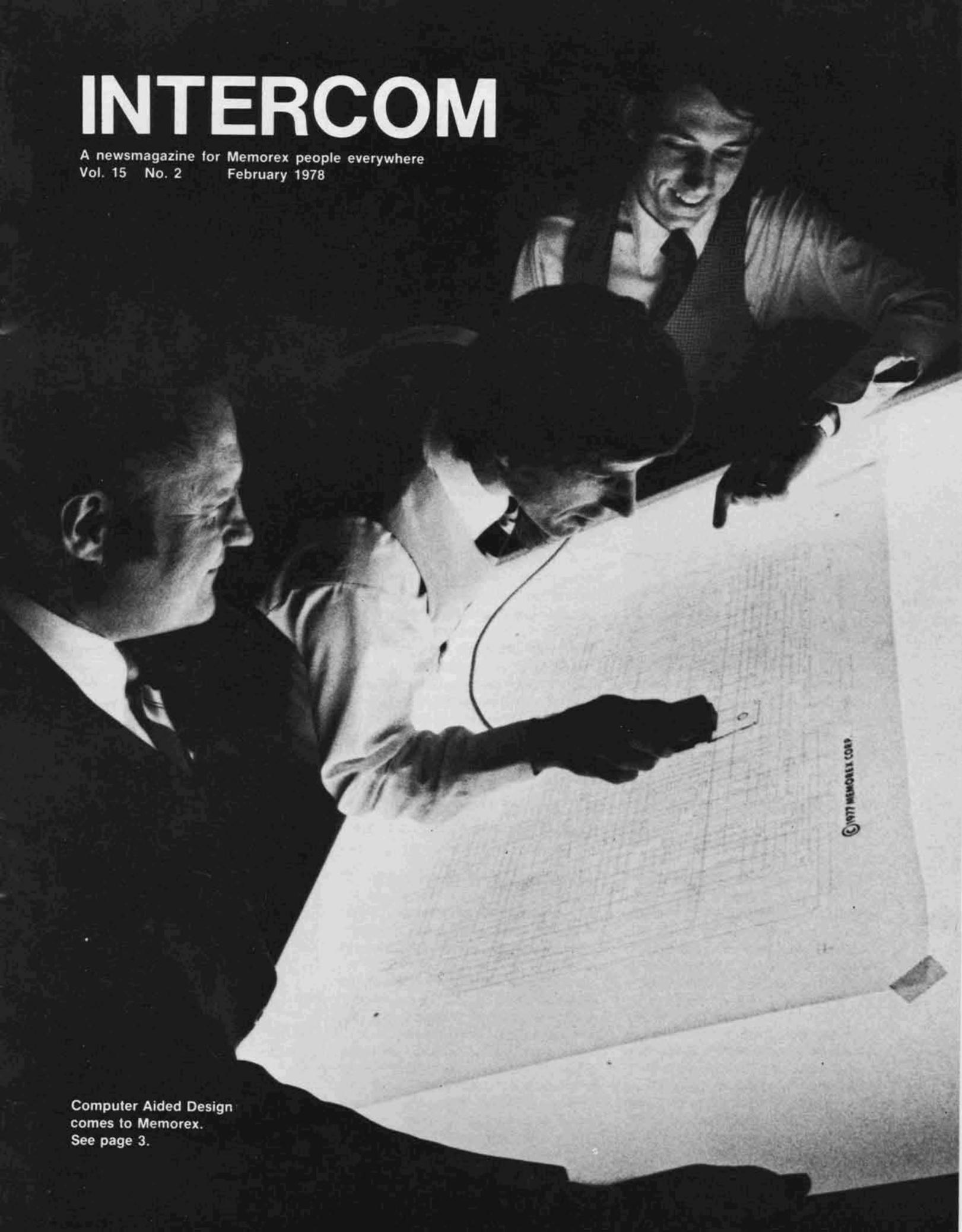


INTERCOM

A newsmagazine for Memorex people everywhere
Vol. 15 No. 2 February 1978



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Computer Aided Design
comes to Memorex.
See page 3.

Company announces acquisition of Telex operations in Europe

Memorex has entered into an agreement to acquire the European operations of Telex Corporation of Tulsa, Okla., a worldwide supplier of computer peripheral equipment in both the end user and original equipment manufacturers markets.

