

e3000 Migration Plans & HP-UX Updates

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Our Next Meeting

by Paul Harbron

So you have an e3000 or 9000 and are wondering where to go next. Please join us for our October meeting on Wednesday, October 16 to get some of your questions answered. The meeting will take place at HP's offices from 1:00 PM to 3:00 PM for two presentations from Hewlett-Packard.

For the e3000 users, Denise Lannon will be speaking on the latest HP e3000 migration plans and the new product roadmap. Yes, there are new products available!

Larry Dunkel will follow with an update on the HP-UX server line and roadmaps for all you 9000 users.

HP is located at 12800 N. Meridian Street, Suite 475 in Carmel. If you've not been to the HP offices recently, please note that this is a new location!

RSVP to Paul Harbron by e-mail at Harbron_Paul_NonLilly@Lilly.Com or call him at 317/277-5724 so we can get an idea on headcount. See you at HP on Wednesday, October 16 at 1 PM!

Looking for New Blood!

by Ron Frenken

Do we have vampires on the INRUG board? I don't think so, but I am not sure about Kim...☺. We are looking for a few people to get involved more with the board.

Responsibilities of an INRUG board member include assisting in planning meetings, attending board meetings (generally every other month) and wanting to help fellow HP users. The meetings are fun, and you get to know other HP users better. If you are interested, or have someone to suggest, please send e-mail to bod@inrug.org.

What Do You Want?!?

by Ron Frenken

What topics are important to YOU? Tell the board what topics and presentations you would like to see at our upcoming meetings.

Are you interested in HP e3000 migration or OpenMPE? Are you interested in HP-UX, Linux or NT servers and system administration?

Are you interested in programming languages such as HP Transact, Speedware, C, Perl, JAVA or Visual Basic? Are you interested in storage, backups, printers, remote administration, disaster recovery, wireless or PDAs?

Are you interested in all of these and more? Please let the INRUG Board of Directors know what topics are important to you. E-mail us at bod@inrug.org.

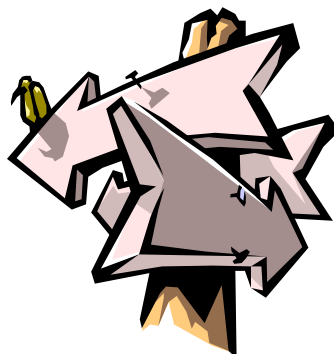
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From the President's Keyboard

LOGIN: Ron Frenken or
:HELLO Ron.Frenken

Hi everybody! I hope everyone had a nice summer. As I talked about in the last newsletter, summer goes by way to fast and there isn't enough time to do everything that we would like to do. Hopefully, everyone found some time to spend with friends and family, as well as taking time to relax and enjoy themselves.

I know for me, the summer just flew by. The main reason it went by so quick for me was that I got married this past summer. After going through all the problems and stress of planning a wedding, I now know why people elope. In the end, it turned out to be a beautiful day, the wedding was great, and I got to see a lot of my friends and family from out of town, even if for only a short time.



With all of the issues involved in our little "merger", I can't imagine the complexity of the HP-Compaq merger. Just as my wife and I had to decide which couch we were going to keep, the new HP had to decide what products to keep. I just hope HP decides to get rid of that '70s brown and orange couch!



I want to remind everyone about our next meeting on October 16th. We will have two presentations, one by Denise Lannon on all the HP e3000 migration plans available, and the other by Larry Dunkel on HP-UX current products and roadmap. See the related article in this newsletter. I hope to see you all there. Now, if we could just find some time to write those wedding thank you cards...

\$exit or
:BYE

Dates Announced for 12th Annual INRUG Training Symposium

by Ron Frenken

Mark your calendars! The Twelfth Annual INRUG Training Symposium is scheduled for the 21st, 22nd, and 23rd of April. The show will be held at the Holiday Inn Crowne Plaza in downtown Indianapolis.

This is the largest gathering of HP computing professionals in the state of Indiana. We will have two full days of training sessions on Monday and Wednesday. Tuesday will be the famous vendor fair and track presentation day. Be sure to check out all the latest updates and registration form at our website www.inrug.org.

INRUG Golf Outing

by Ed Amburgy

The annual INRUG golf outing has come and gone. There was a disappointing turnout (probably due to the heat), but those who attended enjoyed the comradely.

Legato gave a brief presentation on some of their services and then we proceeded to the main activity – golf. The weather was warm and there were no hole-in-ones but as a wise man once said, "The worst day on the golf course is better than the best day at work".

