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INTERCOM

Peace On Earth

Christmas Message From The President

As the year 1972 comes to a close, we can take pride in the turnaround and progress of our business during the year. Our restored profit, while not large, is a major improvement over the results of a year earlier. Our new equipment products are now in initial production. Our media and consumer cassette programs are now more efficient and more profitable than at any time during the past three years. We have laid a solid foundation for further progress and growth in 1973.

To acknowledge every Memorex employee who has contributed to these better results, we have resumed the tradition of providing a Christmas turkey to you and your family.

It tokens the deep gratitude which I wish to express to you on behalf of Memorex for your hard work and ingenuity. We owe our success in 1972 to every member of our organization, at every level of responsibility and in every department, working together to produce the corporate results. A hearty "thank you" for your individual efforts.

We enjoy an excellent outlook for business in 1973 because of good market opportunities and excellent new products. But we shall pursue these opportunities at a deliberate pace, while continuing a judicious restraint upon our spending. By doing so, I have utmost confidence in Memorex's ability to grow stronger competitively and more profitably, and thereby to enhance our individual and corporate security and opportunity.

Again, warm thanks to you. Merry Christmas to you and your family. May the New Year bring health and happiness to you and peace to the world.

Sincerely,



Memorex Acquires Financing For Foreign Computer Business

Memorex Corporation has announced that it has signed an agreement with First National City Bank (International-San Francisco) for a \$5 million revolving line of credit to finance leasing of Memorex's computers and computer-related equipments in foreign countries.

The line of credit will be available in the United States to finance the manufacture of equipments for export at $\frac{3}{4}$ of 1% over First National City Bank's Base Rate, and can be

converted to foreign currency term credits when financed equipments go on-rent abroad.

This facility represents the first line of credit negotiated by Memorex with a new bank in more than a year, and is expected to be fully used between now and the end of the first quarter of 1973. Memorex will continue to seek additional credits needed to finance expansion of its international business in 1973.

INTERCOM

Editor: Dave Williams
Associate Editor: Bill Bellou

About the Cover:

Peace On Earth is this year's Christmas cover theme, as the last planned moon exploration of this decade draws to a close. May peace be with you and your family throughout the Holiday Season and the New Year.

Photo Credit: NASA

Volume Shipments of 1242 Terminals Begin

First customer shipment and installation of a Memorex 1242 Buffered Multipoint Communication Terminal was made last month to National Can Corporation of Chicago. National Can has more than 60 Memorex 1242 Terminals on order.

"The availability of the 1242 in the Memorex product line will greatly enhance the market potential for the company's communication products," said **Jim Adkisson**, product sales manager for communication terminals. "Volume shipments of the terminal are proceeding as scheduled," he said.

"National Can picked the 1242 because of its unique features," said Adkisson. "They also said they were impressed by the professionalism of the Memorex sales representatives, and the competence and reputation of the company."

The 1242 features increased capabilities over IBM's 2740-II terminal. It has twice or optional four times the transmission speed and allows more terminals on a single leased line network.

Another feature of the 1242 is its unique split buffer which provides the user with the capability to enter a second record (up to 256 characters) into the buffer while the first message is ready to be polled.

Application Advantages

In manufacturing, the 1242 aids in reducing routine paper work, such as automatic producing of purchase requisitions, purchase orders, or requests for quotes. It also aids in elimination of record duplication. Previously, departments such as accounts payable, material distribution, quality control and production control has individual records. With the 1242, a central file with access by all departments eliminates this duplication.

In financial and insurance applications, the 1242 may be utilized in systems where real time processing occurs. This eliminates the lag time between occurrence of a transaction and final updating of the records affected.

In file updating, the 1242 provides access to a central file for updating or interrogation from a remote site.



Reviewing final test results of the first 1242 shipment to National Can Corporation is (l to r) Jim Adkisson, product sales manager for communication terminals; Don Stoye, 1242 senior design engineer; and Dave Schenk, final test manager for communication terminals.

Food Service Vendor Change In '73

A vendor change in cafeteria and vending machine food services at Memorex will take place early in January, according to **Bob Wright**, manager of purchasing. The contract has been awarded to Canteen. Memorex Drive food service is excluded from the vendor change, because that contract will not expire for another year.

"The decision to change vendor food services was made with the interest of employees," said Wright. "We feel the service will be better, and there will also be a significant cost savings to the company."