In a Jan. 20 statement announcing the agreement, Chairman Robert C. Wilson said Reto J. Braun, Vice-President and General Manager of Memorex's Europe, Middle East and Africa Group, will become president of the combined European operation. Douglas C. Cornwall, President of Telex Europe, will become executive vice-president.



Completing signing of acquisition agreement are Vice-President for Corporate Development George Bragg, right, and Telex Vice-President and Treasurer William Styler.

"This step will provide a broader range of quality products and more extensive sales and service coverage for the benefit of customers of both organizations in Europe," Mr. Wilson said. "Telex operations, which are concentrated in the United Kingdom, West Germany, France, Italy, Switzerland, Belgium and Ireland, will complement the broad European business base of Memorex."

The acquisition, subject to approval by government agencies within the countries where Telex operations are located, will be completed with a combination of cash and deferred payments. The total amount will approximate the net book value of the assets being acquired.

Revenues of Telex Europe in calendar 1977 were approximately \$39 million. Memorex Corporation 1977 worldwide revenues were \$450 million, of which approximately 40 percent was international. Memorex offers a wide range of information storage and communications products in Europe, while Telex has emphasized magnetic tape systems and terminal products in that market.

In his announcement, Mr. Wilson said key members of the Telex Europe staff will continue to serve, thus assuring continuity of customer support. Arrangements have been made with all Telex suppliers to assure availability of product and service parts.

Memorex begins presentation of case in billion-dollar lawsuit against IBM

A jury has begun hearing Memorex's antitrust suit against IBM Corporation in U.S. District Court in San Francisco. The trial, which may last months, began with jury selection on Jan. 16 after Federal Judge Samuel Conti denied IBM motions to have the suit dismissed.

Memorex originally filed three complaints of unlawful competition against IBM on Dec. 14, 1973. The complaints involved both domestic and international activities. Only the domestic portion of the case is being tried now. International portions have been postponed by stipulation of the parties. Damages claimed in the domestic case, after trebling as

provided by law, approximate \$1 billion.

The amended complaints charge IBM with essentially three violations of antitrust law. The alleged violations are:

- Monopolization as defined by the Sherman Act.
- Attempting to monopolize, also defined by the Sherman Act.
- Tying as defined by both the Sherman and Clayton Acts. Tying refers to a seller's refusal to sell one product unless the buyer also purchases another product.

The jury began hearing evidence in the case on Jan. 23. As *Intercom* went to press, Memorex was in the process of presenting its case.



New editor takes Intercom helm

—Writer Kevin Burr, left, discusses story with editor Benedict Paulicka, who comes to Memorex from Cleveland, where he worked on editorial staffs of Standard Oil of Ohio and Chesapeake and Ohio Railway.

INTERCOM

Test engineering's whiz kids develop new tester

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Company reports record 1977 revenue, income

6

Meet Memorex's down under sales champ

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On the cover: Demonstrating how new Computer Aided Design system's digitizing table works are, from left: General Engineering Manager Bob Lloyd, Engineering Services Manager Ed Ray and CAD Manager Bill Lloyd (Intercom photo by Sam Geraci).