HP Goes Hollywood

from Interex's "HP World News" E-mail service

Don't look now, but Hewlett-Packard has become Hollywood's Linux vendor of choice. The company announced in late June that Walt Disney Feature Animation has selected HP's Linux-based workstations and servers for digital animation. That announcement follows a similar three-year deal for HP to supply DreamWorks with servers, software, storage hardware, and networking equipment all supporting Linux.

These giant studios will be using Linux-on-HP to make feature cartoons like Shrek II and others. Over the past couple of years, HP has repeatedly claimed a solid commitment to Linux. Though some in the Linux community were skeptical, this recent Disney announcement solidifies HP's preeminence in both the Linux and graphics markets. After all, Disney is no Mickey Mouse operation.

Act Like A Stamp

by Robert M. Gignac

Does the name Orison Swett Marden ring a bell? Perhaps not, as he passed away in 1924. Fortunately, he left behind an impressive legacy of writing, close to 60 published works, and is perhaps best known as the founder of Success magazine. He spent his entire career writing about success and encouraging others to attain it at a time when entrepreneurship was in its infancy compared to the environment in which we pursue our businesses today.

So why bring up the writings of someone who has been gone for close to 80 years? Marden concluded that success was a two-part solution. The first part he referred to as “get-to-it-iveness”. The second he called “stick-to-it-iveness”.

Every small business that has ever been started required an act of faith and courage, someone taking a leap into the unknown. It has been estimated that only one in ten people who want to start their own business actually develop the courage to begin it. For those willing to make the effort, the failure rate is estimated to exceed 70% - showing that still fewer have enough “stick-to-it-iveness” to continue.

Get-to-it-iveness is the easy part of the equation. As entrepreneurs we have no shortage of ideas and inspiration to help run our business. In fact, most of us have so many ideas that we sometimes have trouble deciding which ones to pursue, how they should be prioritized, and most importantly - which ones make good business sense. So I'm going to set this discussion aside.

Stick-to-it-iveness is where the rubber meets the road. Handling the “We'd like to do business with you, but...”,

“We just don't see a need for...”, “I don't see the value in...”, feel free to substitute any rejection line you've experienced here. Our first rejection doesn't doom us to failure, but fear of failure, more than anything else, can certainly hold us back. It paralyzes our action. And it makes future failure almost inevitable.

So what does all this have to do with acting like a stamp? Think about stamps for a moment - what is the most important thing that they do? I can hear you thinking, “Well Robert, stamps facilitate the movement of a letter or package from Point A to Point B.” Sure, no argument here. But what is the most important thing they do? I agree that they facilitate the movement, but I feel the most important thing they do is that they stick to the package or envelope until it gets to the destination intended. I believe that is the true value of a stamp. Now I can hear you thinking, “So what?”

Ok, so the stamp doesn't stick to the



package. What then? Should our stamp fall off the package at any point during the journey, what happens to it? It might get dumped into the “undeliverable” bin, after all, the postal service doesn't think much of delivering packages with no postage. It might be sent back to us with a request to add another stamp and try again. It might be delivered to the destination, but with a “postage due” notice for the recipient to cover the cost. Sometimes our stamp sticks just fine, but we don't have the right amount of postage on the package. These generally get returned to us with a polite request for more.

Again I can hear you thinking, “So what?”

Think about the term “stick-to-it-iveness”, because this is where it

becomes important. Stick-to-it-iveness is about not giving up, it's about getting our best proposal or idea sent back to us as “undeliverable” and making the effort and taking the time to make it so. If we are informed of “insufficient postage”, we make the effort to add more content, change the focus, provide more relevant data, or perhaps start over from scratch before we resend the proposal.

In all cases we must avoid the “postage due” to the recipient when the package arrives. Why? Clients get upset (and rightfully so...) when they are asked to pay for things they expected to get as part of the package (no pun intended!). We shouldn't be selling skills and talents we don't already have before we are hired. Clients neither expect nor want to be paying our “tuition” while we develop the expertise on-the-job for them.

Stick-to-it-iveness is a characteristic that we all must acquire in order to make our businesses a success. It will keep us going on the days when things don't go as planned, or when we aren't sure if our own business was such a good idea. You can call it perseverance, dedication, focus, commitment, endurance, stubbornness, persistence or any other term you like - but I like the term “stick-to-it-iveness”.

When you make your next trip to the mailbox, take a second look at the stamps that are taking your mail out, and those that brought your new mail in. Resolve to be just like them - stick to it until the job is done.

Robert Gignac is the owner of Taynac & Associates, providing keynote speeches, seminars and workshops on personal development, motivation, and leadership. To book Robert to speak at your next event, please contact him at: rgignac@taynac.com or check their website at www.taynac.com.

