



IBM South Florida Quarter Century Club and Alumni Association



Presidents Message Fall 2015—Winter 2016

2015 proved to be another exciting year for your IBM South Florida Quarter Century Club and Alumni Association (IBMSFLQCCAA). As we formulate the offerings for 2016, we will keep the theme of popular events and add a few new ones to offer more variety to members. This newsletter edition will cover the sights and sounds of the previous 4 months.

Looking back...

The organization continued our thrust to offer and deliver meaningful event content to our membership base by repeating some of the popular events with a sprinkle of some unique events. We conducted or collaborated almost the same quantity of events thanks to the team of volunteers and Board members who have generously volunteered.

Wine tastings at a historic train station, multiple Delray Beach Playhouse events, college sporting events, quarterly luncheons, golf tournaments, social gatherings on the West Coast of FL, spring training baseball and even a St Patrick’s Day Parade all experienced one of our highest member participation levels and have been some of the mainstays for member interest. We have relabeled our quarterly member meetings to IBM Lecture Series. Members experience some variety with; a demonstration on CPR by the Boca Fire Dept.; a pioneer / specialist in prevention of identity theft; and an author presentation of an actual murder mystery here in Boca Raton in the 1940’s; and a dinner dance in Jupiter were a just a few of the new events held in 2015. A full list of the 2015 completed (with member participation counts) as well as 2016 projected events list posted on the website.

In order to push our membership levels higher we are encouraged by a new board mem-

ber, Juan Rionda, who will be responsible for membership expansion. Additionally, a founding member volunteered to return, Angelo Gasparri, as Secretary for 2016. A sincere thank you to Lew Miller, who after 5 years as Secretary, retired from the board. He left with our heartfelt thanks and appreciation but not before we confirmed he would continue sponsoring the popular wine tasting events. Thanks Lew, and a welcome to Angelo and Juan to our Board of Directors.

Looking forward...

We have some exciting events planned and or proposed for 2016. As each event becomes formal, specifics of the event for dates and locations will be on the website including the assigned sponsor.

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IBM South Florida Quarter Century Club and Alumni Association

This newsletter is provided for our dues-paying membership by the IBM South Florida Quarter Century Club and Alumni Association (IBMSFQCCAA), a nonprofit organization based in Boca Raton, FL and formed in 2011.

The purpose of this newsletter is to keep members informed of IBMSFQCCAA-sponsored social and volunteer activities as well as general items of interest. Newsletter content is provided in the spirit of camaraderie to help foster IBM alumni connections.

Circulation: The Newsletter is circulated to most of our members and friends via the IBMSFQCCAA website (<http://www.ibmsfqccaa.org/>). It is also sent by mail to members who do not have Internet access. Please provide feedback via email to:

info@ibmsfqccaa.org or mail to:

IBMSFQCCAA,
P. O. Box 273284,
Boca Raton, FL 33427-3284.

Disclaimer: IBMSFQCCAA, its Board members and Newsletter staff are not legally liable for any material submitted to us in good faith and are not responsible for any errors and/or omissions. If a member feels any content correction is needed, please let us know as soon as possible. IBMSFQCCAA Bylaws can be found at www.ibmsfqccaa.org.

WE WELCOME YOUR INPUT. HELP US MAKE THIS A GREAT ORGANIZATION.

PLEASE PASS THIS NEWSLETTER ON TO FRIENDS WHO MIGHT ALSO BE INTERESTED.

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Welcome New Members

Ronald Abbott
Brent Davis
Debra Davis
Karel Domas
Bill Hrapchak
John Hroncheck

Farewell

We have learned of the following members of the

Camile R. Valcourt	Nov 11, 2014
Donald Gibbons	March 4, 2015
Katie Valcourt	June 12, 2015
Elaine Crandall (Lee)	Sept 15, 2015
Darryl Newell	Feb 8, 2016

Upcoming Events

Feb 12 - 6pm to 8pm - Wine Tasting Event at de Hoernle Train Depot

Feb 21 - 3pm - Intergenerational Orchestra-Our Lady of Lourdes Church, (FREE admission)

Feb 27 - 2pm - Basketball at FAU Gym (FAU vs FIU)