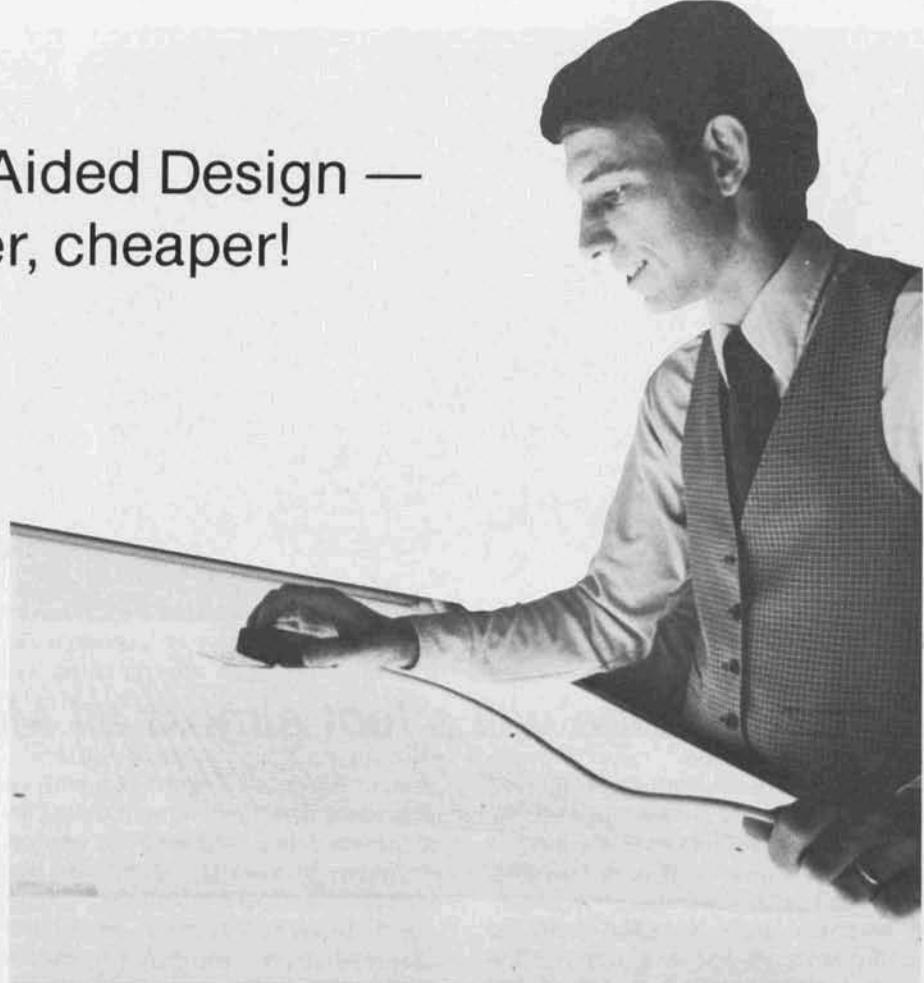
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New Computer Aided Design — It's better, faster, cheaper!

A low, irregular beep, beep, beep sound is heard as the tall, lean engineer slides a digitizing puck over the printed circuit board schematic on the large light table in front of him.

The puck, a small, hand-held device with a cord attached, has a protruding circular sight. The engineer maneuvers the sight over the intersection of two lines and presses the puck's trigger. The beep signals that the grid coordinate information defining the juncture has been "captured," fed into a computer's central processing unit.

The engineer, Large Storage Systems' Bill Lloyd, is demonstrating how Memorex's new Computer Aided Design (CAD) system works. The demonstration is taking place in a special CAD facility recently completed in building 14 in Santa Clara. The project, expected to be fully operational within a few months, will vastly improve the company's design of PCBs. Lloyd, manager of the CAD program, explains that, once operational, the half-million-dollar system also will save Memorex nearly two hundred thousand dollars a year.



"Just sight in and press the trigger," says CAD Manager Bill Lloyd

"In addition to saving money, the new system improves our response time by more than 50 percent," says Lloyd. "A completion time of four weeks with the previous system will be reduced to less than two weeks."

***'In addition to saving
money, the new system im-
proves our response time by
more than 50 percent.'***

Another advantage is a better quality photoplot, a one-to-one negative used in making the PCB, which will mean fewer problems in fabrication and testing of new PCBs. The new program also will provide additional tools for manufacturing, which, hopefully, will reduce cost. An example is the system's paper tape. It will provide hole-drilling data and eventually can be used for programming automatic insertion equipment.

Future applications of the CAD system, now used exclusively for PCB design, will include mechanical design and design of large-scale integrated circuits.

Work done by the CAD staff affects all Memorex PCBs. The process

begins when the company's PCB Design Group, led by Frank Chew, produces a layout for a new PCB from engineering diagrams. CAD personnel then enter the PCB design into a minicomputer by the digitizing process demonstrated by Lloyd. The minicomputer is then used to control a precision photoplotter which produces the one-to-one negative used in the manufacturing process.

New high-density PCBs developed in recent years require the precision of the digitizing and photoplotting methods, which have replaced earlier manual methods.

With the new system, digitizing and photoplotting previously provided by outside vendors will be done in the new facility in building 14. The new project also will provide for the computerized drawing of schematics and other documentation formerly done by hand.

Preparation of the site for the new system was coordinated by Senior Facilities Engineer Ralph Fitzgerald. The facility houses a Computervision digitizing system, which includes three digitizing table areas, two

(Continued on next page)



Computerized editing—CAD Specialist Maggie Clark corrects PCB schematic data at editing terminal. Terminals are used to check data entered at digitizing tables.