Fiorina HP World Keynote Highlights Power of the New HP

from Interex's "HP World News" E-mail service

Hewlett-Packard CEO Carly Fiorina highlighted facts and figures from the recent past to emphasize that the new HP is headed in the right direction. "Make no mistake about it, we will lead [the world in information technology]," a confident Fiorina said in her keynote address to the world's largest gathering of HP partners, customers and users at HP World 2002 Conference & Expo in Los Angeles during the last week of September.

As expected, Fiorina emphasized the positive aspects of HP's four-month old merger with Compaq, pointing out that HP has signed 48 contracts valued at over \$2 billion since the union was consummated.

She also highlighted the sheer size and power of the new HP, saying that the company has nearly a billion customers in more than 160 countries. She said HP powers more than 100 stock and commodity exchanges, including 14 of the world's largest; supports 95 percent of the world's securities transactions; commands 45 percent of the platform market for SAP and i2 applications; carries out two out of three credit card transactions and three out of four electronic fund transfers; handles 80 percent of all telecom billed and customer-care traffic in Europe and Asia; and powers 65 percent of the world's energy infrastructure. She went on to say that HP is the world's leading platform for high-performance computing, consumer technology and small and medium business technology.

In her 40-minute address, punctuated by criticism of competitors, including

Sun and IBM, she pledged that the new HP "will go the extra mile" to reinvent the IT value proposition for customers. "The new HP will be the company you can count on." The keynote was Fiorina's first address to customers since the company's merger with Compaq.

While talking about HP's controversial merger with Compaq, which began a year ago but was completed last May, she explained that the industry consolidation HP spoke about a year ago is happening today. "The fact is every industry goes through a phase of maturation, and now it is this [IT] industry's turn," she said. "Frankly, we think our other competitors are reacting to us [now]."

She talked about Sun's change of mind about Linux. Sun announced September 18 at the SunNetwork in San Francisco its decision to sell low-cost Linux PCs by early next year. In the face of criticism from analysts after the announcement, Sun responded that its inexpensive Linux PCs will be a complement to its multimillion-dollar machines running Solaris operating environment, and won't steal the market from its high-end systems.

Fiorina also noted Dell's decision to "upend" its business model in search of new growth opportunities, particularly in the areas of services and printers, a market where HP has considerable clout. HP recently canceled its eight-year printer deal with Dell after the number two PC Texas-based maker said it was interested in entering the printer business. In fact, Dell recently announced a printer agreement with Lexmark that analysts had been speculating for a few months. Many in the IT industry see the deal as a reaction by Dell to being relegated to the number two seller of PCs by the HP/Compaq merger.

She also took pot shots at IBM, HP's main rival, saying the Big Blue is returning to vertically integrated strategy of the 1980s. "So you can't have it your way, but you can have it the IBM way," she remarked, adding that the current trend appears to be that it's a "good thing" to be an end-to-end solutions provider, a tag line that HP loves to tell its customers. "We think the market is moving our way." Another advantage over IBM, Fiorina said, is HP's co-development with Intel the Itanium processor family. "IBM continues to invest in their own proprietary chipsets," she said.

She allotted considerable time in her address to HP's recent deal with Microsoft, which coincided with the start of HP World 2002 on September 23. HP and Microsoft announced a joint initiative to deliver .NET solutions to enterprises. The two companies are investing more than \$50 million to create what they described as "the largest, most specialized forces of .NET consultants and system architects to integrate solutions across global enterprises." Fiorina said, "We believe we have built the deepest expertise in IT infrastructure" that spans all operating environments. And by its merger with Compaq, HP is now the leading provider of multi-vendor support and services, she added. "Great organizations are defined not just by their capabilities but by character, by the company they are and the company they keep."

According to Fiorina, the information technology industry is poised to change forever with the beginning of digitization of everything, saying the small revolution in photography wrought by digital cameras will happen on a larger scale to all areas of business. "IT is the ultimate team sport," she reminded the audience, pointing out that business cycles and

business budgets no longer support specialized or custom-built hardware and software needs. Customers are looking for end-to-end solutions but want fewer strategic partners who can do more for them. “The reality is there are fewer and fewer players in the industry today” who can help customers in their IT transformation. “We will be the company that reinvents the IT transformation. We will go the extra mile.”

Without referring to the e3000 systems, a product line that HP has decided to phase out by the end of 2006, Fiorina assured the legacy systems users that the new HP is working to have all the migration tools in place for those who want to move to other platforms. “We have never stranded our legacy customers.” HP’s e3000 users are one of the most active groups in Interex, which organizes the annual HP World conference.

