present or send the pledge card.

Follow up - same as in "a" above.

c.   Write to the prospect briefly describing the Museum and your desire to meet with him to discuss his involvement. Include only the white brochure with The Computer Museum on the cover.

At the meeting - same as in "a" above.

Follow up - same as in "a" above.

3.   How much do I ask for?

This is the most difficult question to answer. The Museum will research your prospects if you wish and provide previous giving patterns, assets, commitments, etc., at other institutions. We will provide you with the amounts others have contributed for comparison. All this may help, but a person's ability and their willingness to give may not coincide. It is the solicitors job to convince a prospect to give to his maximum. It is better to ask high then low, a donor can always come down, but he will not often go up.

1.8

New Book Is 'Road Map' to Truly Major Gifts
WHAT MOTIVATES A MILLION-DOLLAR DONOR?

More than 80 percent of all philanthropic dollars given in the United States come from living individuals. The rest come from bequests, corporations, foundations, etc.

And as fund-raising consultant Jerolds Panas points out, "giving is not a democratic procedure." In the usual capital campaign, about 80 percent of the dollars come from only 20 percent of the individual donors. So, most of the money you raise appears in the form of very large gifts from a small number of major donors. "How do you capture a large gift from a living individual?" Panas asks. "That's really the heart of a fund-raising program." (Panas is the chief executive officer of Jerold Panas, Young & Partners, Inc., a San Francisco-based consulting firm.)

To answer his own question, Panas has done the obvious; he has asked the donors themselves. He has interviewed 32 men and women who all have one thing in common; they each recently made a gift of over $1 million to a philanthropic cause. You'll recognize some of the names: Walter Annenberg, Alex Spanos, Walter A. Haas Jr., W. Clement Stone, Virginia Piper, James M. Gamble, Cyril Magnin, Mary G. Roebling, George Delacorte, and others. Basically, Panas asked these people to explain what motivated them to give. To back up his interviews, he also sent questionnaires asking fund-raising executives a similar question: "What motivated your $1 million donors to give?" About 1,000 executives answered. Then, calling on his own fund-raising experience, Panas described and interpreted the results of all this research in a fascinating new book entitled "Mega Gifts: Who Gives Them, Who Gets Them" (220 pp; 1983; $24.95; Pluribus Press, 160 E. Illinois St., Chicago, IL 60611; phone 312-467-0424).

Tenets. What emerges is a group of 65 tenets that Panas says "provide the road map, the signs and signals, which will direct you to securing major gifts for your institution." First, the book presents the interview material from which these tenets are distilled. This is done in interesting, easy, narrative style. Then, Panas summarizes the underlying messages — the reasons why some people make million-dollar gifts, and how the fund-raiser should go after them. Here are a few of these tenets, edited from his book by FRI.

• Be bold in your fund-raising. "Go after your top prospects with all the persistence...you can muster," Panas advises. • Recognize that individuals give emotionally, not cerebrally. "They do not give to needs. They give to dreams and dazzling visions." • Structure your campaign so your top 10 to 15 gifts will make up one-third of your total goal. • Know that "almost without exception, husbands and wives, together will discuss their major philanthropy." You may have two prospects to woo, not one. • Apparently, dedication to philanthropy is not passed on from one generation to the next. Only the money is passed on. You'll have to start from scratch again with the next generation. • It's hard to get an initial appointment to see a person who can give a million-dollar gift; so use your best possible contact to open the door. • The best solicitor is not necessarily a person who is a close friend of the prospect. But that friend may be a good one to make the appointment. • Children are not effective in soliciting their parents.

• The decision to give is spontaneous, "almost an immediate spark." • That decision will probably not be made on the first visit. • Watch for signals that will help you help the prospect sell himself on the idea of a gift. • You can spot potential "mega-givers" easily in the crowd; they seem to be filled with joy. • A person's first gift will rarely be a major gift. You must let small gifts grow into large ones.

• "Major donors give their largest gifts to those institutions where they serve on the Board or in an official capacity of some sort." • Major-gift donors tend to be driven by a sense of duty — a responsibility to give. • Such prospects "respond to vigorous and inspirational staff leadership." • Chief executive officers who do well at fund-raising, enjoy it. Those who don't, don't. • A "lower level" volunteer solicitor who is highly committed is usually more successful than an uncommitted higher level volunteer.

• Major donors experience a "spiritual sensation" from their giving, not necessarily religious, but rather a sense of righteousness. • While major donors may deny they seek recognition for their gifts, actually, for most donors, an appropriate expression of appreciation is important — especially, if you want another gift. Find ways to thank a major donor seven times for a gift, Panas advises. • "Asking for a gift during lunch or dinner is not effective." • Large donors do not tend to "bounce back and forth from one institution to another." • Exciting and daring programs sell — bold programs, but not controversial ones. • Your best prospects are those who have already given to you. • The financial stability of the institution is usually of prime importance to the donor.

• People don't give because of a feeling of guilt. • Major donors concede that there's "a tremendous amount of ego" involved in giving. "I urge you to play for the ego," Panas says. • A major donor must have a "compelling, driving belief" in your organization. • Donors want their gift to cause a significant change for good. • Don't take for granted that even prospects who are members of your "official institutional family" know all about what your institution is doing. • "Seed" gifts have great appeal, so show how a gift can generate additional gifts from others. • People give to successful institutions and popular programs. • "Mega-gifts are almost certain to be repeated." • Don't "push the sale." Listen carefully. Make the prospect's dreams match those of your cause. • Major donors look for a specific, important quality in a solicitor: integrity. • Big donors don't want to match the gifts of others, but they can be inspired by a challenge gift.

• For many major prospects, the fancier the campaign material, the less convincing it becomes. They prefer a strong and compelling verbal presentation, substantiated by simple written material. • Contrary to fund-raising lore, more than two people can make an effective solicitation visit. • People tend to be conservative with their giving while living, but they're apt to be less conforming in their bequests. • Major donors tend to take every advantage that the law offers to philanthropists. But there's evidence that tax advantages are not the primary force behind their giving. • You must ask for the gift.

FRI Notes. The majority of Panas's book is based on interviews and told in first-person, story form. That's the right way to teach major-gift solicitation. The stories give the reader an intimate "feel" for the subtle mechanisms that motivate truly major donors. They're written so well they're even interesting reading for a non-fund-raiser. And Panas is perceptive. Over and over, he sees through what the interviewee is saying, spotting the basic underlying truth that often lingers unsaid. The reader comes away with a candid, behind-the-scenes understanding of what makes a major donor tick. And this understanding can be of extreme, practical value to the fund-raiser or volunteer who eventually must solicit, or organize the solicitation of, a million-dollar gift.

THE CAPITAL CAMPAIGN
BENEFITS AND COMMEMORATIVE OPPORTUNITIES

All donors of <u>4K or more</u> will receive:

4K - $4,096
   - membership in the "Core Club" with invitations to special events
   - recognition in the Quarterly Report
   - gift of a 1K Core memory embedded in lucite
   - permanent recognition in the Museum by burning the name into ROM
     and donors of <u>$10,000 or more</u> can:

$10,000
   - name an operational exhibit: the simulation of the Apollo
     Guidance Computer, the interactive core memory, etc.

$25,000
   - commission the Museum's lobby graphic mural

$50,000
   - name an exhibit: a decade of The Timeline, Mainframe Computer
     Room, etc.
   - name a mini-theater(2)

$100,000
   - name a collection of calculators, analog devices, memories, etc.

$250,000
   - endow a named visiting scholar fellowship
   - endow the maintenance and preservation of a major artifact (TX-0,
     the first full-scale transitorized computer)

$350,000
   - name the Museum Main Lobby

$500,000
   - name a gallery
   - endow the free admission program for the public on Saturday
     mornings

$750,000
   - name the Auditorium
   - endow a named senior research fellowship

$1,000,000
   - name the Library and Archives
   - name a rooftop members' facility

AJ.1.50
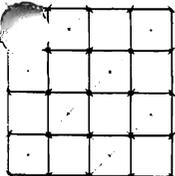
THE COMPUTER MUSEUM

$10,000,000
$9,000,000
$8,000,000
$7,000,000
$6,000,000
$5,000,000
$4,000,000

$3,352,124

CAPITAL CAMPAIGN

August 14, 1985

C O N F I D E N T I A L
THE COMPUTER MUSEUM
LEADERSHIP GIFTS AND PLEDGES
August 8, 1985

	PLEDGE	TOTAL RECEIVED	TOTAL PLEDGED	
Board/Trustees				
1 @ 500,000		184,421	500,000	Bell
1 @ 207,325		206,325	207,325	Olsen(DEC)
1 @ 200,000		40,000	200,000	Mead
1 @ 80,000		68,250	118,250	Poduska
1 @ 50,000		54,940	50,000	Noyce
1 @ 27,000		10,000	27,000	Klein
1 @ 20,000		20,000	20,000	Kapor (100,000)
1 @ 13,000		10,000	13,000	Johnson
1 @ 10,575		10,575	10,575	Tomash
1 @ 10,500		10,500	10,500	Bloch(IBM)
1 @ 10,000		8,000	10,000	Everett
1 @ 8,596		4,356	8,596	McKenney
1 @ 6,000		6,000	6,000	Donaldson
1 @ 5,040		1,380	5,040	Sammett(IBM)
2 @ 5,000		6,400	10,000	Bachman/Knowles
1 @ 4,096		4,096	4,096	Lacey
3 @ 1,000		2,000	3,000	Rotenberg/Selfridge/Cragon
		647,243	1,203,382	
Individuals				
1 @ 51,500		51,500	51,500	Burkhardt
1 @ 32,000		32,000	32,000	Fisher
1 @ 30,000		30,000	30,000	Richardson
4 @ 25,000		35,000	100,000	Drane/Nelson/Sporck/Severino
1 @ 19,800		19,800	19,800	Smart
1 @ 19,000		19,000	19,000	Sutherland
1 @ 18,000		18,000	18,000	Metcalfe
1 @ 16,384		4,096	16,384	Watson
1 @ 10,378		10,378	10,378	Ross
1 @ 10,356		10,356	10,356	Anderson
1 @ 10,111		10,111	10,111	Olsen
1 @ 10,000		9,841	10,000	Hindle
1 @ 8,192		4,225	8,192	Jones(DEC)
4 @ 5,000		14,000	20,000	Congleton/Maguire/Marrill/McCracken
1 @ 4,494		4,494	4,494	Forrester
19 @ 4,096		20,824	77,824	Chinn/Claussen/D'Arbelof/deValpine/ deVitry/Hendrie/Kent/Kilby/Koogler/ Linsalata/Mallery/McWilliams/Morril/ Perkins/Price/Sites/Shugart/ Thorndike(DEC)/Waite/Wiggins
1 @ 4,061		4,061	4,061	Cheheyl
2 @ 4,000		2,000	8,000	Payne/Wolfson
37 @ <4,000		19,650	29,550	
		319,336	479,650	

	PLEDGED	TOTAL RECEIVED	TOTAL PLEDGED	
Corporations				
1 @	800,000	200,000	800,000	Digital Equipment
1 @	246,000	--	246,000	ComputerLand
2 @	100,000	25,000	200,000	Data General/Wang
1 @	90,000	15,000	90,000	Apollo Computer
1 @	60,000	20,000	60,000	MITRE
3 @	50,000	65,000	150,000	Bank of America/IDG/AT&T
1 @	40,000	40,000	40,000	Control Data
1 @	25,000	12,500	25,000	Boston Globe
2 @	10,000	5,000	20,000	Software Results/INDEX
1 @	5,000	5,000	5,000	Gaston Snow
7 @	4,096	22,504	28,672	3COM Corporation/Ford Motor Co/ Houghton/Mifflin/Microsoft/ Int'l Computers Ltd/ General Systems/Regis McKenna
4 @	4,000	6,000	16,000	American Mgmt System/Meditech/New York Air/Nolan, Norton & Co.
1 @	3,500	3,500	3,500	Boris Color Lab
1 @	2,480	2,480	2,480	DECUS
1 @	2,000	2,000	2,000	Draper Labs
		---------	---------	
		423,984	1,688,652	

Foundations				
		10,000	10,000	Systems Development Foundation
		---------	---------	
		10,000	10,000	

TOTALS TO DATE		1,400,563	3,381,684	
		=========	=========	

AJ.DEVMEET.LEADERSHIP.3/85

THE COMPUTER MUSEUM
CAPITAL CAMPAIGN GOALS ($)
Chairman – Gus Klein

	1/84– 7/85	2/86	2/87	3/88	AREA TOTAL
BOSTON					
(non-computer)		250,000	200,000	250,000	700,000
Chairman, G. Keonig					
company	37,596	75,000	75,000	75,000	
individual	51,686	175,000	125,000	175,000	
pledge	89,282				
EASTCOAST		750,000	600,000	650,000	2,000,000
Chairman, P. Severino					
company	1,288,672	300,000	200,000	200,000	
individual	318,646	450,000	400,000	450,000	
pledge	1,607,318				
CENTRAL		300,000	250,000	350,000	900,000
Chairman,					
company	54,096	150,000	125,000	150,000	
individual	16,384	150,000	125,000	200,000	
pledge	70,480				
WESTCOAST		400,000	500,000	600,000	1,500,000
Chairman, Gene Brewer					
company	314,192	150,000	200,000	250,000	
individual	59,288	250,000	300,000	350,000	
pledge	373,480				
INTERNATIONAL		300,000	350,000	350,000	1,000,000
Chairman					
company	4,096				
individual	4,096				
pledge	8,192				
DIRECTORS/TRUSTEES		150,000	400,000	400,000	950,000
pledge	1,203,382				
PLEDGE YEAR TOTAL	3,352,134				
	=========				
YEAR TOTAL		2,150,000	2,300,000	2,600,000	7,050,000
		=========	=========	=========	=========

CAPITAL CAMPAIGN

August 14, 1985

Total Campaign

Percentage Raised

THE COMPUTER MUSEUM
CAPITAL CAMPAIGN

$1,875,000

$3,500,000

$970,000

$1,008,000

International

$790,000

Boston

Directors/Trustees
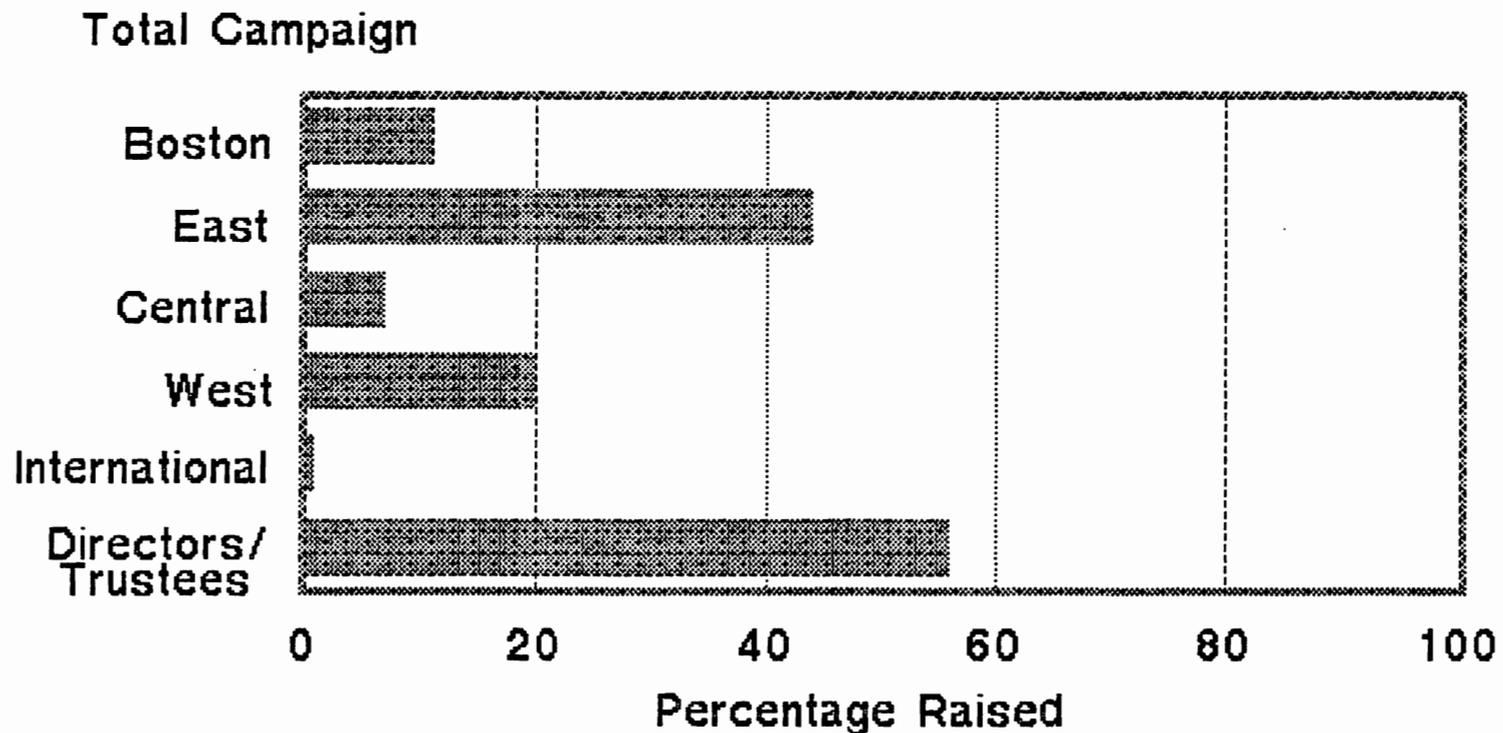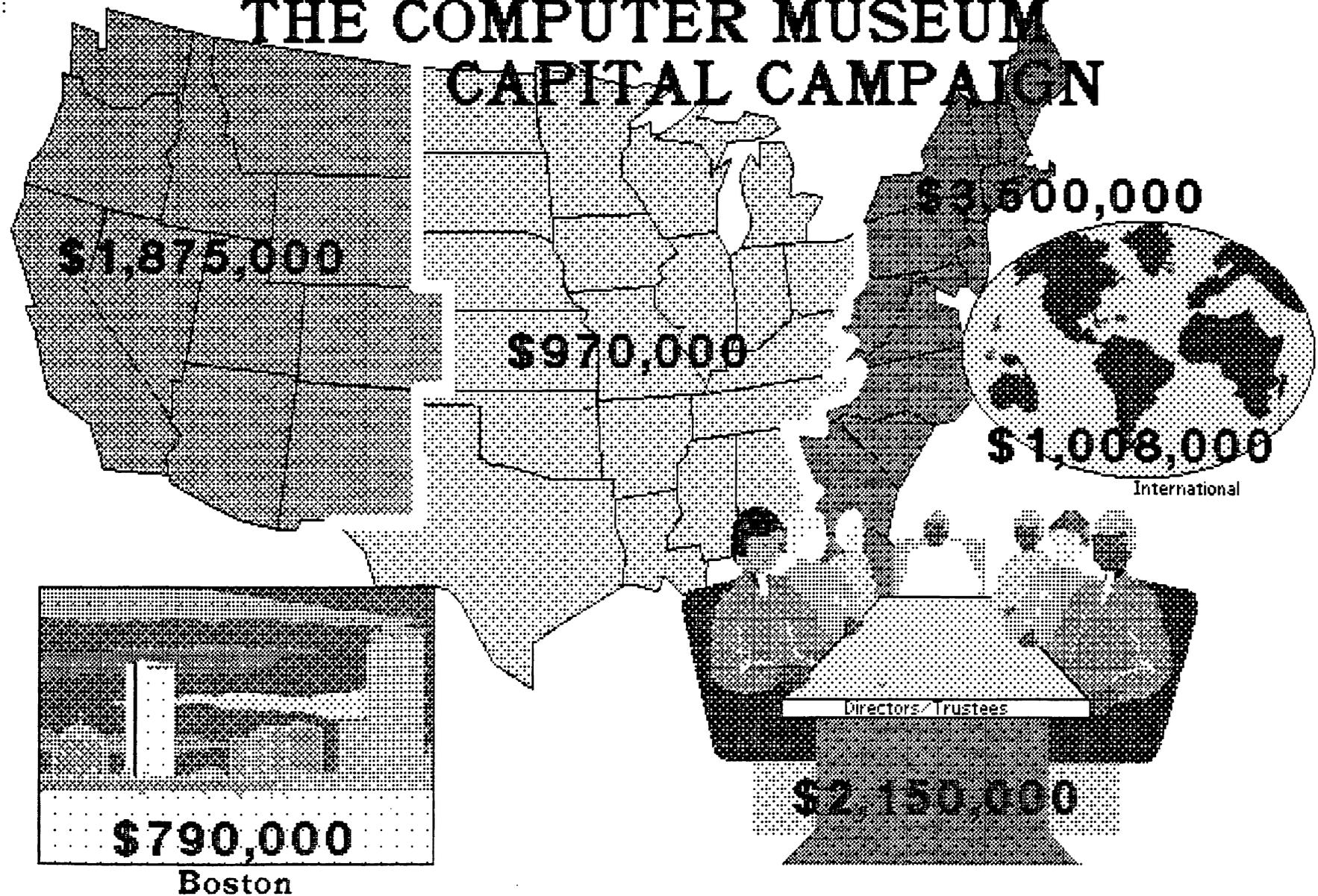
$2,150,000