March 4 - 3pm - Lecture Series – Author Presentation – Al Capone’s Miami

Mar 10 - 11:30am - Lunch - Boca Ale House

March 12 - St Patrick’s Day Parade – Delray Beach

March 18 - West Coast (Naples) gathering with IBM QCC members

March 22 - 1:05pm Spring Training Baseball - Miami Marlins vs Boston Red Sox at Roger Dean Stadium

Credits

Newsletter Editor: Julie Goodwin

Email Blast Administrator: Dave Johnson

Newsletter Content: Jud McCarthy, Lew Miller

Photography: Bill Gee, Jud McCarthy, Terry Yuen

Newsletter Review: IBMSFQCCAA BOD Members

Events Calendar: Dave Pavek



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President's Message (cont.)

Here are the confirmed / planned Winter / Spring 2016 events:

- ◆ **2/12 Wine Tasting Event – “Red & White Blends” @ 6 PM @ Count de Hoernle Train Station**
- **2/27 FAU vs FIU @ 2 PM**
- **3/4 Lecture Series – Author Presentation – Al Capone’s in Miami @ 3 – 4:30 PM**
- **3/10 Quarterly Luncheon Millers Ale House @ 11:30 AM**
- **Planned – 3/12 St Patrick’s Day Parade – Delray Beach**
- ◆ **Planned – 3/18 West Coast (Naples) gathering with IBM QCC members**
- ◆ **3/22 - 1:05pm Spring Training Baseball - Miami Marlins vs Boston Red Sox at Roger Dean Stadium**
- **Planned – May Golf Scramble and Lunch Boca Delray CC – Details to Follow**

Your IBMSFQCAA Board of Directors (BOD) hopes that our members will take advantage of some of the fun and informative events that we have planned for 2016. Come join us at any of the upcoming events that are of interest and guests of members are always welcome.

We are always seeking volunteers in order to deliver the most diverse and popular member events. All it takes is about 3-4 hours a month. We appreciate hearing your thoughts on events to create more member participation.

**Please contact me directly:
(GreggCesario@aol.com) or by
cell @ 561 265-8851.**

Recent Activities

Our members have been enjoying association activities over the past several months. Here’s a list of events you may have missed.

- ◆ **Oct 08 - General Mtg: Identity Theft - 53 attended + 8 remote**
- ◆ **Oct 17 - 42nd Oktoberfest - 12 attended**
- ◆ **Oct 22 - Delray Beach Playhouse “Come Blow Your Horn” - 24 attended**
- ◆ **Nov 6 - General Meeting - Book Review (Florida History Detective) - 24 attended**
- ◆ **Nov 14 - FAU Football/Tailgate Party (FAU vs Middle TN) - 13 attended**
- ◆ **Nov 20 - IBM Medical Update Presentation - 65 attended + 19 remote**
- ◆ **Dec 4 - IBMSFQCAA Members Annual Mtg - 45 attended.**
- ◆ **Dec 6 - Intergenerational Orchestra**
- ◆ **Dec 10 - Lunch - Ale House - 37 attended**
- ◆ **Dec 12 - Blue Man Group (Kravis Center)**



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What Ever Happened to Quent Benedict



The way I left IBM was fairly unique. I took the last of the (good) early retirement packages in 1992 which included a bridge to retirement (among other goodies). I had some vacation and so I decided to take 2 weeks off, come back for a day and separate from IBM to begin my leave. At the time I worked in the PC video development department (VGA, XGA adapters, etc.). For the 2 weeks, I went to Key West and had some fun. When I returned to my office the entire hallway was deserted. The manager (Ed Eilbeck) and the whole video development group had quit IBM en-masse and went to work for a competitor! About 2 dozen folks. I went home that day and came back to work the next day as a subcontract employee to try to keep the area in some semblance of running.

Where Are They Now

I worked as a subcontractor until I finally left IBM at the end of 1995. Another funny aside was that I was one of the first occupants of the 031/032 lab complex when I started the circuit design/power systems lab for Tech Ops (under Ken Gerow) on the first floor or 032. When I left in 1995, I was one of the last IBMers out of the building and basically turned off the lights in the lab complex. The last office I occupied was what used to be the lab director's office (why not?)!