Moving in — CAD Supervisor Greg Houston, left, and Engineering Services Manager Don Herd check equipment during installation.



"The pencil's for marking off intersections I've already captured," says CAD Specialist Diane Hoffman.

'The change will affect almost all Memorex products'

(Continued from page 3)

graphic terminals for editing and correcting, a central processing unit, a paper tape punch and a magnetic tape unit.

Magnetic tape from the digitizing unit will be fed into a new Gerber photoplotter installed in one of two specially-built darkrooms designed to control temperature to within one degree Fahrenheit and humidity to within two percent.

A second darkroom will be used for processing film and making contact

prints. An inspection room will be shared by CAD personnel doing film touch-up work and quality control workers inspecting materials for acceptance for manufacturing.

Lloyd says the hard work and cooperation of a number of people contributed to the success of the 18-month project. These include: Don Herd, Manager, Engineering Services; John Aubuchon, Manager, Corporate Purchasing; and Bob Lloyd, Manager, Product Engineering (no relation to the CAD manager).

Existing personnel in the PCB area will be transferred and trained to work with the new CAD equipment. "I have a staff of three now," says Lloyd, "and that probably will go up to about 15 in the next year.

"When the project is fully operational, all circuit boards will be produced by the new CAD process. The change will affect almost all Memorex products, and, therefore, the manufacture of all these products will share in the advantages of the new system."

New Texas center improves response to customer needs

The company has announced the opening of its new Southwest Regional Distribution Center and Warehouse in the Dallas suburb of Irving, Tex.

The new facility, with 55,000 square feet of floor space, houses offices for Dallas branch and Southwest Region personnel. Located in Walnut Hill Industrial Park, it includes product storage and distribution space, refurbishing and PCB testing equipment and an emergency parts area.

The center's facilities increase Memorex's ability to respond quickly to customer needs, says Jim Welch, manager for Field Operations-Southwest. "Having regional marketing and warehousing functions under



All under one roof—Technician Cliff Davis refurbishes 660 disc drive. Facilities for refurbishing and other warehousing and marketing functions are housed together in new complex.

one roof permits maximum control of the entire distribution process."

Staffs at the distribution center and warehouse will service customers in

southern states including Oklahoma, New Mexico, Arkansas, Louisiana, Mississippi, Tennessee, Alabama, Georgia and Florida.

Test engineering wizardry produces remarkable tester

"It's definitely state of the art. I don't know of any other company with anything that approaches it."

"If we didn't have it, we'd never be able to meet the production schedule for the 3650."

The comments are coming from four men standing in building 10 in Santa Clara. Like proud fathers with a newborn child, they're discussing the machine in front of them, which is the result of 12 man-months of their combined efforts.

The men are a Large Storage Systems test engineering team. They are Test Engineering Manager Vince Carter, Senior Mechanical Engineer Jerry Goodman, Senior Staff Engineer Jerry Howlett and Staff Engineer Larry McCracken.

The machine is the new 3650 head carriage assembly tester, and today is the day it goes on line. The amazing machine is completely automatic. Once it's installed, an operator will simply place an assembly in the machine and press a button.

What happens next is testimony to the skill of the men who designed, built and debugged the machine.

First, in seconds, the machine conducts a series of 28 self tests. "If it doesn't pass all the tests, it produces



Everything's in order—Larry McCracken sights along head carriage assembly mounted in new tester being installed on 3650 assembly line.

a unique error message for each test on a dated paper printout," explains McCracken. "The message reads, 'Test aborted. Fail.' Then the tester rejects the assembly the operator has loaded. The printout provides a written record of which tests it failed for troubleshooting and maintenance.

The self tests are administered prior to testing each assembly. This completely eliminates any calling back and retesting of assemblies because of malfunctions of the tester when the original test was made.

"Once it passes its own tests, the machine goes on to test all 31 heads in the mounted assembly and to provide the operator with a printed record of the test," says Goodman.

"The highly automatic nature of the process allows the operator to do in

minutes what previously might have taken hours," adds Carter. "And remember, the machine is testing one of the most vital components in the company's top priority 3650 disc drive program. It's this device, the head carriage assembly, that records, transfers and retrieves data. If it doesn't perform properly, everything else done to the drive will have been wasted."

