

# INTERCOM

# New Products Announced

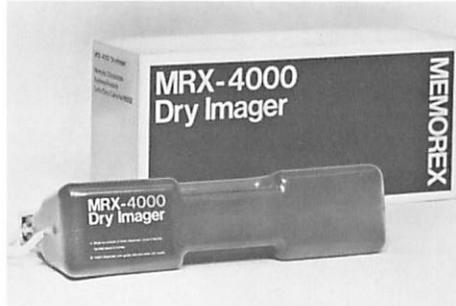
## New Buffered Multipoint Terminal Announced



The addition of a buffered multipoint terminal to the Memorex 1200 Communications System was announced recently.

The Memorex 1242 multipoint communications terminal is a buffered multipoint version of the Memorex 1240 Communications Terminal, designed for a wide variety of applications including invoicing, accounts payable, accounts receivable, inquiries, administrative messages, file updating, and also off-line typing applications.

The Memorex 1242 is designed to communicate with computer systems either through the Memorex 1270 Terminal Control Unit or any other suitable control unit. Key input from its typewriter-like keyboard can be printed, stored in a buffer, visually verified and subsequently transmitted to the host system.



## New Memorex 4000 Toner

Memorex Corporation has announced the introduction of a new, high-quality cartridge toner for the Xerox 4000.

The new Memorex 4000 toner and cartridge are completely compatible with Xerox equipment. Clean handling and storage are assured because Memorex 4000 toner comes packaged in its own cartridge ready for easy insertion and immediate dispensing into the Xerox 4000.

The toner is specifically formulated to give high contrast and sharp images with low background. In addition, Memorex 4000 offers significant cost savings as a result of the increased number of copies generated per pound of toner consumed.

## Audio Training Cassette System Announced

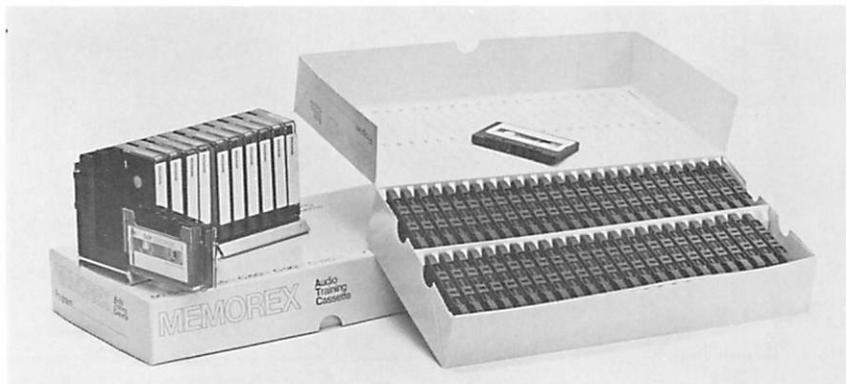
The most complete audio training cassette system ever designed for educational and industrial use has been announced by Memorex.

The Memorex Audio Training Cassette offers educational and institutional users the highest quality training cassettes for the first time at practical prices.

The Memorex ATC system is designed to cover all aspects of audio training, from the cassette itself to convenient program index-

ing. When the ATC cassettes are used with ATC albums, storage libraries and bulk storage cartons, they form the only complete audio training cassette system available.

Memorex ATC storage albums are durable plastic albums for storage of individual cassettes. The albums feature a unique break-away hinge to reduce damage from rough handling. Cassettes in albums can be placed in aluminum ATC libraries for convenient shelf storage. Each library holds six cassettes and interlocks with other ATC libraries for multiple storage.



# Intercom

A monthly publication by and for the employees of Memorex Corporation.

Editor: Dave Williams  
Associate Editor: Bill Bellou

## ABOUT THE COVER

Six Memorex regional field support representatives from locations across the United States attended a week-long terminal training seminar in Santa Clara. (Story on page 4)