I went to work for Cisco Systems in San Jose, CA as a senior engineer in their power systems development area. I had power design for all of Cisco's low end, high volume products. The job was to collaborate with the design engineers, write the power specification and procure the power subsystem from the Far East, mostly mainland China. I personally did the negotiations with the vendors to produce the systems, teach them how to do it when necessary and manage their product quality. I used to think that as a hardware procurement specialist for IBM that I was well received in the Far East but let me tell you that when you say that minimum quantities are 500,000 pieces per year they really roll out the red carpet!

I stayed in California until the end of 1997 and decided I'd had enough. I came back to South Florida and went to work for a friend who owned a high end cabinet shop doing wood working and installation. I also had a home based personal computer business and did some in-home computer training.

In 2004, I got a call from Lou Walewski who was working in the transit market for a company called GeoFocus, LLC. Their office was in the start-up area of the FAU campus. They had won a contract to supply the communications subsystems for light rail vehicles for Phoenix, AZ and Seattle, WA. Lou asked me if I knew any good engineers. I started as a design engineer and left in 2009 as the Director of Engineering. The company was sold just as the job was completing. While at this job we also did the design of the station signs and PA systems for Tri-Rail (among other things).

After leaving GeoFocus, I went to work for Booz Allen Hamilton in Washington, DC as a consultant in the rail transit market. I worked out of my home office in Lake Worth and travelled extensively. Booz Allen sold their transportation business unit to CH2M-Hill in 2011 and I left the company.



What Ever Happened to Quent Benedict (cont.)

Another small-world episode here is that while working for Booz, I co-wrote the communications subsystem specification for the Washington Metropolitan Area Transportation Authority's (WMATA) new 9000 series rail cars. The contract for the communications subsystem was awarded to Toshiba Corp in Houston and a friend who was heading the development effort for Toshiba called me one day and asked if I knew any good engineers. I was already committed to my next job but I recommended Lou Walewski who they hired. So Lou wound up building the system I had spec'd. Small world and good job Lou!

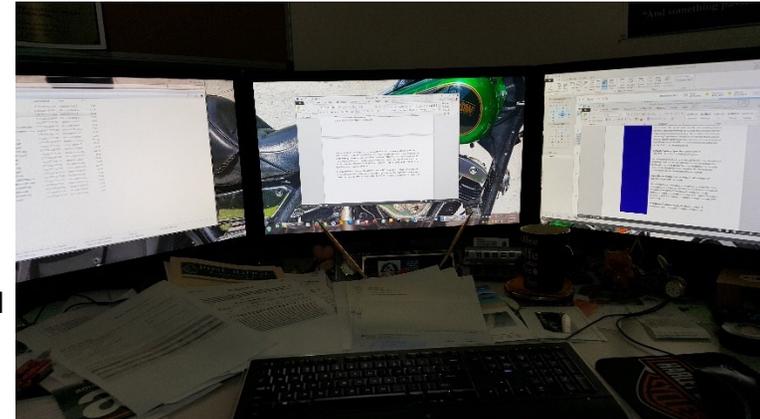
After leaving Booz, I was doing some contract design work for a transit outfit in Delray Beach and a friend introduced me to a VP of a company named Radio Engineering Industries, Inc. in Omaha, NE. That led to my going to work for them as a full time consultant in 2011. I'm still at that job. I work from my home office in Beverly Hills, FL and do some travelling. With the advent of PCs and the Internet, I can work from home as though I'm in Omaha. One of these days, I'm going to take up golf full-time but for right now, I'm still having too much fun.

Where Are They Now

For those of you who remember the early days of PC and XT, the computer I'm typing this on is one I built myself in much the same manner as the original Tiger Team built the PC. I went out and sourced the parts and assembled the final product. The sourcing is, of course, much simpler since there are multiple vendors for each part and nothing really has to be designed from scratch as the motherboard was in the PC.

That said, this PC would be the envy of any 1980's era NASA scientist. It is an Intel I7-4960x, 6-Core 64 bit processor running at 3.6 GHz clock speed with 64 GB RAM. It includes 6 ea. Toshiba 3.5 in hard disks at 3TB each with data transfer rates of 6GB per second. These are set up using a RAID0 (striped array) scheme into 3 logical drives of 6TB each. A total of 18 TB of storage. (I remember when the first 1GB 5 1/4" full height disk drive landed on my desk in about 1983 or so. It weighed about 20 lbs. and cost \$1000!).