HP President Michael Capellas, Ann Livermore, executive vice-president for HP Services, and Peter Blackmore, executive vice-president for HP’s Enterprise Systems Group, also presented keynotes at the conference on September 25.

Brad Boston, senior vice-president and CIO of Cisco Systems, presented his address on September 26, while Ed Leonard, head of technology for DreamWorks Animation, presented his keynote on September 27, the last day of the five-day HP World 2002 Conference & Expo.

HP Betting on Itanium

from Interex’s “HP World News” E-mail service

The Hewlett-Packard Board of Directors has formed a “technology committee” to advise it on various technology issues facing HP -- an unusual move for a giant company. Wisely, this new group will do some deep thinking about betting the company on Intel’s Itanium chip.

Today, HP servers run on five processor families: IA-32, PA-RISC, Alpha, MIPS and Itanium. The current plan is to phase out four of them, and run everything on Itanium.

There are benefits to this approach. First, future versions of the Itanium are expected to achieve blistering performance across the board. Second, the close embrace of Itanium will help ease future customer transitions from one platform to another.

And third, what you lose in processor choice you gain in OS choice: You’ll be able to run HP-UX, OpenVMS, Linux, Windows and other OSs on the same machine in separate partitions.

On the other hand, the move is risky. It puts HP completely at the mercy of its relationship with Intel and the quality of future iterations of the Itanium platform.

The New HP Catalog

from Interex’s “HP World News” E-mail service

Hewlett-Packard announced recently that the company would mail a new catalog of HP products and services to two million small- and medium-size business customers. The glossy quarterly will offer notebooks, desktop PCs, servers, handheld computers, storage devices, software and services.

That’s a huge change from the days of Hard Deck, HP’s erstwhile policy of selling direct only to the biggest 900 customers and ceding the rest to resellers.

The replacement policy for Hard Deck, called Partner One, includes provisions for resellers to generally handle non-Intel business. About 850 big companies will be placed on an HP Named Accounts list of HP customers. But unlike the Hard Deck list, resellers will be permitted to compete against HP for the business of these companies. HP will likely announce the details of the new policy November 1.

The Partner One program and the catalog are designed to enable HP to compete head-to-head with Dell in the direct, low-margin Wintel space and against IBM in enterprise consulting.

Make sure you get your hands on a copy of the October issue of HP World Magazine for more details about Partner One and HP’s evolving relationship with resellers.

Itsy Bit

“Never doubt that a small group of thoughtful citizens can change the world. Indeed, it is the only thing that ever has.”

-- Margaret Mead

Cast Your Vote! Two Members Vie for One Open Interex Board Position

from Interex's "HP World News" E-mail service

The time has come to cast *your* vote for the Interex Board of Directors. Every Interex member is encouraged to vote.

The ballot process gives members an opportunity to influence the direction of Interex. The board establishes policy, determines strategic direction and has fiduciary responsibility for the association. Member participation in board elections is very important!

Please remember that Interex is *your* organization, and there is no one more qualified to choose its leadership than *you!*

The candidates in the race are (in random order): Denys Beauchemin and Dillon Pyron. The term of the new board member starts in December.

Before you cast your vote, please take a few moments to learn the views of the candidates by visiting the Interex Candidate Questions & Response web page.

Cast your vote either online or by mail. Details of how to participate in the online voting process have been included with the ballots. The deadline is October 31 for returning the ballots to an independent third party (election.com), who will count them by November 10, and notify the secretary of the Interex board of the election results.

The Nominating Committee chairman, Ed Witkow, will notify all candidates of the election results by November 17.

Board of Directors' Meeting

by Paul Harbron

September 13, 2002

The meeting was called to order at 1:07 PM. Present were Ron Frenken, Ed Amburgy, and Paul Harbron. Terry Bodine attended by phone. Last meeting's minutes were read and approved and action items reviewed. Ed was appointed action item recorder.

The board decided to remain at Crowne Plaza for next year's Symposium for April 21-23 and approved the new contract. We decided on costs: Vendors will remain at \$700 for a corporate sponsorship and \$500 for only a booth. Students will be raised to \$20 and attendees will pay one rate of \$60 for any and all days. The Symposium Committee assignments, with primary listed first, then secondary, are:

Site Coordinator:

Ron Frenken, Ed Amburgy

Vendors:

Ron Frenken

Speakers:

Paul Harbron, Ed Amburgy

Registration:

Ed Amburgy

Proceedings:

Paul Harbron

Training Days:

Terry Bodine, Ron Frenken

Evaluations:

Terry Bodine, Ed Amburgy

New board members will fill the remaining spots. Ron will write up a Symposium timeline.

