my list would be:

tandy   mass marketeer, making a major commitment to windows.
will dump deskmate for winmate. will be first to
ship rom win.

packard-bell   a great mass marketeer. this one will be a challenge.
if we can't work with them, then we need to choose another
who will be big in mass merchandisers.

compaq   will make major commitment to win3.1.

dell   most successful of the direct marketeers. very quick
product cycles

ast   good rising tier 2 company, also big windows deal.

zenith   has been big windows backer. hopefully will license
winpear.

hp   reshaping whole product line around windows. will be good
for performance issues — will be putting hp labs on
these issues and very eager to work with us.

compuadd, zeos, northgate and gateway are all very very similar. I could
see choosing one.

1627
From robg Wed Jul 17 19:58:58 1991
To: bradsi
Subject: Not to be rude, but..
Cc: darrylr robg
Date: Wed Jul 17 19:58:57 1991

Please don't go to this meeting expecting it to discuss the "Win 3.1/MM Win"
issue. This is a super sensitive issue in my group (esp. with my
engineers who impute all kinds of scary things) and I'm trying to wait
until we go golden (within days) before bringing it to their attention.

As I mentioned in the hallway you and I plus whichever of our guys
should meet on this sometime next week.

All my guys will be discussing at the meeting is a core dump of
what we're doing and our future plans, and also having the same
discussion with spag. Thanks.

(darryl the following is FYI also — please don't pass this on.)

Rob
___

>From paulo Wed Jul 17 18:52:08 1991
To: RobG
Subject: FW: audio meeting
Date: Wed Jul 17 18:51:39 PDT 1991

I didn't see your name here. I'd like to attend.

>From   raleighr Wed Jul 17 17:18:30 1991
To: aarong bradsi chrisdo darrylr paulo richardb tandyt
Subject: audio meeting

Date: Wed Jul 17 17:18:06 PDT 1991

In case you didn't get this directly from Hugh, the meeing to discuss
audio in Windows, MMsys, and SPAG will be held tomorrow (Thursday)
from 10:00 to 12:00 in 14/1041 10:00 - 12:00.

1628
From johnan Wed Jul 17 20:29:22 1991
To: bradsi
Subject: FW: ROMDOS5.00.070 passes SMOKE
Date: Wed Jul 17 20:29:00 1991

    From jimla Wed Jul 17 18:15:13 1991
    To: fernandd
    Cc: romdos vanguard
    Subject: FW: ROMDOS5.00.070 passes SMOKE
    Date: Wed Jul 17 18:14:12 PDT 1991

ROM DOS 5.0 build 5.00.070 Kernel & Utilities have been check out by testing and is ready
ESP 1.

Before ESP 1 OAK can be sent to manufacturing the OAK ROM Binaries and utilities must be
confirmed by testing to compare with BUILD 5.00.070 Binaries.

>From   bonkaatc Wed Jul 17 18:00:53 1991
To: romdos
Subject: ROMDOS5.00.070 passes SMOKE

Date: Wed Jul 17 18:00:17 PDT 1991

Smoke results for ROMDOS 5.00.070   (7/16/91- 7/17/91)

TEST SUITE	FAIL	PASS	TOTAL	COMMENTS
CMOSBOOT	0	6	6	
DTS	2	60	62	Two SYS.COM message errors
FCB_TEST	0	62	62	
3X_TEST	0	187	187	

Best Test results so far!!!

1629
From robg Wed Jul 17 21:46:45 1991
To: bradsi
Subject: Not to be rude, but..
Cc: robg
Date: Wed Jul 17 21:46:45 1991

g still
has value as a spag/mmsys thing to talk about apps-level stuff (e.g.
audio editors/sound records) and other software value-add on top of
base systems capabilities. If I had time I'd explain the timing
considerations to raleigh but since he probably has a quorum of people
plus it's pretty sensitive stuff the indirect approach may be best
in this case.

Rob

1630
From davidcol Wed Jul 17 22:30:11 1991
To: bradsi janineh
Subject: Re: Digital Research, Apple,...
Date: Wed Jul 17 22:29:52 1991

Verify nothing. we need to jump up and down
and scream our brains out about this. We
can not let DR DOS get beta versions of
Windows. Surely something in the agreement
must cover a "redefinition" of what the
heck the "company" is.

We should have a telegram issued first thing
in the morning from MS legal which forbids
Novell to hand beta Windows over to DR.

Bradsi, is this to drastic?

1631
From davidcol Wed Jul 17 22:39:57 1991
To: bradsi janineh
Subject: Re: Digital Research, Apple,...
Date: Wed Jul 17 22:39:40 1991

Janine, please make this your top priority
when you get in Thursday. -thanks

>from bradsi Wed Jul 17 22:33:42 1991
To: davidcol janineh
Subject: Re: Digital Research, Apple,...
Date: Wed Jul 17 22:33:13 1991

DR is not part of Novell yet. The deal is not done.