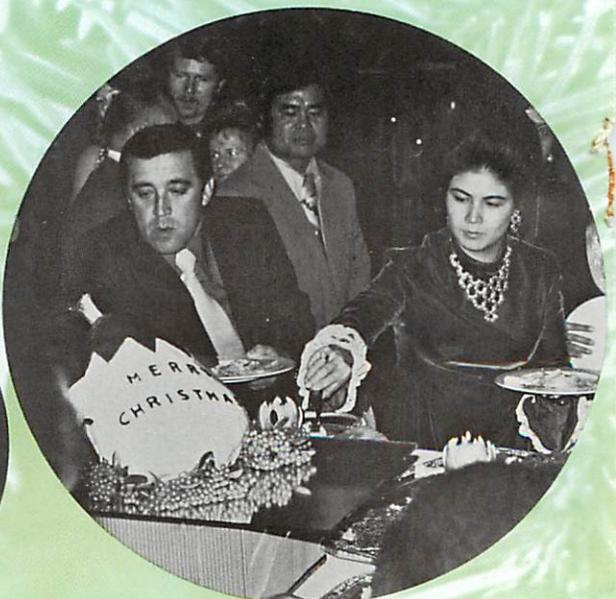
Although food prices have risen, Memorex cafeteria prices have remained the same for the last two years, and there will be no increase in cafeteria or vending machine prices within the coming year. Profits obtained from vending throughout the company will continue to be transferred to the MAG fund," he added.

Board members of the Memorex Activity Group (MAG) visited locations which have Canteen food service to check food and service quality. They made the final decision to approve the change to Canteen.

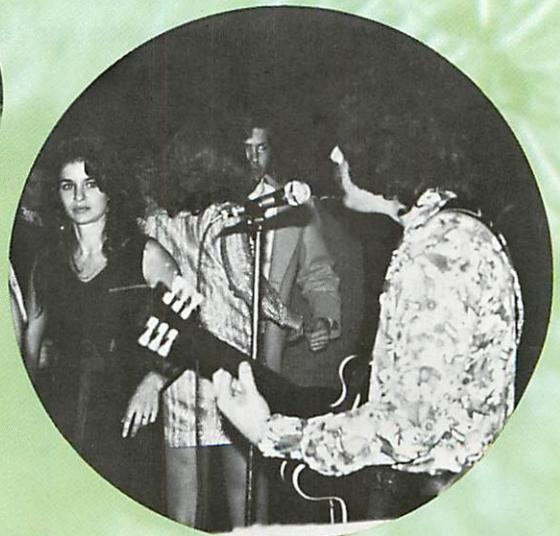
MAG Christmas Dances Celebrate Holiday Season



Christmas dinner dances, a children's Christmas party and other festivities marked this year's Christmas holiday season for Memorex families. Shown here are some scenes from the MAG Christmas dances which were held at the Palo Alto Golf and Country Club, and the Cabana Hyatt House.



Photos by Bill Rhodes



New Products

Eight Module Attachment Feature Announced

An Eight Module Attachment for the Memorex 3670 Disc Storage Subsystem was announced recently by **D. James Guzy**, Memorex Executive Vice President.

"This feature effectively matches the only additional capability included in IBM's recently-announced repackaging of their 3330 disc system," said Guzy. The Memorex 3670 is plug-compatible with IBM's 3330.

"The Memorex Eight Module Attachment Feature for the 3670 is superior to the IBM product in several regards," Guzy said. "The Memorex feature is far more flexible than the equivalent IBM equipment. For example, the IBM feature requires the installation of at least one additional unit—the 3333; the Memorex feature is field

installable within the existing 3671 storage control unit. Also, the IBM feature represents much greater increases in weight and heat than does the Memorex feature.

"The IBM announcement of virtual storage greatly expands the market for disc storage devices and therefore represents a real opportunity for Memorex. Our backlog of orders for the Memorex 3670 is larger than we have ever had for a product prior to its first shipment. We are more enthusiastic than ever about the prospects for this product," Guzy said.

The basic Memorex 3671 Storage Control Unit can attach up to four 3670 Disc Storage Modules (two spindles on each module) and can manage up to eight channel programs (one for each attached spindle).

The Eight Module Attachment Feature for the Memorex 3671 Control Unit provides the user with the capability to attach up to four additional 3670 Disc Storage Modules for a maximum total of 16 spindles. The feature includes an additional Power Distribution Unit and the hardware and microcode changes necessary to address and control up to 16 spindles. The feature allows the controller to manage up to 16 channel programs.

The Eight Module Attachment Feature is field installable, does not require any changes to the 3670 Disc Drive Modules and does not require any additional floor space. This feature will be available both on production 3671 Storage Control Units and for field installation in the second quarter of 1973.

New 3/4" Video Cassette

Memorex has announced the development of the first domestic chromium dioxide tape cassette for the 3/4" video cassette recorder.

