

TWINCITIES NEWS

November/December 1986



Wishing you happiness this holiday season and throughout the New Year.

TWINCITIES NEWS

November/December 1986

Company name unveiled to the world

"And somewhere now, I will pull a curtain..." said Chairman and CEO W. Michael Blumenthal.

"You get on the other side, and when I say 'one, two, three, you pull.' One, two, three—Unisys! The name is Unisys! U-N-I-S-Y-S—Unisys. And I promise you, that for many years to come that name will symbolize quality, excellence, performance, dedication to the needs of our customers and users and a commitment of all of the coworkers and employees of the Unisys Corporation, wherever they are around the world, to do their best. The heritage of the two companies that came together will be preserved, but it is under this new banner that we will go forward together."

Blumenthal announced the new name of the company to employees and the media at a ceremony held at Detroit headquarters on the morning of Nov. 10. He said the new name is derived from three words—*united*, *information*, *systems*. *Unisys* (pronounced U-ni-sis) signifies that "we are solidly one company, unified and committed to the world information systems marketplace. We are a new force

there. We have the skills, global presence and staying power to meet customer needs for years to come," he said.

The name "Unisys" was one of 31,000 names submitted in a worldwide employee contest with a cash prize of \$5,000 for the first person to submit the name that was selected. At the ceremony, Blumenthal presented a check to Christian "Lee" Machen, an area systems manager in the Atlanta software and products and services district (Burroughs).

Name suggestions for the newly merged corporation ran the gamut from A to Z—AABSG International to Zyre. Thousands of entries combined the two existing names in some way: BS Partners, Buross, Burrovac, Burroughs/Sperry International, Burrer, Busper, Spebur, Sperry/Burroughs Universal, Supurb.

Aside from Burroughs/Sperry permutations, the name most frequently submitted, with 415 entries, was International Computer Systems Technology. United Systems Technology had 397. Global Computer Technology, Worldwide Computer Tech-

nology and Advanced Computer Technology each were suggested more than 200 times.

To introduce the new name and identity, a global corporate TV, print and direct mail campaign was launched Nov. 11. The print campaign will appear in more than 30 countries. Its message: the creation of Unisys brings a new competitive force to world computer markets and the beneficiary of that competition is the customer.

The print campaign has a six week run in 32 countries, ranging from Australia, Brazil, France and the U.K. to Finland, Korea, India and Hong Kong. Advertis-

ing is appearing in the business sections of major U.S. and international newspapers; in business publications, including *The Wall Street Journal*, *Business Week*, *Fortune*, and *The Economist*; and in key trade publications, including *Computerworld*, *Data-mation*, and similar international journals.

Sixty-second and 30-second commercials are airing in the U.S. on prime time news and sports programs, including the evening and late night/early morning news, 60 Minutes, Nightline, Face the Nation, World News Tonight, Meet the Press, Monday. Continued on page 7

UNISYS

Stern visits Twin Cities; addresses employees

Dr. Paul Stern, president of the new company, spoke before managers and supervisors of Information Systems Products and Technology (ISP&T) and Semiconductor Operations during a one-day visit here on Oct. 21. With Stern was Dr. Hollis Caswell, president of Burroughs System Products Group and Dr. Philip Dauber, president of Burroughs' Memorex subsidiary.

Stern toured the manufacturing and development areas of ISP&T at the Roseville facilities and addressed approximately 650 employees at three separately scheduled meetings at Roseville and Eagan. The following is a synopsis of his talks to those employees.

Stern said the purpose of his talk was to give an update on the new company and to relate some of the important objectives that he sees for the rest of this year and 1987.

He said the goal of the new company, as stated previously, is to establish the second largest computer company in the world; to create an alternative to IBM. The new com-

Continued on page 4



Dr. Paul Stern, president, spoke before three groups of employees during his one day visit to the Twin Cities. Here he addresses Semiconductor Operations personnel.

Company announces third quarter results

Burroughs Corporation reported on Oct. 16, that revenue in the third quarter, ended Sept. 30, was \$2,633 million, compared with \$1,159 million in the same period of 1985. Income before income taxes for the quarter was \$83.9 million, compared with \$45.1 million in the same period last year. Net income was \$52.9 million, or \$1.03 per share, compared with \$32.2 million or \$.71 per share in the third quarter of 1985.