# People on the Move

**Frank Balbas** has been promoted to Mechanical Engineer II.

**James Barlow** has been promoted to Department Technician for Printed Circuit Board, Q. A.

**Allen Doherty** has been promoted to Education Program Supervisor.

**Robert Erichsrud** has been promoted to Associate Programmer.

**John Gilleland** has been promoted to Manager, Distribution & Materials, Consumer Products.

**June Grubman** has been promoted to Systems Programmer.

**Robert Quiring** has been promoted to Education Program Supervisor.

**Larry Reece** has been promoted to Manager, Manufacturing, Document/Data Center.

**Dwayne Reed** has been promoted to Department Manager II - Manufacturing.

**Michael Renfro** has been promoted to Systems Programmer.

**Nicholas Roche** has been promoted to Western Regional Manager, Consumer Products.

**Philip Ruiz** has been promoted to Department Manager - Product Control.

**Ted Russell** has been promoted to Manager, Marketing Finance.

**Charles Splaine** has been promoted to Region I Sales Manager.

**Dorothy Staehs** has been promoted to Text Processing Coordinator.

**Harold Stanley** has been promoted to Senior Analyst Programmer.

**Gordon Vold** has been promoted to Staff Engineer.

**John Weston** has been promoted to Department Manager, Quality Control.

**William Whitaker, Jr.** has been promoted to Region VI Sales Manager.

**Emilio Adan** has been promoted to Slitter Operator A.

**Anthony Olszewski** has been promoted to Field Support Engineer.

**Kenneth Toney** has been promoted to Field Support Engineer.

**Arthur Antinelli** has been promoted to Engineering Specialist.

**Michael Monett** has been promoted to Engineer II.

**Samuel Mowrey** has been promoted to Senior Field Support Engineer.

**Norman Novak** has been promoted to Director of Operations Accounting.

**Albert Rosecan** has been promoted to Branch Manager, Sales.

**Keith Rosheim** has been promoted to Employment Manager.

**Richard Schulenberg** has been promoted to Tool and Stores Expeditor.

**James Stratton** has been promoted to Warehouse Supervisor.

**William Tsai** has been promoted to Department Manager, Engineering.

**Richard Wesendunk** has been promoted to Manager, Technical I.

**Dean Winkelman** has been promoted to Department Technician Assembly.

**Billy Farmer** has been promoted to Technical Instructor.

**Kenneth Matthews** has been promoted to Field Support Manager, Region VI.

**Ronnie Steen** has been promoted to Field Support Manager, New York Branch.

**Rodney Wenzel** has been promoted to Warehouseman A.

**William Stark** has been promoted to Senior Financial Analyst.

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## Maintenance Technician Sprayed With Chemical

# Safety Glasses Prevent a Tragedy

The possibility of being blinded for life stared **Tom Marino**, Memorex maintenance technician, in the face recently when he was accidentally sprayed with a strong chemical cleaning agent. Luckily for Marino, his safety glasses prevented a tragedy.

"Marino was not injured," said **Alan Burgess**, process maintenance supervisor of the tape plant, "but the accident has made a lot of believers here at the Memorex Drive maintenance building about the importance of safety," he said. "Marino could have been blinded for life because the chemical was strong enough to melt his goggles and frames of his prescription glasses."

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**Tom Marino (l)** receives a handshake from **Allen Burgess** while Marino displays his acid covered safety glasses.



“Most Comprehensive in the Company’s History”

## Six Memorex FSR’s Attend Terminal Training Seminar

Six Memorex regional field support representatives (FSR’s) from locations across the United States took part in a week-long training seminar on communication terminals and related products in Santa Clara recently.

The purpose of the terminal training seminar program is to give extra strength to improve the total performance of Memorex terminals, according to **Jack Kelly**, vice-president of field support. “The seminar offered the most comprehensive in-depth terminal training in the company’s history,” said Kelly. “The training was performed by the engineers who designed the terminals and related products.”

Attending the seminar were FSR’s **Frank Hurst, Gary Pridiaux, Lee Nuebling, Bob James, Ed Bagdonas** and **Bob DeMay**. Each

received extensive training on the Memorex 1240/50, 1280 and 1242 terminals, all features, modems, RPQ’s and field support service aids.

Kelly emphasized the importance of the terminal program during the morning breakfast of the first day of the seminar. “The terminal and other communication products continue to play an important role in the future of the company,” he said. “The terminal training seminar will give us extra strength to demonstrate our capability to meet the demands of our customers.”

Each of the FSR’s will return to his region with plans to train other FSR’s at an early date,” said Kelly. “They will become experts on terminals within their field support region. Each FSR will be responsible for training others, analyzing machine perform-

ance and interfacing with Memorex Santa Clara.”

“The individual representatives will work with his own branch and establish a key man contact,” said **Gene Sinks**, assistant to Kelly and coordinator of the program. “This will build a viable communications link into each area. Each representative will become a focal point for communications on all terminal activities.”