The video subsystem is an NVidia GTX980 connected (using a DisplayPort interface bus) to 3 24 in. 1920 x 1080 displays running in video surround for a combined windows desktop of 5960 x 1080 (see picture to the right taken, by



the way, with my cell phone, Jerry Merckel, you were right!).

All this for about the same price as the original IBM PC! Not bad considering the reputed quote from Bill Gates when it was suggested that the ISA bus be expanded from 8 to 16 bits that "No one will ever need more than 256KB of RAM".

My wife Babs and I finally left the West Palm Beach area. The straw that broke the camel's back was back in October of 2014 while I was returning home from walking our little miniature poodle (Pepe, the wonder dog) we were attacked in our front yard by a pit bull mix that broke free from its owner, charged into our front yard and bit my poodle on the neck attempting to choke his life out.



What Ever Happened to Quent Benedict (cont.)

I was able to grab the dog's jaws and pry them open to free my dog but was severely bitten and had to be 911'd to JFK hospital. Pepe came through with just some staples to his front paw and he sticks pretty close to me now. About 20 stitches put me back together and we're both fine now.

We sold our house in Palm Springs (near Lake Worth) to a very nice Hispanic family who was happy to pay my asking price. We purchased a 2200 sq. ft. house with a pool on an acre of land in a little town in Citrus County called Beverly Hills, FL. So we moved from Palm Springs to Beverly Hills without ever leaving Florida! It's like we stepped back about 20 or 30 years. A traffic jam is 6 cars at a stop light. It is a little colder here but we are getting used to it and it never snows. Well, maybe it did in 1979 when it also snowed in Boca but nobody's talking. The subdivision we're in is called Pine Ridge Estates (it is known locally as a "deed restricted community") where all the home sites are an acre or larger so you can almost see the houses nearest us.

Where Are They Now

I'm still riding my Harley Davidson which (like me) is now an antique. It's the same motorcycle I used to park behind the lab next to Jud's Chevy Nova. It's got nearly 100,000 miles on it and doesn't leak a drop of oil. For a Shovelhead that's pretty amazing.



I'm still playing music when I can and still travelling back down to West Palm for the annual **Sweet Corn Fiesta**. I've played that gig for 15 years now and they said it wouldn't be the same without me so I had to come down to play it.

Life has been really good to this kid from the streets of Washington, DC and my grandfather lived to be 98 years old so you may have to put up with me for a while longer.

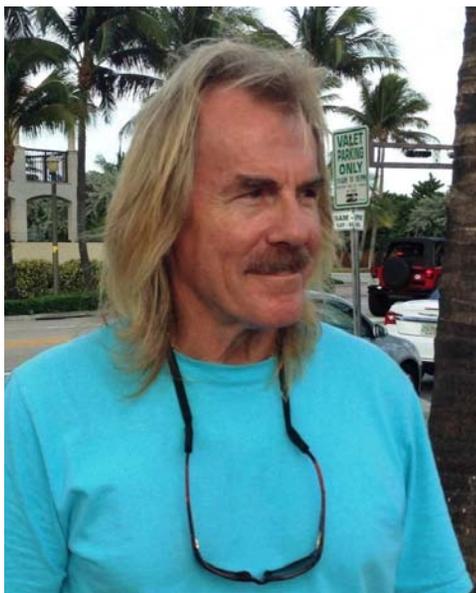
For friends who want to contact me they can look me up at:

4435 Apple Valley in Beverly Hills, FL 34465, call me on my mobile at (561)386-0843 or E-mail quentinl@earthlink.net.



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What Ever Happened to Dave O'Connor



Well let me first say something that I always say when I am asked to talk about my career. After struggling through a 2-year Electronics Technology program at age 19, IBM offered me a job in 1967 to learn how to fix Unit Record equipment. I'm sure most of you remember the keypunch, sorters, collators and the tabulating machines of those times. I spent 19 years learning and slowly climbing the career ladder from associate customer engineer, in the field, to the best job in the company; Systems Manager, in charge of a small piece of IBM's low end business. I always end my story about IBM by saying how grateful I am for the opportunity to work for, study with,

Where Are They Now

and gain a hands-on education with the best company on the planet during those exciting years.