The combination of Burroughs Corporation and Sperry Corporation was completed Sept. 16, 1986. Accordingly, the current period includes Sperry's results based on Burroughs' ownership position during the quarter. Burroughs' 1985 third quarter results do not include Sperry's 1985 results.

In a statement released to employees, shareholders, and the media, Burroughs Chairman W. Michael Blumenthal said, in part,

"Strong international performance, helped by a weaker dollar, offset generally weak conditions in the U.S. Under these industry conditions, we are very pleased with the financial results of the quarter. Revenue in the quarter on continuing operations for both Sperry and Burroughs showed low double-digit growth on a year-over-year comparative basis...

"We remain optimistic about the combined companies

business opportunities," said Blumenthal. "In the near term, international prospects continue favorable, while the U.S. business environment remains uncertain. For the remainder of 1986, Burroughs reported earnings will be affected by the impact of allowances for the one-time cost of restructuring the operations of the two companies. In 1987, the benefits of the merger of the two companies are expected to positively affect financial results."

Burroughs Corporation Summary of Results of Operations
(dollars in millions, except per share data)

| | Third quarter ended Sept. 30 | | Nine months ended Sept. 30 | |
|-----------------------------|------------------------------|-----------|----------------------------|-----------|
| | 1986 | 1985 | 1986 | 1985 |
| Revenue | \$2,633.0 | \$1,159.1 | \$5,106.6 | \$3,557.4 |
| Income before income taxes | \$83.9 | \$45.1 | \$230.3 | \$207.5 |
| Net Income | \$52.9 | \$32.2 | \$145.1 | \$132.9 |
| Earnings per share (common) | \$1.03 | \$.71 | \$3.00 | \$2.93 |

TO YOUR HEALTH



by Bev Krogseng

"It's the time of year when the world falls in love..." croons Andy Williams as we feast our way through the holiday season. Less romantic but alternative lyrics might be—"It's the time of year when we all eat too much..." After the month long indulgence, it is a rare person who will not have an extra five pounds on Jan. 5. The even rarer person will not have an extra five pounds from the year before, thus making a total of 10 or more extra pounds to shed before spring.

But how can we avoid this annual plague and go through the holiday season without loosening the belt buckle? The answer is really a two-part answer, moderation and exercise. The fact is most people not only increase their intake at this time, but they also decrease their physical activities and compound the problem. Weight gain or loss is still a simple formula. You need 3,500 extra calories to gain one pound. The reverse is also true. You need to reduce your intake by 3,500 calories or increase your activities to burn those calories in order to lose one pound.

Let's take a look at the approximate calorie content of some of the typical holiday treats:

| | |
|-------------------------------|--------------|
| eggnog, 1 punch cup, 4 oz. | 335 calories |
| fudge, choc. with nuts, 1 oz. | 120 |
| peanut brittle, 1 oz. | 128 |
| cookie, average size | 75 |
| pecan pie a la mode | 800 |
| mince pie, 4 inch slice | 340 |
| mashed potatoes, 1 cup | 200 |
| gravy, 1/4 cup | 72 |
| ham, 1 2x4 inch slice, 3 oz. | 190 |
| scotch, rum, gin, 1 jigger | 105 |
| manhattan, 3.5 oz. | 165 |
| martini, 3.5 oz. | 140 |

Remember, walking (jogging, etc.) burns approximately 100 calories per mile. It takes only 19 minutes to burn up 100 calories walking. By comparison it takes 78 minutes of watching football on TV (reclining) to burn the same number of calories.

The message this holiday season is eat, drink and be merry but use moderation and keep active. When 1987 is here and you head for the scale in the nurse's office, you will be happy you did.

Bev Krogseng is the Occupational Health Services Manager for Information Systems Products & Technology. She is a registered nurse and holds a master's of science degree in public health.

Adopt-A-Family program benefits needy families

Sperry's annual Christmas for Kids program is in its 24th year and the needs are as great as ever. This special program asks employees to make charitable contributions to local organizations including those for physically, emotionally and mentally handicapped children.

The program has traditionally been supported by Sperry employees and has also been adopted by other area corporations. Christmas for Kids is a Twin Cities-wide cooperative effort which is totally employee-sponsored. In addition to voluntary individual contributions, Sperry employees have developed novel fundraising ideas to help gather donations for Christmas for Kids.

Christmas for Kids donations will be accepted Dec. 11-18. Collection containers and envelopes will be located in the lobbies of each Twin Cities facility. Representatives from each facility will coordinate the program. Give generously—the kids need your support.

You help make Christmas for Kids

If you were one of the 1,800 Sperry employees who participated in the Adopt-A-Family program last holiday season, you know what a heartwarming experience it was. Through the generosity of those participants, 70 area needy families had a Christmas they won't forget for years to come.

The program, which will be coordinated by the Employee Volunteer Council this year, runs from Nov. 17 through Dec. 12. A representative in each facility will help groups of employees with the logistics of the program.

Families are screened and qualified through a variety of social service agencies in the St. Paul and suburban areas. The number of family members, their ages and any other pertinent information will be channeled through the company's Community Relations departments in Eagan and Roseville. Participants are asked to provide non-perishable food items, gift certificates toward food for a holiday meal and/or clothing, and gift items. All contributions will be received at a specified location and date for distribution.

If your department or work group would like to adopt a needy family this holiday season, you should contact your facility's Volunteer Council representative. Check posters for details or call 456-4602 or 635-7191.



Banquet honors employees

Robert F. Green and his wife Bessie were given honored seating at the head table at the Computer Systems Division (CSD) Service Award Banquet, held Sept. 27 at the St. Paul Civic Center. Green, who retired in July, was the sole CSD employee to celebrate 40 years of service in 1966. Six hundred and seventy-four other CSD and Air Traffic Control employees celebrating five, ten, 15, 20, 30 and 35 years of service also were feted at the banquet. John Gallos from WCCO TV presided as master of ceremonies and Bobby Vinton was the featured entertainer.

RECREATION NOTES

CSD EMPLOYEE PROGRAMS

Fanny Farmer gift certificates are available at a 30 percent discount.

Playoff championship results for the 1986 Sperry CSD Intramural soccer program: A League - Sasquatch; B League - Mudducks.

Abdallah Christmas candy will be delivered to cafeterias according to the following schedule:

| | | |
|-------------------|------------------|---------------|
| Tuesday, Dec. 2 | Midway | 10 - 11 a.m. |
| | Shepard Road | 2 - 3:30 p.m. |
| Wednesday, Dec. 3 | Sperry Park | 10 - noon |
| | Corporate Sq. D | 2 - 3:30 p.m. |
| Thursday, Dec. 4 | Eagandale Center | 10 - 11 a.m. |

Order holiday photo greeting cards from 55 Minute Photo before Dec. 6 and receive a 20 percent discount. Choose from six different styles and receive three-day service from any 35mm negative. Ten cards - \$5.95; 25 cards - \$10.95; 50 cards - \$19.95; 100 cards - \$36.95.

Mark your calendar and plan to bring your family. Sperry CSD ski days begin Jan. 10—greatly reduced prices.

| | |
|-------------------------|-------------------------|
| Jan. 10 — Trollhaugen | Feb. 7 — Trollhaugen |
| Jan. 17 — Welch Village | Feb. 14 — Welch Village |
| Jan. 24 — Wild Mountain | Feb. 21 — Wild Mountain |

ROSEVILLE EMPLOYEE SERVICES

Fanny Farmer gift certificates are available to Roseville employees for \$6.

League championship results for the 1986 Sperry Roseville intramural soccer program are:

- A — Division champion — Rocky's Animals
- A — Playoff champion — Strikers — A
- B — Division champion — Traitors
- B — Playoff champion — Traitors

On Sunday, Dec. 14 at 5 p.m., Sperry Roseville employees and their families will have the opportunity to see "The Wizard of Oz" at Lakeshore Playhouse in White Bear. Tickets are \$2 for adults and children. Santa will be on hand after the performance.

Ski days for Roseville employees are as follows:

- Sunday, Jan. 11 — Trollhaugen
- Saturday, Jan. 24 — Welch Village
- Sunday, Feb. 15 — Trollhaugen
- Saturday, Feb. 21 — Welch Village
- Saturday, March 7 — Welch Village

Christmas wreath orders are being taken again this year. Employee price will be \$5 each. Orders will be taken beginning Nov. 19 with delivery the first week of December. Watch bulletin boards for further information.

CSD AND ROSEVILLE REC NOTES

Enjoy the Eastman Brass Children's Christmas concert at the Ordway Music Theatre Sunday, Dec. 7 at 2 p.m. A performance for the entire family featuring "Tubby the Tube," holiday carols and singing. Tickets are \$7.

