Thank you. Good evening, ladies and gentlemen.

The last time I appeared before a management club group, I had the difficult task of trying to answer nearly 200 questions. It was a long evening! Fortunately for you the fifth game of the World Series is this evening and I'm not about to bear the burden of knowing I kept you from the TV.

So, I will respect "Twins Fever" by answering the questions that you submitted as expeditiously as possible. But first I want to comment briefly on the challenge ahead of us in the fourth quarter.

Not unlike the seventh game of a World Series, the season is on the line. Whether or not 1987 is a profitable year for Control Data, depends on how we perform in the fourth quarter.

In many ways, Control Data's challenge is similar to the Twins in the World Series. We've come a long way the past three years. We've accomplished many of the goals that we set for ourselves. But there's one goal that we're still seeking. In Control Data's case it's a profitable year.
Through the first nine months of 1987, we are profitable. A strong fourth quarter will mean the successful culmination of three years of turmoil and hard work. And it will add to the momentum we take into 1988. Third quarter 6.8M Y-T-D 8.5M.

Clearly, recent events have helped strengthen the Company and given us momentum to build on.

Over the past month, we've sold the Company's remaining interest in Commercial Credit Company for $320 million. We made a major acquisition in buying SAMI/Burke market research. And we announced significant product breakthroughs in small disk drives and supercomputers.

These events are examples of the type of creativity and aggressiveness we're striving for throughout the Company.

The sale of Commercial Credit strengthens the balance sheet. And, to quote one analyst: "It demonstrates that Control Data is thinking differently and less defensively than it has in the past and that it is willing to take bolder steps."

Combined with Arbitron, SAMI/Burke makes the Business Services Group highly competitive in marketing information services. The acquisition of SAMI/Burke also is a signal that when
Control Data is in a position to help one of its businesses make a strategic move, it is willing and able to do so.

The Data Storage Product Group's new 3-1/2-inch rigid disk drives offer the highest performance and highest capacity of any 3-1/2-inch disk drive on the market. They also establish Control Data as a dynamic force in the rapidly-growing small disk drive market.

A number of you asked questions about ETA so I'll comment on ETA in detail when I address those questions. Suffice it to say, ETA scored two major coups last week. ETA announced the sale of its first supercomputer system in Japan and introduced the ETA-10-Model P...the computer industry's first air-cooled supercomputer priced below $1 million.

These events represent enormous progress and reflect the opportunities that exist. If we are creative and aggressive, we'll continue to capitalize on these opportunities and achieve the renewed growth that we're seeking in all of the Company's businesses.

Now, before someone throws a baseball at me, I want to begin answering the questions you submitted.
(QUESTIONS ARE DIVIDED BY SUBJECT MATTER. BEGIN WITH BUSINESS STRATEGY QUESTIONS, PARTICULARLY THOSE RELATED TO COMPUTER SYSTEMS AND E.T.A. FOLLOW WITH QUESTIONS THAT ASK ABOUT THE RELATIONSHIP OF E.T.A AND CONTROL DATA. ETC.)