THE COMPUTER MUSEUM

CAPITAL CAMPAIGN GIFT TARGETS
INDIVIDUALS

	RAISED				GIFT TARGETS	
1 @	$500,000	$500,000		3 @	$500,000	$1,500,000
2 @	200,000*	400,000		4 @	200,000	800,000
2 @	100,000**	200,000		4 @	100,000	400,000
2 @	50,000*	100,000		4 @	50,000	200,000
3 @	30,000**	90,000		7 @	30,000	210,000
4 @	25,000**	100,000		7 @	25,000	175,000
3 @	20,000*	60,000		7 @	20,000	140,000
2 @	15,000	30,000		14 @	15,000	210,000
9 @	10,000	90,000		23 @	10,000	230,000
9 @	5,000	45,000		23 @	5,000	115,000
22 @	4,096	90,000		55 @	@4,096	225,280
41 @	<4,096	40,000				

TOTAL   1,745,000   4,205,280

* = 1 CEO

AJ:PR.GO

CAPITAL CAMPAIGN

CAPITAL CAMPAIGN GIFT TARGETS
CORPORATIONS

ACTUAL TO DATE		NEEDED COMMITMENTS 3 YEARS	
DEC	$800,000	1 @ $500,000	$500,000
ComputerLand	246,000	2 @ $250,000	$500,000
DG	100,000	3 @ $150,000	$450,000
Wang	100,000	4 @ $100,000	$400,000
Apollo	90,000	8 @ $50,000	400,000
MITRE	60,000	14 @ 25,000	350,000
3 @ 50,000	150,000	25 @ 10,000	250,000
1 @ 40,000	40,000		
1 @ 25,000	25,000		
2 @ 10,000	20,000		
11 @ 4,096	45,000		
TOTAL	1,676,000		2,850,000
	=========		=========

THE COMPUTER MUSEUM
CORPORATION/FOUNDATION DONATION HISTORY
August 21, 1985

BOSTON (non-computer)

Company Name	State	Operating (FY 83-85)	(FY 86)	Capital Campaign In-kind	$$$
Capital Campaign					
Boris Color Labs	(MA)	3,500			3,500
Boston Globe	(MA)		1,000		25,000
Gaston Snow & Ely Bartlett	(MA)				5,000
Houghton Mifflin	(MA)				4,096
Operating - Current Membership					
Addison Wesley	(MA)		3,000		
Bank of Boston	(MA)		10,000		
Citicorp (USA), Inc.	(MA)		1,000		
Dane, Falb, Stone & Co.	(MA)		1,000		
Investments Orange Nassau, Inc.	(MA)		1,000		
Little, Arthur D., Inc.	(MA)		2,500		
Prudential Insurance Company	(MA)		3,000		
ZRB Publications	(MA)		1,000		
Operating - Expired Membership					
Polaroid Corporation	(MA)	6,000		*	
Dick Reno, Inc.	(MA)	2,500			
Tobin Food Services	(MA)	7,500			
Venture Founders Corporation	(MA)	2,500			
In-kind Only					
Almac Moving & Storage	(MA)			*	
Coopers & Lybrand	(MA)			*	
Germaine-Lawrence-DRK, Inc.	(MA)			*	
Rossin Greenberg Seronick and Hill	(MA)			*	

CAPITAL CAMPAIGN INDIVIDUALS
Leadership

BOSTON (non-computer)

Fontaine Richardson Eastech Management Company	MA	30,000
William Congleton Palmer Organization	MA	5,000
Jean E. deValpine Memorial Drive Trust	MA	4,096
Ralph Linsalata American Research & Development	MA	4,096
Prof. Jay Forrester MIT	MA	4,494
William Wolfson Financial-Technical Assistant Company	MA	4,000

BOSTON VENTURES MANAGEMENT, INC.
45 Milk Street, 5th Flr., Boston, MA 02109
(617) 292-8125

    Anthony J. Bolland
    Roy E. Coppedge, III
    William F. Thompson
    Richard C. Wallace
    James M. Wilson

BURR, EGAN, DELEAGE & CO.
One Post Office Square, Suite 3800, Boston, MA 02109
(617) 482-8020

    Brion B. Applegate
    Craig L. Burr
    William P. Egan
    Frank Kenny
    Esther Sharp

THE CHARLES RIVER PARTNERSHIPS
133 Federal Street, Suite 602, Boston, MA 02110
(617) 482-9370

    Richard M. Burnes, Jr.
    Donald W. Fedderson
    Robert F. Higgins
    Robert A. Maeder
    John T. Neises

CHATHAM VENTURE CORP.
450 Bedford St., Lexington, MA 02173
(617) 863-0970

    Stephen J. Gaal
    Euan C. Malcolmson

CHURCHILL INTERNATIONAL
9 Riverside Road, Weston, MA 02193
(617) 893-6555

    David Morgan Smith

CLAFLIN CAPITAL MANAGEMENT, INC.
185 Devonshire Street, Boston, MA 02110
(617) 426-6505

    Thomas M. Claflin, II
    Lloyd C. Dahmen
    Joseph Stavenhagen

EASTECH MANAGEMENT COMPANY, INC.
One Liberty Square, 9th Flr., Boston, MA 02109
(617) 338-0200

    Fontaine K. Richardson
    Michael H. Shamahan
    G. Bickley Stevens, III

2

FANEUIL HALL ASSOCIATES
One Boston Place, Boston, MA 02108
(617) 723-1955

    David T. Riddiford

FIDELITY VENTURE ASSOCIATES, INC.
82 Devonshire Street, Boston, MA 02109
(617) 726-0450

    Samuel W. Bodman
    Peter D. Danforth
    William R. Elfers
    Thomas F. Stephenson
    Donald Young

FIN-TECH
36 Washington Street, #350, Wellesley Hills, MA 02181
(617) 237-7762

    Robert L. Massard
    William Wolfson

FIRST CAPITAL CORPORATION OF BOSTON
100 Federal Street, Boston, MA 02110
(617) 434-2442

    Diana H. Frazier
    Edwin M. Kania, Jr.
    Charles R. Klotz
    Jeffrey W. Wilson

FIRST CAPITAL CORPORATION OF CHICAGO
133 Federal Street, 6th Flr., Boston, MA 02110
(617) 542-9185

    William J. Hunckler, III
    Kevin M. McCafferty
    David E. Mosher
    Darius G. Nevin

FLEET VENTURE RESOURCES, INC.
111 Westminster Street, Providence, RI 02903
(401) 278-6770

    Margaret A. DePodwin
    Carlton B. Klein
    Robert M. Van Degna

GRANITE STATE CAPITAL
10 Fort Eddy Road, Concord, NH 03301
(603) 228-9090

    Stuart D. Pompian

3

GRAY CAPITAL CORP.
268 Summer Street, Boston, MA 02110
(617) 423-3030
   Paul M. Jones
   Michael Leavitt
   Barry Schlossberg

GREYLOCK MANAGEMENT CORPORATION
One Federal Street, Boston, MA 02110
(617) 423-5525
   Howard E. Cox, Jr.
   William Elfers
   Daniel S. Gregory
   William W. Helman
   Robert P. Henderson
   Henry F. McCance
   David N. Strohm
   Charles P. Waite

GRYPHON MANAGEMENT CO.
20 Park Plaza, Suite 711, Boston, MA 02116
(617) 542-9130
   William F. Aikman
   Edward B. Lurier
   Arthur M. Vash

HAMBRECHT & QUIST
One Hollis Street, Suite 102, Wellesley, MA 02181
(617) 237-2099
   Robert M. Morrill
   Elizabeth T. O'Brien
   Patrick J. Sansonetti

HAMBRO INTERNATIONAL VENTURE FUND
One Boston Place, Suite 923, Boston, MA 02106
(617) 722-7055
   Richard A. D'Amore
   Robert S. Sherman

**JOHN HANCOCK VENTURE CAPITAL
   MANAGEMENT, INC.**
200 Clarendon Street, P. O. Box 111, Boston, MA 02117
(617) 421-6760
   William A. Johnston
   Edward W. Kane
   Robert J. Lepkowski
   Nancy C. Raulston
   D. Brooks Zug

4

INVESTMENTS ORANGE NASSAU
One Post Office Square, Suite 1760, Boston, MA 02109
(617) 451-6220
   John D. Blackburn
   Linda S. Linsalata
   Gregory B. Peters
   Frederick L. Russell
   Richard D. Tadler
   Joost E. Tjaden

**INVESTORS IN INDUSTRY CORPORATION
   (3I CORP)**
99 High Street, Suite 1200, Boston, MA 02110
(617) 542-8560
   Frederick H. Fruitman
   William N. Holm, Jr.
   Russ J. Salisbury
   David R. Shaw
   David Warnock

MAINE CAPITAL CORPORATION
Seventy Center Street, Portland, ME 04101
(207) 772-1001
   David M. Coit

MASSACHUSETTS BUSINESS DEVELOPMENT CORP.
One Boston Place, Boston, MA 02108
(617) 723-7515
   Fred Stockwell

MASSACHUSETTS CAPITAL RESOURCE COMPANY
545 Boylston Street, Boston, MA 02116
(617) 536-3900
   Richard W. Anderson
   John W. Burgess
   Kevin J. Dougherty
   Kenneth J. Lavery
   William J. Torpey, Jr.

**MASSACHUSETTS TECHNOLOGY DEVELOPMENT
   CORPORATION**
84 State Street, Suite 500, Boston, MA 02109
(617) 723-4920
   Robert J. Crowley
   Jeffrey Davison
   John F. Hodgman
   Laura Morrissette
   Jeff S. Wallace

5

MATRIX PARTNERS L.P.
One Post Office Square. Suite 3840. Boston. MA 02109
(617) 482-7735

    Paul J. Ferri
    W. Michael Humphreys

MEMORIAL DRIVE TRUST
20 Acorn Park. Cambridge. MA 02140
(617) 864-5770

    Schorr Berman
    Jean E. de Valpine
    Jay V. Senerchia
    Paul D. Shuwall

MORGAN HOLLAND VENTURES
One Liberty Square. 8th Flr.. Boston. MA 02109
(617) 423-1765

    John A. Delahanty
    Thayer Francis. Jr.
    Daniel J. Holland
    James F. Morgan
    Robert L. Rosbe. Jr.

NARRAGANSETT CAPITAL CORPORATION
40 Westminster Street. Providence. R.I. 02903
(401) 751-1000

    Gregory P. Barber
    Paul A. Giusti
    Judith P. Gregory
    William P. Lane
    Arthur D. Little
    Robert D. Manchester
    Geraldine M. McNulty
    Jonathan M. Nelson
    Robert B. Stockman
    Leon D. Vancini
    Roger A. Vandenberg

NEW ENGLAND CAPITAL CORPORATION
One Washington Mall. 7th Flr.. Boston. MA 02108
(617) 722-6400

    Thomas A. Ballantyne
    Melvin W. Ellis
    Z. David Patterson
    Thomas C. Tremblay

OXFORD PARTNERS
72 Cummings Point Road. Stamford. CT 06902
(203) 964-0592

    Stevan A. Birnbaum
    William R. Lonergan
    Kenneth W. Rind
    Cornelius T. Ryan

6

PAINE WEBBER VENTURES
   (AMPERSAND ASSOCIATES)
100 Federal Street. 31st Flr.. Boston. MA 02110
(617) 423-8000

    Daniel Alexander
    Richard A. Charpie
    William C. Mills. III
    Merlin D. Schulze

THE PALMER ORGANIZATION
300 Unicorn Park Drive. Woburn. MA 01801
(617) 933-5445

    Karen S. Camp
    William H. Congleton
    Michael T. Fitzgerald
    Stephen J. Ricci
    Alison J. Seavey
    John A. Shane

PLANT RESOURCES VENTURE FUND
175 Federal Street. Boston. MA 02110
(617) 542-5005

    John R. Hesse
    Richard C. McGinty
    Richard O. Von Werssowetz

RIHT CAPITAL CORPORATION
One Hospital Trust Plaza. Providence. RI 02903
(401) 278-8000

    Robert A. Comey
    Peter D. Van Oosterhout

TA ASSOCIATES
45 Milk Street. Boston. MA 02109
(617) 338-0800

    Peter A. Brooke
    John L. Bunce. Jr.
    Richard H. Churchill. Jr.
    William P. Collatos
    Brian J. Conway
    David D. Croll
    Robert W. Daly
    Arthur G. Epker. III
    Stephen F. Gormley
    Donald J. Kramer
    C. Kevin Landry
    P. Andrews McLane
    Jacqueline C. Morby
    Tina B. Shealy
    James F. Wade
    Linda Wisnewski

7

TRANSATLANTIC CAPITAL CORPORATION
24 Federal Street, 4th Floor, Boston, MA 02109
(617) 482-0015
>   John O. Flender
>   Bayard Henry

TURNER REVIS ASSOCIATES
14 Union Wharf, Boston, MA 02109
(617) 227-9734
>   Catherine O. Johnson
>   Kenneth J. Revis
>   John G. Turner

UNC VENTURES, INC.
195 State Street, Suite 700, Boston, MA 02109
(617) 723-8300
>   Edward Dugger, III
>   Ursula Z. Loucks
>   Laurence C. Morse
>   James W. Norton, Jr.
>   Elaine Politis
>   Raja Rajagopal

UST CAPITAL CORPORATION
40 Court Street, Boston, MA 02108
(617) 726-7260
>   Richard W. Kohn
>   Arthur F. F. Snyder

VENTURE CAPITAL FUND OF NEW ENGLAND
  (FARRELL, HEALER & CO.)
100 Franklin Street, Boston, Mass. 02110
(617) 451-2575
>   Richard A. Farrell
>   Harry J. Healer, Jr.
>   E. Janice Leeming

VENTURE ECONOMICS, INC.
16 Laurel Ave., P. O. Box 348, Wellesley Hills, MA 02181
(617) 431-8100
>   Jane K. Morris
>   Stanley K. Pratt

8

VENTURE FOUNDERS CORP.
100 Fifth Avenue, Waltham, MA 02154
(617) 890-1000
>   Alexander L. M. Dingee, Jr.
>   Joseph M. Frye
>   Edward Getchell
>   John O. Peterson
>   David T. Riddiford
>   Leonard E. Smollen
>   Ross Yeiter
>   Michael Zeldin

WORCESTER CAPITAL CORPORATION
416 Main Street, Worcester, MA 06108
(617) 853-5305
>   W. Kenneth Kidd

9

THE COMPUTER MUSEUM
CORPORATION/FOUNDATION DONATION HISTORY
August 21, 1985

<u>EASTCOAST</u>

Company Name	State	Operating (FY 83-85)	(FY 86)	Capital Campaign In-kind	Capital Campaign $$$
Capital Campaign					
American Management System	(VA)				4,000
Apollo Computer, Inc.	(MA)	2,500			90,000
AT&T	(NJ)			*	50,000
Data General	(MA)	5,000		*	100,000
DECUS	(MA)	5,000	2,500		2,480
Digital Equipment Corp.	(MA)	480,000	240,000	*	800,000
Draper Laboratories	(MA)		3,000		2,000
General Systems Group, Inc.	(NH)	2,500			4,096
Index Systems	(MA)				10,000
International Data Group	(MA)	2,500		*	50,000
Meditech	(MA)				4,000
Microsoft	(WA)				4,096
MITRE Corporation	(MA)	7,500			60,000
New York Air	(NY)				4,000
Nolan, Norton, Co.	(MA)				4,000
Wang Laboratories, Inc.	(MA)	5,000			100,000

EASTCOAST

Company Name	State	Operating (FY 83-85)	(FY 86)	Capital Campaign In-kind	$$$

Operating - Current Membership

Company Name	State	(FY 83-85)	(FY 86)	In-kind	$$$
Adage, Inc.	(MA)		3,000	*	
Analog Devices	(MA)		1,000		
Autographix	(MA)		1,000	*	
Bitstream, Inc.	(MA)		3,000	*	
Bolt, Beranek and Newman	(MA)	5,000	1,000		
Cullinet	(MA)		1,000		
General Computer Company	(MA)		3,000	*	
Honeywell Information Systems	(MA)		10,000		
IBM Corp.	(NY)	15,000	15,000	*	
IEEE Computer Society	(MD)	5,000	2,500		
Manufacturers Hanover	(NY)		1,500		
MASSCOMP	(MA)	2,500	3,000	*	
McGraw-Hill, Inc.	(NY)	2,500	2,500		
Micro Control System	(CT)		1,000	*	
Microsource Financial	(MA)		1,000		
Pencept, Inc.	(MA)		1,000	*	
Prime Computer, Inc.	(MA)	2,500	2,500	*	
Stratus Computer, Inc.	(MA)	2,500	2,000	*	
Teradyne, Inc.	(MA)		1,000		
The Travelers Companies	(CT)	2,500	25,000	*	
XRE Corporation	(MA)		1,000		

EASTCOAST

Company Name	State	Operating (FY 83-85)	(FY 86)	Capital Campaign In-kind	$$$

Operating - Expired Membership

Company Name	State	(FY 83-85)	(FY 86)	In-kind	$$$
ADP, Inc.	(NJ)	2,500			
AFIPS, Inc.	(VA)	5,000			
Analogic Corporation	(MA)	2,500			
Association of Computing Mach.	(NY)	2,500			
Codenoll Technology Corp.	(NY)	2,500			
Commodore Bus. Machines, Inc.	(PA)	2,500		*	
Computer Science Press	(MD)	2,500		*	
Expoconsul International, Inc.	(NJ)	2,500			
GTE Data Services, Inc.	(FL)	2,500			
Interlan, Inc.	(MA)	2,500		*	
ITT Corp.	(NY)	5,000			
OMNI Publications	(NY)	2,500			
PCK Technology Division	(NY)	2,500			
Recording & Statistical Corp.	(MA)	2,500		*	
Schlumberger Horizons, Inc.	(NY)	5,000			
Symbolics, Inc.	(MA)	2,500			
Xerox	(CT)	2,500			