Winners for the third period of the 1986 Sperry fishing contest:

| | | |
|----------------|-----------------|---------------|
| David Zarins | Walleye | 7 lbs. 4 oz. |
| John Hoyny Jr. | Northern | 14 lbs. 8 oz. |
| Fred Engelmann | Largemouth bass | 4 lbs. 10 oz. |
| Robert Shaleen | Smallmouth bass | 1 lb. 5 oz. |
| Tim Groves | Crappie | 1 lb. 10 oz. |
| Mike King | Sunfish | 12 oz. |

Grand prize winners for the 1986 Sperry fishing contest were:

| | | |
|----------------|-----------------|---------------|
| Dan Deeg | Walleye | 8 lbs. 6 oz. |
| John Hoyny Jr. | Northern | 14 lbs. 8 oz. |
| Fred Engelmann | Largemouth bass | 4 lbs. 10 oz. |
| Jim Blumke | Smallmouth bass | 3 lbs. 0 oz. |
| Bill Wallace | Crappie | 1 lb. 13 oz. |
| Gerry Johnsen | Sunfish | 1 lb. 3 oz. |

Join the Sperry Ski Club at the Minnesota Ski Council Winter Carnival Dec. 12-14 at Quadra Mountain. Lift tickets and two nights lodging at the Quadra Villas are included in the \$49 fee. Registration deadline is Dec. 1.

Tickets are available for Sesame Street Live performances of "Big Bird Goes To Hollywood" at the Met Center. Cost is \$6.50. CSD Employee Programs has tickets for Dec. 5 at 7:30 p.m.; Dec. 6 at 11 a.m. and 3 p.m.; Dec. 7 at 4:30 p.m. Roseville Employee Services has tickets for Dec. 6 at 7:30 p.m. and Dec. 7 at 1 p.m.

Spend a weekend of fun this winter learning about nature with your children at the Environmental Learning Center, located near Isabella in the Superior National Forest. This accredited environmental school offers a unique recreational experience. For more information and brochure, contact Employee Programs at 456-2835.

Sperry Gun Club trap, skeet and handicap league champions for the 1986 season are as follows:

Overall and North Trap Division: Diane Glenn (Capt.), Mike Berger, Terry Franklin, Jim Manecke, Mark Corpstein, John Slauson, Mike Mack, Gail Otto, Bill Brown

South Trap A Division: George Wahl (Capt.), Darrell Ramsborg, Dale Harvego, Ken Nelson, Arlo Finney, Roger Engle, Ed Tilford, Morris Nielsen

South Trap B Division: Leroy Teschendorf (Capt.), Ken Wavra, Gerry Conzemius, Gary Claude, Jay Evenson, Gary Gilbreath, Colleen Teschendorf, Bill Rock, Bob Brauhn, Matt Brielich

Skeet A Division: Joe Rinehart (Capt.), Ken Dalager, Pat Pierce, Gordy Johnston, Ron Tice, Rolife Enkhaus, Don Pawlicki

Skeet B Division: George Wahl (Capt.), Darrell Ramsborg, Ken Nelson, Roger Engle, Dale Harvego, Morris Nielsen

Top Gun Awards

Trap: Club Champion — Bob Arnold — Average 24.10
South B Division — Carl Hemp — Average 24.09
North Division — Clay Rustad — Average 23.2

Skeet: Club Champion — Steve Hanzalik — Average 23.7
B Division — Dan Rayman — Average 23.1

Handicap: Club Champion — John Bolich — Average 21.9
Runner Up — Don Pawlicki — Average 21.4

Winner of the Warren L. Myers Memorial Trophy for high combined trap and skeet: Steve Hanzalik — Average 23.4



In speaking to approximately 650 managers and supervisors in Roseville and Eagan, Stern said managers that can be characterized as people-oriented are the biggest asset of any corporation.

Dr. Paul Stern, president, along with Dr. Hollis Caswell and Dr. Philip Dauber, who jointly head up Corporate Product Operations, toured manufacturing and development areas at ISPET facilities at Roseville, during their one day visit to the Twin Cities.



Stern outlines company objectives

Continued from page 1

pany begins with about \$10.6 billion in sales and a research and development budget of about \$821 million, (excluding customer-funded research and development from the defense business).

Burroughs and Sperry blend well

With IBM as large as it is, size is a factor in order to be successful in the computer marketplace. Stern said the merger of Burroughs and Sperry was seen as the quickest way to create a company of significant size. And he noted that the two companies complement each other exceedingly well. Geographically, Burroughs and Sperry have strong customer bases in different countries. Each company also has strong customer bases in different industry segments. For example, Burroughs has strength in the financial institutions while Sperry is strong in the airline industry.

