



1/24 Universal Cty 43  
1/24 Hartford 59  
1/24 Shreveport 52  
  
1/25 Santa Barbara 18 / 72  
1/25 Worcester 45  
1/25 Baton Rouge 46 / 27  
  
end

From hankv Mon Jan 08 07:45:42 1990  
To: Marysn  
Subject: apple & AE versions  
Date: Thu Jul 30 15:30:08 PDT 1992

Is this the deal you were working on with Chrisbro? I can see why Intl was upset. I can't say I'm too happy about it either. Tell you why later.

Good morning...

>From susannaf Sun Jan 7 21:16:55 1990  
To: dawntr  
Subject: apple & AE versions  
Cc: hankv lisawe  
Date: Sun Jan 7 21:13:31 1990

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To: susannaf  
Subject: Apple & AE versions  
Cc: dawntr ellenm hankv lesliek  
Date: Sat Jan 6 15:28:19 1990

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WinMail 1.21

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Thu Jul 30 15:20:44 1992

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>From susannaf Sat Jan 6 14:58:52 1990  
To: mikene  
Subject: Apple & AE versions  
Cc: dawntr ellenm hankv lesliek susannaf  
Date: Sat Jan 6 14:57:05 1990

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Susanna

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Cc: chrisbro douglasj idac imm jonro macintl marysn  
Date: Thu Jan 4 19:41:28 1990

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Susanna

From hankv Mon Jan 08 07:52:16 1990  
To: peteh  
Cc: dawntr  
Subject: apple & AE versions  
Date: Thu Jul 30 15:30:21 PDT 1992

I guess what bugs me about this is that it doesn't appear that Apps was very involved with an essentially pricing/strategy decision. Given our problems at Apple it would have been nice to have been in the loop. They may have been leverage/chips to gain in other work we try to do with Apple. It may be that Mikemap or lewisl was involved, but the lack of coordination/info courtesy implicit points to an area we need to work on with USSMD

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Susanna

From hankv Mon Jan 08 07:52:51 1990  
To: glenha  
Subject: apple & AE versions  
Date: Thu Jul 30 15:30:33 PDT 1992

Glen, can you shed any light on this?

>From hankv Mon Jan 08 07:52:16 1990  
To: peteh  
Cc: dawntr  
Subject: apple & AE versions  
Date: Mon Jan 08 07:52:13 1990

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Susanna

From hankv Mon Jan 08 07:53:41 1990  
To: dawntr susannaf  
Cc: lisawe  
Subject: Re: apple & AE versions  
Date: Thu Jul 30 15:30:46 PDT 1992

Let me know when you plan to meet with Mikene on this.

Thanks

Hank

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Susanna

From hankv Mon Jan 08 07:55:22 1990  
To: juliee

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MS-PCA 2605401

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Subject: Re: i need to know....  
Date: Thu Jul 30 15:30:52 PDT 1992

This is fine.

>From juliee Mon Jan 8 07:51:37 1990  
To: hankv  
Subject: i need to know....  
Date: Mon Jan 8 07:49:14 1990

>From juliee Thu Jan 4 11:25:28 1990  
To: hankv kathleen robbieb  
Subject: Stanford Bus Summer schedule 2/15  
Date: Thu Jan 4 11:25:26 1990

Stanford has changed our summer interview schedules to the 16th, instead of the 15th. I had confirmed all of you for the 15th---but need to know now if you can confirm for the 16th.

Let me know if you have a problem with this change. I need to know either way by tomorrow. Thx much, Julie

From hankv Mon Jan 08 08:07:47 1990  
To: dawntr susannaf  
Subject: Re: apple & AE versions  
Date: Thu Jul 30 15:31:00 PDT 1992

On second thought, let me know if you think it important that I attend a meeting with Negrin. My main concern is that we communicate to Mike the importance of keeping us in the loop on stuff like this.

Hank

>From hankv Mon Jan 08 07:53:41 1990  
To: dawntr susannaf  
Cc: lisawe  
Subject: Re: apple & AE versions  
Date: Mon Jan 08 07:53:38 1990

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Hank

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Date: Sun Jan 7 21:13:31 1990

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**MS-PCA 2605402**  
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Susanna

From hankv Mon Jan 08 08:10:42 1990  
To: melindas  
Subject: Re: Telesales test  
Date: Thu Jul 30 15:31:18 PDT 1992

Is this progressing? Any initial data you have would be great to have. I'm meeting with Oki's Rstaff a week from today to report on PUSH. I would like to speak with you about Telesales. I need a summary of what the team has done, and how effective it has been on growing the business. Let's talk asap.

Hank

>From melindas Fri Jan 5 17:21:47 1990  
To: hankv  
Subject: Telesales test  
Date: Fri Jan 5 17:18:35 1990

Wanting to meet with Joe. Will need to do when he gets back in town.

Melinda