In late 1986, after having a hand in most all of the PC programs and finishing up (OK "releasing" for you manufacturing guy's) the PS2 Model 30, I flew to New York one last time to talk to Bill. I asked him if he had a VP job coming up because I had lost respect for the ones that were taking up space at the time. He said "I don't have one now but I'll put you on my staff up here until something breaks." I never cared much for the staff/AA guy's life much; managing calendars, watering plants and arranging for da plane. I rode that late Friday night plane from LaGuardia back to PBI for the last time.

I was fortunate in that a number of recruiters had been trying to place me in the industry with a bigger job. One that really sounded exciting was a company in Deerfield Beach called CheckRobot. I met with the CEO and founder, Dave Humble, a couple of times to discuss his vision. He told me that he was standing in line one day in a local supermarket waiting for the cashier to finish talking and fixing her hair, when he grabbed his items and just started scanning the bar codes himself. The idea and company was formed and he hired some engineers and prototyped the concept.

After reflecting the years I spent at IBM cranking out evolutions of PC's and feeling that while we

were clearly in the lead in terms of boxes shipped, we could never claim leadership in the role of changing the way people work. As long as we were tied to Microsoft we would never catch the creativity born under Steve Jobs.

CheckRobot gave me the opportunity to change the way people shop. Utilizing PC technology we could dramatically reduce the unit cost of the checkout system while getting people out of the store faster.

The following week after meeting with Bill in NY, I announced my resignation (cold turkey, that's an IBM term for leaving without a package). Lou Bifano took my job and launched the PS2 30 nicely. He sent me a note later to tell me it was now IBM's best-selling computer ever.

As some of you may remember, we had a big fight about carrying AT compatibility through to follow-on PC's, as opposed to Microchannel across the board. Obviously, AT compatible platforms was a good decision. I feel that decision, bought the company another generation of product which gave them more time to focus on what to do with the low end PC business.

1987-1990. VP Development and Manufacturing, CheckRobot, Automated Checkout Machines. Reporting to the CEO, I was in charge of turning the prototype and concept into a lower



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What Ever Happened to Dave O'Connor (cont.)

cost, reproducible system. In addition, I was an officer in a publically traded company and was asked by the board to go to Wall Street and help raise money. I had a bunch of nice suits and knew how to make a pitch, so I learned the art of raising money. I had an office in a warehouse and used a MAC with excel to build costed bills of material and develop European business plans for the Board.

I went back to the retail point of sale guy's at IBM, NCR and others and raised money from them to interface our front end checkout system with their back end processing systems.

The system was a great success initially but we were unable to find a pricing methodology that worked for us and the retailer. The Board played musical chairs with the CEO slot for a while until they decided it would be better to sell off intellectual property than to continue to try to fund the stand alone operation. One of the CEO "suits" with some money fired me one day and a week later the Board fired him.

Today you can find "Self-Checkout Systems" by IBM, NCR and others at Costco, Home Depot, Lowes and many others. The concept made to main stream after all.

1990. After buying a brand new 1989 Harley Davidson FXSTC with the millions of pennies I

Where Are They Now



made from that job, I searched for another job in the industry I knew.

I was fortunate once again and landed three good offers. Of the three, Ohio was the one state that did not have a motorcycle helmet law.

1990-1993. Vice President Operations, Cumulus Computer, Cleveland Ohio.

Cumulus was formed by Marty Alpert, friend of IBM and an industry legend. I met Marty at one of the very first Comdex shows in November '81 shortly after we announced the PC in August. He had a good relationship with Sears due to his hard drive and memory business. Prior to announcing the PC we shipped product to Sears and Computerland. Somehow he and his key engineers had functional prototypes of peripheral

boards and an I/O expansion box for our PC at Comdex. His speed and determination have always been remembered by me over the years. Now he wanted to get in on the system action. During this period of the maturing industry there were many "Clones" of the PC. Our systems were open as opposed to Apple, so it was easy to build copycat PC's. Marty had built very strong relationships with his distribution channels. That, along with his very successful memory and peripheral business made it prime time to jump in. It was easy for me to build a PC that could be priced well We launched a few models and the channels ordered up big time. Business Week ranked us the fastest growing company in America. Riding high, we anticipated going public and started preparations. Along with our mainline commodity business we built one of the first smart cell phones to show investors along with other exciting products to show our skills for the longer term. The financials were looking good. Our margins were much better than Compaq; at lower selling prices. We were ingrained in the business channel; not retail. We wrote and refined the SEC registration document, shelved it with the underwriter, and prepared for it to be released to the public to invest in, when everyone said "go".