Wall Street believes in merger

The Wall Street investment community appears to have faith in the success of the new company. Stern noted that the stock has continued to rise since the merger negotiations began. (Usually the stock price declines after a company takes on a huge debt to achieve an acquisition.) And he pointed out that the third quarter results of the combined company were favorable.

Must seek savings and efficiencies

Stern said the next step is to take advantage of what has been created. He said management will be looking at areas that will generate economies of scale. As an example, he cited procurement as an area where great savings can be achieved. The company buys approximately \$3.2 billion of goods from outside vendors. By reducing the number of suppliers, a tremendous amount of

buying power can be used to bargain for lower prices.

In addition, there are redundancies in areas of the company. He said some facilities are not operating at economical capacity levels, and there are instances of product duplication. However, the duplication exists primarily at the entry level and component level.

He said there will be concerted efforts to reduce overhead, particularly at company headquarters, where 35 percent of the corporate headquarters staff is in the process of being cut.

Customer service is one area that won't be reduced. Stern said combining the Burroughs and Sperry customer engineering forces should provide great gains in customer satisfaction. Field service and coverage should be much better than it has been before, to the benefit of the customer.

Controllable expenses, such as communications and travel, will be examined closely. He cited the figure of \$10.6 million spent on "fast mail" at Burroughs headquarters, and he feels that much of the overnight kind of mail service presently in use is expensive and unnecessary.

Financial objectives for 1987

Next year will be critical for the company. Stern said the company must sustain the credibility it has with Wall Street and most importantly, with key customers. He said the company is aiming to earn between \$8 and \$9 per share, based on a conservative 6 percent growth in revenue. And that is assuming a difficult economy both in the U.S. and overseas.

Another objective is to reduce the debt-to-equity ratio, which currently is over 50 percent, due to the expenses of the merger. He feels that the debt percentage can be reduced to the mid-30s range by the end of 1987, by reducing the debt by \$1.5 billion.

Corporate Product Operations

Stern said Caswell and Dauber, the two

senior executives in charge of Corporate Product Operations, will play an important role in achieving savings for the new company. Product cost is one area where he feels improvements can be made. Improvements in the gross margins of products have a bigger impact than expense savings. As an example, a one point improvement in gross margin on \$10 billion can add a \$100 million to the bottom line.

While product cost reduction is a goal, Stern said quality will not be compromised. Quality reduces expenses in the field, reduces the need for spare parts, increases customer satisfaction and therefore helps drive revenue. He said quality should be evident in everything we do. It doesn't cost more to do it right the first time.

The company will keep prior commitments that have been made, and that applies to both new products and long term products. He said that we must continually think ahead to the next generation of products. Also, the company will maintain separate architectures. He said the Sperry 1100 series and Burroughs A-series will continue to be supported.

Status of the merger

Stern said the progress that has been made in merging the two companies together is ahead of schedule. A number of task forces were created, and they reported to a temporary Merger Coordinating Council. The Executive Office was then created and it functions as the policy and decision-making body for the new corporation. In addition, 28 senior executives were named, reporting to the Executive Office.

In traveling around the company and in talking with customers, Stern said he has reason to be optimistic, but it will take hard work to achieve our objectives. He expressed hope that even as employees carry the burden of hard work to achieve the objectives for 1986 and 1987, that on the way to doing it—with a positive attitude—we can also have fun.



Left to right: Dr. Paul Stern, president, Dr. Hollis Caswell, president, Burroughs System Products Group; and Dr. Philip Dauber, president, Burroughs Memorex, examine a Chaparral printed circuit board presented by Mary Gohlke, lead assembler, ISPET Manufacturing.

At left, Mike Busenari, process engineer, New Products/Production Engineering, at the Liberty work center area of ISPET Manufacturing, answers questions from Dr. Hollis Caswell, president, Burroughs System Products Group, about the capabilities of an infrared solder reflow oven.

Bob Jirik fights his way out of the corner

When Bob Jirik was a child, his parents were told by school system officials that he would never read or write and should be institutionalized. Today, Bob, in his 19th year of employment at Sperry, is a member of the governor's Council on Developmental Disabilities, the mayor's Advisory Committee for the Council of the Handicapped, and has been nominated to serve on the president's Committee on Employment of the Handicapped.