		Operating		Capital Campaign	
Company Name	State	(FY 83–85)	(FY 86)	In-kind	$$$

EASTCOAST

In-kind Only

Company Name	State	(FY 83–85)	(FY 86)	In-kind	$$$
Altek Corporation	(MD)			*	
Artel Communications Corp.	(MA)			*	
CADCentre, Ltd.	(MA)			*	
Creative Solutions	(MD)			*	
Fiber Optic Communcations	(MA)			*	
Fibronics International, Inc.	(MA)			*	
Jerry Valenta & Sons, Inc.	(NJ)			*	
Learning Corp of America	(NY)			*	
LexidataCorp	(MA)			*	
MOCO, Inc.	(MA)			*	
Mono Systems Corp.				*	
Nike, Inc.	(NH)			*	
Omnibus Computer Graphics Center, Inc.				*	
Siecor Corporation	(MA)			*	
SIGGRAPH	(MA)			*	
Sony	(NJ)			*	
Summagraphics Corp.	(CT)			*	
VCA Teletronics	(NY)			*	
Visual Technology, Inc.	(MA)			*	

* in-kind = hardware, software, services, artifacts and other equipment

CAPITAL CAMPAIGN INDIVIDUALS
Leadership

EASTCOAST

Henry Burkhardt Encore Computer	MA	51,500
Kenneth Fisher Encore Computer	MA	32,000
Douglas Drane	MA	25,000
David Nelson Apollo Computer, Inc.	MA	25,000
Paul Severino Interlan, Inc.	MA	25,000
Ronald Smart Digital Equipment Corp.	MA	19,800
Ivan Sutherland	PA	19,000
Steve Watson	MA	16,384
Douglas Ross Softech, Inc.	MA	10,378
Harlan Anderson	CT	10,356
Stanley Olsen Cynosure Corporation	FL	10,111
Winston Hindle, Jr. Digital Equipment Corp.	MA	10,000
John Allen Jones(DEC) Digital Equipment Corp.	MA	8,192
John Maguire	MA	5,000
Thomas Marill Computer Corporation of America	MA	5,000
Daniel McCracken	NY	5,000
Robert Claussen Encore Computer	MA	4,096
Alex D'Arbelof Teradyne	MA	4,096
Gardner Hendrie	NH	4,096

Allan Kent Digital Equipment Corp.	MA	4,096
David Koogler Data General	MA	4,096
Richard Mallery Professional Press	PA	4,096
Edward Perkins Digital Equipment Corp.	MA	4,096
Richard Sites Digital Equipment Corporation	MA	4,096
Del Thorndike Digital Equipment	MA	4,096
R.S. Cheheyl	MA	4,061

---

1 Access Technology, Inc.   Allen Kluchman, President

    W: 655-9191 **H:**   **O:**
    AD: 6 Pleasant Street,So. Natick, MA 01760
    RESULT TO DATE:
    NOTES:

2 Adams-Russell Co., Inc   Allen Worters, Div. Gen. Mgr.

    W: 617 891-4700 **H:**   **O:**
    AD: 1370 Main St.,Waltham, MA   02154
    RESULT TO DATE:
    NOTES: Hardware

3 Addresograph Farrington, Inc.   Charles W. Doulton, Chairman

    W: 617-963-8500 **H:**   **O:**
    AD: Randolph Industrial Park,Randolph, MA   02368
    RESULT TO DATE:
    NOTES: Code R

4 ADR Services, Inc.   Walter S. Cox, President

    W: 703 281-2000 **H:**   **O:**
    AD: 800 Follin Lane,Vienna, VA 22180
    RESULT TO DATE:
    NOTES: S

5 Aetna Life and Casualty   Jack J. Jackson, Asst. VP

    W: 203-273-0123 **H:**   **O:**
    AD: 151 Farmington Avenue, Hartford, CT 06156
    RESULT TO DATE:
    NOTES: 10/22/84 prop. MO, 1/7/84 MO let.

6 AGS Computers, Inc.   Joseph Abrams, President

    W: 201-654-4321 **H:**   **O:**
    AD: 1139 Spruce Dr., Mountainside, NJ   07092
    RESULT TO DATE:
    NOTES: Code S

---

7 Akzona Inc   Claude Ramsay,

    W: 704-258-5500 **H:**   **O:**
    AD: North Pack Sq.,Asheville, N.C. 28802
    RESULT TO DATE:
    NOTES: sizE $240M, electronics, sub AKZO N.V. Holland, 1/3/85 sent
    corp membership brochure

8 Allen Group   Walter H. Kissinger, V. Chr.

    W: 516-293-5500 **H:**   **O:**
    AD: 534 Broadhollow Rd.,Melville, NY 11746
    RESULT TO DATE:
    NOTES: J. Chisholm Lyons, size $102M electronics out of $315, 1/3/85
    sent corp memb broch

9 Allied Corporation   Edward L. Hennessy, Jr., Chr. & CEO

    W: 201-435-2000 **H:**   **O:**
    AD: Columbia Road & Park Avenue,Morristown, NJ, 07960
    RESULT TO DATE:
    NOTES: size $195M, 1/3/85 sent corp memb brochure

10 Allied Information systems   Ronald Ritchie, President

    W: 203 386-2000 **H:**   **O:**
    AD: 35 Nutmeg Drive,Trumbull, CT   06609
    RESULT TO DATE:
    NOTES: Code BR

11 Almo Electronics Corporation   Gene Chaiken, President

    W: (215) 698-4000 **H:**   **O:**
    AD: 9815 Roosevelt Blvd.,Philadelphia, PA   19114
    RESULT TO DATE:
    NOTES: R

12 Alpha Software Corp.   Richard Rabins,

    W: 229-2924 **H:**   **O:**
    AD: 30 B Street,Burlington, MA   01803
    RESULT TO DATE:
    NOTES: 1/3 Gwen letter, call after 1/23

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13 American Express   Ms. Lee Whitebeth Selerno,

  W: H: **O:**
AD: American Express Plaza, 19th Floor,New York, NY 10004
RESULT TO DATE:
NOTES: B. Erie letter, 2/21/84, Museum has guidelines

14 Ametek Inc   John H. Lux, Pres.

  W: 212-935-8640 **H:**   **O:**
AD: 470 Park Ave,New York, NY 10022
RESULT TO DATE:
NOTES: Robert L. Noland, $92M electronics out of 423, 1/3/85 - sent
corp memb brochure

15 AMF Electro-Components Division L.N. Lengen,

  W: H: **O:**
AD: 195 McGregor St.,Manchester NH 03102
RESULT TO DATE:
NOTES: subsidiary AMF, 1/3/85 sent corp memb broch

16 AMF Inc   W. Thomas York, Pres

  W: 916-694-9000 **H:**   **O:**
AD: 777 Westchester,White Plains, NY 10604
RESULT TO DATE:
NOTES: Wm. P. Sovey, size $184 electronics out of $1054, 1/3/85 sent
corp memb broch

17 AMP Inc.   Walter F. Raab, Ch Exec

  W: 717-564-0100 **H:**   **O:**
AD: Eisenhower Blvd,Harrisburg, PA 17105
RESULT TO DATE:
NOTES: J. P. Brenner, Pres Harold A McInnes, size $1.23B, 1/3/85 sent
corp memb brochure

18 Amperex Electronics corp.   Bob Klonsas, President

  W: 914-246-2811 **H:**   **O:**
AD: 5083 Kings Highway,Saugerties, NY   12477
RESULT TO DATE:
NOTES: Code H

19 Anilam Electronics Corp.   Jay Malina, President

    W: 305 592-2727 **H:**   **O:**
    AD: 5625 N.W. 70th Ave.,Miami, FL   33166
    RESULT TO DATE:
    NOTES: Code R

20 Applicon   Donald Feddersen, President

    W: 617 272-7070 **H:**   **O:**
    AD: 32 Second Ave.,Burlington, MA   01803
    RESULT TO DATE:
    NOTES: Code SR

21 Applicon (Schlumberger Ltd.)   Jim Lee,

    W: 617-272-7070 **H:**   **O:**
    AD: 32 Second Ave.,Burlington, MA   01803
    RESULT TO DATE:
    NOTES:

22 Applied Data Research, Inc.   John R. Bennett, Ch.-President

    W: (201) 874-9000 **H:**   **O:**
    AD: Route 206 & Orchard Road,Princeton, NJ   08540
    RESULT TO DATE:
    NOTES: S

23 Arrow Electronics, Inc.   Steve Kaufman, Press. CCPG

    W: 516-694-6800 **H:**   **O:**
    AD: 25 Hub Drive,Melville, NY   11747
    RESULT TO DATE:
    NOTES: Code R

24 Augat, Inc.   William Miller, President

    W: 617 543-4300 **H:**   **O:**
    AD: 89 Forbes Blvd.,Mansfield, MA   02048
    RESULT TO DATE:
    NOTES: Code H

AJ:PR.M

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25 Automatic Data Processing, Inc.   ,

     W: 201 994-5000 **H:**   **O:**
     AD: One ADP Boulevard,Roseland, NJ   07068
     RESULT TO DATE:
     NOTES: Rank 29

26 Automatix   Michael J. Cronin, Executive Officier,
Pres.

     W: H: **O:**
     AD: ,
     RESULT TO DATE:
     NOTES: Dean LaCoe, gave an Automatix robot, 1/3/85 sent corp memb
     broch

27 Avco Computer Services   Richard E. Bibaud,

     W: H: **O:**
     AD: 201 Lowell St.,Wilmington, MA 01887
     RESULT TO DATE:
     NOTES: subsidiary of AVCO, 1/3/85 sent corp memb broch

28 Avnet Inc.   Anthony Hamilton, Pres

     W: 212-644-1050 **H:**   **O:**
     AD: 767 Fifth Ave.,New York Ny 10153
     RESULT TO DATE:
     NOTES: Leon Machiz, Irwin Lubalin (VP PR), Aided in production of 82
     annual Report - used our things, 1.32B, 1/3/85 sent corp memb broch

29 AVX Corp   Marshall D. Butler, VP

     W: 516-829-8500 **H:**   **O:**
     AD: 60 Center Mill Rd.,Great Neck NY 11021
     RESULT TO DATE:
     NOTES: Donald Thostenson, size 120M, 1/3/85 sent corp memb broch, $250
     annual membership

- 30 Aydin Corp   Ayhan Hakmoglu,

     W: 215-643-7500 **H:**   **O:**
     AD: 401 Commerce Drive,
     RESULT TO DATE:

AJ:PR.M

NOTES: J. Gary Bard (VP Computers), size 124M, 1/3/85 sent corp memb broch

31 Baker Industries, Inc.   Thomas Moakley, President

    W: 201 267-1300 **H:**   **O:**
    AD: 8 Ridgedale Ave.,Cedar Moles, NJ   07927
    RESULT TO DATE:
    NOTES: Code HR

32 BASF Systems Corp   Richard C. Howland, jr.,

    W: **H:**   **O:**
    AD: ,Bedford, MA
    RESULT TO DATE:
    NOTES: donated 50, 10-min tapes, thanked 3/11/85

33 BayBank   Jim Norris,

    W: 661-3300 x390 **H:**   **O:**
    AD: ,
    RESULT TO DATE:
    NOTES: Pam Hendrickson, 1/25/85, sent proposal 5/14/85, Norris on Breakfast Seminar Committee

34 Boeing Computer Services Co.   Arthur G. Rawlings Jr.,

    W: 206 763-5349 **H:**   **O:**
    AD: Mailstop 7A-20,VA   22180
    RESULT TO DATE:
    NOTES: Code S

35 Booz, Allen, Hamilton   ,

    W: **H:**   **O:**
    AD: ,
    RESULT TO DATE:
    NOTES:

36 Bradford National   Peter Del Col, Chrm & CEO

    W: 212-530-7890 **H:**   **O:**
    AD: 67 Broad Street,New York, NY   10004

AJ:PR.M

RESULT TO DATE:
NOTES: Roy B. Simpson, Chrm Exec Comm., size 130M

37   Brand-Rex Co.   Peter Petruchik, President

   W: 203 423-7771 **H:**   **O:**
   AD: 1600 West Main St.,Willimantic, CT   06226
   RESULT TO DATE:
   NOTES: Code H

38   Brodart Company   Joseph Largen, President

   W: (717) 326-2461 **H:**   **O:**
   AD: 500 Arch Street,Williamsport, PA   17705
   RESULT TO DATE:
   NOTES: R

39   Business Software House, Inc.   Adora Ku,

   W: H: **O:**
   AD: ,Atlanta, GA
   RESULT TO DATE:
   NOTES: Gary Deusterberg

40   C. Itoh Electronics, Inc.   Toshinori Hayashi, Pres.

   W: 212-953-5200 **H:**   **O:**
   AD: 270 Park Avenue,New York, NY   10017
   RESULT TO DATE:
   NOTES: Shigeru Goto, Exec VP, size 7B

41 CACI, Inc. - Federal   Herbert Karr Karr, Chairman of the
Board - Pres.972-7000

   W: 703 841-7800 **H:**   **O:**
   AD: 1815 N. Ft. Meyer Dr.,Arlington, VA   22209
   RESULT TO DATE:
   NOTES: Code S

42 Canford Manufacturing corp.   E. Neil Rush, V.P. & G.M>

   W: 607 753-3305 **H:**   **O:**
   AD: 106 Central Ave.,Corland, NY   13045

AJ:PR.M

RESULT TO DATE:
NOTES: Code H

43 Canon U.S.A., Inc.   Fujio Mitarai, President

   W: 516 488-6700 **H:**   **O:**
   AD: One Canon Plaza,Lake Success, NY   11042
   RESULT TO DATE:
   NOTES: Code HR

44 Centronics Data Computer Corporation   Thomas G. Kamp, Chrm.

   W: 603-883-0111 **H:**   .   **O:**
   AD: One Wall Street,Hudson, NH   03051
   RESULT TO DATE:
   NOTES: John Tincler, Pres & COO, size 120M, Refused 2/29/84--lack of
   funds, Margaret Price, Robert Murphy, David Crowley, John Morrison,
   Code H., Rank 92

45 Charles River Data Systems   Richard Shapiro,

   W: 617-655-1800 **H:**   **O:**
   AD: 4 Tech Circle,Natick, MA
   RESULT TO DATE:
   NOTES:

46 Citicorp   John Reed, Chrm

   W: 212-559-1000 **H:**   **O:**
   AD: 399 Park Ave.,New York, NY 10043
   RESULT TO DATE:
   NOTES: G.A. Costanzo, Vice Chrm, Dick Mills (former VP), size 18B

47 Citicorp Information Resources   Robert White, COB

   W: 203 964-8400 **H:**   **O:**
   AD: 1600 Summers St.,Stamford, Ct   06905
   RESULT TO DATE:
   NOTES: Code S, John Reed, Chrm, 399 Park Ave., NY. NY.   10043 Jeffrey
   Oberg

48 Coleco Industries, Inc.   Arnold C. Greenberg, Pres. & CEO

W: 203 725-6000 **H:**   **O:**
AD: 999 Quaker Lane south,West Hartford, CT   06110
RESULT TO DATE:
NOTES: Code B

49 Colt Industries   W. B. Cody, President

W: 203 236-6221 **H:**   **O:**
AD: 1 Charter Oak Blvd.,West Hartford, CT   10610
RESULT TO DATE:
NOTES: Code R

50 Columbia Data Products, Inc.   Robert Cross, President

W: (301) 992-3400 **H:**   **O:**
AD: 9150D Rumsey Road,Columbia, MD 21045
RESULT TO DATE:
NOTES: H

51 Communications Satellite Corp. (COMSAT)   John D. Harper,

W: 202-863-6000 **H:**   **O:**
AD: 950 L'Enfant Plaza,Washington, D.C. 20024
RESULT TO DATE:
NOTES: Joseph V. Clark, size 334M

52 Compugraphic Corp.   Carl Dantas, President

W: 617 658-5600 **H:**   **O:**
AD: 200 Ballardvale St.,Wilmington, MA   01887
RESULT TO DATE:
NOTES: Code HR

53 Computer Corporation of America Thomas Marill, Pres

W: 492-8860 **H:**   **O:**
AD: 4 Cambridge Center,Cambridge, MA 02142
RESULT TO DATE:
NOTES:

54 Computer Products, Inc.   David C. Yoder,

AJ:PR.M

W: 305-974-5500 **H:**   **O:**
AD: 1400 N.W. 70th St.,
RESULT TO DATE:
NOTES: J. Earl Templeton, size 111M

55 Computer Task Group, Inc.   David N. Campbell, COB

   W: (716) 882-8000 **H:**   **O:**
   AD: 800 Delaware Avenue,Buffalo, NY   14209
   RESULT TO DATE:
   NOTES: S

56 Computervision Corp.   ,

   W: (617) 275-1800 **H:**   **O:**
   AD: 15 Crosby Drive,Bedford, MA   01730
   RESULT TO DATE:
   NOTES: Rank 46

57 Comshare Target Software, Inc.   Donald Devine, Director

   W: (404) 634-9535 **H:**   **O:**
   AD: 1935 Cliff Valley Way,Atlanta, GA   30329
   RESULT TO DATE:
   NOTES: S

58 Comtech Telecommunications Corp.   Frederick Kornberg, Pres & CEO

   W: 516-231-5454 **H:**   **O:**
   AD: 45 Oser Avenue,Hauppauge, NY   11788
   RESULT TO DATE:
   NOTES: size 31M

59 Consoles, Inc.   Herman A. Affel, Jr., Pres & Treas

   W: 716-482-5000 **H:**   .   **O:**
   AD: 97 Humboldt Street,Rochester, NY 14609
   RESULT TO DATE:
   NOTES: Jeffrey Tai, Sr. VP., size 103M

60 Continental Information System   Harry E. Goetzmann, Jr., President

AJ:PR.M

W: (315) 425-1900 H: O:
AD: 1000 James Street,Syracuse, NY 13217
RESULT TO DATE:
NOTES: R

61 Continental Telecom Inc.   Helen Schenck,

W: (404) 391-8000 H: O:
AD: 245 Perimeter Center Parkway,Atlanta, GA 30346
RESULT TO DATE:
NOTES: Rank 76

62 Contruction Computer Center   Mary H. Reckner,

W: 215 563-6247 H: O:
AD: 1701 Architects building,Philadelphia, PA   19103
RESULT TO DATE:
NOTES: Code SR

63 Coulter Systems   Manfred Koullee,

W: H: O:
AD: 25 Wiggins,Bedford, MA 01730
RESULT TO DATE:
NOTES: toured museum, letter 7/1/85

64 Covington & Burling   Richard Copaken, Esq.,

W: H: O:
AD: ,Washington, D.C.
RESULT TO DATE:
NOTES:

65 CPU Computer Center   ,

W: H: O:
AD: ,Burlington, MA (one of many stores)
RESULT TO DATE:
NOTES: retail

66 CSD, Inc.   Edward McMillian, President

W: 201 457-9400 H: O:

AJ:PR.M

AD: 55 Knightsbridge Rd.,Piskataway, NJ   08854
RESULT TO DATE:
NOTES: Code SR

67 Curtis 1000, Inc.   R. D. Cousins,

W: 404 436-6155 **H:**   **O:**
AD: 1000 Curtis, Inc.,Smyrna, GA   30080
RESULT TO DATE:
NOTES: Code R

68 Cyprus Croporation,   Willard F. Rockwell,

W: 404-659-4000 **H:**   **O:**
AD: 1006 First Tower,Atlanta, Ga 30383
RESULT TO DATE:
NOTES: (former ceo Rockwell International -- to become a high-tech
operating company.)

