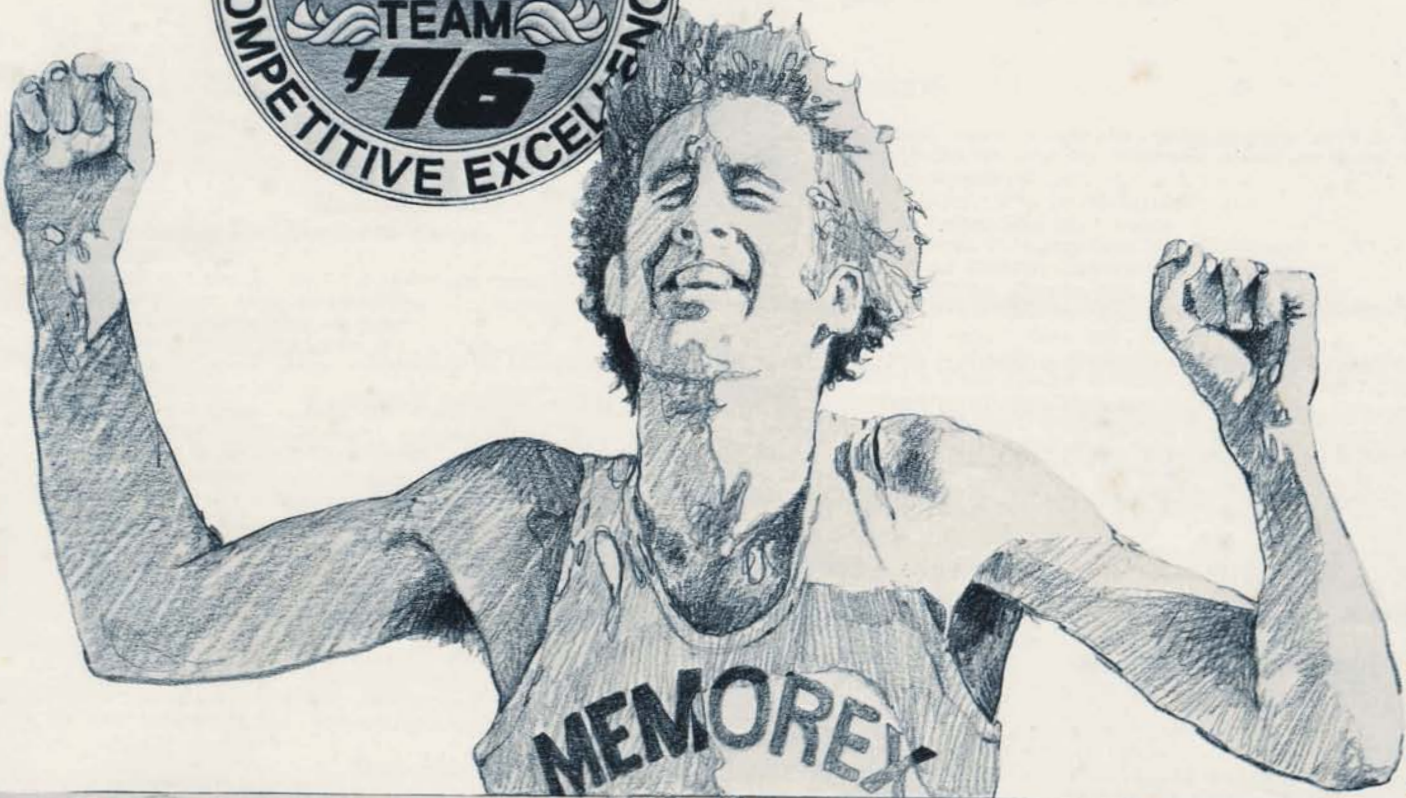


Official Program

MEMOREX



Management  
Conference





Welcome to the Second Annual Management Conference.

The purpose of this meeting is to help us develop our ability to win against worldwide competition. Our theme is Competitive Excellence. Winning against competition requires a standard of excellence in everything we do. Our products, quality, sales and service and management skill must be better than anything competition can offer to our customers.

