

1. Previous Minutes

Accepted. It was pointed out that in section 6.2, 'whining abbo's' should have read 'Australian dealers'.

2. Actions

A motion to delete this section from the minutes was carried unanimously.

3. Financial Overview

Johnston reported that the company would meet its short term financial targets. Over the longer term, however, there was some doubt over the viability of the US operation. Careful planning had avoided any danger of exponential growth as described by the well known graphs of the previous management. There was an immediate consensus that it was of the highest priority that growth must be curtailed to avoid any comparison being made with the previous forecasts.

4. Sales An old memo from the past

Continuing from the fears expressed about possible sales growth, it was decided that the best policy to be followed would be 'natural wastage' amongst the salesmen. Once all the salesmen had left, the whole company could be operated at a much lower pitch as there would be no new targets and no new users. This would also reduce costs. The sales figures for November were a record high for the company. Smith said that he was sure he could tussle them down to a new low in December.

memorandum

SUBJECT			
CAP Attitude To Compec: Herein 22 rules			
FROM	A. Allen	REF. 1a AD/INF/62	DATE 5
TO			
All CAP staff			
COPY TO			

Sales were totally flexible and there was no need to worry about the amount of work to be done.

1. It is considered a jolly good thing for you chaps to show a bit of initiative and interest in the outside world, forefront of technology, chip revolution etc., and generally to turn yourselves into true professionals. Thus, attendance at exhibitions and seminars such as COMPEC is encouraged.

Overseas

These areas tend to be a drain on the company and do not produce any revenue. The policy of making life difficult for you will continue. 2. No bloody way are you doing it in project time. You can attend COMPEC but should ensure that you still work the full complement of hours during the week on 2613.

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5. Development

Johnston gave a brief run down of the situation regarding BOS/5 and the Applications. The priority for different new targets was discussed and it was agreed that the odd extra machine could be fitted in by the end of January and that further changes to the priorities should in no way affect their completion dates.

Johnston told the story about the Frenchman, the German and the Italian coming to talk about the Applications (everyone laughed)

Referring to Application release dates, Johnston said that these dates were totally flexible and there was no need to worry about the amount of work to be done.

BOS/5 will be officially released on January 4th 1982 with BOS/NET following close behind in March (83).

6. Overseas

These areas tend to be a long way away and do not produce any revenue. The policy of making life difficult for foreigners will continue.

7. Design

Hart announced a major breakthrough with regard to performance in a multi-user situation. He provided the following PDL on the back of an envelope:

```
IF PERFORMANCE NOT GOOD ENOUGH
    DO UNTIL, NO OTHER ACTIVE USERS
        TELL USER HIS WORK ISN'T IMPORTANT
        KEY <CONTROL W> ON HIS TERMINAL
    ENDDO
END
```

Hart said that he would produce the above package himself with a user manual, product overview, operator's guide, sales brochure and installation notes.

When asked for a completion dated, he complained that other people from development trying to use his machines had slowed him down and that it might not be finished until this afternoon.

It was decided that the BOS team should take over responsibility for the product and that Proctor could come in over Christmas to repackage BOS/5 (Note that the heating must not be turned on).

8. Any Other Business

It was agreed that the boiler should be turned down as the building was too warm.

Christmas greetings have been received from a robin.

It was noted that Christmas festivities were taking up a lot of time. Next year, Christmas will be cancelled.

General agreement was reached that the business we're in is portable micro-computer software.