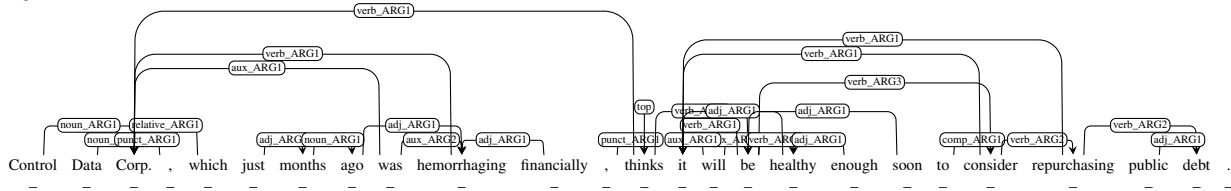
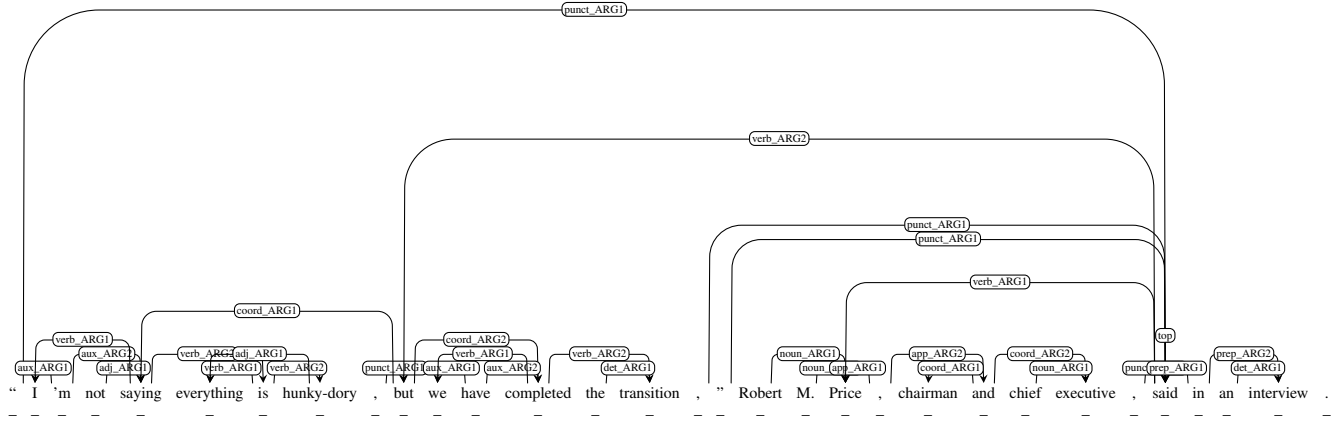