Packard Bell was thinking of the same thing and went ahead of us. Their prospectus read



What Ever Happened to Dave O'Connor (cont.)

like they were a bunch of guy's cashing out. That, with the high level of returns in retail, left the investment community frowning on the IPO, which left a sour smell in the Wall Street pockets. That in itself was not enough for us to give up. Compaq decided to change the game. They were tired of clones taking market share so the new CEO, Mr. Pfeiffer cut prices across the board dramatically. It hurt Compaq's margins but it cleaned out a lot of clone companies. Not many could play at the lower margin requirements. Our prospectus was no longer good and would never get good enough for a near term IPO. We desperately needed a lot of cash for short term purchases to build to our great demand. The bank debt available was too little too late and too expensive. So.....

We had to painfully shut down a great company with a great future. Now with outstanding debt and no cash available the bank called in "the work out specialist". In other words; find out what assets are left that can be turned into cash. Everybody including the CEO drifted willingly or reluctantly. They retained me to stay on and learn how to wind a company down. I found many things to trade or sell for cash and was able to get the bank to relieve a lot of debt. It was a sad time for Cumulus, but a very educa-

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tional experience to add to my repertoire. Of course, I had the word out that I would like to continue working when one day another old recruiting friend called to see what I was doing.

1993-1996. Executive Vice President, World Wide Product Group, Zenith Data Systems, Chicago

Funny thing about this job; the CEO was interviewing candidates from the industry while he was secretly interviewing to run DEC's systems business. He finally said I was the guy but he couldn't hire me and couldn't tell me why. He got the job with DEC.

Three weeks later the new French ZDS CEO called me to go through the process again. I got the job.

At ZDS, a US subsidy of Groupe Bull from France, I used everything I had learned about process, management, product development, intellectual property management and organization from IBM and everything I had learned about the industry from a street scrapper, spot buying memory etc., negotiating licenses, leveraging vendors, and managing cash flow from Cumulus.

It was a very successful job with heavy international experience. Selling our product line to the US channel, the US Government and the European sales divisions as well as sourcing the vast share of technology from Asia.

We turned huge losses into reasonable profit in 2

years by cutting R & D expense, turning product lines quickly at lower costs, and increasing the gross margins. We were well rewarded by our parent. The parent company went through privatization and we now had some liquidity in the shares we were granted. ZDS had no retail channel and very limited direct catalog sales. The parent company wanted to invest their way into the highly volatile retail channel. Much negotiation and involvement from many in the company commenced talks with Packard Bell. From my perspective, after spending time with the top guy's at Packard Bell, I concluded that the two cultures would not mix well longer term. A merger was in the planning stages and consolidation was in the cards. While a big game of chess was being played between PB, ZDS and Groupe Bull, our own sales performance in the US was dropping off and our inventory was rising. This resulted in the sale of ZDS to Packard Bell and a new horizon for me.

I liked Chicago a lot and feel that it is the best big city in America. I had bought a small house on the ravine in Highland Park near the Lake. I looked around for another job but didn't find one in the time that I allotted for myself to make two house payments etc. without revenue. I sold the house and headed back home to Delray. I proceeded to take some time and



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What Ever Happened to Dave O'Connor (cont.)

build a custom center console boat suitable for extended stays in the Bahamas. I had missed a few years of diving and was anxious to get back in the water.



1996-1999. Chairman/CEO Riparian Inc. Delray Beach, FL

After IBM, and after many years of working as the number two guy in a startup, mid-sized and medium sized technology company, I wanted to be my own boss and no one could fire me. I started Riparian Inc. The mission was to provide technology solutions for very small businesses. With the advent of the Internet and email, tiny businesses would be able to level the playing field with larger companies. Not having a tiny network solution customized for 10 or less people, I turned to HP Computers and Printers, with Microsoft's small business back office server as a

Where Are They Now

solution to try. I joined the Chamber of Commerce and started giving presentations and gaining customers such as real estate offices, doctors, churches, retail shops, printing shops and a myriad of other customers wanting their own identity with access to the Internet. I built the business like any computer reseller would except I focused on tiny businesses. HP had a leasing plan that allowed me to give them the solution for a small monthly payment. I did well and thoroughly enjoyed the time spent with the business owners and watching the systems do work for them. I built it up to about 50 customers and went back to my roots of fixing the equipment as well. I found that I didn't have to ride airplanes and I could work at a reasonable pace from my long saved little house on the water here in Delray Beach. I made enough money to pay the bills and had many fulfilling experiences. I did find however that my solution was still not quite right for the smallest of businesses.