Jirik, at 65, is learning to read and write. And at a time when many think about "retiring" from life, he is just getting started.

Bob's story is remarkable in that he has been able to overcome so many obstacles and is driven to helping others like him get the opportunities to lead productive lives. "I give a damn about the handicapped because I'm one of them," Bob explains.

At birth, Bob's left leg was shorter than his right one. An operation remedied that problem enabling Bob to walk normally. When he entered school, he was unable to learn to read due to a form of dyslexia. Determined to learn, he sought the help of the school superintendent, who arranged a course in remedial reading at the University of Minnesota. Bob was told he had "word blindness." Still unwilling to give up, he went back to the superintendent, who then enroll-

ed Bob in a visual education course based on the talking typewriter. The course helped him to read, though not fluently. Bob discontinued his formal education after the fifth grade.

Later in life, Bob joined the labor force and landed a janitorial job at the Emporium Department Store with the help of former State Representative Joe Prifrel. When the Emporium went out of business, Bob applied for a job at Sperry's Shepard Road facility and with a recommendation from Congressman Joe Karth, he was hired as a janitor. Bob has since worked his way up to crib attendant.

During the past 17 years, Bob has been active in promoting educational programs for the handicapped, taking vacation each year to go to Washington, D.C. to meet with congressmen and senators. His list of political contacts reads like the "Who's Who in Government."

In fact, it was First District Congressman Tim Penny who recommended that Bob be named to the president's Committee on Employment of the Handicapped. In the Congressional Record dated May 24, 1984, Penny stated: "While Bob did not benefit from the special education programs currently in effect, his story is living proof that handicapped individuals can, with a little special attention and



Bob Jirik, a crib attendant at the Shepard Road facility, is pictured above with Senator Edward Kennedy and Governor Rudy Perpich. Jirik is being considered as a member of the President's Committee of the Handicapped.

assistance, become productive members of society."

Bob, who now attends literacy classes, feels fully qualified to serve on the committee. "If I had the education I should have had, I would have done a lot more with my life," said Bob. "But this opportunity would allow me to really be something. I'd make a difference."

As a member of the committee, Bob would promote full job opportunities for the handicapped and would advise the president and congress on employment issues such as education, transportation and accessibility.

"I know what education means to people," Bob said. "The guy

on the top may be formally educated, but I can also educate him with my experience. I have the inside track on these kind of problems because I've been through them."

Bob had his say in front of the Congress back in 1984 when Congressman Penny presented Bob's account of his efforts to overcome his disabilities. Entitled "Almost In A Corner," Bob wrote of his experience. In part, he wrote: "I only wish that the state and local agencies had started me on these programs long ago instead of always shoving me in a corner. I may offer just a little hope for some young illiterates

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Let your head Lead your heart



The United Way

the United Way. (In 1980, the total raised was \$314,875.) During those years, 1980-1986, employees have contributed \$3,448,968 to the United Way, enabling a variety of agencies to aid the community by providing food, shelter, counseling, medical and recreational services.

The Twin Cities South (Eagan-based) campaign, chaired by Don Marth, director of Program Management, Standard Products, CSD, raised a total of \$361,870 — 90.4 percent of its \$400,000 goal. Marth's co-chair was Tom Knops, director of Standard Products Marketing, CSD, and the campaign coordinator was Teri Chapman, Employee Programs representative.

The Twin Cities North (Roseville-based) campaign, chaired by Wynn Roberts, director of Manufacturing, Program Management, ISP&T, pledged contributions totaling \$274,066 — 105 percent of its goal of \$261,700. Roberts' co-chair was Jim Stahley, vice president of Systems Development, ISP&T, and Deb McGilone, Employee Services representative, served as coordinator for the north campaign. Metro Park's campaign chair was Pat Casey, vice presi-

dent, Systems Integration Division, Information Systems and his co-chair was Ralph Dombross, executive administrator, Systems Integration Division.

Four individuals represented Sperry as loaned executives (LEs) during this year's campaign. Ed Kulczycki, a Sperry retiree and president of the VIP (retirees) Club, and Sandy Geib, lead PC assembler in the PC Sub-Assembly department, CSD, served as LEs from Twin Cities South. Bob Tucker, also a retiree and Julie Johnson, who works with the Mercury program, represented Twin Cities North.

As LEs, these individuals coordinated and assisted the campaigns of other area businesses. All found the job to be a lot of hard work, but highly recommend the experience to anyone.