Previous testing equipment was far more subjective, with operators entering readouts in logs and computing data on calculators. The machines also had to be calibrated constantly, and it was possible to find out months later that the calibration had been off all the time — a problem eliminated by the new machine's self testing.

The four engineers explain that production of the company's first 3650s was done on a small scale. To produce the 3650 in large quantities and still meet stringent quality requirements, it was essential that an automatic head carriage assembly tester be developed.

"When the project began in August, it looked like an immense task to have finished by January," says Howlett. "But things really went pretty smoothly. One of the reasons for this was the cooperation and input we had from Memorex engineers working in the 601 head testing program."

"The expanding 3650 program created the demand for the tester," McCracken says. "And recent advances in the technology of the microprocessor which controls the unit made it possible. It was a challenge that hadn't existed before."



"The machine does it all," says Jerry Howlett. Head carriage assembly to be tested stands near his hand.

1977 income and revenue increase to record levels

Business world observers and commentators once more are sitting up and taking notice as Memorex reports another impressive year, with income and revenue for 1977 reaching record levels of \$34.1 million and \$450.1 million.

The record \$450.1-million revenue is 31 percent, or \$105.5 million, greater than 1976 revenue of \$344.6 million.

'These investments in both current and future growth made it possible for us to add 1,983 new jobs and to make 1,714 internal promotions.'

The income figure represents \$5.28 per share, before extraordinary credit, as compared to 1976 income of \$24.9 million, or \$4.35 per share, before extraordinary credit.

Net income for the year also was at a record level, \$56.3 million, or \$8.87 per share, including an extraordinary credit of \$22.2 million, or \$3.59 per share, from utilizing tax loss carryforwards.

This compares to 1976 net income of \$40.1 million, or \$7.10 per share, including an extraordinary credit of \$15.2 million, or \$2.75 per share, from utilizing tax loss carryforwards.

In his year-end message to employees, Chairman Robert C. Wilson says, "Thanks to the outstanding efforts of Memorex people throughout the world, our revenues increased by 31 percent, which means they increased by more than \$100 million. We can take pride in that fact that our quality standards were maintained at high levels despite this rapid growth."

"Because our profits also increased by about 40 percent, we were able to finance our revenue growth and to concurrently increase our investments in the future of the company," Mr. Wilson continues. "These investments in both current and future growth made it possible for us to add 1,983 new jobs and to make 1,714 internal promotions."

The demand for Memorex products continues at high levels, and the acceptance of new products has been

unusually good, he states. "Thus, product availability will continue to be the principal limitation on revenue growth. Plant capacity is being increased throughout the company, and we plan to add nearly twice as much floor space in 1978 as we added in 1977."

Fourth-quarter figures for 1977 include:

- Income before extraordinary credit of \$9.5 million, or \$1.44 per share, compared to \$7.2 million, or \$1.23 per share, for the same 1976 period.
- Net income of \$15.4 million, or \$2.37 per share, including \$5.9 million, or 93 cents per share, of extraordinary credit from utilizing tax loss carryforwards. This compares to a 1976 figure of \$11.6 million, or \$2.03 per share, including \$4.4 million, or 80 cents per share, from utilizing tax loss carryforwards.
- Revenue of \$124 million, an increase of 24 percent from \$100.1 million for the same 1976 period.

'Plant capacity is being increased throughout the company, and we plan to add nearly twice as much floor space in 1978 as we added in 1977.'

In December 1977, Memorex and the Bank of America revised the agreement related to the company's senior debt to permit reborrowing of any voluntary payments. As of December 31, 1977, prepayments of \$26 million had been made, reducing senior debt to \$42 million. Largely as a result of these prepayments, cash and temporary investments were reduced from \$43.8 million at year-end 1976 to \$12 million at year-end 1977.

Total indebtedness, which includes Memorex's 5 1/4-percent convertible subordinated debentures, due 1990, had been reduced by \$45 million to \$113 million at year-end. Total shareholders' equity increased \$66.5 million during 1977 to a total of \$114 million. Common shareholders' equity improved during the year to \$48.1 million.

'What lucky b... something fr...

As the dawn breaks on a quiet stretch of beach 20 miles north of the company's offices in Sydney, Australia, an observer might see a solitary figure jogging along the picturesque shoreline which dominates that part of the country.

That jogger would be Dick Butler, one of some 50 employees who work for the company's down under subsidiary, Memorex Pty. Ltd.