“The reps will keep abreast of terminal information and communication with other regional reps by a multi-party telephone conference with Santa Clara once every two weeks. This will not only improve communications with the field, but also with headquarters. These telephone conferences will be very valuable to all of us,” Sinks said.



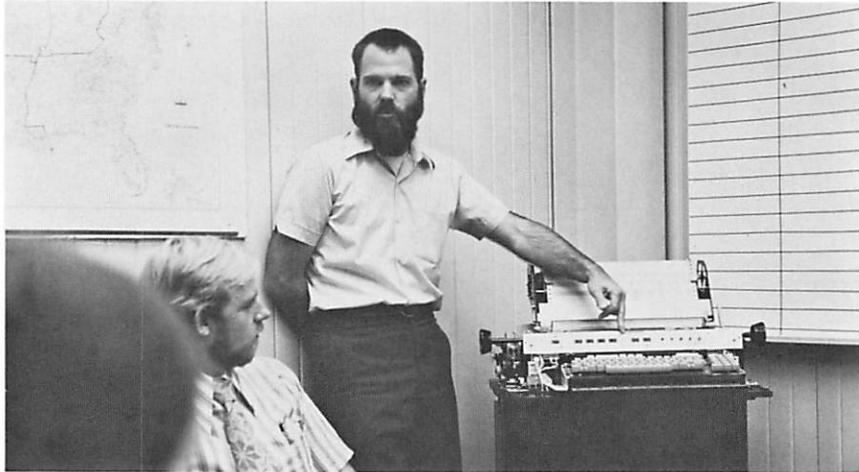
**Jack Kelly**



**Gene Sinks**

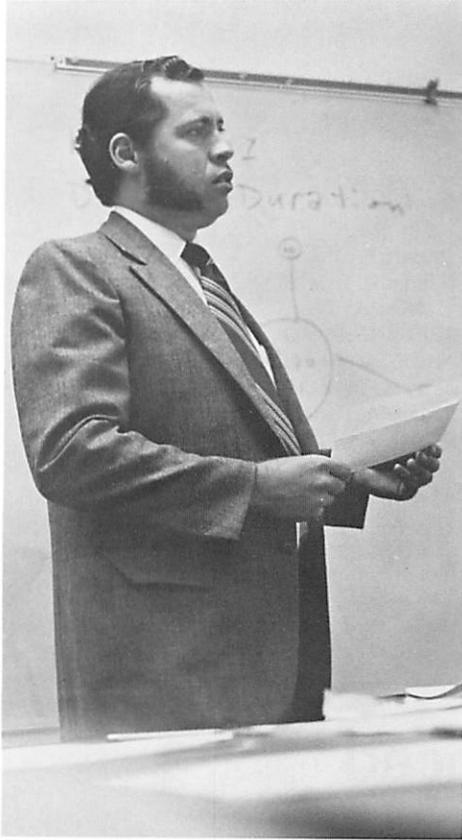
(Photo at right)

Terminal training objectives were discussed during the morning breakfast of the first day of the seminar. Seated (l to r) are FSR’s: **Ed Bagdonas; Gary Pridiaux; Frank Hurst; Jack Kelly**, vice-president of field support; **Al Osterlund**, director of QA and test engineering; **Bill Rhodes**, systems planning representative; **Jim Cherrette**, systems planning representative and FSR’s **Bob DeMay** and **Lee Nuebling**.

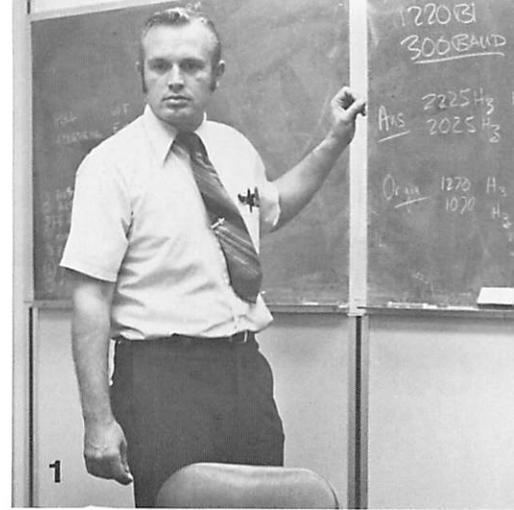


Discussing 1242 buffered multipoint terminal features is **Don Stoye**, 1240 and 1242 engineer.