Kulczycki, who was responsible for 55 medium to small companies, found the experience invigorating and physically demanding. Visiting CEOs, initiating campaigns and actually conducting rallies gave him a "real feel for the economic situation in St. Paul." Kulczycki said he found the United Way organization to be efficient and professional. "I'd recommend the Continued on next page

Employees pledge \$635,936 to United Way

Combined pledges totaling \$635,936 have secured Sperry's position as the second largest contributor to the St. Paul Area United Way, second only to 3M. Sperry employees in the Twin Cities raised that total during the

annual campaign drive Sept. 22-26 to reach 96 percent of the \$661,700 goal.

Over the past six years, Sperry employees in the Twin Cities have more than doubled their collective annual contribution to

SERVICE AWARDS



NOVEMBER

TWIN CITIES DPG

35 Years



John Zeimet

30 Years
Thomas Appleton



Loren Conrad



Gerald Fremstad
Erwin Johnson



Donald Koehler
Floyd Pniewski



Sylvia Rollins



Harold Schertner



Leslie Swenson



Josephine Teare
Richard Wagner



Doris Widmer



25 Years
Roland Koester
Robert Schwartz

20 Years
John Antoniou
Dionne Claybaugh
Beverly Drees
Franziska Gansius
Judith Goughly
William John
John LeClair
Thomas Lunney
Darrell Lynn
Gayle Markovich
Harvey Olson
Dennis Paulinski
Marjorie Steine
Edwin Temmers
Sandra Vaught
Robert Welsh

15 Years
Randall Evenson
Roxanne Mulliner

Clauette Munson
James Pufahl
Richard Purvis

10 Years
Donna Allard
Ira Dubose
Lorelle Fennin
David Helkinnen
Robert Johnson
Debra McGuffee
Roselle Otto
Kathryn Patchen
William Rosensky
Jan Selvig
William Ties

5 Years
John Duncan
David Gruszkowski
Cheryl Jacobson
Gary Kiedora
Patrick Lennander
Jean Patten
Booker Simpson

TWIN CITIES INFORMATION SYSTEMS

30 Years



Thomas Billiet
Robert Blau



Robert Wootton



Michael Gadbos
Robert Gilbertson
Edith Keys
Patricia Mitchell
Thomas Roy

25 Years
Harold Corneliusen
Carl Holser
Marge Johnston
Russell Peterson
William Rau

20 Years
Luella Briggie
Bernard Calvelage
Gregory Chandler
Kenneth Danielson
Ernest Doby
Kenneth Ebert
Nancy Jensen
Clyde Ketelsen
Lee Kunschner
Phyllis Marquis
Kenneth Mathews
Kathleen McDonagh
Dorothy Putz
Elaine Roberts
Rose Rogholt
Vernon Schmidt
Leland Seukch
Marlen Stuppel
Lucille Stuppel
Gregory Tensting
Inez Theis

15 Years
Robert Wootton

10 Years
Florian Bisset
Lester Moe
Scott Osada
Martin Posthumus
Keith Schreleis
Mark Simpson
Jeffrey Skare
Larry Strah
Lyle Williams

5 Years

Paul Bloom
Randy Bye
Hans Fenslon
Donald Giles
Karen Hansen
Paul Hanson
Robert Janowski
Glen Johnson
Jess Kingen
William Kluck
Bonnie Mundock
Kevin Nivelt
James Oikari
Jon Pendergrast
Steven Peterson
David Purdham
David Rosenberg
Philip Sanders
Kathleen Sanford
Debra Schmalz
Cindy Schroeder
David Shore
Ellen Sorenson
Margita Thompson
Lloyd Thorshakken
Timothy Townsend
William Trautman
John Tucker
Henry Yellott

TWIN CITIES
SMG

15 Years

Francis Ludwig
5 Years
Judith Wootton

CLEAR LAKE

5 Years

Scott Anderson
Lois Anderson
Rhonda Anfinson
Olina Biasi
Connie Dirks
Maximo Flores
Linda Hyland
Kazuko Loveland
Melody Luna
Annette Mahon
Brian Reiman
Keith Ruby
Robert Seals
Bonnie Secory
Judy Secory
David Voriant

experience to anyone, but encourage people to look fully into the job," he added.

Sandy Geib held a pioneer position as a 1986 LE from Sperry. She is the first bargaining unit representative from the company to work as an LE.

Working with medium to large size companies with mostly union employees, Geib has gained a wealth of knowledge about United Way which she hopes to share with her fellow union members.