Available in blank cassettes in 60, 30, 20 and 10 minute lengths, the new video tape can be used for both color and black and white recording. The cassette is fully compatible with Sony, Japan Victor, Panasonic and Wollensak 3/4" systems.

Chromium dioxide tape provides dramatically higher recording output quality over con-

ventional ferric oxide tapes at high frequencies. Memorex was the first company to be licensed to manufacture chromium dioxide tapes of all kinds, including video, audio and computer.

Shipments of the new cassettes will begin in January, 1973, and will be available through authorized Memorex helical scan video tape distributors. Prices for the new chromium dioxide cassette will be competitive with present products.



Master Grade Video Tape Announced

A significant breakthrough in broadcast video tape which eliminates the need for preliminary viewing or testing by users with critical applications has been achieved by Memorex with the introduction of 100% previewed "Master Grade" video tape.

Each reel of the new, premium quality tape is accompanied by an individual test chart showing users the exact dropout count and location, as well as giving data on audio stability throughout the reel. Users can thus refer to the chart to pinpoint dropouts rather than go through the expensive and laborious process of viewing blank tape in determining suitability for mastering. Memorex "Master Grade" is the only product available with such a chart.

The new tape boasts the lowest dropout of any tape available, certified 100% free of dropout bursts and averaging less than four dropouts per minute with a maximum of eight in any minute segment. In addition, Memorex "Master Grade" has the highest signal to noise ratio of any tape, exceeding 50 d.b., with virtually no audio variation.

The new tape will cost only slightly more than tapes currently available for mastering, and will result in substantial savings to users because the Memorex test chart will save user previewing. Other savings arise because each reel is guaranteed suitable for mastering, rather than having the usual high rejection rate normally found when evaluating tapes.



Memorex Employees Celebrate Anniversaries

10-Year Anniversary



Floydene "Denie" Burgstrom, production control clerk, was presented with an engraved clock honoring her 10th anniversary with Memorex at ceremonies held recently at the Tape Plant. E. D. Larson, vice-president of manufacturing, made the presentation in recognition of her participation in the company's growth. Mrs. Bergstrom is responsible for allocating and coordinating shipment of all Mark X Disc Packs and scheduling production. She joined the company November 19, 1962.

5-Year Anniversaries

Olga Y. Avila
Bonnie E. Brock
Mary G. Camargo
William A. Croghan
Ronald W. Higgins
Robert E. Jones
Rodney K. Laas
Freddie Lloyd, Jr.
Henrietta R. Serrano
Wayne P. Smith
Gunther Steinberg
Stephen A. Stephens
Claudia S. Tolbert
Richard Walsh
Lola Wisrock

Memorex Employee Promotions

Joseph Algee, Sr. to Senior Field Support Representative
Thomas Barnes to Mechanical Technician C
Betty Bennefield to Inprocess Inspector C
Curtis Brown to Electronic Technician B
Howard Earhart to Manager, Comdata
Dave Fleischhaker to Department Technician-Fabrication/Testing
Mike Galata to Calibration Technician B
Dene Gary to Manager, Technical I
Morton Gersham to Regional Media Manager
Jan Gollither to Product Manager
Jose Gonzalez to Slitter Operator A
Donald Judkins to Engineering Specialist
James Maiers to Test Lab Technician C
Irene Martinez to Inprocess Inspector C
William Maw to Sales Manager, Latin American Operations
Glenadine Maynard to Inprocess Inspector C
Thomas McNutt to Senior Production Control Analyst
Gerald Minsky to Branch Manager, New Jersey
Cyril Motichka to Field Support Representative
Paul Nappe to Director, Operating Staff
Allan Nelson to Manager, Technical I
Paul Nestberg to Technical Instructor
Robert Nielsen to Field Support-Field Manager
Thomas Nix to Associate Engineer, Manufacturing
Thomas O'Brien to Manager, Manpower Development
Dorothy Peavey to Production Controller Expeditor/Dispatcher
Carol Perez to Research Technician B
Laurence Pyle to Technical Director
Leo Quilici to Lease Base Analyst
Barbara Reataza to New Products Coordination Clerk
William Rocker to Manager, Employee Relations
Connie Russell to Personnel Assistant
James Russell to Field Support Representative
Anthony Sanchez to Product Control Analyst
David Sant to Product Manager
James Silver to Field Support-Field Manager
William Sweet to Manager, Technical I
Mary Turner to Video Test Operator B
James Vernon to Director, Software
Bruce Walters to Department Manager, Product Control
Van Weathers to Department Manager, Engineering
Clyde Williford to Department Technician, Assembly
Mona Winslow to Secretary B

Two FSR's Receive Awards

Two Memorex Field Support Representatives (FSR's) have recently received the Field Support Extra Measure '72 Special Award for their 1240 forms tractors modifications design.