69 D & B Computing Service   David S. Fehr, President

W: 203 762-2511 **H:**   **O:**
AD: 187 Danbury Rd.,Wilton, CT   06897
RESULT TO DATE:
NOTES: code S

70 Data Corp.   ,

W: H: **O:**
AD: ,Waltham, MA
RESULT TO DATE:
NOTES:

71 Data Products Corporation   Charlie Dickinson, President

W: 603 673-9100 **H:**   **O:**
AD: Route 13 South,Milford, NH   03055
RESULT TO DATE:
NOTES: code H

72 Data Resources, Inc.   Joseph Kasputtys, President

W: (617) 863-5100 **H:**   **O:**

AD: 24 Hartwell Ave.,Lexington, MA   02173
RESULT TO DATE:
NOTES: Code S, Jan Gould asked to visit museum

73 Data Translation, Inc.   Fred Molinari,

W: H: **O:**
AD: Marlboro, MA,
RESULT TO DATE:
NOTES: Founder

74 Datamation (div. of Dun & Bradstreet)   James Morris, Pres.

W: H: **O:**
AD: ,
RESULT TO DATE:
NOTES: published story about Museum -- had a good year, 8/9/85 invited
for tour by Gwen

75 Dataproducts New England, Inc.   Larry Holswade, President

W: 203 265-7151 **H:**   **O:**
AD: Barnes park North,Wallingford, CT   06492
RESULT TO DATE:
NOTES: Code HR, CA office donated 2 printers

76 DDL Omni Engineering   Thomas C. Beiseker, President

W: (203) 447-1762 **H:**   **O:**
AD: 2 Union Plaza,New London, CT   06320
RESULT TO DATE:
NOTES: SR

77 Decision Data Computer Corp.   Richard Schineller, President & CEO

W: (800) 523-5357 **H:**   **O:**
AD: 100 Witmer Rd.,Horsham, PA   19044
RESULT TO DATE:
NOTES: H

78 Dennison Manufacturing Co.   Nelson s. Gifford, President

W: 617 879-0511 **H:**   **O:**
AD: 300 Howard St.,Framingham, MA   01701
RESULT TO DATE:
NOTES: Code HR

79 Dennison National   Ronald Feinstein, President

W: 413-9811 **H:**   **O:**
AD: 1 Water St.,Holyoke, MA   01041
RESULT TO DATE:
NOTES: Code H

80 Dictaphone Corp.   James L. Bast, pres.

W: 914 967-7300 **H:**   **O:**
AD: 120 Old Post Road,Rye, NY   10580
RESULT TO DATE:
NOTES: Code HR

81 Digital Communications Assoc.   Bertil D. Nordin, President CEO

W: (404) 448-1400 **H:**   **O:**
AD: 303 Technology Park,Norcross, GA   30092
RESULT TO DATE:
NOTES: B

82 Diplomat Electronics Corp.   Albert Roth, Chairman

W: (516) 454-6400 **H:**   **O:**
AD: 110 Marcus Dr.,Milville, NY   11747
RESULT TO DATE:
NOTES: R

83 DRA Computers   ,

W: 201-569-2620 **H:**   **O:**
AD: 83 Cambridge Street,Burlington, NJ
RESULT TO DATE:
NOTES:

84 Dun & Bradstreet   Harrington Drake, Chrm & CEO

W: 212-593-6800 **H:**   **O:**

___

AD: 299 Park Avenue, New York, NY 10171,
RESULT TO DATE:
NOTES: Charles W. Moritz, Pres & COO, size 1B, publish Datamation -
other computer related,4/2/84 R. Peter Grieb refursed membership

85 Dynatech Corp,   J.P. Barger,   '

    W: 617-272-3304 **H:**   **O:**Franklin
    AD: 3 New England Exec Park,Burlington, MA 01803
    RESULT TO DATE:
    NOTES: 10/25/84 Franklin asked for $5K

86 Dynatrend, Inc.   Ronald J. Massa,

    W: 935-3960 **H:**   **O:**
    AD: 21 Cabot Rd.,Woburn, MA 01801
    RESULT TO DATE:
    NOTES: PhD from MIT - resigned 8/83, Dennis Trelewicz, Tres. - systems
    design company trying to transform into a provider of
customized software for commercial security. 1/29/85 Oleksiw invited Dennis
Trelewiez to Museum

87 E. Systems   Talbot Huff, V.P. Gen. Mgr.

    W: 703 560-5000 **H:**   **O:**
    AD: 7700 Arlington Blvd.,Falls Church, VA   22046
    RESULT TO DATE:
    NOTES: Code HR

88 Eastman Kodak Co.   J. Raymond Sutcliffe, V.P> & G>M>

    W: 716-724-4783 **H:**   **O:**
    AD: 343 State Street,Rochester, NY 14624
    RESULT TO DATE:
    NOTES: Code HR, 7/26/83 request for founder

89 Edgerton, Germenhausen & Greer (EG & G)   Bernad J. O'Keefe,

    W: 617-237-5100 **H:**   **O:**
    AD: 45 William St.,Welleslay MA 02181
    RESULT TO DATE:
    NOTES: Dean W. Freed, John Atanasoff, Jr., size 238M Electonrics of
    801M

AJ:PR.M

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90 Eldec Corp.   Max Gellert,

    W: (206) 743-1313 **H:**   **O:**
    AD: 16700 13th Ave. West,Lywood, MA   98046
    RESULT TO DATE:
    NOTES: H

91 Electro-Metrics   Kenneth M. Miller, President

    W: (518) 843-2600 **H:**   **O:**
    AD: 100 Church Street,Amsterdam, NY   12010
    RESULT TO DATE:
    NOTES: SR

92 Elliott Co.   Terry D. Stinson, Pres.

    W: 412 527-2811 **H:**   **O:**
    AD: North Fourth St.,Jeanette, PA   15644
    RESULT TO DATE:
    NOTES: Code R

93 Equitable Life Assurance Society of the United States
Coy
G. Eklund, Chrm & CEO

    W: 212-554-1234 **H:**   **O:**
    AD: 1285 Avenue of the Americas,New York, NY   10019
    RESULT TO DATE:
    NOTES: John B. Carter, Pres. & COO, Ellen McGoldrick, Dir. Corp.
    Gifts, size 37B

94 Erie Computer co.   Douglas L. Thurston, Chief Exec.

    W: 814 838-6386 **H:**   **O:**
    AD: 2765 W. 8th St.,Erie, PA   16505
    RESULT TO DATE:
    NOTES: Code R

95 Exxon Crop   C.C. Garvin Jr., Chrm & CEO

    W: 212-3338-1000 **H:**   **O:**
    AD: 1251 Ave of the Americas,New York, New York 10020

AJ:PR.M

RESULT TO DATE:
NOTES: Pres. Howard C. Kaufmann, Richard Neblett 333-6346, Leonard
Flecher 333-6145--Exxon Foundation, Bob Payton--Waltham Kevin
Moriarity 642-6600, SIZE 110B, turned down 6/5/85

96 Fairchild Industries, Inc.   Edward G. Uhl, Chrm, Pres & CEO

   W: 301-428-6000 **H:**   **O:**
   AD: 20301 Century Blvd.,Germantown, MD   20874
   RESULT TO DATE:
   NOTES: size 1B, sent proposal in 1984

97 Financier, Inc.   ,

   W: **H:**   **O:**
   AD: ,Westboro, MA   01581
   RESULT TO DATE:
   NOTES: personal finance programs

98 Fischer & Porter Company   Jay Tolson, Pres. & Chrmn.

   W: 215 674-6000 **H:**   **O:**
   AD: County Line Rd.,Warminster, PA   18974
   RESULT TO DATE:
   NOTES: Code R

99 Fisher Scientific   Thomas P. Lawton, Pres.

   W: 412 562-8300 **H:**   **O:**
   AD: 711 Forbes Ave.,Pittsburgh, PA   15219
   RESULT TO DATE:
   NOTES: Code R

100 FMC Corp.   Ron Whittaker, Div. Mgr.

   W: 215 299-6000 **H:**   **O:**
   AD: 2000 Market St.,Philadelphia, PA   19103
   RESULT TO DATE:
   NOTES: Code R

101 Foxboro Company   Earl W. Pitt, Ch. of Bd.

   W: 617 543-8750 **H:**   **O:**

AJ:PR.M

AD: 38 Neponset Ave.,Foxboro, MA   02035
RESULT TO DATE:
NOTES: Code R

102 GCA,Inc.   Milton Greenberg, Pres.

W: 617 275-5400 **H:**   **O:**
AD: 209 Burlington Road,Bedford, MA   01730
RESULT TO DATE:
NOTES: code R, Warren R. Davidson Visited 11/85, asked to be member

103 General Datacomm Industries, Inc.   ,

W: (203) 574-1118 **H:**   **O:**
AD: ,Middlebury, CT   06762
RESULT TO DATE:
NOTES: Rank 98

104 General Electric Co.   John F. Welch, Chrm & CEO

W: 203-373-2211 **H:**   **O:**
AD: 3135 Easton Turnpike,Fairfield, CT
RESULT TO DATE:
NOTES: John F. Burlingame, VChrm & Exec Officer, size 27B

105 General Instrument Corporation   Frank G. Hickey, Chrm & CEO

W: 212-974-8700 (207-6200) **H:**   **O:**
AD: 1775 Broadway,New York, NY   10019
RESULT TO DATE:
NOTES: Moses Shapiro, Chrm Exec Comm, size 957M

106 General Signal Corp.   Gerald Collins, Pres.

W: 716 436-2020 **H:**   **O:**
AD: 801 W. Avenue,Rochester, NY   14692
RESULT TO DATE:
NOTES: Code R

107 Genesee Computer Center, Inc.   David Pixley, Pres.

W: 716 232-7050 **H:**   **O:**

AJ:PR.M

AD: 20 University Ave.,Rochester, NY   14605
RESULT TO DATE:
NOTES: Code SR

108 GenRad, Inc.   William Thurston, Pres.

W: 617 369-4400 **H:**   **O:**
AD: 300 Baker Ave.,Concord, MA   01742
RESULT TO DATE:
NOTES: Code R, 8/28/84 refused, Linda Smoker

109 Gerber Scientific Instrument   Robert Maerz, Pres.

W: 203 644-1551 **H:**   **O:**
AD: 83 Gerber Rd. West,South Windsor, CT   06074
RESULT TO DATE:
NOTES: Code HR, H. Joseph Gerber, Chrm & Pres., Stanley Leven, Sr. VP,
Secy, & Gen Coun., size 114M

110 Global Turnkey Systems, Inc.   George Pilmanis, Pres.

W: 201 445-5050 **H:**   **O:**
AD: 4 North Street,Waldwick, NJ   07463
RESULT TO DATE:
NOTES: Code BR

111 Goldman Sachs & Co.   ,

W: 212-676-8000 **H:**   **O:**
AD: 55 Broad Street, New York, NY 10004,
RESULT TO DATE:
NOTES:

112 Grumman Data Systems Corp.   Leland G. Dubois,

W: 703 528-5900 **H:**   **O:**
AD: 6862 Elm St.,McLean, VA   22101
RESULT TO DATE:
NOTES: Code S

113 GTE Telenet Incorporated (Subs. GTE Corp.)   J. David Hahn, Pres.

AJ:PR.M

W: 703-442-1000 **H:**   **O:**
AD: 8229 Boone Blvd,,Vienna, VA   22180
RESULT TO DATE:
NOTES: size 105M (sales)

114 Gtech Corp.   Guy B. Snowden, Pres.

W: 401 273-7700 **H:**   **O:**
AD: 101 Dyer St.,Providence, RI   02903
RESULT TO DATE:
NOTES: code HR

115 Harris Corp.   Joseph A. Boyd, COB & CEO

W: 305 724-9100 **H:**   **O:**
AD: 1025 w. Nasa Blvd.,Melbourne, FL   32919
RESULT TO DATE:
NOTES: Code BR, Rank 37, O.W. Hudson, 12/17/82

116 Harvest Computer Store   ,

W: 617-547-3289 **H:**   **O:**
AD: 118 Magazine St.,Cambridge, MA
RESULT TO DATE:
NOTES: retail

117 HBO and Company   Walter Huff, Pres.

W: 404 393-6000 **H:**   **O:**
AD: 3-01 Perimeter Center North,Atlanta, GA   30346
RESULT TO DATE:
NOTES: code S

118 Health Information Systems   Barry Septimus, Chairman

W: H: **O:**
AD: ,
RESULT TO DATE:
NOTES: George Weinberger, Pres., leases hardware and sells software to
health care industry

119 I/O Devices, Inc.   Jerald Greenberg, Pres.

W: H: **O:**
AD: ,Armonk, NY
RESULT TO DATE:
NOTES: distributor of personal computers

120 Inforex, Inc. (Subs. Datapoint Corp.)   John Hale, Pres.

W: 617-272-6470 **H:**   **O:**
AD: 186 Middlesex Turnpike,
RESULT TO DATE:
NOTES: size 71M

121 Information International, Inc. Al Fenaughty, Pres.

W: H: **O:**
AD: ,
RESULT TO DATE:
NOTES: Oliver Selfridge - Board of Directors

122 Instron Corporation   Harold Hindman, Pres.

W: 617 828-2500 **H:**   **O:**
AD: 100 Royal St.,Canton, MA   02021
RESULT TO DATE:
NOTES: CODE R

123 Intelligent Business Systems, Inc.   Norman Schwartz, Pres.

W: 516 567-1800 **H:**   **O:**
AD: 1500 Ocean Ave.,Bohemia, NY   11716
RESULT TO DATE:
NOTES: Code H

124 Intergraph Corp.   James W. Meadlock, Pres.

W: 205 772-2000 **H:**   **O:**
AD: 1 Madison Industrial Park,Huntsville, AL   35807
RESULT TO DATE:
NOTES: Code HR, 7/1/85 sent preproposal, ref. Roe-Hafer

125 Intergraph Corporation   James W. Meadlock, Chrm & Pres

AJ:PR.M

W: 205-772-2000 **H:**   **O:**
AD: One Madison Industrial Park,Huntsville, AL   35807
RESULT TO DATE:
NOTES: Nancy B. Meadlock, VP (Admin), size 91M

126   International Resource Development   Kenneth G. Bosomworth, Pres.

W: H: **O:**
AD: ,Norwalk, CT
RESULT TO DATE:
NOTES: counseling firm, specializes in tech companies

127   Itek Corp.   Robert P. Henderson, President

W: 617 276-2000 **H:**   **O:**
AD: 10 Maguire Rd.,Lexington, MA   02173
RESULT TO DATE:
NOTES: Code BR

128   ITT Corp.   ,

W: 212 752-6000 **H:**   **O:**
AD: 320 Park Ave.,NY, NY   10022
RESULT TO DATE:
NOTES: Rank 41, received guidelines 7/8/85, 8/15/85 request membership

129   IXO   Dr. Robert Doyle, Founder/Director

W: H: **O:**
AD: ,Cambridge, MA
RESULT TO DATE:
NOTES: portable computers

130   Keane Inc.   John F. Keane, Pres. & Treas.

W: 617-752-5210 **H:**   **O:**
AD: 210 Commercial St.,Boston, MA
RESULT TO DATE:
NOTES:

131   Keuffel & Esser Co.   Gary Wrench, Pres.

AJ:PR.M

W: 201 285-5000 **H:**   **O:**
AD: 20 Whippany Rd.,Morristown, NJ   07960
RESULT TO DATE:
NOTES: code HR

132 Kollmorgen Corp.   Robert L. Swiggett, President

W: 516 448-1000 **H:**   **O:**
AD: 31 Sea Cliff Ave.,Glen Cove, NY   11542
RESULT TO DATE:
NOTES: Code H, PCK Tech Div, 9/29/83 thanked for presentation by
Joseph Hammond. Donated Discrete Wired Circut Board Wiring Head,
Multiwire Wiring Machine, Multiwire Boards

133 Kratos, Inc.   E.W. Stewart, V.P. E.G.M.

W: 408 395-3700 **H:**   **O:**
AD: 101 Cooper Ct.,Los Gatos, CA   95030
RESULT TO DATE:
NOTES: Code H

134 Kurzweil Reading Machines   Raymond Kurweil,

W: 893-5900 **H:**   **O:**
AD: ,Cambridge, MA
RESULT TO DATE:
NOTES: donated workable Kurzweil reader, $500 individual membership

135 Lanier Business Products   Gene W. Milner, Chrm & CEO

W: 404-329-8000 **H:**   **O:**
AD: 1700 Chantilly Drive, Atlanta, GA 30324,
RESULT TO DATE:
NOTES: Wesley E. Cantrell, Pres., size 223M

136 Lanier-A Harris Corp.   Gene W. Milner, COB

W: 404 319-8000 **H:**   **O:**
AD: 1700 Chantilly Dr. NE,Atlanta, GA   30324
RESULT TO DATE:
NOTES: Code B

137 Leading Edge Products, Inc.   Michael Shane, Pres.

W: 617 449-4655 **H:**   **O:**
AD: 21 Highland Circle,Needham, MA   02194
RESULT TO DATE:
NOTES: Code B

138 Leading Edge Technologies Inc.   Murray Swindell, Marketing VP

W: 828-8150 **H:**   **O:**
AD: 225 Turnpike,Canton, MA
RESULT TO DATE:
NOTES: distributor of accessories for personal computers

139 LFE Corp.   Herbert Roth, Pres.

W: 617 365-4511 **H:**   **O:**
AD: 55 Greeen Street,Clinton, MA   01510
RESULT TO DATE:
NOTES: code H

140 Lifeboat Associates   Edward Currie, Pres.

W: **H:**   **O:**
AD: ,New York, NY
RESULT TO DATE:
NOTES:.

141 Logica, Inc.   Philip Hughes, COB

W: 212 599-0828 **H:**   **O:**
AD: 666 Third Avenue,New York, NY   10017
RESULT TO DATE:
NOTES: code S, Steve Stevenson, Pres.

142 Logicon, Inc.   John R. Woodhull, Pres.

W: 703 525-2484 **H:**   **O:**
AD: 1555 Wilson Blvd. ,Arlington, VA   22209
RESULT TO DATE:
NOTES: code S and R

143 Loral Corp.   Irving Kaufman, President

W: 914 968-2500 **H:**   **O:**

AJ:PR.M

AD: 999 Central Park Ave.,Yonkers, NY   10704
RESULT TO DATE:
NOTES: Code R

144 LSI Avionic Systems Corp.   John Winkleman, Pres.

W: 201 822-1300 H: O:
AD: 7-11 Vreeland Rd.,Florham Park, NJ   07932
RESULT TO DATE:
NOTES: Code H

145 M/A-COM DCC, Inc.   Jack Shaw, Pres.

W: 301 428-5500 H: O:
AD: 11717 Exploration Lane,Germantown, MD   20874
RESULT TO DATE:
NOTES: Code H, BR, Carl English, Pres/CEO

146 Management Assistance, Inc.   Raymond P. Kurshan, Chrm & Pres.

.   W: 212-909-1400 H: O:
AD: 560 Lexington Ave.,New York, NY 10022
RESULT TO DATE:
NOTES: Robert W. Berend, Sr. VP, Secy & Gen Coun, size 559M

147 Management Science America   John P. Imlay, Jr., COB

W: 404 239-2030 H: O:
AD: 3445 Peachtree Road, N.E.,Atlanta, GA   30326
RESULT TO DATE:
NOTES: Code S

148 Martin Marietta Corp.   Bill Harwood, V.P. Corp Contribution
Committee

W: 301 982-6500 H: O:
AD: 6303 Ivy Lane,Greenbelt, MD   20770
RESULT TO DATE:
NOTES: Rank 58, Code S, (Clary Printer), Richard J. Walters, Pres.