1999-2002. CEO Eilink Corporation, Silicon Valley

A longtime friend, Engineer and investor from the Valley called and asked if I would take a look at a product they had developed for small business. He sent me the specifications and a pre-production sample of the product. It was a tiny Linux based server/router/file share/print server/Lan based, internet connected device. The idea was to bundle a website, Internet access and a

tiny back room box at a very affordable price for tiny businesses. It was a subscription based business and a turnkey solution for those people who needed their own domain name and a website to get online to promote their products and services without any technical expertise. Needless to say, I was excited about the solution. He told me they needed a new guy at the helm to write a business plan, raise some money, drive sales and go public. I subbed out the Riparian maintenance work to a couple of fix it guys and flew out to CA. Right before I left, I cold called Office Depot to see if I could have the right person come over to my house for a demo of the package. I did that and got a high level of interest from the Director in charge of new business.

My first assignment was to take the existing CEO to lunch and tell him that the Board had asked me to take over the job and to offer him a fair settlement to move on. With that behind me, I put a channel strategy in place that included some direct end user sales up front and a VAR program for small resellers like Riparian. In addition, major players like Costco, Office Depot, BestBuy and even AT&T would be prime candidates for mass distribution. The company had spent most of its seed money and needed a secondary round of money to get the product through the first phase of distribution. Off to Taiwan; first to hit the Banks and Venture



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What Ever Happened to Dave O'Connor (cont.)

people because the Board of Eilink were all Taiwanese and had many school friends now in the business of investing in tech startups in the US. We raised a few million to fuel marketing and production. We sold the first hundred units with free website design and hosting included with the solution. We gave them their own domain name with emails @theircompany.com. We signed a hundred or so small resellers in a short time and were off to a good start. We then started working on the big guys for long term distribution contracts. Big Mike was the Chief at AT&T. He had been a coach for me at several times at IBM, and I always respected him. I contacted him to see if I could fly up to AT&T HQ and get his view on my plan. He connected me with his top guy's who made investments and technology deals. Lots of people descended on our humble headquarters in Fremont representing a number of interested companies during the next year. We were After many months of making the pitch to a number of the large distribution partners we honed in on AT&T with a bundled solution with their Internet and Office Depot, as a store solution for "taking care of business". With letters of intent and other commitments and positive indicators, we went for another round of money to ramp production and fund enhancements. This time we focused on the Banks and VC's in the Valley along with

Where Are They Now

another trip to Taipei. My only real connections in the Bay Area were industry guys who were helpful with their contacts. We set up about 30 companies to talk to including our law firm and accounting firm to understand the hurdles. The brick wall was being built fast between dot-comers and money. Hundreds of companies were floating IPO's in varying rounds of financing. I read many of the prospectuses at night to understand what was going on. Many were fake business plans with wild promises and no discernable product or service. By the time we could make the rounds the answer was no. The bust was in full gear and there would be no money to anyone, good or bad, for a long while.

We cut our pay and people to keep afloat for a long while. With management shuffling amongst our partners and the increasing fear that the smaller dot-com's had no ability to fuel their growth, our partners slowed the decision to move forward with our solution. This basically strangled our ability to continue. IBM and others had a similar idea but could not get enough momentum to show profitable businesses. The business solution finally matured into intelligent routers, separate Internet providers and web site suppliers, with wireless networks meeting the needs of tiny business. Believe it or not, there are still companies using AOL email addresses in their businesses.

2003 to present. Chairman, Riparian Inc.

