

# CRAY RESEARCH, INC.

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Mr. W. C. Norris  
Control Data Corporation  
8100 34th Avenue South  
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W. C. NORRIS

Dear Bill:

This letter is intended for two purposes; one is to bring you up to date on my activities and the other is to invite you to visit my new facility. We have moved into our new building, although there are still a few missing things. I would guess we will be settled down and presentable in another month. Most any time that you should feel the urge to visit you would be welcome, and I would buy you a lunch.

My technical activities since my last communication with you have been those of exploring the current state of component technology in all the various semiconductor companies and plotting a general course for my first product. I have essentially completed the first phase of this process and have a plan now as to how I am going to proceed, with what technical tools, and with what logical approach. These things never come out quite the way you expect, although in this case they agreed with my first impulse that I described to you last February--namely, I am proceeding on a completely new approach to the logical organization of a large machine and doing it with completely new (to me) components. It therefore has the maximum amount of excitement, and the most uncertain outcome. Nevertheless I think I am on to something, and the objective is a different kind of machine that solves large scientific problems much faster than any of the existing machines or any planned that I know of.

I expect to spend the next year doing component evaluations and initial prototype assembly work largely by myself. Cray Research, Inc., now has eleven employees, nine in Chippewa and two in Minneapolis. I really don't see much hiring during the next year, as a result of this approach in which I do most of the work myself.

George Hanson has had some discussions with Dick Clover with regard to the agreements which Dick prepared last spring. I think those two gentlemen may not be compatible, and hence I don't assume there will be much progress in that particular area. My own thinking in regard to the specific agreements which Dick had drawn up is that the list of patents and implied technology have no value to me in my current pursuit of new things. It is hard for me to imagine, having started on the present course, going back to using 7600 or 8000 techniques. Hence my interest

in the specific documents which Dick prepared has dwindled. I am sorry to have caused Dick this work, but I was unable to see this situation last spring.

I think agreements in general are still desirable, and I really think that we can get together when my product is far enough along to talk about specific business opportunities. Perhaps something can be done in a general way before that, but I am not able to see how clearly at this time.

Since last spring I have had occasional contact with the Control Data Chippewa Lab. I have responded to requests for consulting time as Jim Thornton and I had verbally agreed. These contacts have been minimal--none in July and August and only two hours in September. There have been two kinds of consulting meetings, the sales presentation type and the technical continuity type. Sales presentations were made in June. Beginning in July I talked to Lynn Gallup, who is in charge of the Chippewa Lab now, and we agreed it was probably unwise for me to make any sales presentations after that time. The technical continuity discussions, the last of which was held this week, have been intended to get my ideas which were not properly documented into the hands of the current technical people. I think this has been successfully done, and Dave Cahlander in particular has seemed to pick up all of my basic design philosophy and implementation quite well. I don't feel that there is any real gap at the present time, and I doubt if any further technical communication is really needed. I will be available, however, if it is.

In general then I think my transitional phase in leaving Control Data and handing over the technical program is now essentially completed.

I have not seen Jim Thornton for some months. I hear third hand that he has proceeded to take over basic large computer strategy responsibilities for Control Data planning pretty much as we had talked last spring. I am sure that he is the best candidate now as I was sure then, and I hope this is working out in fact.

Sincerely,



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