149 Massachusetts Computer Assoicates   David B. Loveman, Pres.

AJ:PR.M

W: 617 245-9540 **H:**   **O:**
AD: 26 Princess St.,Wakefield, MA   01880
RESULT TO DATE:
NOTES: CODE S

150 Matrix Corp.   Ivan Volent, Pres.

W: 201 767-1750 **H:**   **O:**
AD: 230 Pegasus Ave.,Northvale, NJ   07647
RESULT TO DATE:
NOTES: code H

151 Maxell Corporation of America   Mr. Matsumoto, Pres.

W: 201 440-8020 **H:**   **O:**
AD: 60 Oxford Drive,Moonachie, NJ   07074
RESULT TO DATE:
NOTES: Code R

152 McCormack & Dodge   Frank Dodge, Pres

W: 651-1010 **H:**   **O:**
AD: 1225 Worcester Rd.,Natick, MA 01760
RESULT TO DATE:
NOTES: supplier of large computer accounting and payroll software

153 MCI International, Inc.   Nathan Kantor, Pres.

W: 212 363-6400 **H:**   **O:**
AD: One Wui Plaza,New York, NY   10004
RESULT TO DATE:
NOTES: Code H

154 MCI Telecommunications Corp.   William G. McGowan, Chairman & Founder

W: 202-872-1600 **H:**   **O:**
AD: 1133 19th St. NW,Washington, D.C.   20036
RESULT TO DATE:
NOTES: V. Orville Wright, Pres.

155 Medical Data Services Corp.   Robert P. Porter, Pres.

AJ:PR.M

W: 804 794-2818 H: O:
AD: 905 Southlake blvd.,Richarmond, VA   23236
RESULT TO DATE:
NOTES: Code SR

156 Mergenthaler Linotype Co.   Robert Olson, Group V.P.

W: 516 673-4197 H: O:
AD: 201 Old Country Road,Melville, NY   11747
RESULT TO DATE:
NOTES: Code H

157 Merrill Lynch & Co., Inc.   Roger E. Birk, Chrm & CEO

W: 212-637-7455 H: O:
AD: 165 Broadway,New York, NY   10080
RESULT TO DATE:
NOTES: William A. Schreyer, Pres. & COO, size 4B

158 Metropolitan Life Insurance Co. Richard R. Shinn, Chrm & CEO

W: 212-578-2211 H: O:
AD: 1 Madison Ave.,New York, NY 10010
RESULT TO DATE:
NOTES: John J. Creedon, Pres., size 51B (assets)

159 Microamerica, Inc., AN AGS COMPA   Gordon Hoffstein, CEO

W: 617 647-9340 H: O:
AD: 1377 Main St.,Waltham, MA   02154
RESULT TO DATE:
NOTES: Code R

160 Micros Systems, Inc.   Jeff Rice, CEO

W: 301 779-7511 H: O:
AD: 6801 Kennelworth,Riverdale, MD   20737
RESULT TO DATE:
NOTES: Code BR, donated space tablet

161 Milton Bradley   James J. Shea, Jr., Chrm, Pres, & CEO

AJ:PR.M

W: 413-525-6411 **H:**   **O:**
AD: 1500 Main St.,Springfield, MA   01115
RESULT TO DATE:
NOTES: George R. Ditomassi, Jr., VP (Marketing), size 381M

162 Modular Computer Systems, Inc.   Gabriel Rosica, President

    W: 305 974-1380 **H:**   **O:**
    AD: 1650 W. McNab Rd.,Ft. Lauderdale, FL   33310
    RESULT TO DATE:
    NOTES: Code BR

163 Mohawk Data Sciences CORP.   Franics P. Lucier, CEO/COB

    W: 201 540-9080 **H:**   **O:**
    AD: Seven Century Drive,Parsippany, NJ   07054
    RESULT TO DATE:
    NOTES: Code B, Rank 56, Robert Kane, Pres.,

164 Monroe Systems for busines   Robert Kane, Pres.

    W: 201 993-2000 **H:**   **O:**
    AD: The American Road,Morris Plains, NJ   07950
    RESULT TO DATE:
    NOTES: Code B

165 Moog, Inc.   Gerald Bidlack, Pres.

    W: 716 652-2000 **H:**   **O:**
    AD: ,East Aurora, NY   14052
    RESULT TO DATE:
    NOTES: Code R

166 Nashua Corporation   William E. Conway, Chrm., Pres. & CEO

    W: 603-880-2323 **H:**   **O:**
    AD: 44 Franklin St.,Nashua, NH 03061
    RESULT TO DATE:
    NOTES: Charles E. Clough, Group VP, size 97M

167 National Data Corp.   L.C. Whitney, Pres/COB

    W: 404 329-8500 **H:**   **O:**

AD: One National Data Plaza,Atlanta, GA   30329
RESULT TO DATE:
NOTES: Code S

168   Nixdorf Computer Corp.   Michael Anderson, Pres.

      W: 617 890-3600 **H:**   **O:**
      AD: 300 Third Ave.,Waltham, MA   02154
      RESULT TO DATE:
      NOTES: Code B, 7/19/84 sent info. GB, (Printer Head)

169   Norsk Data North AMerican, Inc. James J. Campbell, Pres.

      W: 617 237-7945 **H:**   **O:**
      AD: 55 William St.,Wellesley, MA   02181
      RESULT TO DATE:
      NOTES: Code HR

170   Northern Data Systems   ,   .

      W: **H:**   **O:**
      AD: Hanover, MA,
      RESULT TO DATE:
      NOTES:

171   O.A.O. Corp.   Stanley Weiland, EXec. VP

      W: 301 345-0750 **H:**   **O:**
      AD: 75-- Greenway Center,Greenbelt, MD   20770
      RESULT TO DATE:
      NOTES: Code S

172   Okidata Corp.   Bernard Herman, pres.

      W: 609 235-2600 **H:**   **O:**
      AD: 532 Fellowship Rd.,Mt. Laurel, NJ 08054
      RESULT TO DATE:
      NOTES: Code H

173   OMNI Publication International Ltd.   Kathy Keeton, Pres.

      W: **H:**   **O:**

AJ:PR.M

AD: 909 Third Ave.,New York, NY   10022
RESULT TO DATE:
NOTES: Founder-expired, new science magazine

174   Ortho Diagnostic Systems, Inc.   James Ledwith, Group VP

W: 617 329-6100 **H:**   **O:**
AD: 410 University Ave.,Westwood, MA   02090
RESULT TO DATE:
NOTES: Code R

175   Paradyne Corporation   Robert S. Wiggins, Pres.

W: 813 530-2000 **H:**   **O:**
AD: 8550 Ulmerton Rd.,Largo, FL   33540
RESULT TO DATE:
NOTES: Code BR

176   PC Telemart, Inc.   ,

W: **H:**   **O:**
AD: ,Fairfax, VA
RESULT TO DATE:
NOTES:

177   Peachtree Software Inc. (an MSA Company)   ,

W: 1-800-554-8900 **H:**   **O:**
AD: 3445 Peachtree Rd. NE, 8th Fl.,Atlanta, GA   30326
RESULT TO DATE:
NOTES:

178 Perkin-Elmer Corp.   Melvin W. Redmond, Sr. V.P.

W: 203 762-1000 **H:**   **O:**
AD: Main Ave.,Norwalk, CT 06856-0813
RESULT TO DATE:
NOTES: Code R, Zelda Jacob, Sec. to Corp Contr. Comm., 74,7/22/85 MO
sent preproposal, 9/29/83 donated super-minicomputer

179   Philips Electronic Instruments   Emile J. Geisenheimer, Pres.

W: 201-529-3800 **H:**   **O:**
AD: 85 McKee Drive,Mahwah, NJ   07430
RESULT TO DATE:
NOTES: code HR

180 Pitney Bowes   George B. Harvey, Pres.

W: 203 356-5000 **H:**   **O:**
AD: Walter Wheeler, Jr. Dr.,Stanford, CT   06926
RESULT TO DATE:
NOTES: Code H, Mary M. McCaskey, Contributions Admin., 6/26/85 sent
preproposal

181 Planning Research Corp.   John M. Toups, Pres.

W: 703 556-1000 **H:**   **O:**
AD: 1500 Planning Research Dr.,McLean VA   22102
RESULT TO DATE:
NOTES: Code SR, Rank 99

182 Plessey Microsystems, Inc.   Richard Murphy, G.M.

W: 914 735-4661 **H:**   **O:**
AD: One Blue Hil Plaza,Pearl River, NY   10965
RESULT TO DATE:
NOTES: Code H

183 Prentice Hall   Donald Schaefer, Pres.

W: 201-592-2000 **H:**   **O:**
AD: Route 9W,Englewood Cliffs, NJ   07632
RESULT TO DATE:
NOTES: 1/15/85 Robert Shaw invited to Musuem

184 Price Waterhouse   Joseph Connors, Chairman

W: 212 489-8900 **H:**   **O:**
AD: 1251 Ave. of the Americas,New York, NY   10020
RESULT TO DATE:
NOTES: Code S

185 Programs Unlimited   Richard Stanley, CEO

AJ:PR.M

W: 516 997-8668 H: O:
AD: 125 S. Service ROAD,Jericho, NY   11753
RESULT TO DATE:
NOTES: Code R

186   Quadram Corporation   ,

W: 404-923-6666 H: O:
AD: 4357 Park Drive,Norcross, GA   30093
RESULT TO DATE:
NOTES:

187   Quantrex Corporation   ,

W: 617-227-6026 H: O:
AD: 66 Canal Street,Boston, MA
RESULT TO DATE:
NOTES:

188   Quick Brown Fox   ,

W: H: O:
AD: ,New York, NY
RESULT TO DATE:
NOTES: individual software vendor

189   Racal Corporation   Edward Bleckner, Jr., Pres & CEO

W: 305-592-8600 H: O:
AD: 8600 N.W. 41st St.,Miami, FL   33166
RESULT TO DATE:
NOTES: Code H, Monroe A. Miller, Chrm, (S & P: Racal-Milgo, Inc. -
Subs. Racal
Electronics p.l.c.), size 387M

190   Raymond Corp.   Jim   Harty,

W: 607 656-2495 H: O:
AD: Wheeler St.,Greene, NY   13778
RESULT TO DATE:
NOTES: code HR

191   Raytheon Co.   Thomas L. Phillips, Chrm & CEO

AJ:PR.M

W: 617-862-6600 **H:**   **O:**
AD: 141 Spring Street,Lexington, MA   02173
RESULT TO DATE:
NOTES: D. Brainerd Holmes, Pres., Have their Polaris guidance
computer, size 5B, "Discovery Center", asked for $10K membership,
(Polaris Guidance System, Hawk Missile - auto pilot

192   RCA American Communications, Inc.   Dr. James Tietjen, Pres.

W: 609 734-4000 **H:**   **O:**
AD: 400 College Rd. East,Princeton, NJ   08540
RESULT TO DATE:
NOTES: Code H

193   Ren Electornics Corp.   A. H. Janellis,

W: 413 536-1800 **H:**   **O:**
AD: 755 New Ludlow Rd.,So. Hadley, MA   01075
RESULT TO DATE:
NOTES: Code H

194   Robertshaw Controls Company   Ralph S. Thomas, CEO

W: 804 289-4200 **H:**   **O:**
AD: P.O. Box 27606,Richmond, VA   23261
RESULT TO DATE:
NOTES: Code R

195   Rockwell International Corp.   Robert Anderson, Chrm & CEO

W: 412-565-2000 **H:**   **O:**
AD: 600 Grant St.,Pittsburgh, PA   15219
RESULT TO DATE:
NOTES: Donald R. Beall, Pres. & COO, size 7B, Tom Shuler, 3370
Miraloma, Anaheim, CA   92803, Robert Cottoi, Richardson, TX   75080
(Minuteman Computer

196   Rogers Corporation   N. L. Greenman, Pres.

W: 203 774-9605 **H:**   **O:**
AD: One Technology Drive,Rogers, CT   06263
RESULT TO DATE:
NOTES: Code H

_____

197   Royal Business Group, Inc.   Real Roy, COB

      W: 603 889-2192 H: O:
      AD: Simon St.,Nashua, NH   03061
      RESULT TO DATE:
      NOTES: code R

198   Safeguard Business Systems, Inc.   Vincent G. Bell, CEO

      W: 215 641-5000 H: O:
      AD: 400 Maryland Dr.,Fort Washington, PA   19034
      RESULT TO DATE:
      NOTES: Code SR

199   Sanders Associates, Inc.   Jack L. Bowers, Pres.

      W: 603 885-3650 H: O:
      AD: 95 Canal St.,Nashua, NH   03061
      RESULT TO DATE:
      NOTES: Code H, Rank 70, Wayne Pierson, Roger C. Garrett, computer
      Sicentist, 1/18/85 asked for corp membership and visit

200   Schweber Electronics   Tony Whitton, CEO

      W: 516 334-7474 H: O:
      AD: Jericho Turnpike CB1032,Westbury, NY   11590
      RESULT TO DATE:
      NOTES: Code R

201   SCI Systems, Inc.   Olin B. King,

      W: 205 882-4800 H: O:
      AD: 5000 Technology Drive,Huntsville, AL   35807
      RESULT TO DATE:
      NOTES: Code HR

202   Scientific Atlanta, Inc.   Sideny Topol, Pres.

      W: 404 449-2000 H: O:
      AD: One Technology Parkway,Atlanta, GA   30348
      RESULT TO DATE:

AJ:PR.M

NOTES: Code B

203   SCM Corp.   Paul   Elicker, Pres.

      W: 203 972-1471 H: O:
      AD: 65 Locust Avenue,New Canaan, CT   06840
      RESULT TO DATE:
      NOTES: CODE H, 212 752-2700, 299 Park Ave., New York, NY   10171
      George E. Hall, Sr. VP, size 1B, Gerard Stoddard, VP

204   SEI Corporation   Alfred P. West, Jr., Pres.

      W: 215 687-1700 H: O:
      AD: 680 East Swedesford Road,Wayne, PA   19087
      RESULT TO DATE: .
      NOTES: code S

205   Shared Medical Systems Corp.   R. James Macaleer, Ch. Bd.

      W: 215 296-6300 H: O:
      AD: 51 Valley Stream Parkway,Malvern, PA   19355
      RESULT TO DATE:
      NOTES: Code S, Rank 72,Robert Rosend, Manager of Staffing & Employeed
      Relations

206   Siemens Communication Systems, Inc. Ronald A. Denbleyker, Director of Ma
rketing

      W: 305 994-8100, 1-800-327-0636 H: O:
      AD: 5500 Broken Sound Pkwy., NW,Boca Raton, FL   33431
      RESULT TO DATE:
      NOTES: 7/85 MO sent preposal (Roe-Hafer)

207   Sierra Information Systems Corp.   Thomas E. Connett,

      W: 716 631-6200 H: O:
      AD: 455 Cayuga Dr.,Buffalo, NY   14225
      RESULT TO DATE:
      NOTES: code HR

208   Simplex Time Reorder co.   Glenn Peterson, Pres.

AJ:PR.M

W: 617 632-2500 **H:**   **O:**
AD: Simplex Plaa,Gardner, MA   01441
RESULT TO DATE:
NOTES: Code HR

209 Singer Co.   John J. Brett, President

   W: 201 256-4000 **H:**   **O:**
   AD: 1150 McBridge Ave.,Little Falls, NJ   07424
   RESULT TO DATE:
   NOTES: Code S, have guidelines

210 Softech Inc   ,

   W: 617-890-6900 **H:**   **O:**
   AD: 460 Totten Pond Rd.,
   RESULT TO DATE:
   NOTES: Doug Ross on TX-0 film, size 20M, Bill Mrachek, General Manager
   of Human Resource

211 Spectravideo   ,

   W: 212-869-7911 **H:**   **O:**
   AD: 39 West 37th St.,New York, NY 10018
   RESULT TO DATE:
   NOTES:

212 Sperry Corp.   Joseph Roger, Pres.

   W: 215 542-4011 **H:**   **O:**
   AD: P.O. Box 500, Jolly Road,Blue Bell, PA   19424
   RESULT TO DATE:
   NOTES: Code BR, (UNIVAC 494), 7/15/85 Paul Spillane asked for $10K
   membership

213 Spinnaker Software Corp.   William Bowman, Chairman of the Board

   W: 494-1200 **H:**   **O:**
   AD: One Kendall Square,Cambridge, MA   02139
   RESULT TO DATE:
   NOTES: 7/22/85 MO sent prepoposal

AJ:PR.M

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214   SPS Technologies   Don L. Hinmon, Jr., Pres.