Ed will write an article on the Golf Outing. Ron has been in touch with Larry Dunkel about the October meeting. Speakers and topics were

decided and Paul will write the article. For the December meeting, Kim had a speaker in mind, but was unavailable to give an update. The Board discussed locations for the meeting and did not reach a decision.

Paul received word from Interex that they are in touch with Encompass and ITUG, two of the Compaq user groups, and between Interex-Europe and CUO-EMEA. At this time, there are no plans for the national groups to merge, but some LUGs have made contact with their Compaq counterparts and we are free to do so as well. Ron said that Larry Dunkel has some information on local Compaq LUGs and will pass on that info.

Ron reported that he had received no responses to his "Looking for New Blood" article. The Board discussed ways to get more people involved in the board.

Our balance at 06/30/02 was \$7,926.12. Our balance as of 08/31/02 is \$7,403.75. Once we get the check from HP for printing the Proceedings, we will be in the black for the Symposium.

We decided on a deadline of Friday, September 20 for articles for the Newsletter. Dave confirmed this by e-mail on Monday, September 16.

The action items were reviewed and the meeting adjourned at 2:30.

Itsy Bit

"I don't have to attend every argument I'm invited to."

-- Unknown

Dave's Ditty

by David Largent

Welcome to Fall! The summer has come and gone. It won't be long now before we get to start raking leaves. Boy do I look forward to that – not!

Actually, it's kind of a "sweet-tart" thing. I really enjoy the Fall. The days get cooler. There are beautiful colors to look at. The fields are ripe and ready to harvest. Birds start to gather for their migration South. Squirrels scurry around putting up their nut store for the winter.

And then there are those leaves that insist on falling to the ground! Actually I don't have a problem with the leaves, it's the neighbors that get a little grumpy. They all seem to think that leaves don't belong on the ground and insist on picking up every single leaf that falls in their yard. The problem comes when there is a breeze and some of my leaves end up in their yard. The way I look at it is if God had intended grass to be uncovered, he never would have created leaves that fall to the ground. ☺

Speaking of "sweet-tart" things, I'm just recently back from HP World in Los Angeles. Being an e3000 user, I was strongly reminded by the sessions and SIG meetings that HP will not be supporting the e3000 in a few years. Yes, they are still doing wonderful things right now, but it's a bit of a tease; it's going to stop real soon.

Virtually all of the e3000 sessions and meetings dealt with migrating to another system; Unix, Windows, Linux, even the AS400 – take your pick. On the one hand, it's great to see all the tools, support, and information that are available to help companies migrate from the e3000. On the other hand, a lot of us don't really want to leave!

HP is willing to allow a third party to develop an MPE emulator that would run on another HP platform. They also have not closed the door on the concept of some responsible party or parties maintaining MPE after HP drops support – maybe even allowing "enhancements." Time will tell how these two options will evolve. If you have strong feelings (or even moderate ones!), I encourage you to make them known to HP and other interested parties.

I sense the majority of the e3000 community will soon "start to gather for their migration South." Actually, some may choose to head "West", depending on to what they decide to migrate. They've decided it's going to be too cold, it's time to leave the comfort of home, strike out on a new adventure and follow the crowd.

Then there's the other bunch! They're not so sure leaving the comfort of home is the best thing to do right now. Maybe it's better to "scurry around putting up their nut store for the winter." If they get enough nuts tucked away, they should be able to make it through to Spring. That's what they've been doing for years, and so far it's worked every time. After all, when was the last time you actually had to re-boot your e3000!?

In a couple of years, assuming an emulator is developed, some of those squirrels will likely "move into a new tree." The old tree they've been living in for years is deteriorating, and you never know when a big wind is going to blow the limb that contains your home off the tree. Moving to a new, strong tree gives you a better place to winter for a number of years.

So which are you: A bird or a squirrel?

-dll

Calendar

October 2002

- 16 INRUG General Meeting – Indianapolis, IN**

November 2002

- 8 INRUG Board meeting – Indianapolis, IN**

December 2002

- 4 INRUG Dinner Meeting – Indianapolis, IN**



Send Us Your Information

Have some new people joined your organization recently? Have there been some promotions? Something exciting happened at your office?

If so, why not publicize the fact, and provide some well-deserved recognition! We'd love to spread the word for you. Send us the information, and we'll make an effort to get it in the next issue of *INRUG BITS*.



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Articles may be submitted by sending them to one of the INRUG newsletter addresses provided below. Electronic submission is encouraged!

Material must be submitted by the 5th of the month for publication in that month's newsletter.

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