

TAPE # 3 SIDE A

<u>Counter</u>	<u>Subject discussed</u>	<u>Names</u>
012	Original financial structure of FPS	
025	Process of "going public", stock sales	
070	Public offering, subsequent cut back in GE orders	
080	Class action case against FPS concerning value of stock at sale	
110	Dilution of Norm's assets because of stock sale, number of shares sold & price of share	
140	Goldman Sachs & Dean Witter handling sale of shares	
146	How money from stock sale was used	
172	Stock sale offered liquidity to original investors	
188	New headquarters in Beaverton	
192	Third Thursday of each month Norm drove to staff meetings at 6 different locations	
231	Layoff of 79[?] employees when tomography sales slipped	
280	FPS cornered the # crunchers group, but this is a small segment of the total market	
292	Description of a "full-bore" computer	
388	Need for another kind of computer, one that can handle structural algorithms, to expand their market	

END OF TAPE 3, SIDE A

TAPE # 3 SIDE B

021		Lloyd Turner
030	FPS164=the new # cruncher, has complicated software, did not handle multitasking as hoped for	
055	Typical FPS user had unchanging problems, therefore this machine did not offer market expansion	
069	UNIX=powerful operating system, transportable & a good # cruncher; FPS164's operating system was not transportable	
092	A competitor's new # cruncher was using UNIX, sales of FPS164 still OK in 1984-5, but Norm is concerned about little growth	
098	Sell a bundled package of FPS hardware to IBM & DEC	
114	Mentor Graphics is not a competitor, they make complementary software	
120	Norm had been president, CEO & chairman of the board until Lloyd Turner came on board	
120		Lloyd Turner
135	After Turner joined, Norm was just chairman of board	
150	FPS could have been saved if they had converted to UNIX	

<u>Counter</u>	<u>Subject discussed</u>	<u>Names</u>
184	Comparison of FPS164 to Cray computers, for a single user but much cheaper	
204	Second stock offering	
286		Jon Salquist
295	Salquist was FPS employee, resigned, formed Star Technologies which sold a competing product & took GE contract away from FPS	
375	Law suit following second stock offering	
386	A couple of competitors were winning market with new UNIX machines	

END OF TAPE 3, SIDE B

HISTORY OF THE INTERVIEW

C. Norman Winningstad, 1996

There was a genuine interest on part of the staff at the Historical Society to revive the Oral History Program that had been so successful during 1978. Barbara Doyle met Norm Winningstad at an Oregon Pilot's Association dinner on 2 February 1996. A brief discussion about the Historical Society, our interest in oral history interviews and a priority interest in obtaining information about the hi-tech industries led to an exchange of business cards and an agreement by Norm to be interviewed by B. Doyle. Norm was very receptive, tried to fax (on Sunday, 4 February) info about time and place for the meeting. Within a week, time and place for the interview were determined.

Instead of one session, there were five one-hour sessions spread over approximately eleven weeks, all held at the Winningstad's condo in the Sylvan area. Norm was sent (via fax) a list of topics prior to the sessions. He followed the list quite well, provided extremely good explanations of technical topics, showed himself to be a "tech-weenie" (his words) with a wide range of intellectual, business and scientific interests. Norm is very articulate, has good concentration skills and is able to return to his statement at precisely the point where he left off (there were only a few interruptions). The interview topics generally follow the actual sequence of events. The collapse of Floating Point Systems and Norm's minor business interests are the major digressions from a straight chronology.

He understands his position as both a minor venture capitalist and a community philanthropist - there is a need to put up some of his own money if he wants to draw other people into a project. His interests have varied from hi-tech to brand new products, to academic support, to major support of the arts. While not really a life interview, this series certainly goes beyond just Norm Winningstad's place in the development of the hi-tech industries of Washington County.

All duplication and indexing of the tapes was done by Barbara Doyle. Index was proof-read by Norm Winningstad.

Some specifics concerning Norm Winningstad interviews

Time period covered:	overall;	1925 - 1996
	hi-tech in Oregon;	1957-1996

Names mentioned:

A. <u>Businesses/Schools</u>	B. <u>Last names</u>
Control Data Corp.	Anderson
Cray Computer	Auel
Dean Witter	Bouton
Digital Equipment	Carter
Floating Point Systems	Castles
General Electric	Culler
Goldman Sachs	Fryer
Hewlett-Packard	Hatfield
Hughes	Hoffman
Hydro Catalysis Power	Johnson
Lattice Semiconductor	Lawrence
Lawrence Berkeley Labs	McCutcheon
Mentor Graphics	Merlo
Optical Data Inc.	Mills
OR Coast Aquarium	Moriyasu
OR Episcopal School (OES)	O'Leary
OR Graduate Institute (OGI)	Oliver
OR Museum Science/Industry	Pratt
OR State Univ. (OSU)	Prince
Performing Arts Center (PAC)	Rahsneesh
Portland Art Museum	Ropiquet
Portland State Univ. (PSU)	Salquist
Seiko	Saud
Spectronics	Segrey
Star Technologies	Smith
Tektronix	Tsui
Thrustmaster	Turner
Tyres Heart Theatre	Vollum
Univ. Cal.- Berkeley	Wantland
Wildlife Safari	
Zeeland	