

# I N S I D E G M T

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Welcome to another issue of C3i!

As this issue goes to the printer, the "state of the union" at GMT Games is stronger and better than it's been in several years. First off, with the bugs finally worked out of the P500 system and a production manager (Tony Curtis, see below) on board, we finally have a production capacity that will allow us to publish the games you want and not have them languish for years on our "designed but not produced" list. Even with the initial delays we experienced with P500 and having Rodger out of the loop due to his sudden illness last spring and early summer, we have still managed to produce more products this year than in either of the previous two years. Even if we don't count War Galley, which will be in production in November-December and shipping after the first of the year, we have still produced eight products (2 modules, 3 boxed games, a ziplock game, and one regular and one special issue of C3i) compared to only three products in all of 1997. So for those of you who have wondered, the answer is "Yes! P500 is helping!" Now, as we've done with our most recent game, Barbarossa: Army Group Center, we intend to continue to decrease the time between charging and shipping the P500 games (it was right at six weeks with AGC) and to continue to respond rapidly (as we've done with War Galley) to your P500 votes in producing the games you want quickly and at very high quality.

I have spoken with many of you by phone as I manned the office toll-free line quite often this Fall, and I really appreciate the number of well wishes and concerned comments and suggestions from you guys, especially regarding our financial health. I'm not real sure how the rumor got started, but I heard from probably two dozen gamers this fall who were surprised that we were answering our phones because they'd heard we were out of business!!! Well, nothing could be further from the truth (so

please tell your friends!), although it's true that when Rodger was so very sick, we weren't at all sure about the future of GMT. Since that time, though, Rodger's health has thankfully improved greatly, as has our company as a whole.

To give you a quick birds-eye look at GMT financially, we did take about a \$30,000 P/L hit during the spring as we were unable to ship our boxed games (but naturally still had to pay overhead, salaries, and expenses). That was difficult and obviously worrisome at the time, but there wasn't a lot we could do except just get the new games put as soon as possible. The good news is that once we did, the sales for Saratoga, Invasion: Sicily, and Caesar: Conquest of Gaul were good enough to pull us almost all the way out of that \$30,000 hole, and now the sales for Barbarossa: AGC have already put us back into the black financially.

Regarding personnel, I'm pleased to announce that we've added to our graphic team this summer in a big way. First off, we've brought back Mark Simonitch, who was responsible for the excellent map work on many of our earlier games, and did outstanding work at Avalon Hill for several years, to handle much of the work on our game-maps. Mark is a nice complement to the talented Joe Youst, who himself has done several state-of-the-art maps for us in the past couple of years. This definitely strengthens our art team, as does the addition of Mike Lemick, who's helped Rodger with a variety of C3i *Player's Aids* for several years. Mike is now assisting Rodger with layout work on the game counters for War Galley.

To help us make sure we can actually get the increased volume of games produced and out the door, we've added Tony Curtis, who I always introduce (truthfully) as "the best game developer I know," to fill our production management slot. This is the first time we've ever had a

production manager, and Tony has the eye for detail and organizational skills to do the job well, as he's proved by bringing his first project, Army Group Center, in on-time and on-budget. Thanks, Tony!

OK, now for a quick look at where we're going, at least in terms of projects I know about as of today. Here are the projects that our various game design/development teams are working on at present. These are in addition to the games on the current P500 list. By the way, *please don't order the games listed below now* - this information is just to let you guys who are waiting for what's next in your favorite series know what the design teams are working on. These projects should all make it to the P500 list within the next 12 months, roughly in the order listed for each development team. Anything that won't make it to the list in 12 months or so is not listed here. And, as with all our other games, any of these that don't make the P500 cut will not be produced:

- Vance von Borries / Tony Curtis: Barbarossa: Army Group North, Southern Italy (no title yet - game #2 in the Italy series following Invasion: Sicily)
- Richard Berg: Chickamauga (GBACW series game)
- Richard Berg / Mark Herman - GBoH: Cataphract; a module for Caesar: Conquest of Gaul; and the big siege game focusing on Alesia
- Berg / Herman / Billingsley: ACW (Strategic American Civil War game)
- Gene Billingsley: Black Sheep Leader (solitaire Leader- Series game), One Bridge too Far (Operational Series - Arnhem)
- Mark Miklos / Andy Lewis: Brandywine Creek (game #2 in the American Revolution Series following Saratoga)

Enjoy the games and this issue of C3i!