The running is part of a daily regimen which begins at 6 a.m. and includes a mile swim in the warm waters of the Tasman Sea and a six-mile, roundtrip bike ride to the beach from Butler's home in Newport Beach.

During a recent interview in Santa Clara, the strapping blond six-footer described his vigorous exercise program and explained its relationship to his role as an equipment sales representative for Memorex Pty. Ltd.

"I've always felt that keeping fit is a prerequisite for success in this business," says Butler. "It gives me a physical and psychological advantage over the blokes I'm competing against."

The impressive sales record the Australian has compiled during his seven years with the company is convincing testimony that his philosophy works. In 1977 alone, he brought in two of the largest single contracts in



"You don't have to be technical... You just have to be positive," says Australian sales rep Dick Butler.

lucky bloke is going to buy from me today?

the history of the Americas and Asia Group — a \$2.6-million order from Qantas Airways and a \$700,000 order from Philips Industries.

Recalling his earlier days, Butler says the road which led to his becoming a top-notch salesman was not always a smooth one. In his youth, after being trained as a wool classer at a technical school in Sydney, he discovered that jobs in that field were scarce. To make ends meet, he went to work as a sheepshearer.

"I got pretty good at it," he says. "By the time I left, I was shearing 160 sheep a day."

He soon found out that the future in the sheep business was in selling them, not shearing them. With this in mind, Butler moved to northwest Queensland, one of the most rugged rural areas in Australia, and started his own business buying and selling sheep, cattle and hides.

"Business was booming," he says. "But after four years of living in the boondocks, I was bloody tired of it."

It was while looking for a job in a more comfortable environment that Butler landed a sales position with Proctor Co., a safety equipment business which sold hard hats, underground breathing devices and respirators to mining companies.

At Proctor, he traveled as many as 200,000 miles a year, making calls in such exotic places as the Philippines, South America, Europe and the Caribbean. During his travels, the avid outdoorsman developed his scuba diving skills, and he now spends one week each year diving off Australia's Great Barrier Reef.

"I'll never forget one particular weekend," he relates. "I was diving alone off the New Hebrides, and I was about to spear a large coral trout when I saw a nine-foot tiger shark. Before I had a chance to react, two of his mates showed up. It gave me a bit of a turn when they started to show a substantial interest in what I was doing. I kept my eyes on them and my back to the coral, and I made it to the surface. It's a good thing it wasn't their dinner time."

By 1971, when Butler became one of the founders of Memorex Pty. Ltd., his work at Proctor already had led to



that company's receiving two awards for developing export markets in the United Kingdom and South America.

Commenting on his success, the crackerjack Australian salesman says that one of his key beliefs is that "selling is selling, no matter what the product is. You don't have to be

technical to sell the product. You just have to be positive about it."

That positive attitude is evident in everything Dick Butler does. As he himself points out, "The first thing I ask myself as I'm jogging every morning is what lucky bloke is going to buy something from me today."

Australian Dick Butler credited with biggest sale in A&A history

While Memorex was reporting record revenue for 1977, the company's subsidiary down under had some good news of its own. Memorex Pty. Ltd. ended the year by signing the largest single contract in the history of the Americas and Asia Group, a \$2.6-million order with Qantas Airways.

According to Brian Molloy, Managing Director of Memorex Australia, the order includes 3650 and 3640 disc drives, 3674 controllers, 138 communications processors and Data Mark 70 modules.

"Competition for the account was very active, and it took the efforts of our own people and the support of Santa Clara personnel to win the

order," says Dick Butler, the equipment rep credited with the sale. "In the final analysis, Qantas chose Memorex because of the quality of our products and the extent of our services."

As a pioneer user of on-line communications systems in the airline industry, Qantas "is one of the most prestigious accounts in the Australian data processing market," says Molloy. "Having Qantas as a customer is an excellent reference for future sales."

In addition to the Qantas order, Memorex's Australian organization brought in a number of other big accounts during 1977. These include the Australian Department of Social Security, Philips Industries and the Bank of New South Wales.

Newsmakers

What do you do with a printed circuit board that is worn out, defective or just not up to standard? Throw it out? Not quite.

If you're one of 18 employees working in the PCB Recovery Department in building 10 in Santa Clara, you take



Just like new — Workers like sub-assembler Fidela Grant have recovered more than \$5 million worth of PCBs in last six years.

the board, rework it, clean it and test it. In about 36 minutes, it's as good as new.