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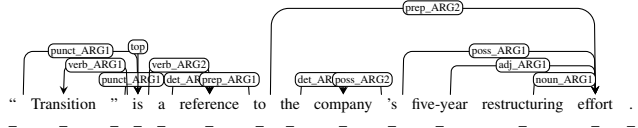
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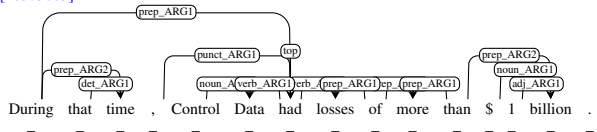
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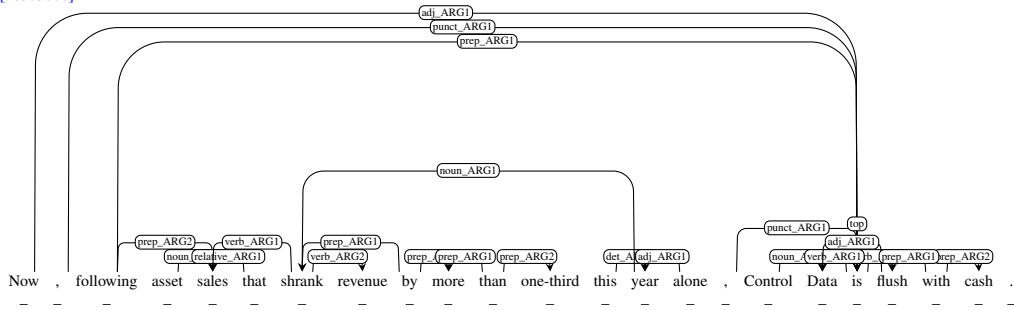
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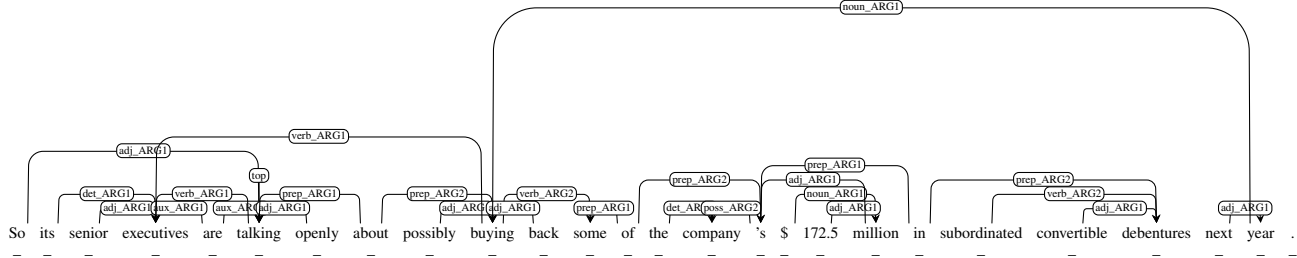
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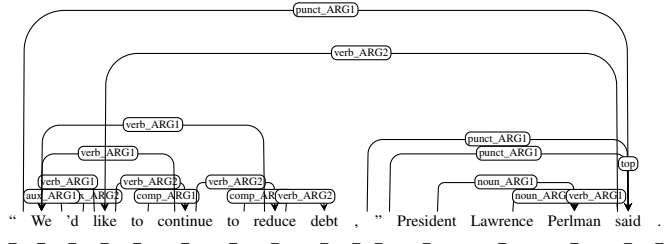
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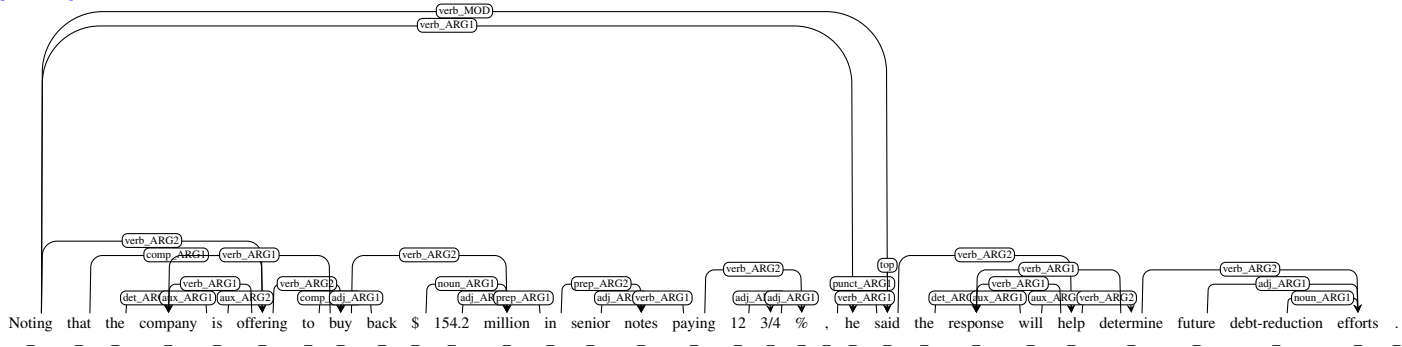
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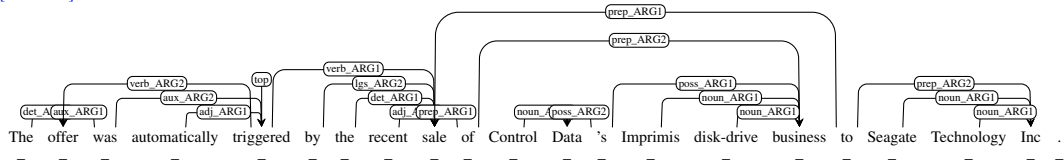
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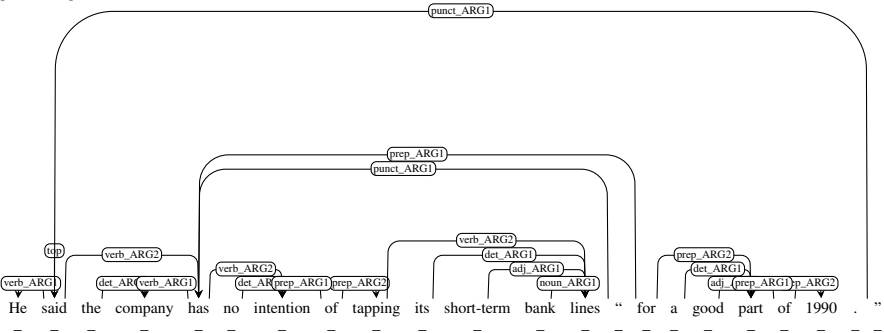