During the next three days we will have the opportunity to review 1975 accomplishments and share our plans and objectives for 1976. We can also develop a broader understanding of our business, promote improved teamwork, build confident, winning attitudes and have a little fun.

When we return to complete the challenges of 1976 and share this experience with our associates, let's be sure that the standard of competitive excellence is the goal of all employees throughout the year.

Sincerely,

A handwritten signature in blue ink that reads "R. C. Wilson". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

R. C. Wilson

# Attendees

## Corporate

Mark Blue

Robert C. Wilson, *Chairman and President*  
Judith A. (Judy) Blades, *Mgr., Finance Administration*  
George L. Bragg, *Vice Pres., Corporate Development*  
John R. Eastling, *Vice Pres., Litigation Support*  
Robert L. Erickson, *Vice Pres. and Secty., Legal*  
Thomas E. Gardner, *Litigation Analyst*  
John R. Hoines, *Mgr., Field Administration*  
Neil W. Jacobs, *Mgr., Information Systems*  
Janice H. Kirkland, *Mgr., Regional Field Administration, Southwest*  
Gerald R. Kraft, *Mgr., Development Business*  
Daniel E. Leckrone, *Counsel and Assistant Secretary*  
Robert L. Malcolm, *Vice Pres., Industrial Relations*  
Henry C. Montgomery, *Vice Pres. and Corporate Treasurer*  
John Navas, II, *Litigation Analyst*  
Daniel E. O'Brien, *Mgr., Business Economics*  
John G. Pew, *Mgr., Treasury Programs*  
James L. Pelkey, *Mgr., Compensation*  
Leonard B. Perrone, *Mgr., Taxes*  
Edward J. Phillippe, *Vice Pres., Corporate Controller*  
George B. Sublett, Jr., *Mgr., Cash and Profit Planning*  
Ramon J. (Ray) Vales, Jr., *Mgr., Litigation Financial Analyst*

Robert M. Shervem, *Director, Quality Assurance*  
Rudolph (Rudy) Sikorsky, *Plant Mgr., Nogales*  
Douglas E. Speed, *Regional Field Engineering Mgr., Midwest*  
Charles E. Splaine, *Regional Sales Mgr., Western*  
Roger M. Stabile, *Mgr., Industrial Relations*  
Ronnie E. Steen, *Regional Field Engineering Mgr., Mid-Atlantic*  
James Tatsukawa, *Mgr., OEM Engineering*  
Henry L. Tinker, *Director, Manufacturing*  
Charles J. (Jim) Tyson, *Regional Field Engineering Mgr., Western*  
William H. Warren, *Mgr., Product Planning*  
James M. Welch, *Mgr., Regional Sales, Southwestern*  
W. Jere Werton, *Regional Sales Mgr., Midwest*  
William H. Whitaker, *Regional Sales Mgr., Southeast*  
Alonzo A. (Al) Wilson, *Mgr., Maverick Engineering*  
William Yee, *Mgr., Recon Operations*

## EUMEA

Magnus G. Ambjorn, *Area Mgr., United Kingdom and Scandanavia*  
Hermann Becker, *Area Mgr., Germany, Austria and Switzerland*  
Erik Christensson, *Country Mgr., Sweden*  
Gian B. Cilento, *Director, Marketing, EUMEA*  
Alain de Forges, *Area Mgr., France*  
Hans-Joerg Dolf, *Country Sales Mgr., Switzerland*  
Guy Francis, *Director, Customer Services, EUMEA*  
Helmut Gottinger, *Country Mgr., Denmark*  
Harald Gullerud, *Country Mgr., Norway*  
Michael A. Kelly, *Country Mgr., Holland*  
William S. McCalmont, *Vice Pres. and General Mgr., EUMEA*  
Christopher Mill, *Director, Industrial Relations, EUMEA*  
Edward C. Price, *Mgr., IBM Litigation, EUMEA*  
Jo Renard, *Director, Manufacturing, Liege*  
Giorgio Ronchi, *Country Mgr., Italy*  
Arthur Rubino, *Director, OEM Sales, EUMEA*  
James Simpson, *Vice Pres. and General Mgr., Liege Division*  
Thomas S. Stevens, *Director, Finance, EUMEA*