"I misunderstood what the United Way was about and now that I'm better informed, I have tried to dispel the negative information that some employees have," she explained. Geib said she's honored to have been selected to represent Sperry's bargaining unit and feels her status has helped union employees at other companies relate to her more positively. "I know where they're coming from," she said.

Bob Tucker's experience as an LE has taught him more than he expected. Working with Telemail accounts, Tucker's job was to make phone calls to companies which have never contributed to United Way. And he proved to be quite successful at it. By late

October, he had surpassed his goal by 28 percent. Tucker said he thoroughly enjoyed the experience, got to know a lot about different companies and thinks working as an LE is a great opportunity for Sperry retirees.

Julie Johnson couldn't find enough superlatives to describe her LE experience. She saw it as a chance to get out in the community and really see where the needs are and then do something about it.

Johnson's efforts were concentrated in the area of key development—outlying companies or companies with underdeveloped campaigns. She met with CEOs to try to convince them to beef up their United Way campaigns. Sometimes it took three or four trips, but the work paid off.

"We were looking for an 18 percent increase in our area and my overall average is at 30 percent," she said toward the end of the campaign drive. "This was a real opportunity for me. I developed skills that I can now bring back to work with me and the rewards have been fantastic," Johnson said. "I absolutely recommend the experience to everyone."

Unisys is it

Continued from page 1
Night Football, NFL Football and on cable networks including CNN and ESPN.

The TV commercial depicts an executive in his office examining the merits of two different proposals—one from Sperry, the other from Burroughs. Unable to decide between the two, he places the proposals adjacent to each other on his desk and starts to leave. As he reaches the door a flash of light emanates from his desk. He walks back to investigate and is met by another powerful surge of light. The light recedes, and the name Unisys emerges. As the executive picks up the new proposal, the narrator says, "Introducing Unisys. True competition in the computer industry. And the single winner of that competition is you."

Jirik hopes for appointment

Continued from page 5
out there somewhere so they can get help sooner...I was pushed into a corner until well along in life. But in spite of all of this, and because I refused to give up, I am now a taxpayer and not a burden on the state."

Bob is ready to take on the committee appointment and is hopeful he will get it. "Whatever I do, I'll do it to the best of my ability" he said. "With determination and guts, you can do anything."

The committee will make its decision on Bob's appointment March 6.

JACKSON

10 Years
Janet Blomberg
Janelle Johnson
Bernice Sangl
Charlotte Wenskaug
Sheryl Williams
Doris Zahradnik



Royal Imbery



Richard Snell

RETIREES

Richard Harshman
Loretta Johnson
Stanley Novak
Robert Weyhe



Walter Kozul
Alydia Ogg



Victor Snider

DECEMBER

TWIN CITIES DPG

30 Years
Louis Ernst



Norbert Ewald



John Ott
Hallis Parent



Ralph Voigt



Livio Fragiagomo



John Schoeberl



25 Years
Robert Finch

20 Years
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Eugene Benolken
Thomas Dunn
Robert Kneale
Lillian Koskie
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COMMUNITY INVOLVEMENT



Adopt-A-Family — Groups are now being formed to adopt needy families throughout the metro area. Provide non-perishable food items and/or gift certificates for a holiday meal and gifts for the kids. Organize a group in your work area and brighten the holidays for a needy family. For more information, contact the Employee Volunteer Council representative at your location or call Community Relations at 456-4803 or 635-7775.

Christmas For Kids — Watch for the boxes and donation envelopes at your location Dec. 11 - 18. Don't forget the physically and mentally handicapped as you prepare for the holidays.

Ski Trail Patrol — Help patrol cross-country ski trails. CPR and first aid training required; 30 hour minimum commitment for the season. Four-hour shifts at various Hennepin County park locations.

Reader/Tape Transcriber — Read books, reports and articles for taping. Individuals who are blind or visually impaired can then enjoy the tapes. Flexible times and commitment. May be done in your home or at a South Minneapolis location.

Library Display Assistant — Help plan and prepare displays for a west suburban community library. Locate materials, develop schedules, set up displays, maintain materials files, contact community resources, etc. Training provided; requires 3-5 hours service per month.

FOR MORE INFORMATION, CONTACT THE REGIONAL COMMUNITY RELATIONS DEPARTMENT AT 456-4803 (SPERRY PARK) OR ROSEVILLE COMMUNICATIONS AT 635-7775.

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