

2. Talk to apps group about Seybold's font menu ideas.
3. Get early beta disks to Seybold (approved by BradSi).

EliK

1. Visit Seybold in LA to show off the latest/greatest versions of our fonts for Windows 3.1.

563
 From richt Fri Apr 26 11:05:04 1991
 To: bradsi richab toma w-maria
 Subject: joel shore
 Cc: w-clairl w-erin
 Date: Fri Apr 26 11:01:30 1991

We will be in NYC on Tuesday. Let's have Trans Team guy go out there. Can you setup the appointment. Probably Toma

> From w-maria Thu Apr 25 18:35:32 1991
 To: bradsi richab richt
 Subject: joel shore
 Cc: w-clairl w-erin
 Date: Thu Apr 25 18:21:23 1991

Based on his column in recent CRN he is not a happy windows user. He is also now our key guy at CRN (John Dodge now at pC Week) -- so we need to implement a "love Joel" campaign. I will be calling him regularly to see what 's on his mind and will recommend some steps -- for instance next time we are in NY we should spend som epersonal time working with him on his system, getting him apps, getting everything configured, making him a satisfied win customer!

Marianne

564
 From toma Fri Apr 26 11:09:29 1991
 To: bradsi richab richt w-maria
 Cc: w-clairl w-erin
 Subject: RE: joel shore
 Date: Fri Apr 26 11:08:21 pdt 1991

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Plaintiff's Exhibit
 5269
 Comes V. Microsoft

EXH. 58 DATE 4/26/91
 WITNESS Abel
 SUSAN ZIELIE

Microsoft's strategy is DOS and Windows.

OS/2 MVDM is great. Really great. Especially for the typical IBM customer who doesn't have weirdo old disks. It will be very hard for Win 3.1 to beat OS/2 MVDM in ways that are meaningful to customers.

IBM has source code to Windows, so theoretically Win16 apps can run well under OS/2 if they do the integration work.

Given the above you have to hope they screw something up or the sad fact is OS/2 2.0 is going to be a better product than DOS + Windows 3.1 for many people. It will equal us on the things we say are important and have various additional features like perceived robustness and a better file system.

551
From dennisad Fri Apr 26 10:16:46 1991
To: bradsi davidcol richab
Cc: davidw georgem
Subject: Lucida fonts in beta-1
Date: Fri Apr 26 10:12:32 1991

DaveW & I have had a little strategy talk about this. Given that the Lucida fonts, if shipped with 3.1, will be a real motherfucker for IBM to ignore, and given that they currently have NO solution in OS/2 2.0 for these fonts, and given that they are out to kick our butts in OS/2 2.0, it makes sense to hold off on the Lucida fonts until beta-2. The same argument I used to say hold performance tuning until beta-2 applies to these fonts. We would be tipping our hand too soon; 6-7 months is enough time to let them come up with a solution. In 3-4 months (time from beta-2 to ship), it will be a LOT harder, esp. if they are scrambling with Adobe to make ATM as fast as T2.

We should check the Lucida's into the build immediatly after beta-1 goes to mfg.

George, you and I will need to explain this to Sampo... gently!

552
From ericst Fri Apr 26 10:23:17 1991
To: dos5beta
Subject: Re: screenlock
Date: Fri Apr 26 10:21:49 1991

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