## Consumer And Business Media

Blue

Arthur R. Anderson, *Mgr., Future Products and Int'l Coordination*  
Bruce B. Bastl, *Mgr., Marketing-Word Processing Division*  
Barry K. Berghorn, *Director, Sales*  
Richard T. Bigotti, *Mgr., Video Q. A. and Reliability*  
George R. Cotroneio, *Mgr., International Word Processing Sales*  
James W. Crowther, *Mgr., Customer and Sales Service*  
Theodore J. Cutler, *General Mgr., Audio Division*  
John T. English, *Mgr., Research and Development*  
Charles B. Groat, *Mgr., Toner and Development Manufacturing*  
John R. Humphreys, *Mgr., Consumer Products Sales*  
W. D. (Dale) Humphriss, *Mgr., Manufacturing—Video Division*  
Robert Jaunich, II, *Vice Pres. and General Mgr.*  
Charles J. Levdar, *Mgr., Quality Control—Video Division*  
Walter C. Long, *Director, Finance*  
Michael B. Martin, *Mgr., Development—Video Division*  
C. Patrick Mundy, *General Mgr., Word Processing Division*  
Robert H. Murashige, *Mgr., Development—Audio Division*  
W. O. (Neal) Rayborn, *Mgr., Manufacturing—Audio Division*  
Robert L. Reetz, *Mgr., Professional Products Sales*  
John C. (Jake) Rohrer, *Mgr., Marketing—Audio Division*  
Keith A. Rosheim, *Mgr., Industrial Relations*

## Americas And Asia

Light Blue

Ney Arias, *Country Mgr., Brazil* ~  
C. Peter Burke, *Country Mgr., Australia* ~  
Lowell B. (Barry) Carpenter, *Mgr., Media Sales and Distribution*  
Philip J. Davis, *Director, Administration*  
Pedro Descailleaux, *Country Mgr., Peru*  
Carlos J. Farre, *Country Mgr., Argentina* ~  
Rafael Gomez, *Country Mgr., Mexico*  
Marcelo A. Gumucio, *Vice Pres. and General Mgr.*  
Jeffrey O. Henley, *Director, Finance*  
Ricardo Mari, *Country Mgr., Venezuela* ✓  
Barry D. (Skip) Sears, *Country Mgr., Canada* ~  
Tetsushi Yamada, *Country Mgr., Japan* ~

## Equipment Group

Red

D. D. (Duke) Borozan, *Mgr., Purchasing*  
Thomas L. Brooks, *Mgr., Product Assurance Engineering*  
John G. (Jack) Callahan, *Director, Inventory Management*  
John K. (Jack) Clemens, *Director, Equipment, Development Engineering*  
Arnold L. Cooley, *Mgr., U.S. OEM Field Marketing*  
George E. Dashiell, *Vice Pres., Sales and Service*  
William F. Deitsch, *Mgr., Manufacturing and Engineering*  
Thomas Edwards, *Mgr., Sales Planning*  
Robert C. Erickson, *Mgr., Quality Systems Program*  
James F. Ferenz, *Mgr., Production Operations*  
Kay E. Finley, *Regional Sales Mgr., Great Lakes*  
David L. Gorbey, *Regional Field Engineering Mgr., Northeast*  
Roger W. Johnson, *Vice Pres. and General Mgr.*  
Francis A. Juliano, *Regional Field Engineering Mgr., Great Lakes*  
Donald W. Kelley, *Mgr., COM Products*  
Alfred P. Kennedy, *Regional Sales Mgr., Mid-Atlantic*  
Frank Kirchoff, *Regional Sales Mgr., New York*  
Harold J. