"SPECIAL SOURCE, BOB PRICE!" SID, I WANT YOU TO KNOW THAT YOU'VE JUST BLOWN TOM KAMP'S MOST VALUED SECRET COVER. EVERY TIME PERIPHERALS R&D EXPENSE NEEDS SOME BUDGET RELIEF TOM JUST SAYS: "I'LL CHECK THE SPECIAL SOURCE." HANK WHITE AND ALL THOSE OTHER GUYS ALWAYS THOUGHT THAT MEANT SOME NEW AND CLEVER COOPERATIVE PROGRAM. NOW THEY KNOW!

AND, SID, YOU SHOULDN'T SPOOF ABOUT TOM'S HUMILITY -- THE WHOLE FAMILY WORKS AT THAT. WHY, EVEN BACK AT THE START WITH CEDAR, TOM WENT TO CHURCH AND PRAYED OUT LOUD: "OH LORD, MAKE ME SUCCESSFUL AND PLEASE KEEP ME HUMBLE." JANETTE, KNEELING BESIDE HIM, CHIMED IN WITH A SOMEWHAT CORRECTIVE PLEA: "OH LORD, YOU MAKE HIM SUCCESSFUL; I'LL KEEP HIM HUMBLE." NOW JANETTE -- THE LORD LIVED UP TO HIS PART OF THE BARGAIN! BUT -- WELL -- PATIENCE, I GUESS -- HUH?

BUT, SERIOUSLY, I HAVE REFLECTED AND SPOKEN OFTEN ON WHAT A GREAT ADVENTURE IT HAS BEEN TO BE A PART OF CONTROL DATA. AND WORKING WITH TOM CERTAINLY HAS BEEN AN ADVENTURE. YES...AN ADVENTURE IN OXYMORONS. AN OXYMORON IS A PHRASE THAT CONTAINS TWO INCOMPATIBLE THOUGHTS -- LIKE "OLD-NEWS" ... "JUMBO-SHRIMP" ..."AIRLINE-FOOD".
THANKS TO TOM AND HIS COLLEAGUES IN PERIPHERALS, MY COLLECTION CONTAINS SOME RARE GEMS: LIKE "SELECTIVE MARKETING"... EXECUTIVE-BUILD SCHEDULE"...AND NORB'S ALL-TIME FAVORITE "FACILITIES PLAN."

SID HAS ALREADY INTRODUCED YOU TO TOM'S "BUSINESS ATTIRE"... AND HIS "OPEN-MINDED DISCUSSIONS" WITH JANETTE. "SOFT-SELL" ... NOW I ASK YOU!?!?

BUT TOM HAS ALWAYS BEEN A SALESMAN. EVEN IN HIS EARLY RESUMES TOM WAS SELLING HIS ACCOMPLISHMENTS. I HAVE A RESUME HERE FROM 1956 WHERE TOM LISTS A FEW OF HIS ACCOMPLISHMENTS. WHILE HE WAS WITH A.C. SPARKPLUG TOM WROTE, "DURING THIS PERIOD EFFICIENCY OF THE DEPARTMENT WAS RAISED FROM 21 PERCENT TO 138 PERCENT." AND OF HIS EXPERIENCE AT LEAR INCORPORATED HE WROTE, "THE OVERHAUL AND MODERNIZATION OF SEVERAL THOUSAND AUTO PILOT AND VERTICAL GYRO INDICATING SYSTEMS WAS SO SUCCESSFUL AS TO PERMIT THE COMPANY TO CUT THE PRICE IN HALF FOR THE NEXT FIXED PRICE CONTRACT."