    W: 215 860-3160 **H:**   **O:**
    AD: P.O. Box 1000,Newtown, PA   18940
    RESULT TO DATE:
    NOTES: Code R

215   Sun Information Services Compa   John M. Ryan, CEO

    W: 215 687-8210 **H:**   **O:**
    AD: 1285 Drummer Lane,Wayne, PA   19087
    RESULT TO DATE:
    NOTES: CODE S

216   Syscon Corp.   Jose Yglesias, Pres & CEO

    W: 202 342-4000 **H:**   **O:**
    AD: 1000 Thomas Jefferson St. N.W.,Washington, DC   20007
    RESULT TO DATE:
    NOTES: Code B

217   Take One   Steve Levy, Pres.

    W: **H:**   **O:**
    AD: ,NYC
    RESULT TO DATE:
    NOTES:

218   Taylor Instrument Co.   Donald Weit, Pres.

    W: 716 235-5000 **H:**   **O:**
    AD: 95 Main St.,Rochester, NY   14692
    RESULT TO DATE:
    NOTES: Code BR

219   Telecommunciations Techniques   Joseph A. Sciulli, Pres.

    W: 301 258-5011 **H:**   **O:**
    AD: 444 North Frederic Ave.,Gaithersbury, MD 20877
    RESULT TO DATE:
    NOTES: code H

220 Telelogic, Inc.   William R. Thompson, Senior VP-Finance
(former VP, DEC external resources & materials
AJ:PR.M

W: 494-1250 H: O:
AD: 1 Kendall Square,Cambridge, MA   02139
RESULT TO DATE:
NOTES:

221 Telesciences, Inc.   Fred Cohen, Pres.

W: 609 235-6227 H: O:
AD: 124 Gaither Drive,Mt. Laurel, NJ   08054
RESULT TO DATE:
NOTES: code R

222 Textron, Inc.   Francis Haveran, V.P. Admin.

W: 203 272-3271 H: O:
AD: W. Johnson Ave.,Cheshire, CT   06410
RESULT TO DATE:
NOTES: Code R

223 The Analytic Sciences Corp.   Dr. Arthur Gelb, Pres.

W: 617 944-6850 H: O:
AD: One Jacob Way,Reading, MA   01867
RESULT TO DATE:
NOTES: code S

224 The Bendix Corporation   Robert Esch, Gen. Mgr.

W: 201 288-2000 H: O:
AD: ,Teterboro, NJ   07608
RESULT TO DATE:
NOTES: Code R

225 The Computer Company   Ron Vargatze, Pes.

W: 804 358-2171 H: O:
AD: 1905 Westmoreland St.,Richmond, VA   23230
RESULT TO DATE:
NOTES: Code S

226 The Gartner Group   ,

W: H: O:

AJ:PR.M

AD: ,Stamford, CT
RESULT TO DATE:
NOTES:

227 The Mead Corporation   B.R. Roberts, Chrm & CEO

W: 513-222-6323 **H:**   **O:**
AD: Courthouse Plaza, N.E.,Dayton, OH 45463
RESULT TO DATE:
NOTES: C.G. Carter, VChrm, size 2B

228 The Zamoiski Co.   Clavin Zamoiski, Pres.

W: 301 644-2900 **H:**   **O:**
AD: 1101 Desoto Rd.,Baltimore, MD 21223
RESULT TO DATE:
NOTES: CODE R

229 Thomas & Betts Corp.   David Parkenson, CEO

W: 201 685-1600 **H:**   **O:**
AD: 920 RTE. 202,RARITAN, NJ 08869
RESULT TO DATE:
NOTES: Code H

230 Threshold Technology, Inc.   Gerald K. Beckmann,

W: 609-461-9200 **H:**   **O:**
AD: 1829 Underwood Blvd.,Delran, NJ 08075
RESULT TO DATE:
NOTES: Gordon Bell sent letter 4/83, size 2M

231 Tie Communications, Inc.   T.L. Kelly, Pres., Chairman

W: 203 929-7373 **H:**   **O:**
AD: 5 Research Dr.,Shelton, CT 06484
RESULT TO DATE:
NOTES: Code B

232 Transitron Electronic Corp.   ,

W: **H:**   **O:**
AD: 100 Unicorn Park Dr.,Woburn, MA 01801

AJ:PR.M

RESULT TO DATE:
NOTES: size 100M, (Transition Semiconductor, Transition Diodes)

233   Unimation, Inc.   Joseph   Engelberger, CEO

    W: 203 744-1800 **H:**   **O:**
    AD: Shelter Rock Lane,Danbury, CT   06810
    RESULT TO DATE:
    NOTES: code R

234   Unitrode Corp   George Berman,

    W: 617-861-6540 **H:**   **O:**
    AD: 5 Forbes Rd.,Lexington Ma 02173
    RESULT TO DATE:
    NOTES: William Mitchell, size 120M

235   University Computing co.   Sandy   Fansing, Pres. G.M.

    W: 904 434-2685 **H:**   **O:**
    AD: 114 E. Gregory St.,Pensacola, FL   32501
    RESULT TO DATE:
    NOTES: Code R

236   Verbex   Chris Seelbach, Pres.

    W: 617 275-5160 **H:**   **O:**
    AD: Two Oak Park,Bedford, MA   01730
    RESULT TO DATE:
    NOTES: Code BR

237   Western Union Corporation   Robert M. Flanagan, Chrm, Pres & CEO

    W: 201-825-5000 **H:**   **O:**
    AD: One Lake St.,Upper Saddle River, NJ   07458
    RESULT TO DATE:
    NOTES: John E. Fox, Exec VP, size 906M

238   Westinghouse Electric Corp.   Carla Caso, Manager

    W: 41 733-6000 **H:**   **O:**
    AD: P.O. Box 598,Pittsburgh, PA   15230
    RESULT TO DATE:

AJ:PR.M

NOTES: Code SR, Hollerith Tabulating Machine, IBM SSEC Mercury Wetted
Contact Relay

239 Wright Line, Inc.   E. W. Housh, Pres.

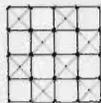   **W:** 617 852-4300 **H:**   **O:**
    AD: 160 Gold Star Blvd.,Worcester, MA   01606
    RESULT TO DATE:
    NOTES: Code R, (Wright Portable Punch, Model 2600), Subsidiary of
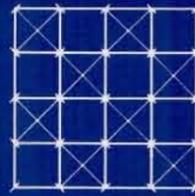   Barry Wright Corporation)

The
Computer
Museum

The Computer Museum
300 Congress Street
Boston, Massachusetts 02210

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The Computer Museum

PRESENTS

THE FASHION SHOW & AUCTION

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The Computer Museum invites you to dress in your best circa 1945 to 1985 and come to a

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SATURDAY, DECEMBER 7, 1985
AT THE COMPUTER MUSEUM
300 CONGRESS STREET
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Telephone 617-426-2800

The Real Times:
7:00 Silent Auction opens . . . bidding begins. Preview of live auction items.
8:00-8:30 The "High-Tech to Haute Couture Fashion Show" Four decades of trendsetting fashions & computers.
9:00 Bid on the Crème de la Crème auctioned live by celebrity auctioneers.

From High Tech To Haute Couture.
The Fashion Show
From 1945 to 1985, this multi-media fashion show will feature the tech-styles and textiles that memories are made of and give you a glimpse of what the future has in store.

Dress for the evening circa 1945 to 1985 . . . or beyond.

A sumptuous buffet will be served throughout the evening, compliments of The Ocean Club.

Buy a bit of the evening at
The Auction
Beginning at 7, put in a bid for a great gift or the time of your life. Travel by limo, fire engine or jet, to the ballet, a Hollywood set or a Broadway play, in a vintage t-shirt, a creation from Sak's or the latest in wearable art. Bid on computer items hard and soft, memorable meals and goods and services to delight all hearts. At 9 p.m. the Crème de la Crème auctioned live by celebrity auctioneers: Gordon Bell, Danny Hillis, Mike Parker, Hank Phillippi, Bill Poduska, and Jonathan Rotenberg.

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A REAL-TIME EVENT

Susan Poduska, Chairperson and Producer
Carol and Joe Levy, Auction Co-Chairpersons
Donn Edwards, Fashion Show Director; Principal Dancer, The Boston Ballet
Bruce Wells, Fashion Show Choreographer; Associate Artistic Director, The Boston Ballet
The Ocean Club, Caterer
Ed Touchette, Graphic Designer
Eddie Bowan, Music Production
Kate Jurow, Slide Show
Saks Fifth Avenue, 1985 Fashions

A benefit for The Computer Museum

Please reserve _____ ticket(s) @ $75.00 per guest (tax deductible to the extent allowable by law).

Name _____
Address _____
City _____ State _____ Zip _____
Enclosed, is my check in the amount of $ _____
Please charge my ☐ Visa ☐ MasterCard ☐ American Express
Card Number _____
Signature _____ Expiration Date _____
☐ I am unable to attend but would like to make a donation in the amount of $ _____

Please make your payments to The Computer Museum
Payments must be received by November 26, 1985
Reservations will be registered at the door.

The Computer Museum, 300 Congress Street, Boston, MA. 02210 617-426-2800

The Computer Museum
300 Congress Street
Boston, Massachusetts 02210

The Computer Museum
300 Congress Street
Boston, Massachusetts 02210

The
Computer
Museum

300 Congress Street
Boston, MA 02210

(617) 426-2800

August 3, 1984

Gardner Hendrie
4 Heritage Village Drive
Nashua, NH   03062

Dear Gardner,

Thank you so very much for becoming a core contributor to the
capital campaign of The Computer Museum.

I have heard that Stratus is looking for an early model to
present to the Museum. We would be delighted to have it for the
collection and to exhibit as appropriate.

It was good to see you and Karen at the pre-preview party and I
hope to see you at the opening.

Many, many thanks,

Best regards,
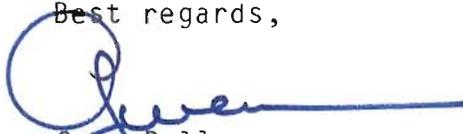
Gwen Bell
Director

GB/sbk
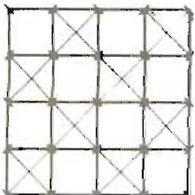
THE COMPUTER MUSEUM

AGENDA

July 3, 1985

Attendees: Gus Klein, Paul Severino, and Michael Oleksiw

1. Brief Background of Capital Campaign -
        Capital Campaign Brochure

2. Success to Date - Leadership, Corporate History

3. Current Need - Cash Flow

4. Targets - Area Targets, Corporate Contributions (Annual
        Giving and Capital Campaign)

5. Warm to Hot Prospects - Gordon Bell's List and
        Massachusetts Customer List

6. Soliciting - Pledge Card

7. July 26th and August 14th Meetings

PROPOSED MAY 1985 DIRECTORS VOTE

Development Committee:

Upon motion, duly made and seconded, it was voted:

- That the following persons are hereby elected to the Development Committee to serve through the next annual meeting and until their successors are duly elected and qualified:

    1. Chairperson: August Klein

    2. Charles Bachman

    3. Gordon Bell

    4. Erich Bloch

    5. Robert Chinn

    6. Robert Claussen

    7. Douglas Drane

    8. Tom Franklin

    9. C. Lester Hogan

    10. Pat McGovern

    11. Jim McKenney

    12. Tim O'Neill

    13. William Poduska

    14. Paul Severino

    15. Steve Watson

    16. Bob Everett

THE COMPUTER MUSEUM

MINUTES
BREAKFAST SEMINARS ADVISORY GROUP
June 5, 1985 Meeting

In Attendance: Howard Anderson, Paul Donahue, James Marcellino, James
Norris, Robert Schechter, Gwen Bell, Michael Oleksiw, Mark Hunt, Kathy
Keough

----

1. Breakfast Seminar Concept - Bob Schechter and Gwen Bell discussed
    the concept and purpose of a Breakfast Seminar Series.

    Concept: The Museum would host a series (4-5 times a year) of
    breakfast seminars with "super stars" from the computer industry
    discussing topical subjects. The attraction for attendees would
    be not only what they would learn and who they would "rub
    shoulders" with, but also the "bragging rights" that go with
    breakfasting with "super stars".

    Howard Anderson suggested that the most marketable format would be
    "point-counterpoint" discussions by major industry figures (ie.,
    Mitch Kapor and Bill Gates discussing the direction of software).
    Everyone agreed that this would create a large draw. Gwen Bell
    said she would approach appropriate "super stars" (see attached
    list).

    Purpose: The Breakfast Seminars can provide a vehicle for the
    Museum to widen its base of corporate support. The Breakfast
    seminar series is not to be considered a fundraiser; the hope to
    attract new high tech and professional corporate members at the
    $1,000 or $3,000 level (see attached current corporate membership
    brochure). In the years to come, the Museum would work to
    increase these new members to the $3,000 or $10,000 levels. The
    Museum would like to add 35 new corporate members during FY '86
    (July 1985-June 1986).

    The Museum wants to be able to provide corporate members with
    substantive benefits (current benefits are listed in the corporate
    brochure).

2. Sponsorship - The Museum would like the eight members of the
    Advisory Group to become corporate members preferably at the
    $3,000 level (Bank of America and Gaston Snow & Ely Bartlett are
    current members) and sponsor the seminar series by covering the
    costs of the series. The associated costs of the series would be
    in the $600-$900 range for one year for each of the eight members.
    The sponsors would be listed in the new brochure and in all the PR
    materials.

3. Target Audience(s) - The primary targets would be the computer
    companies (hardware and software), law firms, accountants, venture
    capital firms, banks, consultants, and investment bankers in the
    Boston area. It was suggested that if the speakers and topics
    were exciting, executives from the Rte. 128 to Rte. 495 firms
    would attend.

4. Speakers for Breakfast Seminar - (see attached list) - If you have
    any additional suggestions, please contact us.

5. Marketing of Seminar - It was suggested that a brochure be
    published and sent to the target audience. The Museum has a list
    of the computer companies and venture capital firms; if members of
    the advisory committee could provide a listing in their
    profession, it would be a great help. It is hoped that each
    member of the Advisory Group would approach three to six firms   .
    personally, and then help the museum staff follow up with phone
    calls after a major mailing.

    Howard Anderson suggested that it might not be a bad idea to
    approach firms through their training programs rather than their
    donation committees.

NOTE: The Museum will be in touch with the Advisory Group by the end
of June with the list of those who have agreed to speak.

cc: Advisory Group
     Gus Klein
     Allan Kennedy
     Bill Poduska
     Dan Gregory

THE COMPUTER MUSEUM

RANDOM IDEAS FOR BREAKFAST SPEAKERS

Robert Metcalfe, 3Com, Ethernet inventor entrepreneur

Alan Shugart, Seagate, floppy disc inventor entrepreneur

Bill Gates, Microsoft, first micro compiler entrepreneur

Carver Mead, Caltech, Silicon compilers entrepreneur

Bill Poduska

Mitch Kapor

Pat McGovern

David Ahl, Creative Computing creator

Steve Swerling, Mentor Graphics, workstation software

Ed Feigenbaum, Stanford, 5th Generation, Artificial intelligence

Charles Sporck, National Semiconductor

June 5, 1985

G. Bell

THE COMPUTER MUSEUM

BREAKFAST SEMINAR ADVISORY GROUP

Howard Anderson   Yankee Group

Paul Donahue   Bank of America

David Donaldson   Ropes & Gray

Fred Lane   Donaldson Lufkin & Jenrette

James Marcellino   Gaston Snow & Ely Bartlett

James Norris   BayBanks

Robert Schechter   Coopers & Lybrand

Robert Whalen   Hambrecht & Quist

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THE COMPUTER MUSEUM
CHAIRMAN'S JUNE 3 REPORT

July 2, 1985

Person	Amount Requested	Response	Comments
Erich Bloch	$2,000		will reply in writing
Harvey Cragon	4,096	?	something
David Donaldson	5,000	no	over committed
Robert Everett	2,500	3,660	stock
Sydney Fernbach	4,096	no	
C. Lester Hogan	25,000		unable to reach
Theodore Johnson	10,000	3,000	
Mitchell Kapor	10,000	10,000	reconfirmed $100,00 restricted to a particular exhibit
John Lacey	2,500	no	
Patrick McGovern	50,000		call back July 3
James McKenney	5,000	4,200	
Jean E. Sammet	2,000	500	(IBM match - 1,000)
Edward A. Schwartz	5,000		call back Sept.
Kitty Selfridge	4,096	1,000	by Dec. 31
Erwin Tomash	5,000	no	over committed
Dr. An Wang	50,000	no	see below
Andrew Knowles	5,000	no	
Robert Noyce	25,000	29,000	payment on existing pledge
August Klein	25,000	17,000	
Jonathan Rotenberg	1,000	no	over committed

I am not sure Dr. Wang saw Bill's letter; it got shunted off to Paul
Guzzi's office. Guzzi's office said the only contribution from Wang
would be the corporate gift of $100,000 over 5 years already pledged.

aj.1.64

THE COMPUTER MUSEUM
LEADERSHIP GIFTS AND PLEDGES
June 20, 1985

	PLEDGE	TOTAL RECEIVED	TOTAL PLEDGED	
Board/Trustees				
1 @	500,000	184,421	500,000	Bell
1 @	207,325	206,325	207,325	Olsen(DEC)
1 @	200,000	40,000	200,000	Mead
1 @	80,000	68,250	118,250	Poduska
1 @	50,000	54,940	50,000	Noyce
1 @	27,000	10,000	27,000	Klein
1 @	20,000	20,000	20,000	Kapor (100,000)
1 @	13,000	10,000	13,000	Johnson
1 @	10,575	10,575	10,575	Tomash
1 @	10,500	10,500	10,500	Bloch(IBM)
1 @	10,000	8,000	10,000	Everett
1 @	8,596	4,356	8,596	McKenney
1 @	6,000	6,000	6,000	Donaldson
1 @	5,040	1,380	5,040	Sammett(IBM)
2 @	5,000	6,400	10,000	Bachman/Knowles
1 @	4,096	4,096	4,096	Lacey
2 @	1,000	1,000	2,000	Rotenberg/Selfridge
		-----	-----	
		646,243	1,202,382	
Individuals				
1 @	51,500	51,500	51,500	Burkhardt
1 @	32,000	32,000	32,000	Fisher
1 @	30,000	30,000	30,000	Richardson
3 @	25,000	35,000	75,000	Drane/Nelson/Sporck
1 @	19,800	19,800	19,800	Smart
1 @	19,000	19,000	19,000	Sutherland
1 @	18,000	18,000	18,000	Metcalfe
1 @	16,384	4,096	16,384	Watson
1 @	10,378	10,378	10,378	Ross
1 @	10,356	10,356	10,356	Anderson
1 @	10,111	10,111	10,111	Olsen
1 @	10,000	9,841	10,000	Hindle
1 @	8,192	4,225	8,192	Jones(DEC)
4 @	5,000	14,000	20,000	Congleton/Maguire/Marrill/McCracken
1 @	4,494	4,494	4,494	Forrester
19 @	4,096	20,824	77,824	Chinn/Claussen/D'Arbelof/deValpine/ deVitry/Hendrie/Kent/Kilby/Koogler/ Linsalata/Mallery/McWilliams/Morril/ Perkins/Price/Sites/Shugart/ Thorndike(DEC)/Waite/Wiggins
1 @	4,061	4,061	4,061	Cheheyl
2 @	4,000	2,000	8,000	Payne/Wolfson
37 @	<4,000	19,650	29,550	
		-------	-------	
		319,336	454,650	

		PLEDGED	TOTAL RECEIVED	TOTAL PLEDGED	

Corporations

		PLEDGED	TOTAL RECEIVED	TOTAL PLEDGED	
1 @	800,000	200,000	800,000	Digital Equipment
2 @	100,000	25,000	200,000	Data General/Wang
1 @	90,000	15,000	90,000	Apollo Computer
1 @	60,000	20,000	60,000	MITRE
3 @	50,000	65,000	150,000	Bank of America/IDG/AT&T
1 @	40,000	40,000	40,000	Control Data
1 @	25,000	12,500	25,000	Boston Globe
2 @	10,000	5,000	20,000	Software Results/INDEX
1 @	5,000	5,000	5,000	Gaston Snow
7 @	4,096	22,504	28,672	3COM Corporation/Ford Motor Co/ Houghton/Mifflin/Microsoft/ Int'l Computers Ltd/ General Systems/Regis McKenna
4 @	4,000	6,000	16,000	American Mgmt System/Meditech/New York Air/Nolan, Norton & Co.
1 @	3,500	3,500	3,500	Boris Color Lab
1 @	2,480	2,480	2,480	DECUS
1 @	2,000	2,000	2,000	Draper Labs
		423,984	1,442,652	

Foundations

		TOTAL RECEIVED	TOTAL PLEDGED	
		10,000	10,000	Systems Development Foundation
		10,000	10,000	

	TOTALS TO DATE	1,399,563	3,109,684

AJ.DEVMEET.LEADERSHIP.3/85

**The
Computer
Museum**

Museum Wharf
300 Congress Street
Boston, Massachusetts
02210
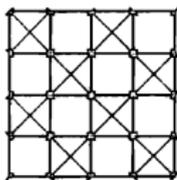
I/We intend to make a capital gift to The Computer Museum
in the sum of $ _____ .

Payments on the pledge will be made:
○ annually   ○ semi-annually   ○ quarterly
over a period of _____ years, beginning _____ .

Payment of $ _____ is enclosed.

Please expect a matching gift from: _____ .