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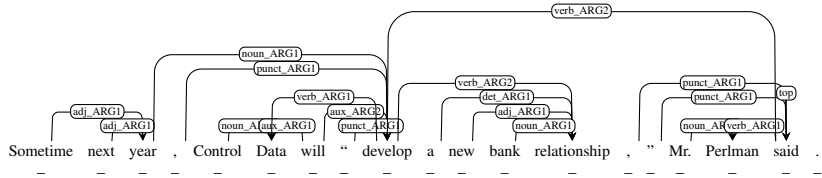
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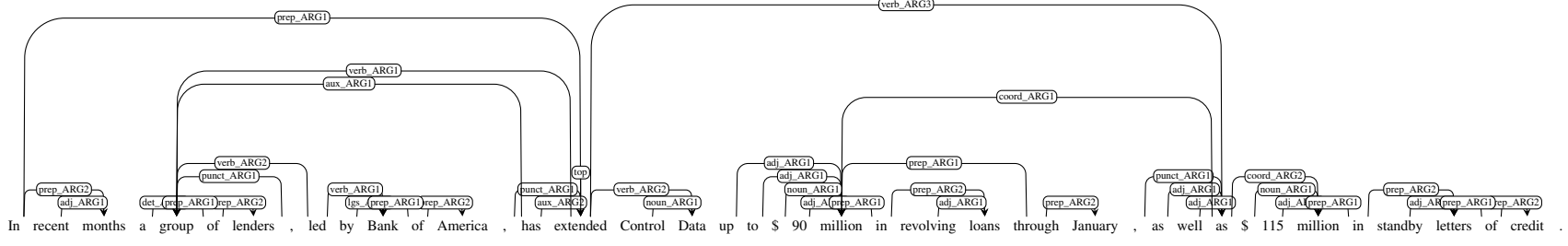
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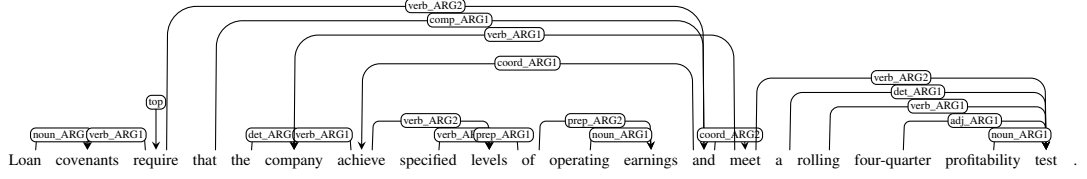
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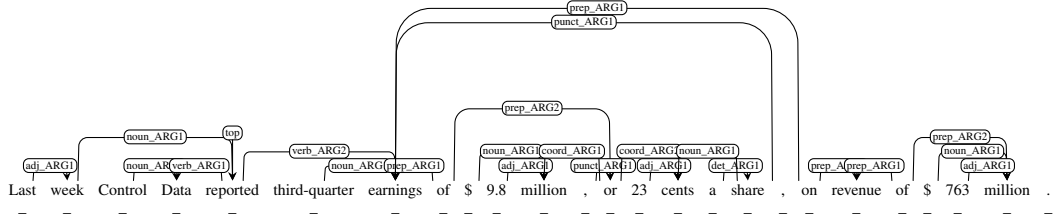
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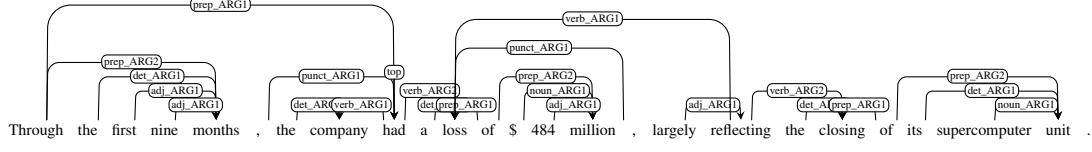
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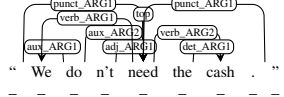
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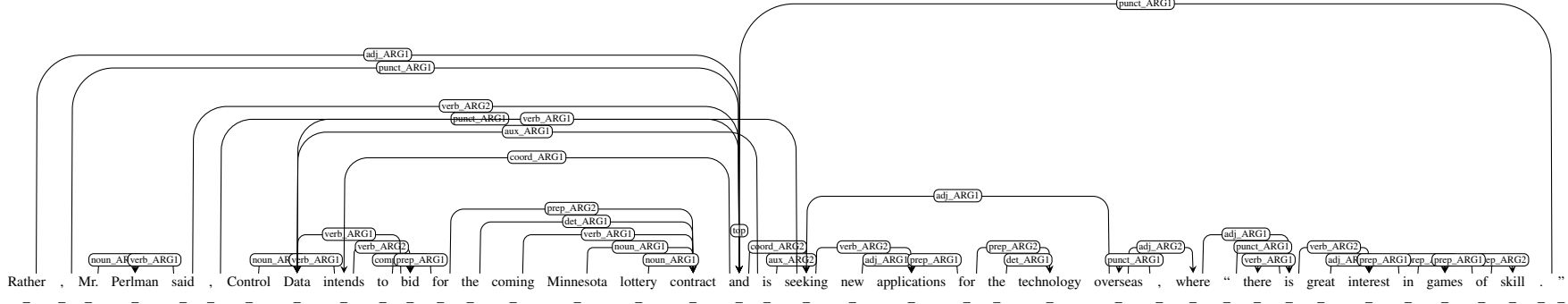
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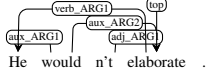
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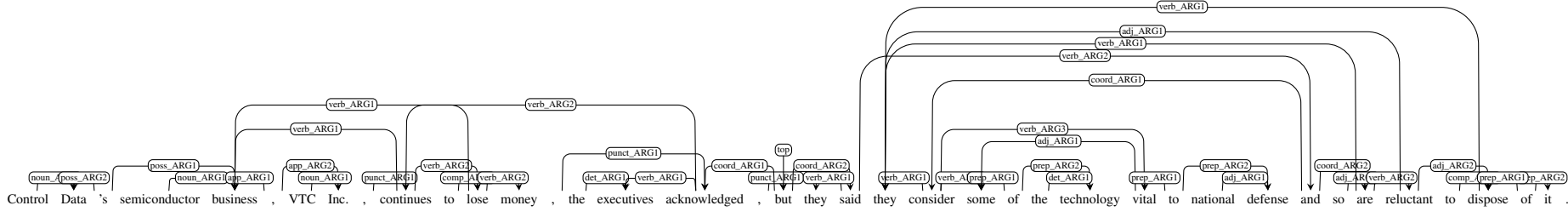