THAT IS THE FIRST RECORDED HISTORY OF TOM USING HIS MOST FAMOUS OXYMORON: "FIXED PRICE CONTRACT."
BUT MY ADVENTURE WITH TOM HAS TAKEN US TO THE ENDS OF THE EARTH. ONLY IN EASTERN EUROPE -- WHICH SOME OF YOU UNENLIGHTENED MAY NOT RECOGNIZE AS LEFTIST EUPHEMISM FOR "IRON CURTAIN COUNTRIES" -- ONLY IN EASTERN EUROPE CAN OBSERVATION OF TOM TEACH YOU THE OXYMORONIC VALUE OF A "ROMANIAN PARTNER" -- OR "RUSSIAN VISITORS". OR BETTER YET, OBSERVE...TOM AND BOB SCHMIDT "WORKING TOGETHER." AND YOU'LL FORGIVE A SLIGHT DIGRESSION -- BY THROWING IN PAUL MILLER, WE HAVE THE ULTIMATE "EXECUTIVE TEAM."

BUT TEAMWORK IS PART OF ANY ADVENTURE AND ALL TOM'S COLLEAGUES SHARE THE OXYMORONIC BENEFIT OF HIS "COST TRANSFER PRICING."

STILL, ONLY THOSE -- I SEE SOME OF YOU OUT THERE -- WHO HAVE BEEN EXCOMMUNICATED -- ER, I MEAN TRANSFERRED -- FROM PPCO REALIZE THAT "CORPORATE EXECUTIVE POOL" IS INDEED AN OXYMORON.

NOW SID HAS TASTEFULLY SHIED AWAY FROM THE MATERIALISTIC PART OF TOM'S STORY -- FOR AS WE ALL KNOW TOM DISDAINS THE CRASS, MONEY PART OF A SUCCESSFUL CAREER. STILL IF YOU CONSIDER THAT TOM WAS MAKING $705 PER MONTH WHEN HE LEFT LEAR AND TAKE A LOOK AT OUR PROXY STATEMENT -- WELL -- WELL, I'LL TELL YOU -- ONLY NORB AND I OF YOU IN THIS ROOM HAVE HAD THE PRIVILEGE OF A TRUE KAMP OXYMORON -- A "COMPENSATION DISCUSSION." BUT LORD KNOWS MOST OF US IN THIS ROOM KNOW FULL WELL THE GREATEST OXYMORON OF ALL: "A CONVERSATION WITH TOM."
“PERIPHERALS GROWTH" IS NO OXYMORON, HOWEVER, AND THIS ONE SLIDE TELLS IT ALL (slide - revenue).

GROWTH CURVES LIKE THAT DON'T JUST HAPPEN -- EVEN IN THE WORLD OF COMPUTER LAND WONDER STORIES. BEHIND IT IS A MAN -- TOM KAMP -- WHO, DESPITE HIS CLAIMS, MAY OR MAY NOT BE THE WORLD'S GREATEST SALESMAN BUT WHO CERTAINLY HAS KNOWLEDGE OF WHAT HIS MARKET NEEDS AND WILL BUY LIKE FEW I HAVE EVER KNOWN. TO ME IT HAS ALWAYS BEEN IRONIC THAT PPCO -- THAT YOU MIGHT EXPECT TO BE TOTALLY PRODUCT ORIENTED HAS BEEN AND CONTINUES TO BE THE MOST MARKET ORIENTED, THE BEST MARKETING COMPANY IN CONTROL DATA. LIKE I SAY, BEHIND THAT IS A MAN -- TOM KAMP.

AS THOSE OF YOU WHO HAVE BEEN CLOSE TO IT ALL THESE YEARS RECOGNIZED, THERE WERE SOME LOSERS AS WELL AS WINNERS. THAT GOES WITH THE TERRITORY. BUT NETTED OUT, THE RESULTS ARE INCREDIBLE! AND JUST IN CASE YOU THINK AT 56 TOM MAY HAVE SLOWED DOWN A BIT -- I'LL SIMPLY CLOSE WITH TOM'S REVENUE PLAN FOR THE FUTURE.

GOD BLESS YOU, TOM! I'M LOOKING FORWARD TO IT!