Steve McGill and Dennis Putney of the Milwaukee Branch encountered forms tractor movement problems on an early model 1240 communications terminal used for heavy multicopy usage. Engineering had just developed a new forms tractor to meet heavy multicopy usage but it was designed for later model terminals only.

Realizing the new machines would not be immediately available, McGill and Putney modified the new forms tractor mechanism to fit early model 1240 terminals at the customer's site. A total of 19 terminals were fitted with the new mechanism.



Glenn Hill, Milwaukee Branch field manager (far left) and Don Snider, region 2 manager (far right) present FSR's Dennis Putney (I) and Steve McGill Field Support Extra Measure '72 Special Awards for their 1240 forms tractors modification design.

INTERCOM COM-LINE

COM-LINE is an open and anonymous communications channel available to all Memorex employees. Every legitimate question received along with an authoritative answer will appear in INTERCOM every month.

Questions are limited to those regarding company policy and practices. Other questions of limited or special interest should be directed to INPUT/OUTPUT. INPUT/OUTPUT questions and answers of general interest may appear in COM-LINE. All INPUT/OUTPUT questions should be signed so that personal answers may be sent to your home.

To participate in COM-LINE, simply write or type your questions and send it via inter-office mail to Editor, INTERCOM, M/S 12-33. If you have any questions you may call the Editor at 987-2200.

Could offices be numbered and signs posted to help employees locate various departments?

The idea to permanently number all offices has been considered, but it is not feasible at the present time. Many office walls are constructed of moveable partitions, which are frequently changed, making the cost of installing and maintaining such a numbering system excessive.

However, the use of locator signs to direct employees to specific areas is a partial solution. A survey will be made to determine where the locator signs would be most beneficial. They will then be installed.

Can the tape cassettes be made so that they can be opened, perhaps unscrewed, when the cassette stops functioning?

Memorex cassettes are sonically welded on our automatic assembly machine which allows for tighter control over the tolerances allowed in the Phillips Specification for cassettes. Because of this, the jam rate for Memorex cassettes is less than 1% and several times better than all competition. Also, a welded cassette is stronger, because it is held together around its entire circumference rather than just in five places with screws. We fully guarantee our cassettes and replace those that are defective at no charge.

It is difficult, at best, to fix a cassette that has screws. Competitors utilizing cassettes having screws recommend against taking them apart. Once a cassette with screws is taken apart and put back together, it will usually jam again, since the problem which caused it to jam still exists.

Why are name plates no longer ordered for employees?

Signs, including name plates, are provided as needed and requested. They may be ordered via a memo from your department manager to the Silk Screen Department.

Why don't we eliminate the requirement for exempt and/or other similarly classified employees to fill out time cards for a normal 40 hour week?

The Memorex Personnel Accounting Department requires exempt employees to complete time cards and submit the cards to Payroll on the last working day of each pay period for the following reasons:

1. labor distribution analysis and project accounting
2. absentee and vacation reporting
3. to prevent overpayment.

The above reasons for requiring time cards do not lend themselves to the use of exception reporting.

Could something be done to improve sound quality and volume of the emergency public address speakers in the Tape Plant clean rooms?

An investigation of the emergency enunciation system in the Tape Plant clean rooms was made and some operating tests were performed on November 18, 1972. We found that three amplifiers were not operating up to specification. We replaced the three amplifiers and reran the tests on November 21 with greatly improved results.

We will continue to work on the system in an effort to improve it even more. In order to make further adjustments in the volume control of the individual speakers, we will require the full cooperation of all individuals who feel that the volume is either too low or too high for their particular area. The enunciating system is tested during each shift once a month. Any problems noted should be reported to your supervisor, defining the area and, if possible, the specific speaker involved. With this information, we will then be able to adjust the individual speaker(s) during normal production hours without an extended test period which would irritate other individuals on the same system.

Why do the soft drinks in the vending machines at the Equipment Group cost 10¢ while those in the Consumer Products Building cost 15¢?

The Memorex Drive and San Tomas Complexes are serviced by two different vending machine companies. Coca Cola serves their product in a six ounce cup at the Equipment Group. Able Catering, which services the Consumer Building, serves their product in a 10 ounce cup. The extra charge is for the additional 4 ounces of product.

INTERCOM
MEMOREX CORPORATION
SAN TOMAS AT CENTRAL EXPRESSWAY
SANTA CLARA, CA 95052

INTERCOM is being distributed to employees this month via department mail stops in order to avoid the holiday mail rush. INTERCOM will resume home delivery next month. May you and your family have a Happy Holiday Season, and a Joyous New Year.

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