Signature _____ Date _____

Please print your name as you wish to be listed:

_____

Please make checks payable to: The Computer Museum

THE COMPUTER MUSEUM

CAPITAL CAMPAIGN TARGETS
($)

	1986	1987	1988	AREA TOTAL
BOSTON (non-computer)	400,000	200,000	300,000	900,000
Company	200,000	150,000	100,000	75⁰
Individual	200,000	50,000	200,000	
Area Chairman				
				2.0
EAST COAST COMPUTER RELATED	600,000	500,000	700,000	1,800,000
Company	250,000	200,000	150,000	
Individual	350,000	300,000	550,000	
				1.0
MIDWEST	200,000	300,000	400,000	900,000
Company	100,000	150,000	200,000	
Individual	100,000	150,000	200,000	
				1.0
WESTCOAST	250,000	250,000	250,000	750,000
Company	100,000	100,000	100,000	
Individual	150,000	150,000	150,000	
				1.0
INTERNATIONAL	100,000	100,000	200,000	400,000
SPECIAL INDUSTRIES (ENDIVIDUAL) ($50,000+)	500,000	500,000	500,000	1,500,000
DIRECTORS/TRUSTEES	450,000	450,000	450,000	1,350,000
YEAR TOTAL	2,500,000	2,300,000	2,800,000	

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THE COMPUTER MUSEUM
CASH FLOW PROJECTION
JUNE-DECEMBER 1985
Rev. 6/28/85

2 weeks ending	cash in	cash out	cash surplus/ (reqmt.)	borrowings current	cum.	cumulative cash surp./ (deficit)
beg. balances					285,000	9,000
6/14 (act.)	51,800	45,300	6,500		285,000	15,500
6/28 (act.)	56,600	43,800*	12,800		285,000	28,300
7/12	49,000	38,200	10,800		285,000	39,100
7/26	90,400	76,900*	13,500		285,000	52,600
8/9	94,100	53,200	40,900		285,000	93,500
8/23	77,100	336,200**	(259,100)		0	(165,600)
9/6	20,300	51,300	(31,000)		0	(196,600)
9/20	24,100	68,400	(44,300)		0	(240,900)
10/4	20,900	46,400	(25,500)		0	(266,400)
10/18	22,600	62,700	(40,100)		0	(306,500)
11/1	67,500	58,500	9,000		0	(297,500)
11/15	91,300	43,800	47,500		0	(250,000)
11/29	39,600	42,000	(2,400)		0	(252,400)
12/13	29,600	42,100	(12,500)		0	(264,900)
12/27	70,900	39,100	31,800		0	(233,100)
TOTAL	805,800	1,047,900	(242,100)		0	(233,100)

* Includes 1/3 of final payment to contractor for new construction
(delayed from previous 2-week period).
Remaining $42,900 to be paid in two weeks ending 7/26.

** $300,000 line of credit must be repaid by 9/1/85.

THE COMPUTER MUSEUM
CORPORATION/FOUNDATION DONATION HISTORY

July 2, 1985

Company Name	State	Operating (FY 83-84)	(FY 85)	Capital Campaign In-kind	$$$
Adage, Inc.	(MA)		3,000	*	
Addison Wesley	(MA)		3,000		
ADP, Inc.	(NJ)	2,500			
Almac Moving & Storage	(MA)			*	
AFIPS, Inc.	(VA)	5,000			
Altek Corporation	(MD)			*	
American Management System	(VA)				4,000
Analog Devices	(MA)		1,000		
Analogic Corporation	(MA)	2,500			
Apollo Computer, Inc.	(MA)	2,500			90,000
Apple Computer, Inc.	(CA)			*	
Artel Communications Corp.	(MA)			*	
Association of Computing Mac.	(NY)	2,500			
AT&T	(NJ)			*	50,000
Autographix	(MA)		1,000	*	
Bank of America	(CA)				50,000
Bank of Boston	(MA)		10,000		
Benton & Bowles, Inc.	(NY)	2,500			
Bitstream, Inc.	(MA)		3,000	*	
Boeing Commercial Airplane	(WA)			*	
Bolt, Beranek and Newman	(MA)	5,000	1,000		
Boris Color Labs	(MA)	3,500			3,500
Boston Globe	(MA)		1,000		25,000
British Computer Society	(ENGLAND)	5,000			
Burroughs Corporation	(MI)	2,500	2,500		
CADCentre, Ltd.	(MA)			*	
C-Ware Corporation	(CA)			*	
Codenoll Technology Corp.	(NY)	2,500			
Commodore Bus. Machines, Inc.	(PA)	2,500		*	
Compaq Computer Corporation	(TX)			*	
Computer Science Press	(MD)	2,500		*	
Condor Computer	(CA)			*	
Control Data Corp.	(MN)	7,500		*	40,000
Convergent Technologies	(CA)	2,500			
Coopers & Lybrand	(MA)			*	
Cranston Csuri Productions	(OH)			*	
Creative Solutions	(MD)			*	

Company Name	State	Operating (FY 83-84)	(FY 85)	Capital Campaign In-kind	$$$
Cullinet	(MA)		1,000		
Dane, Falb, Stone & Co.	(MA)		1,000		
Data General	(MA)	5,000		*	100,000
Datapoint Corporation	(TX)		2,500		
Dataproducts Corporation	(CA)	2,500		*	
DECUS	(MA)	5,000	2,500		2,480
Digital Equipment Corp.**	(MA)	480,000	240,000	*	800,000
Digital Productions, Inc.	(CA)			*	
Draper Laboratories	(MA)		3,000		2,000
Expoconsul International, Inc.	(NJ)	2,500			
Fiber Optic Communcations	(MA)			*	
Fibronics International, Inc.	(MA)			*	
Ford Motor Company	(MI)	5,000			4,096
Fujitsu America, Inc.	(CA)	2,500			
Gaston Snow & Ely Bartlett	(MA)				5,000
General Computer Company	(MA)		3,000	*	
General Systems Group, Inc.	(NH)	2,500			4,096
Germaine-Lawrence-DRK, Inc.	(MA)			*	
Gould, Inc.	(IL)		1,000	*	
Grinnell Systems Corp	(CA)			*	
GTE Data Services, Inc.	(FL)	2,500			
Hardcopy-Seldin Publishing	(CA)	3,000			
Hewlett-Packard Company	(CA)	2,500	10,000	*	
Honeywell Foundation	(MN)		2,500		
Honeywell Information Systems	(MA)		10,000		
Houghton Mifflin	(MA)				4,096
IBM Corp.	(NY)	15,000	15,000	*	
IEEE Computer Society	(MD)	5,000	2,500		
Index Systems	(MA)				10,000
Intel Corp	(CA)	5,000	3,000	*	
Interactive Computer Products	(CA)			*	
Interlan,Inc.	(MA)	2,500		*	
International Computers Ltd.	(ENGLAND)				4,096
International Data Group	(MA)	2,500		*	50,000
ITT Corp.	(NY)	5,000			
Investments Orange Nassau, Inc.	(MA)		1,000		
Jerry Valenta & Sons, Inc.	(NJ)			*	
Jet Propulsion Laboratory	(CA)			*	
Jung/Brannen Associates,Inc.	(MA)			*	
Kaypro	(CA)			*	
Learning Corp of America	(NY)			*	

Company Name	State	Operating (FY 83-84)	Operating (FY 85)	Capital In-kind	Campaign $$$
LexidataCorp	(MA)			*	
Los Alamos National Lab.	(NM)	2,500			
Lotus Development Corp.	(MA)		3,000		
Lucasfilm, Ltd.	(CA)			*	
Little, Arthur D., Inc.	(MA)		2,500		
Manufacturers Hanover	(NY)		1,500		
MASSCOMP	(MA)	2,500		*	
McGraw-Hill, Inc.	(NY)	2,500			
Meditech	(MA)				4,000
MDB Systems, Inc.	(CA)	2,500			
Mentor Graphics Corporation	(OR)			*	
Micro Control System	(CT)		1,000	*	
Microsoft	(WA)			*	4,096
Microsource Financial	(MA)		1,000		
Microsystems Corp	(IL)			*	
MITRE Corporation	(MA)	5,000	2,500		60,000
MOCO, Inc.	(MA)			*	
Mono Systems Corp.				*	
Motorola, Inc.	(AZ)	2,500			
National Semiconductor Corp.	(CA)	2,500		*	
NEC Corporation	(JAPAN)	2,500		*	
New York Air	(NY)				4,000
Nike, Inc.	(NH)			*	
Nolan, Norton, & Co.	(MA)				4,000
Northern Energy Homes	(KY)			*	
OMNI Publications	(NY)	2,500			
Omnibus Computer Graphics Center, Inc.				*	
Ontario Science Center	(CANADA)			*	
Oregon Software, Inc.	(OR)			*	
PCK Technology Division	(NY)	2,500			
Pencept, Inc.	(MA)		1,000	*	
Polaroid Corporation	(MA)	6,000		*	
Prime Computer, Inc.	(MA)	2,500	2,500	*	
Prudential Insurance Company	(MA)		3,000		
Rand Corporation	(CA)			*	
Recording & Statistical Corp.	(MA)	2,500		*	
Regis McKenna Public Relations, Inc.	(MA)				4,096
Dick Reno, Inc.	(MA)	2,500			
Rossin Greenberg Seronick and Hill	(MA)			*	
Schlumberger Horizons, Inc.	(NY)	5,000			
Scriptel Corporation	(OH)			*	

Company Name	State	Operating (FY 83-84)	(FY 85)	Capital Campaign In-kind	$$$
SHARE, Inc.	(IL)		2,500		
Siecor Corporation	(MA)			*	
SIGGRAPH	(MA)			*	
Skidmore Ownings & Merrill	(IL)			*	
Software Results Corp.	(OH)				10,000
Sony	(NJ)			*	
SRI International	(CA)	2,500		*	
Standard Oil Company	(OH)		1,000		
Stratus Computer, Inc.	(MA)	2,500		*	
Summagraphics Corp.	(CT)			*	
Symbolics, Inc.	(CA)		2,500		
System Development Foundation	(CA)				10,000
Systems Concepts	(CA)	2,500			
Tektronix	(OR)			*	
Teradyne, Inc.	(MA)		1,000		
3Com Corporation	(CA)				4,096
Tobin Food Services	(MA)	7,500			
The Travelers Companies	(CT)	2,500	25,000	*	
United Technology Mostek	(TX)		3,000		
VCA Teletronics	(NY)			*	
Venture Founders Corporation	(MA)	2,500			
Visual Technology, Inc.	(MA)			*	
Wang Laboratories, Inc.	(MA)	5,000			100,000 ·
Xerox	(CA)	2,500			
XRE Corporation	(MA)		1,000		
XtraSoft	(CA)			*	
		672,500	377,500		1,452,652

* in-kind = hardware, software, services, artifacts and other equipment
** Digital Equipment corporation was the founding Corporate Member

July 1, 1985

CORPORATE CONTRIBUTIONS

ANNUAL GIVING - OPERATIONS

FY 85 - ACTUAL		FY 86 - BUDGET		FY 88 - BUDGET	
DEC	$240,000	DEC	$240,000	1 @ 100	100,000
Travellers	25,000	IBM	25,000	1 @ 50	50,000
IBM	15,000				
3 @ 10	30,000	6 @ 10	60,000	10@ 10	100,000
30 @ 3	90,000	50 @ 3	150,000	100 @ 3	300,000
15 @ 1	15,000	70 @ 1	70,000	100 @ 1	100,000
TOTAL	. $415,000		$570,000		$775,000

CAPITAL CAMPAIGN - MARCH 84 - MARCH 88

ACTUAL TO DATE			NEEDED COMMITMENTS - 3 YEARS			
DEC	$800,000		1 @ $150,000	$150,000	(50/yr)
DG	$100,000	($25/yr)	3 @ 90,000	270,000	(30/yr)
Wang	100,000	($20/yr)	8 @ 75,000	600,000	(25/yr)
Apollo	90,000	($15/yr+)	10@ 45,000	450,000	(15/yr)
Mitre	60,000	($10/yr+)	20@ 30,000	600,000	(10/yr)
3 @ 50,000	150,000				
1 @ 40,000	40,000				
2 @ 20,000	40,000				
1 @ 25,000	25,000				
2 @ 20,000	20,000				
9 @ 4,096	40,000				
TOTAL	$1,465,000			$2,070,000	.

TOTAL FROM CORPORATIONS $3,500,000

INDIVIDUALS

GIFTS TO CAPITAL CAMPAIGN

TOTAL GOAL: $6,000,000
 RAISED: 1,725,000

	PLEDGED		NEEDED	
1 @ 500	$500,000	1 @ 500,000		$500,000
2 @ 200*	400,000	2 @ 250,000		500,000
2 @ 100**	200,000	5 @ 100,000		500,000
2 @ 50*	100,000	150	50,000	750,000
3 @ 30**	90,000			
3 @ 25*	75,000	250	25,000	625,000
3 @ 20*	60,000			
2 @ 15	30,000			
9 @ 10	90,000	500	10,000	500,000
9 @ 5	45,000			
22 @ 4,096	90,000	200 @ 4,096		819,200
41 @ <4,096	40,000			

TOTAL   1,725,000   4,200,000

* = 1 CEO

1 Cady, Roger   Raster
      W: H:
   O:
      RESULT TO DATE:
      NOTES:

2 Carter, John*   Aegis Fund
      W: 617—338—5655 H: O:
      RESULT TO DATE:
      NOTES:

3 Coulter, Charlie*   ARD
      W: 617—423—7500 H: O: Linsalata
      RESULT TO DATE:
      NOTES: Head AR&D, BOD of Lexidata — Textron considering corporate gift

4 Cronin, Mike*   Automatix
      W: H: O:
      RESULT TO DATE: Gave product. Could get 4K (Stephanie) 12/1/84
      NOTES:

5 Cullinane, Mr. John*   Cullinet
      W: 617—329—7700 H: O:McGovern
      RESULT TO DATE:
      NOTES: Chairman, President, Director Cullinet, Company's foundation
      gave $1,000

6 Dantis, Mr. Carl   Compugraphic
      W: 658—5600 H: O:
      RESULT TO DATE:
      NOTES:

7 Foster, Bill   Stratus
      W: H:
   O:
      RESULT TO DATE:
      NOTES:

8 Goldman, Bob*
      W: H:
   O:
      RESULT TO DATE: $250
      NOTES:

9 Gregory, Mr. Dan*   Greylock Management Corporation
      W: 423—5525 H: 263—9498   O:
      RESULT TO DATE:
      NOTES: LT 6/18/84; [3/18/85:Got Charlie Waite (4K) and Howard Cox (1K)
      to give. Said he would give in 85. Would like a tour with son who's at
      INC + High Tech Mag for article.
ID:GB.AD.TD — GB.AD.SO

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10 Hambrecht, Bill*   H&Q
      W: 415-986-5500 H: O:
      RESULT TO DATE: 1K
      NOTES: Pat J. Sansonetti, VP sent a letter 9/84 with clipping.

11 Henderson, Robert   Greylock Management Corporation
      W: 617-423-5525/617-963-8500 H: O:Bachman
      RESULT TO DATE: $500 3/18/85.
      NOTES: Vice-Chairman of Board, Greylock; Chairman of Board, DBS, Inc.,
      Randolph Industrial Park, Randolph, MA 02368,; BOD of Fairchild
      Foundation - Fairchild turned us down

12 Henson, Mr. Joe   Prime Computer Corporation
      W: 617-655-8000 X3838 H: 443-4807   O:
      RESULT TO DATE: 10/23: sent pledge card. Agreed to give beginning 85.
      NOTES: President, Prime

13 Levy, Steve   BBN
      W: 491-1850 H: O:
      RESULT TO DATE:
      NOTES: Call 3/4/85

14 Lorber, Mr. Matt
      W: H: 266-0665   O:
      RESULT TO DATE: Analog Devices=1K
      NOTES: No help.

15 McNeill, Timothy   International Data Group, Inc.
      W: 1-875-5000   H:
      O:
        RESULT TO DATE:
        NOTES:

16 Norad, Bill   MICOM
      W: H:
      O:
        RESULT TO DATE:
        NOTES:

17 Perry, Mr. William   Hambrecht & Quist
      W: 415-986-5500,576-3452 H: 949-3180   O:BE
      RESULT TO DATE:
      NOTES: Partner Hambrecht & Quist; Director - MITRE; [11/84: letter
      written]

18 Planitzer, Russ   ~~Rothschild~~
      W: J. H. Wattner   H:
      O:
        RESULT TO DATE:
        NOTES:

ID:GB.AD.TD - GB.AD.SO

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19 Pompa, Mr. Jim   Honeywell
        W: 895-3450 **H:** 894-5775   **O:**
        RESULT TO DATE:
        NOTES: Local Honeywell $10K in 85, Hdqts $2.5K in 85, Honeywell animal
        collection on loan to TCM

20 Stata, Mr. Ray   Analog Devices, Inc.
        W: 329-4700 **H:**   **O:**
        RESULT TO DATE:
        NOTES: Told GB no in a letter, but still trying

21 Winginstaad, Norm
        W: **H:**   **O:**
        RESULT TO DATE:
        NOTES: Asked 11/12/84 on behalf of C. Waite

ID:GB.AD.TD - GB.AD.SO

Company / Address	Contact	Phone
Adage One Fortune Dr.	Lewis Brentano Billerica, MA 01821	667-7070
Adalcar Group 572 Washington St.	Alice Remby Wellesley, MA 02181	617-431-1785
ADE Corporation 77 Rowe St.	Winthrop Baylies Newton, MA 012166	969-0600
Adelie Corporation 288 Walnut St.	Diana L. Gill Newtonville, MA 02160	617-965-8480
Advance Reproductions 100 Flagship Dr. Willows Ind. Pk.	Tom Nigrelli N. Andover, MA 01845	685-2911
Alcatel Vacuum Products 40 Pond Park Rd.	Bob Drew Hingham, MA 02043	749-8710
Allied Analytical Sys. 590 Lincoln St.	Jo Rita Jordan Wattham, MA 02254	470-1790 890-4300
Alloy Computer Prod. 100 Penn. Ave.	R.A. Swift Framingham, MA 01701	875-6100
American Power Devices 7 Andover St.	Bob Dimodana Andover, MA 01810	617-475-4074
Amicon Corp. 25 Hartwell Ave.	James Tandoli Lexington, MA 02173	617-861-9600
Amnet 101 Morses St.	Peter Thornton Watertown, MA 02172	923-1850
Analog Devices 10 Corporate Place	Gregory Koss Burlington, MA 01803	273-4780
2) Analog Devices Two Technology Way	Jane Perry Norwood, MA 02067	329-4700
Analogic 8 Centennial Dr.	Harold Goldberg or Patty Douglas Peabody, MA 01961	246-0300
Apollo 330 Billerica Rd.	Mary Allard Chelmsford, MA 01824	256-6600
Apple Computer 3 Speen St.	Ms. Debbie Muller Framingham, MA 01701	617-875-7811
Applicon 32 Second Ave.	John Navin Burlington, MA 01803	617-272-7070
Artificial Intelligence 100 Fifth Ave.	Thomas Elliott Waltham, MA 02154	617-890-8400

ASK Computer Sys.   275-5850
19 Crosby Drive   Bedford, MA   01730

A T & T Info. Sys.   Mr. Jacklee   617-647-7714
9 Riverside Rd.   Weston, MA   02193

Atex   Mr. Ance W. Thatcher   617-276-7702
32 Wiggins Ave.   Bedford, MA   01730   .