This PCB recovery procedure has been used since 1972 and during that time the department has recovered more than \$5 million worth of boards at a fraction of replacement cost.

Demand for PCBs often exceeds supply, so refurbishing them, which takes less time and money than manufacturing new ones, helps alleviate the shortage of boards in the field.

"Before the program was implemented, PCBs coming back from the field were stored and just collected dust," says department manager **Mike Carney**. "Now we refurbish an average of \$150,000 worth of boards each month, and that figure is growing all the time."

Once again, an article written by Memorex engineers has been accepted for publication. This time, the co-authors are **Walt Malinowski** and **Art Withop** of Large Storage Systems Recording Technology Department.

Their article, "Organic Sources of Voids in Ceramics," was accepted by the editors of the American Ceramic Society magazine, *Bulletin*. It is scheduled for publication in an upcoming issue.

In the article, the two engineers tackle the problem of microscopic holes left on the surface of ceramic sliders after firing in an oven. Ceramic sliders are part of the head units used in products like the 3660 and 3670 disc drives. The authors define the problem, then offer a solution.

In return for their efforts, the two men will have their by-line on the article and receive a \$100 remuneration from the engineering publications program.

Robert Spelleri, manager of Corporate Public Relations, has been elected president of the Peninsula Chapter of the Public Relations Society of America. PRSA is a national organization of more than 8,000 practitioners dedicated to the professional development of its members.

When it comes to achieving production milestones, it's going to be hard to beat employees at the flexible disc plant in Santa Clara. In 1977, workers in building 23 increased their production nearly 300 percent over the previous year.

According to Product Manager **Art Launder**, the dramatic upswing in production is due to a combination of factors including employee suggestions, improved production standards, new equipment and aggressive teamwork.

"Our people are working harder and more efficiently than ever before," says Launder. "They really put their minds to the task, and the

production figures tell the story of their efforts."

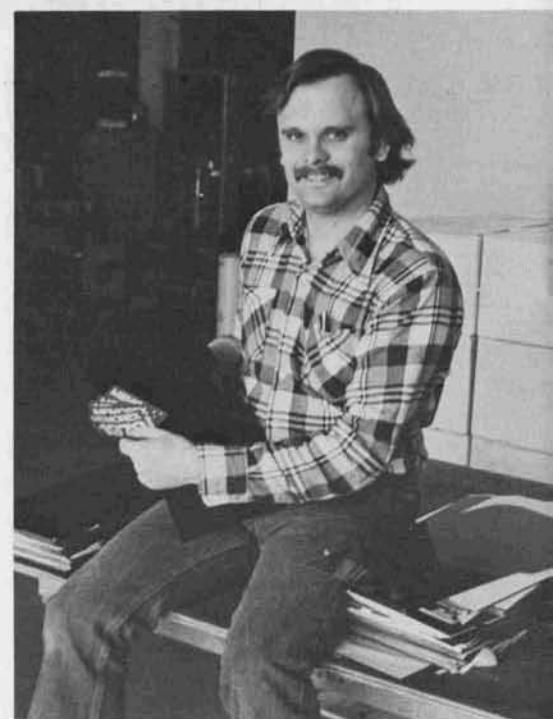
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They don't look much different from other pocket calendars, but 1978 Memorex calendars sure have a different feel.

That's because they're made from scraps of flexible disc material. It's the first time the company's pocket calendars have been made from a Memorex product, and thanks to Silkscreen Department Technician **Mike Roberts**, the switch saved more than \$500.

Says Roberts, "We were already using the scrap material for such projects as posters and cards, and after finding out that outside vendors charged about \$600 for 10,000 calendars, I figured we could do them a lot cheaper in-house. The result was 15,000 calendars for less than \$100."

Since coming up with the pocket calendar idea, Roberts has discovered another use for the disc scrap. He now is working on wall calendars for Computer Media and Word Processing sales reps to give to their customers.



Save that scrap — Mike Roberts holds 1978 Memorex calendars made from flexible disc waste.