**1**  
 Don Baumann, modem engineer, discusses terminal features with field support representatives.



**1**

**2**  
 The FSR's visit the Remote Analysis Center. The analysis center is available to all Memorex terminal users for any suspected terminal and/or communication line malfunctions.



**2**

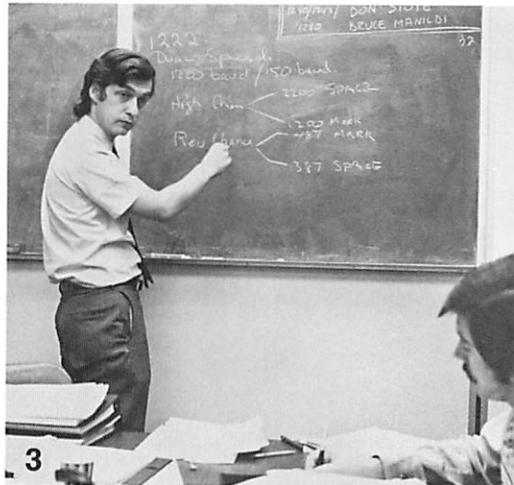
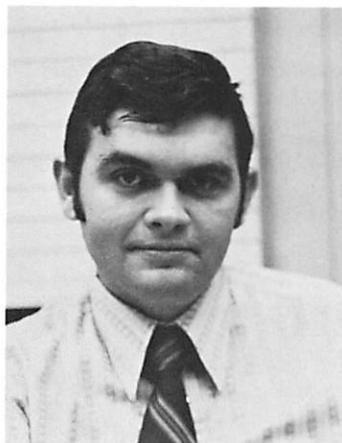
Bill Rhodes, systems planning representative, talks with FSR's about equipment level control (ELC). ELC's are used to keep machines up to current manufacturing specifications.

**3**  
 Don Daniels, modem engineer, discusses dual speed features and their advantages.

Frank Hurst

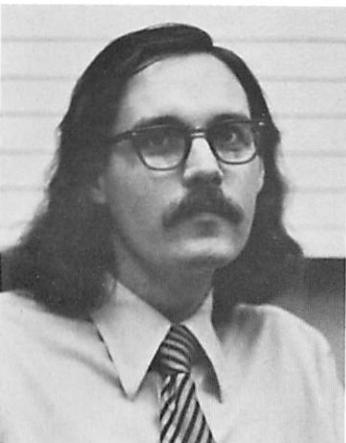


Ed Bagdonas

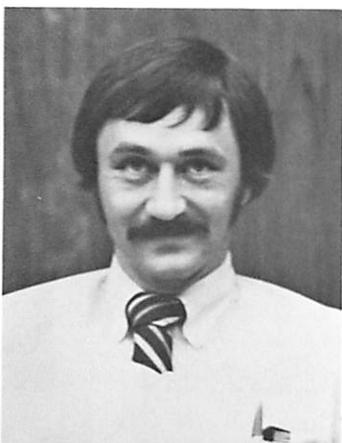


**3**

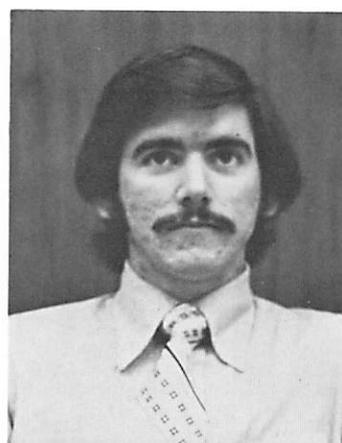
Gary Pridiaux



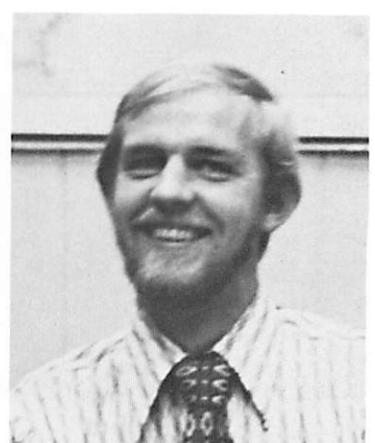
Bob DeMay



Bob James



Lee Nuebling



# Memorex Employees Celebrate Anniversaries

## 5-Year Anniversaries

The following employees have marked his or her fifth anniversary with Memorex. Each employee will receive a five year pin in recognition of their contributions to the company.