I kept the company going but slowed down a bit more. I decided to work on marine electronics and boats in the 40' to 60' category. I have done some boat deliveries as well. Ever since I moved to Florida via St. Louis, from Minnesota in 1971, I have been enamored with the Bahamas and the sea. I have gone there every summer and some winters except one. I started with my 20' Sea Craft with my dive buddies I met in IBM Boca. In 2005 I bought my dream boat; a 1991 46' Post Marine Convertible.



I rigged it for long term journeys by building a water-maker and a large house battery bank and inverter. I can stay out on my own for months. I fish, dive and explore while consuming a fair amount of Kalik Gold beer.



What Ever Happened to Dave O'Connor (cont.)

For the last three late summers, I have had the great opportunity to spend time in Northeast Harbor, Maine, with my new girlfriend on an old wooden Grand Banks trawler. What a beautiful place to explore and Kayak.

I have two great kids that are strong willed and tougher than me. Dawn and Krist.

I have been single for three years. I guess I still don't quite fit in with the establishment, especially marriage.

You can reach me on Facebook or email davidfrancisoc@gmail.com

We are planning a long trip soon to New Zealand, God willing.

I'm here holding out in my little old boathouse on the water just north of the Knowles Park boat ramp in Delray Beach. Stop over for a beer. Stay strong to you all.

Where Are They Now



Event Summaries

"Come Blow Your Horn" at the Delray Beach Playhouse

On October 22nd, a group of 24 members and guests met at the Delray Beach Playhouse to be entertained by Neil Simon's two act Comedy "Come Blow Your Horn". Everyone was laughing and enjoyed the premise of one of the funniest family comedies ever written.

Also we are planning another Delray Beach Playhouse event in the second quarter... please stay tuned.

IBMSFQCAA Annual Meeting

On December 4 the IBMSFQCAA held its Annual Meeting at Sugar Sand Park. There were 45 members attending. The attendees were entertained by Gary Goodman, professional comedian/ mind reader. We also collected toys for the Sugar Sand Park Holiday Toy Drive.

There were 4 raffle gifts awarded:

- ◆ Deanna Isert - Mexican food cookbook
- ◆ Hilda Wilson - Think cap
- ◆ Ted Davis - Chocolate cookbook
- ◆ Carol Planthaber - Totes umbrella



Attending L to R: Bob Wisner, Betty Wisner, Rose Loricchio, Jud McCarthy, Don Carpenter



Attending L to R: Nick Smicklas, John Ryan, David Pavek, Bruce Urquhart, Paul Swingle



Attending L to R: Karl Domas, Jitka Domas

December Quarterly Luncheon

Our quarterly luncheon was held at Miller's Ale House in Boca Raton on December 10th. Attending were 37 members, spouses and guests. We all had a great time meeting with friends and colleagues, reminiscing about the good old days and also making some new acquaintances. As usual the restaurant staff worked hard to provide a pleasant atmosphere and dining experience.

Be sure to mark your calendar for our next luncheon on March 10th. We always look forward to seeing you at these events! Also, note that spouses, widows and widowers are always cordially welcome to attend all IBMSFQCCAA events.



Attending L to R: Angelo Gasparri, Mike Herzlich, Jud McCarthy, Don Carpenter



Attending L to R: Jeremy Rodgers, Don Heim, Wayne Cohen



Attending L to R: Lou Yovin, Max Enos, Paul Finke, Neil Katz



Attending L to R: Charlie Helton, Vance Vallandigham

December Quarterly Luncheon (cont)



Attending L to R: Sy Schulman, Paul Reder, Natalie Licausi, Nick Licausi



Attending L to R: Allan Larson, Sue Larson, Sandy Stewart



Attending L to R: Joe Fink, Chuck White, Bob Schonger



Attending L to R: Chuck White, Norm Lawson



Attending L to R: Bob Wisner, Don Crandall, Chris Crandall



Attending L to R: Judy Bradley, Eric Quirondongo



Sy Schulman giving IBM Medical Update Presentation

IBM Medical Update Presentation



Members attending at Willow Theatre



Members attending at Willow Theatre

42nd Oktoberfest



Rose Loricchio and Gail Carpenter dancing



Dave Batlaan, Howard Leung, Rose Loricchio and Friends

FAU-Mid Tenn Football Tailgate



L to R (Dan O'Reilly, Jud McCarthy, John Ryan, Phil VanVliet, Fred Goetz, John Dix, John Shelly)



Fred Goetz enjoying his Yuengling