

37 SWINTON STREET,
LONDON WC1X 9NT

15th December 1993



LETTER AT CHRISTMAS

Today Edward is 20 months old, and is now talking quite a bit. He finds lots of things very funny (like playing with his father's ears) and keeps others amused too with dancing, grinning and general clowning. He has a good vocabulary and is now starting to string words together. He enjoys being read books and can remember many of the final words of sentences from his favourite books. We love having him around, though he certainly keeps us busy...

I (William) changed jobs in May. My company FileNet is a British company with a Californian parent company. We sell document imaging and WorkFlo products. Typical clients are large paper-intensive organisations, where many clerks shuffle such items as mortgage applications, insurance premiums or claim forms. We put a scanner in the mail room, and they never see the paper again! Users can display images on their own PC, and the documents can be routed around the organisation, much in the same way as paper documents would have been passed around in the past. The actual images are stored on juke boxes of optical disks, which hold a vast amount of storage - this is the same technology as music CDs. My job involves pre-sales support, visiting prospects, writing tailored demos, and business analysis and systems design.

All three of us were able to spend 2 weeks in California in July/August where I had a training course with the American parent company. We did the obligatory trips - a visit to the Queen Mary and of course Disneyland.

We managed to go to Italy in April/May and September/October, which we always enjoy. Edward has now been four times in his life time!

We have put our flat in Swinton Street up for sale because we need more space, but although we have had considerable interest, many viewers are not in a position to buy. Whatever the estate agents say, the housing market is dead and is likely to remain so for while yet, so we are not expecting to move for a while.

All-in-all the year seems to have flashed by!

With our very best wishes for a Merry Christmas and a Happy New Year!

Love William, Paula & Edward