Robert F. Ahern  
William J. Brandt  
C. Norman Dion  
William E. Engler  
Alfred E. Hochberger  
Jerry C. Jenkins  
William A. Koenig  
Geoffrey M. Lee  
Neal F. McCoy  
Ronald P. Morosco  
Roy Nelson

John J. Newman  
Sara Ochoa  
Robert F. Okano  
Gary D. Packebush  
Ruth E. Palacio  
Norman M. Phillips  
Joseph H. Richards  
Stanley I. Rojo  
Robert J. Vaillette  
Ronald C. Wilcox  
Irene Y. Yerger

# MAG Photo Contest Winners Announced

The second annual MAG Photo Contest has come to an end. More than 120 entries were submitted and each was judged separately by a panel of five employees.

Points were given for impact, freshness of approach, story telling, technical skill and quality.

According to the rules of the contest, each entrant could win one award, that being for his highest scoring entry. The grand prize winners for the three categories will be awarded a \$50 gift certificate to be used at their favorite camera store. First and second place award will be given to winners of the nine category-classifications.

## GRAND PRIZE WINNERS

### PEOPLE

Michael Russell  
"Richard"

### PLACES

Bill Rhodes  
"D. C. at Dusk"

### THINGS

Terry Gustavson  
"The Rose"

## FIRST AND SECOND PLACE WINNERS

### PEOPLE

**COLOR** 1st—Curt Jernigan  
2nd—Hugh Hagel

**B & W** 1st—Charles Winter  
2nd—Angelina Lozano

**SLIDES** 1st—Ian Graham  
2nd—Don Pedrazzi

### PLACES

1st—Alex Nodopaka  
2nd—Rodney Laas

1st—Doug Snyder  
2nd—Dorothy Viken

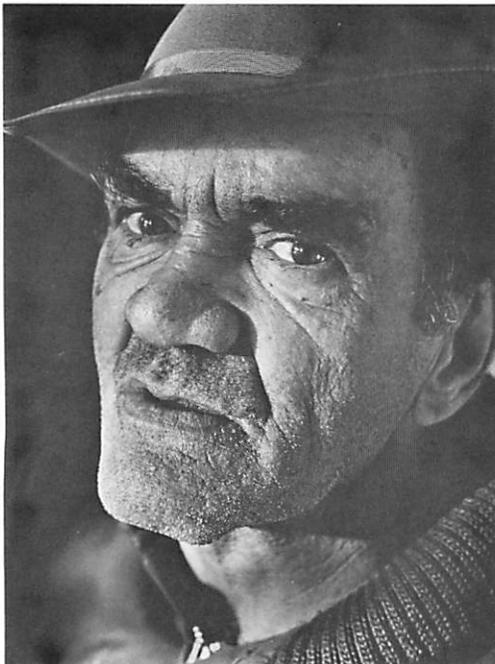
1st—Ray Bell  
2nd—Jim Johnson

### THINGS

1st—Roy Hirotsuka  
2nd—Paul Sorenson

1st—Jim Cesari  
2nd—Richard Penstein

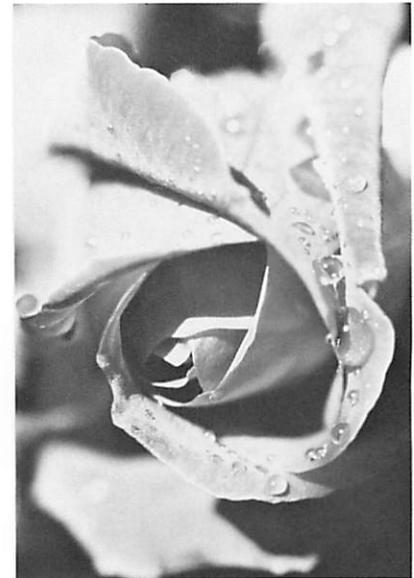
1st—Al Delman  
2nd—John Newman



"Richard"



"D. C. at Dusk"



"The Rose"

# MAG Calendar

## MAG BLOOD DRIVES

Thanks to more than 100 Memorex employees who donated blood at the Memorex Drive site on October 2, all Memorex families maintain free blood coverage. On November 6 and 7, the Red Cross Bloodmobile will return to Memorex and set up in the main cafeteria of the San Tomas complex. Your help will be needed to reach our goal of 100 donations on each afternoon. If you are able to give blood, please sign up when the sheet is passed around your department later this month. Those who work at the Memorex Drive complex and missed the October Blood Drive can participate in the November drive by calling **Margie Whitnah** to sign up.

## THEATER PARTY

See "The Godfather" at the Century 23 Theater for only \$2.00 (normally \$2.80). MAG has obtained this discount for the 4:15 p.m. show on Sunday, November 12, 1972. Tickets will go on sale on a first-come-first-served basis Monday, October 30, 1972. For tickets at the San Tomas Complex call **Celia Moyle** (7-2292), at the Tape Plant call **Sandi Gallo** (7-2770), at Disc Pack call **Ed Sutter** (7-2815), and at Consumer Products call **Bette Binford** (7-1044).

## MONTEREY FISHING PARTY

**Dick Holdren** has organized another Monterey fishing trip. He has chartered one boat October 29 for 35 people. The cost will be \$8.00 per person. If you need to rent rod and reel the cost is \$2.00 and 3 day fishing licenses are \$2.00. To obtain tickets, call **Dick Holdren** at 7-1961 in the Building 10 Mailroom. Payment must be received by October 25.

## CABLE CAR CLASSIC

MAG has purchased 100 of the very best seats for the December 8 and 9 Cable Car Classic. This college basketball favorite features two games each night between the University of San Francisco, Santa Clara University, Duke, and La Salle. MAG will be selling these \$6.00 seats for only \$5.00 starting November 13.

## MAG BOARD NOMINATIONS

Nominations for the next MAG Board of Directors will be accepted between November 1 and November 15. Eight of the present directors will be finishing their term of office on December 31. The outgoing directors are all from the San Tomas Complex and the remaining four are from the Memorex Drive Complex. In order to retain the proportional representation only San Tomas Complex employees will be eligible to be nominated in November. Nomination forms will be included in the next MAG Newsletter. Please be thinking of employees who would be good to fill these responsible positions.

## GOLF NEWS

The next tournament of the MEG Golf Club will be held at Carmel Valley on November 25. Green fees are \$10 and cart fees are \$10. The following tournament will be held December 16 at San Jose Muni. Green fees will be \$5.00 and reservations for carts should be made 30 days in advance. For registration deadlines and further information call **Don Monahan** at 7-2057 or **Ken Lowe** at 7-0466.

The Divoteers Golf Club will be having its Tournament of Champions on October 21. In November they will be having their annual Turkey Shoot. For further information on these events, contact **Rod Hefner** at 7-2782 or **Ryan Curtis** at 7-2544.

## CO-ED VOLLEYBALL

Co-ed volleyball started October 15 and is continuing on Thursday nights for 25 weeks. Join the fun by calling **Steve Salter** at 7-1561 to sign up.

## MEN'S VOLLEYBALL

Men are now being selected for the two teams representing Memorex in the USVBA. To find out more about our competitive teams call **Hal Canion** at 7-0160.

## POETRY GROUP

**Loren Smith** would like to get together any people who are interested in forming a poetry reading and discussion group, and possibly a writing workshop. If this sounds good to you, give him a call at 7-3336.

## TENNIS

A tennis singles ladder tournament is now going on. If you'd like to participate call **Roger Fife** (7-2289) or **Bud Henning** (7-1318).

## SKI TRIP

Interested skiers and organizers are needed to try to plan a MAG ski trip this winter. Anyone interested in seeing such a trip materialize please call **Gina Jantzer** at 7-0351.

## INTRAMURAL BASKETBALL

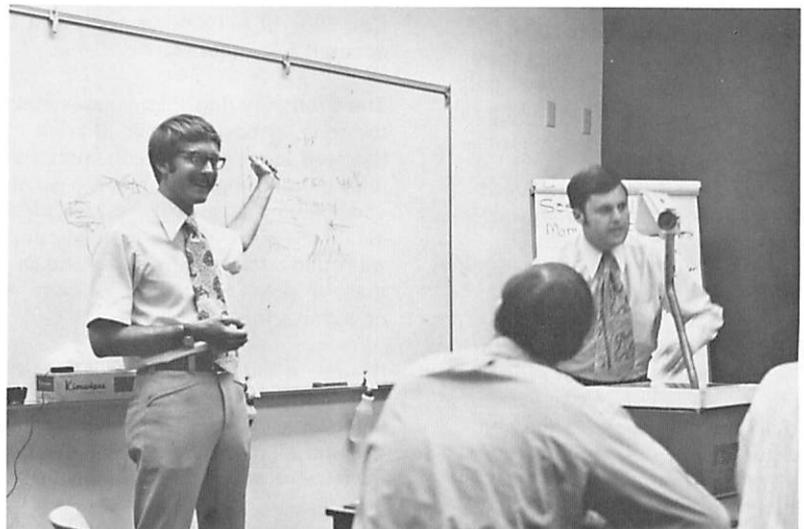
Intramural basketball will be starting in December, providing we have a director. If you'd like to volunteer to organize the league schedules, please call **Paul Ochoa** at 7-1630.