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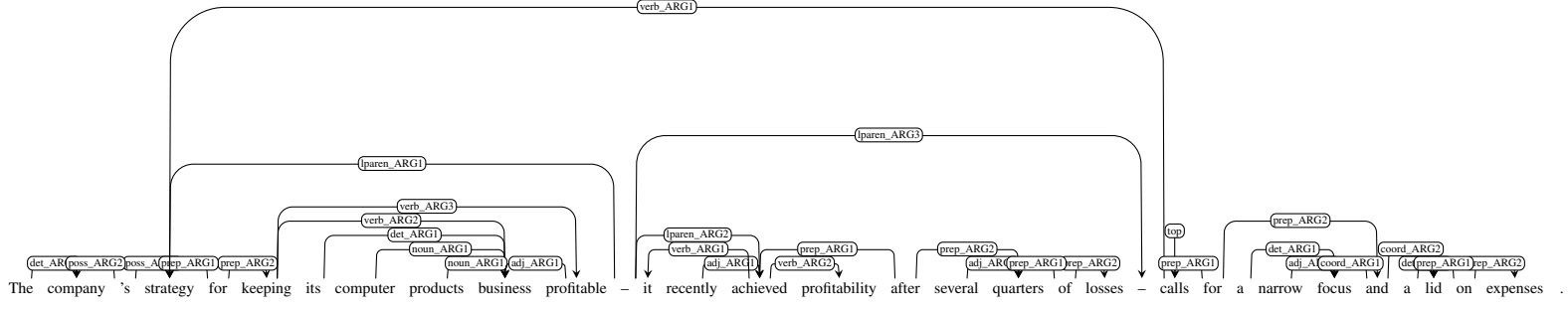
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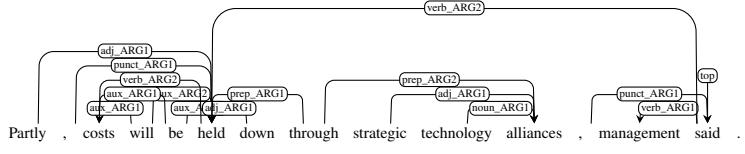
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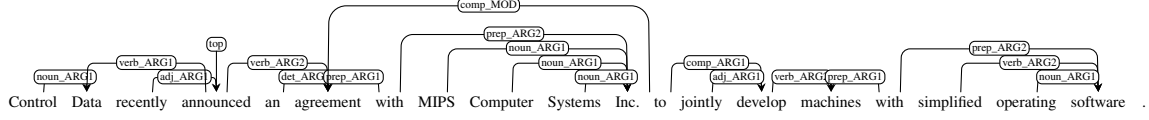
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[20575025]



[20575026]



[20575027]

James E. Ousley , computer products group president , said such arrangements could help slash Control Data 's computer research and development costs in half by the end of 1990 .

[20575028]

He disclosed that before Control Data scrapped its ETA Systems Inc. supercomputer business this past spring , those costs were running at nearly 35 % of group revenue .

[20575029]

At the same time four of six design projects were spiked , he said .

[20575030]

Asked how the company hopes to expand its computer hardware business , Mr. Ousley said it sees good opportunities in systems integration .

[20575031]

" We think we 're getting only 10 % of the integration dollars our customers are spending , " he said .

[20575032]

" We 're in environments that are going to spend a lot of money on that . "

[20575033]

Control Data mainframes are designed for numerically intensive computing users , such as the scientific , engineering and academic communities .

[20575034]

Utilities management is a major commercial niche .

[20575035]

Reviewing the company 's scrape with disaster , Mr. Price conceded it had tried to do too much on its own .

[20575036]

" Absolutely , " he said .