Arnie Robinson, 10 years
Production Manager
Flexible Disc



Art Burt, 15 years
Supervisor, Maintenance
Computer Tape



Juan Chacon, 10 years
Chemical Tech A
Computer Tape



Claudia Walls, 10 years
Statistical Clerk
Computer Tape



Doris Vazquez, 10 years
Finishing Operator
Computer Tape



Roger Olson, 10 years
Supervisor, Test Lab
Computer Tape



Katie Serrano, 10 years
Schedule Handler
Computer Tape



Harold Morgan, 15 years
Receiving Inspector
Computer Tape

8 employes celebrate anniversaries

New Assignments

Because of space limitations, Intercom lists only organizational promotions, not transfers or upgrades. Industrial Relations defines the organizational promotion as "characterized by an immediate, significant change in an individual's assigned job duties." Appointments are in Santa Clara unless otherwise noted.

COMMUNICATIONS DIVISION

James Capote to Packaging Specialist
James Marshall to Engineer II

COMPUTER MEDIA GROUP

Lorenzo Cano to Inprocess Inspector B
Philip Corcoran to Sales Rep I, Chicago
Randal Garth to Manager, District Sales, Chicago
Andria Giannini to Accounting Clerk A
Mercy Herrera to Finishing Schedule Handler

CONSUMER & BUSINESS MEDIA GROUP

Maria Aguero to Production Control Inspector
Valerie Eichler to Accounting Specialist
Dene Gary to Manager, Product Engineering
Angel Jaramillo to Production Control Inspector
Teresa Marschall to Production Control Analyst
Shawn McWade to Marketing Support Specialist
Nina Moore to Sr. Production Control Clerk
John Rose Test & Finish Maintenance
Marylyn Thur to Inventory Control Specialist
Susan Williams to Accounting Specialist

CORPORATE

Gary Andrews to Sr. Placement Specialist
Sandra Belote to Personnel Clerk B
Catherine Ekstrom to Accounting Associate
Beatrice McCordle to Associate Systems Programmer
Sonya Sidorsky to Accounting Specialist, Philadelphia

FIELD OPERATIONS GROUP

Bob Booth to Manager, Field Operations Programs
James Cahill to Material Handler, King of Prussia
George Dakis to Territory Supervisor, Pittsburgh
Thomas Enoch to Spare Parts Planner
Ernest Harper to Order Correspondent B
Joseph Mooney to Manager, Branch Field Service, Boston
William Roch to Manager, Sales Support, Large Systems
Gail Sensor to Accounting Associate
Frank Williams to Manager, Branch Field Service, Pittsburgh

GENERAL SYSTEMS GROUP

Ted Lewis to Supervisor, OEM Manufacturing

LARGE STORAGE SYSTEMS GROUP

Robert Adams to Supervisor, Computer Salvage
William Andrews to Supervisor, Head Manufacturing
Dan Borozan to Manager, Purchasing
Larry Burgoyne to Manager, Engineering Computer Lab
Michael Carioglia to Manufacturing Dispatcher
Harold Carlson to Manager, Recon. Engineering
Linda Cline to Sr. Fabrication Specialist
Richard Garcia to Inventory Control Clerk A
Judy Gillespie to Inprocess Inspector C
Randy Haslow to Dept. Technician-Fabrication Test, Eau Claire
Carlos Hernandez to Subassembler
Sarah Hood to Associate Buyer
Robin Hubble to Manufacturing Dispatcher
Patrick Jones to Receiving Inspector A
Carol Ledger to Supervisor, Head Manufacturing
Richard Loftesnes to Plant Manager, Eau Claire
Vaughn Logan to Computer Lab Technician
Darrel Mattila to Manager, Drive Test
Craig Merriman to Sr. Inspector
Dan Pagan to Associate Product Test Technician
Thomas Smith to Inprocess Inspector C
John Whalen to Q.C. Supervisor, Receiving

Memorex Divoteers hit the links!

"If you watch a game, it's fun. If you play it, it's recreation. If you work at it, it's golf!"

That's how Bob Hope describes the game, and most weekend duffers probably would agree. Yet, despite its seemingly frustrating nature, golf is more popular today than ever before.

Last year more than 130 Santa Clara employees

participated in 13 tournaments coordinated by the Memorex Activities Group and held at courses throughout Northern California.

Monthly honors were presented for having the fewest putts and lowest gross score, with the year's grand prize, the title of 1977 Golfer of the Year, going to Disc Pack's Ed Lick for his combined scores throughout the year.

This month the madness starts all over again. Fore!