## SECRETARIAL SEMINAR MEETING

A secretarial seminar meeting will be held October 25 at 12:00 in the Mini Theater, located in Building 12. Carolyn Rheinhold will be the guest speaker.

## Motivation Concepts Discussed During Management Development Session

Discussing motivation concepts during a lighter moment of the recent management development program is **Tom O'Brien** (l), manpower development specialist and session co-leader **Phil Gahr** (r), director of video and micrographics manufacturing. The session on motivation was the final class of a 12-week program presented in abbreviated form to media operation middle managers, and is the forerunner of future programs designed to present administrative and human resource skills to allow managers to carry out managerial responsibilities.



# 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.

**Why doesn't Memorex try to save more money by discontinuing the sending of stock reports and quarterly profit sharing statements to employees?**

The Company believes that the expenditures are justified because these reports constitute a statement on the company's progress which should be of interest to all employees. Also, many employees are shareholders through the Savings and Investment Program and are entitled to financial reports.

Regarding the quarterly profit sharing statements, these cannot be eliminated since the trust agreement which established the plan requires that quarterly reports be distributed.

**Can money in the Profit Sharing program be distributed to each employee according to the amount vested by him?**

A distribution of the Profit Sharing funds to participating employees as suggested above, is not permitted under the terms of The Profit Sharing Trust Agreement. The Agreement provides that the Trust is irrevocable and shall continue until the death of the last person entitled to benefits who was living at the time of execution of the Trust.

At this time, we are reviewing the Profit Sharing program and analyzing alternative, or supplementary plans that might be instituted at Memorex at some time in the future.

**Why can't we have a small magazine rack or table in the cafeterias and lunch rooms?**

The availability of magazines in the company's lobbies was discontinued as part of the general effort to reduce costs. Subscriptions to most trade magazines and

newspapers were also cancelled. In addition, we do not, at this time, have any attendants to service the cafeteria facilities who would be able to maintain magazine racks.

Your suggestion, however, is a good one, and as our company's profits in the future permit, we shall attempt to provide improved leisure and recreational areas for the use of Memorex employees.

**Why does the deduction for the Savings and Investment Plan vary from one pay period to the next?**

Employee deductions for the Savings and Investment Plan may vary from one pay period to the next if the employee has some sick time during one of the pay periods because no deductions for Savings and Investment are allowed on sick pay.

**Would Memorex benefit by listing its stock on the Pacific Coast Stock Exchange?**

Memorex's common stock is listed for trading on the New York Stock Exchange. This is the largest stock exchange in the world, and because its criteria for listing are also the most stringent, our listing there is a matter of considerable pride. From time to time, we have considered also listing our common stock on the Pacific Coast Stock Exchange. Because the services provided shareholders by the New York Stock Exchange are quite complete, the principal advantages to our west coast shareholders of also listing here are the convenience of being able to purchase or sell Memorex's shares later in the day than 12:30 p.m. (the New York Stock Exchange closes at 3:30 p.m., which is 12:30 p.m. here), and a small reduction in the taxes levied on trades. These reasons do not justify, at this time, the expense to the company of listing on the Pacific Coast Stock Exchange.

**Can 50% of a 100% vested Profit Sharing account be withdrawn?**

The Profit Sharing Plan was established with the idea of having Profit Sharing monies invested in individual accounts so that at the time of retirement, employees would have some financial security. Since the Plan was established under this premise, no provision was made for withdrawal of funds other than on a hardship basis prior to retirement or termination.

If such withdrawals as you suggest were allowed from the Plan, the amount of money left in the Plan for investments would dwindle significantly and therefore limit our investment counselors in their investment choices.

Intercom

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SAN TOMAS AT CENTRAL EXPRESSWAY  
SANTA CLARA, CA 95052

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