Augat   David Swanson or Richard Grubb   617-222-2202
40 Perry Ave.   Attleboro, MA   02703
P.O. Box 1037

Automation Unlimited   Nate Smith   617-933-7288
10 Roessler Rd.   Woburn, MA   01801

Automatix   Dean LaCoe   667-7900
1000 Tech Park Dr.   Billerica, MA   01821

Avatar   Dr. Frederick Wiersema   617-435-6872
99 South St.   Hopkinton, MA   01748

Avco Everett Research Lb. Vincent Coates   617-389-3000
2085 Revere Beach Prkwy. Everett, MA   02149

Avco Specialty Div.   Terry   617-454-5441
2 Industrial Ave.   Lowell, MA   01851

Avco Systems Div.   John Fouhy   617-657-3773
201 Lowell St.   Wilmington, MA   01887

The Back Store   Stuart Feinzig   617-449-6100
33 Highland Ave.   Needham Heights, MA   02194

Bacon Industries Inc.   Richard Cass   617-926-2550
192 Pleasant St.   Watertown, MA   02172

Baird   David Walsh   617-276-6196
125 Mdlsx. Turnpike   Bedford, MA   01730

Bank of Boston   Barbara Mastro   434-7271
100 Federal ST.   Boston, MA   02110

BASF Systems Corp.   John Ehrlich   617-271-4061
19 Crosby Drive   Bedford, MA   01730

BBN   Neil Sanders   497-2891
10 Moulton St.   Cambridge, MA   02238

Bitstream   Ann Roe-Hafer   617-497-6222
215 First St.   Cambridge, MA   02142

Boston Systems Office   Joanne Dawson   617-894-7800
469 Moody St.   Walthand, MA   02154

Breuer & Co. 54 Middlesex Turnpike	Janna McMillan Bedford, MA 01730	275-5810
Bruel & Kjaer Instr. 185 Forest St.	Julie Pelz Marlborough, MA 01752	617-481-7000
BTU Esquire Rd.	John Crider N. Billerica, MA 01862	667-4111
Cadlinc, Inc. 2 Burlington Woods Dr.	Aniko Patheo Burlington, MA 01803	617-229-2650
Cahners Publishing Co. 221 Colombus Ave.	Susan Rapaport Boston, MA 02116	617-536-7780
California Microwave 633 Highland Ave.	Ed Harrington Needham Heights, MA 02194	617-449-4700
C&C Associates 904 Main St.	Nate Carabello Wilmington, MA 01887	617-272-6816
Caton Connector Corp. Jones River Ind. Pk. Ste. 106	Dan Galambos Kinston, MA 02364	585-4315
CGX Corp. 42 Nagog Park	Cynthia Brown Acton, MA 01720	263-3222
CESCO 105 Terrace Hall Ave.	David Patterson Burlington, MA 01803	272-7849
Chometrics Dragon Ct.	Joan Green Woburn, MA 01888	617-935-4850
CMP 1 Hollis St. Ste. 205	Wellesley, MA 02181	516-365-4600
CMS One Component Park	James Tantillo West Bridgewater, MA 02379	580-0111
Cognex 72 River Park St.	Linda Michalson Needham, MA 02194	617-449-6030
Commtorm 900 Middlesex Turnpike	Bob Murray Billerica, MA 01821	617-663-4442
Compugraphic 200 Ballardvale St.	John Moon Wilmington, MA	658-5600
Computer Express Inc. 2 Pleasure Island Rd.	Mike Harris Wakefield, MA 01880	617-246-4477
Computer Vision 100 Crosby Dr.	Howard Sholkin Bedford, MA 01730	617-275-1800

Concord Data Sys. 303 Bear Hill Rd.	Steven Puchkoff Waltham, MA 02154	890-1394
Control Data 60 Hickory Dr.	Stuart Bernstein Waltham, MA 02154	890-4600
Control Logic, Inc. 9 Tech Circle	Bret T. Murphy Natick, MA 01760	617-655-1210
Controlonics Corp. Five Lyherty Way	Cindy Strousse Westford, MA 01886	617-692-3000
CTI-Cryogenics 266 Second Ave.	Robert Dennen Waltham, MA 02254	617-890-9400
Cullinet Software 400 Blue Hill Dr.	Michael Greeley Westwood, MA 02090	617-329-7700
Custom Silicon 600 Suffolk St.	David Guinther Lowell, MA 01854	454-4600
CW Comm. 375 Cochituate Rd. Box 880	Nancy Langmeyer Framingham, MA 01701	879-0700
Cronin Elect. 77 Fourth Ave.	Tim Cronin Needham, MA 02194	449-5000
Data Arts & Sciences 13 Riverside Rd.	Wayne Robertson Weston, MA 02193	617-894-9500
Data General 4400 Computer Dr.	Stephen W. Hobbs Westboro, MA 01580	617-366-8911
Data Instruments Inc. 4 Hartwell Place	Ed Colbert Lexington, MA 02173	617-861-7450
Data Precision 800 Statler Off. Bdg.	Lisa Heiart Boston, MA 02116	617-482-4100
Data Transmission 65 Walnut St.	Tom Hunter Peabody, MA 01960	617-532-1884
DeHaart, Inc. 12 Wilmington Rd.	Ann Miller Burlington, MA 01803	617-272-0794
Deloitte Haskinst Sells 28 State St.	David Ellsbree Boston, MA 02109	742-7660
Delta Electronics P.O. Box 53	S.J. Somenset Beverly, MA 01915	927-1060
Digital Arts Group 9 Bedford St.	Philip Savage, Jr. Burlington, MA 01803	273-2780
Eastern Reproduction 1250 Main St.	Robert Magaire Waltham, MA 02154	893-0555

Eastprint Incorp. P.O. Box 855	Bob Kenyon Ardover, MA 01810	617-475-8960
Eaton Corp. 16 Tozer Rd.	Mary Levett Beverly, MA 01915	617-927-5840
EMC Corp. 12 Mercer Rd.	David Smith Natick, MA 01760	617-655-6600
Encore Computer 15 Walnut St.	Mr. Charles Casale Wellesley Hills, MA 02181	617-237-1022
Epoxy Technology P.O. Box 567	Ann Delmarsh Billerica, MA 01821	667-3805
Factory Mutual Eng. 1151 Boston Prov.	M.K. Appy Norwood, MA 02062	617-762-4300
Fairchild 3 Suburban Park Dr.	Jeffrey K. Jordan Billerica, MA 01821	663-6562
The Foxboro Co. Foxboro	George Guild Foxboro, MA 02035	543-8750
Frequency Sources 16 Maple Rd.	Martin Levin Chelmsford, MA 01824	617-343-6506
GE Software One Tech Drive	Dick Leonard Andover, MA 01810	617-685-1400
General Scanning Inc. 500 Arsenal St.	Cynthia Nyary Watertown, MA 02172	924-1010
Genrad 170 Tracer Ln.	Ed Rahaim Waltham, MA 02254	890-4900
Gould - PCD Div. Box 83	George Street Andover, MA 01810	475-4700
Gregg Corp. 100 Fifth Ave.	Thomas Ferb Waltham, MA 02254	617-890-7227
Harris,Miller,&Hanson 429 Marrett Rd.	Andrew Harris Lexington, MA 02173	617-863-1401
Heilind Electronics 185 Cambridge	Ed D-Entremont Burlington, MA 01803	617-272-5610
Henco Software, Inc. 100 Fifth Ave.	Mary Ann Kozlowski Waltham, MA 02154	890-8670
Higher Order Software 2067 Mass. Ave.	John Burton Cambridge, MA 02140	617-661-8900
Honeywell Info. Sys. 200 Smith St.	Marie Dettman Waltham, MA 02154	895-3519
Hotwatt Inc. 128 Maple Ave.	John F. Delaney Danvers, MA 01923	617-777-0070

Cont. Mass. Customer List

Houghten Mifflin 1 Beacon St.	Chuck Kemington Boston, MA 02108	617-725-5175
Hybrid Systems 22 Linnell Circle	Jack Worthen Billerica, MA 01821	617-667-8700
HyComp, Inc. 75 Union Ave.	Charles Jameson Sudbury, MA 01776	443-4631
I.C. Testing, Inc. 31C Union Ave.	~~Louann Beck~~ DAVE FRANKLIN Sudbury, MA 01776	617-443-8951 x 75
Imaging Technology 600 West Cummings Pk.	Robert Wang Woburn, MA 01801	617-938-8444
Inframetrics 12 Oak Park	Donna Mendes Bedford, MA 01730	617-275-8990
Instron Corp. 100 Royall St.	Maureen Kean Canton, MA 02021	617-828-2500
Interactive Data Corp. 486 Totten Pond Rd.	Carol Greenfield Waltham, MA 02154	617-895-4199
Interface Electronics 120 South St.	Jim Barhite Hopkinton, MA 01748	617-435-6858
Interlan 3 Lyberty Way	Gabe D'Annjnzio Westford, MA 01886	692-3900
International Data Corp. 5 Speen St.	Joe Levy Framingham, MA 01701	617-872-8200
Interwork 7A Stuart Rd.	Joanne Jacobs Chelmsford, MA 01824	617-250-0423
Ion Bean Technologies 1236 Brimball Ave.	Katherine Culhane Beverly, MA 01915	617-927-7551
Ionics, Inc. 65 Grove St.	Jana Walker Watertown, MA 02172	
Isoreg Corp. 410 Great Rd.	Mr. Emil Rechsteiner Littleton, MA 01460	617-486-9483
Ivy Microcomputer Corp. 15 Ararat St.	M. Keating Worcester, MA 01606	617-853-6914
John E. Boeing 18 Muzzey St. Box 5	Mark Boeing Lexington, MA 02173	862-2500
Kaye Instruments Inc. 15 De'Angelo Dr.	Alex Guldman Bedford, MA 01730	617-275-0300
Kel Inc. 400 West Cummings Pk.	Harry Takahashi Woburn, MA 01801	617-933-7852

Keydata 580 Washington St.	Robert Bienkowski Newton, MA	617-924-1200
Kierulff Electronics 13 Fortune Dr.	Bob Bowers Billerica, MA 01821	935-5134
Kinetic Systems 20 Arboretum Rd.	Moss Blosvern Roslindale, MA 02131	617-522-8700
Kontron 9 Plymouth St.	Marie McGinley Everett, MA 02149	617-389-6400
Lexidata 755 Middlesex Trnpk.	Kurt Dossin Billerica, MA 01865	663-8550
Linkware 77 Rumford	Martha Kidder Waltham, MA 02154	617-894-9330
Lionex Corp. 1 North Ave.	Mr. Joseph P. Jangro Burlington, MA 01803	617-272-9400
LISP Machine Inc. 9003 Receda Blvd.	David Trowbridge Cambridge, MA	818-886-6544
Marubeni Intl. Elect. 20 William St.	Mr. Ralph Zani Wellesley, MA 02181	617-237-2115
Masscomp One Technology Park	Richard Phillips Westford, MA 01886	692-6200
Mast Microwave 15 Alexander Rd.	Chris Theophile Billerica, MA 01821	663-7170
Micrion 30 Tozer Rd.	Mr. John Doherty Beverly, MA 01915	617-777-6464
Microfab Haverhill Rd.	Jerry Piwinski Amesbury, MA 01913	388-3600
Millipore 80 Ashby Rd.	Tom J. Anderson Bedford, MA 01730	275-9200
Mitchell Mgmt. Sys. 2000 West Park Dr.	Mr. Neil B. Mitchell Westboro, MA 01581	617-366-0800
MKS Instruments, Inc. 24 Third Ave.	Amanda Johnston Burlington, MA 01803	272-9255
Modgraph, Inc. 1393 Main St.	Jay Schlickman Waltham, MA 02154	890-5764
Mosaic Software Inc. 1972 Mas	Robert Burton Cambridge, MA 02140	1617-491-2434
Mosaic Technologies 47 Manning Rd.	Rick Gimbel Billerica, MA 01821-3970	667-2383
MPC Inc. 81 Old Ferry Rd.	Michael Casper Lowell, MA 01854	617-452-9061

Multim Technology, Inc. 3 Militia Dr.	Steve Claymen Lexington, MA	617-861-6200
Multim Technology, Inc. 869 Concord St.	Steve Claymen Fromingham, MA	617-861-6200
Mupac Corp. 10 Mupac Dr.	P. Anthony Visco Brockton, MA 02401	617-588-6110
NEC Info. Sys. 1414 Mass. Ave.	Mr. Peter Ferguson Boxboro, MA 01719	617-264-8000
Nixdorf Computer corp. 300 Third Ave.	Michael H. Anderson Waltham, MA 02154	890-3600
Northeastern University 360 Huntington Ave.	Chris Mosher Boston, MA 02115	437-2192
Northrop Precision Prd. 100 Morse St.	John Baraniak Norwood, MA 02062	617-762-5300
Octek, Inc. 7 Corporate Pl.	Bernard I. Sohn Burlington, MA 01803	617-273-0851
Pacer Systems Inc. 87 Second Ave.	Paul Serotkin Burlington, MA 01803	617-272-5995
Pittiglio Raban Todd& McGrath 36 Washington St.	Mr. Rick Hook Wellesley, MA 02181	617-431-7474
Polaroid 549 Technology Square	Palmer Swanson Cambridge, MA 02139	577-3283
Power General 152 Will Dr.	Stephen W. Forrester Canton, MA 02021	617-828-6216
Prime Prime Park	Lisa Ranger Natick, MA 01760	655-8000
Printed Circuit Corp. 10 Micro Drive	Leslie Sarmanian Woburn, MA 01801	617-935-9570
Programmable Devices 155 New Boston	Ralph Nevin Woburn, MA 01801	617-935-9530
PSI P.O. 3100	Martin Heller Andover, MA 01810	617-475-9030
QPL Electronic 22 Terry Ave.	Michael Shaw Burlington, MA 01803	617-229-2424
Racal-Redac, Inc. Lyberty Way	Susan Cook Westford, MA 01886	692-4900

Cont. Mass. Customer List

Ray Perron & Co.   Dean Perron
1040 Great Plain Ave.   Needham, MA   02192

RCA/Gov't Sys. Div.   Fred Meeley   617-229-3127
P.O. Box 588/Rte 62   Burlington, MA   01803

RCA Solid State Div.   Lon Cantor   *DALE LUDLUM*   201-685-6426
P.O. Box 600   Raritan, NJ   08869   685-4423

Royce Data Systems, Inc.   Dave Huband   435-9400
35 South St.   Hopkinton, MA   01748

Schaffner   Barbara Fisher   201-851-0664
111 Northfield Ave.   W. Orange, NJ   07052

Scheinfein Assoc., Inc.   Robert Scheinfein   617-944-2304
174 Haven St./P.O. Box 339   Reading, MA   01867

Scientific Systems   Alex Kosmata   617-661-6364
54 Ridge Ave.Extension   Cambridge, MA   02140

Screenprint/Dow Industries   William F. Donovan   617-657-7290
271 Ballardvale St.   Wilmington, MA   01887

Sertech Labs   Dave Childress   745-2450
One Peabody St.   Salem, MA   01970

Sigma Instruments co. Inc.   Ann Smith   617-843-5000
170 Pearl St.   Braintree, MA   02185

Saphikon   Frank Reed   603-673-5831
51 Powers St.   Milford, NH   03055

SDM Corporation   Joseph Lovoi   935-8780
96 D Commerce Way   Woburn, MA   01801

Silicon Dev. Corp.
Near Rte. 128-93   Wakefield, MA

Small Business Systems Group   MaryAnn Driscoll   692-3800
6 Carlisle Rd.   Westford, MA   01886

Software Action Team, Inc.   John Sottile   237-7573
20 Welleslay Office Park   Welleslay, MA   02181

Solid State Testing   Jim D'Gracomo   617-272-0972
56 Middlesex Tpke.   Burlington, MA   01803

Spartacus Computers   Larry Barton   275-4220
5 Oak Park Dr.   Bedford, MA   01730

Spears Associates, Inc.   Gilbert Mackin   769-6900
249 Vanderbilt Ave.   Norwood, MA   02062

Spire Corporation   Marion MC Adams   275-6000
Patriots Park   Bedford, MA   01730

Sprague Electric Co. 87 Marshall St.	Charles Welsch North Adams, MA 01247	413-664-4411
Stratus Computer, Inc. 6 Strathmore Rd.	Nick J. Bologna Natick, MA 01760	617-653-1466
Suffelk University 8 Ashburton Place	Karen DeCilio Boston, MA 02108	723-4700
Tac(The Architects Collab.) 46 Brattle St.	John Patterson / Katie Koh Cambridge, MA 02138	868-4200
Tech Export Inc. 244 Second Ave.	Jim Dadmun Waltham, MA 02211	617-890-6507
Tech / Ops Sevcon 40 North Avenue	Christopher Golden Burlington, MA 01803	272-2000
Tech Street Journal 3 Courthouse Lane	John Gantz Chelmsford, MA 01824	617-458-3974
Techprint 28 Sixth Rd., P.O. 2024	Paul Duront Woburn, MA 01888	617-933-8420
Telco Systems 333 Boston Providence Highway	Jim Lane Norwood, MA 02062	617-769-7510
Teledyne TAC 10 Forbes Rd.	Kim Canducci Woburn, MA 01801	935-5400
Telelogic Inc. 196 Broadway	Judy Glasser Cambridge, MA 02139	617-864-1003
Temptronic Corp. 55 Chapel St.	Paul Beland Newton, MA 02158	617-969-2501
Teradyne, Inc. 321 Harrison Ave.	Janice Melinari Boston, MA 02118	482-2700
Testing Labs of N.A. 22 Sixth Rd./Gill Ave.	Vincent Twomey Woburn, MA 01803	617-938-7033
Tra-Con 55 North St.	Musty Vitale Medford, MA 02155	391-5550
Transistor Specialties, Inc. 3 Electronics Ave.	Robert J. Bland Danvers, MA 01923	617-774-8722
Triad Engineering Corp. One North Ave.	Frank N. Haigh Burlington, MA 01803	617-273-1880
Unisource Software Corp. 71 Bent St.	Clay Clatur Cambridge, MA 02141	617-491-1264
Unitrade 5 Forbes Rd.	Joan Paglierani Lexington, MA 02173	617-861-6540
University of Lowell 1 University Ave.	Katherine Quinn Lowell, MA 01854	617-452-5000

Cont. Mass. Customer List

Unviersity of Mass. of Boston Publications Office, Harbor Campus	Jeff Mitchell Boston, MA 02125	617-929-7255
Varian Assoc. Blackburn Indust. Park	Bob Bullivant / CATHEY X4548 Gloucester, MA 01930	281-2000
Varian/Bev. Microwave Div. Salem Road	Michael S. Gates Beverly, MA 01915	922-6000
Varian/Extrion 121 Hartwell Ave.	Tony Messina Lexingont, MA 02173	861-7200
Varian/Litho. Balckburn Indust. Park	Frank Gibbins Bloucester, MA 01930	281-2000
Verbex Two Oak Park Dr.	Jeff Frost Bedford, MA 01730	617-275-5160
VIA Systems, Inc. 76 Treble Cove Rd.	Robert Blauth North Billerica, MA 01862	667-8574
Visual Computer 540 Main St.	Bob Pryor Tewksbury, MA 01876	617-851-5000
Visual Technology Inc. 540 Main St.	Robert J. Pryor Tewksbury, MA 01876	617-851-5000
Wayne Kerr 600 West Cummings Pk.	Woburn, MA 01801	617-938-8390
Wesco Electrical Co. 201 Manson St.	R.H. Kugell Greenfield, MA 01301	413-774-4357
White Hat Systems Inc. 331 Montvale Ave.	John Montgomery/Linda Dobias Woburn, MA 01801	933-3780
The Whitmor Co. Box 249 Whitmor Rd.	Ernest F. Becker Revere, MA 02151	617-284-8000
The Data Group Corp. 80 Hayden Ave.	Jeanne Petrillo Lexington, MA 02173	863-0400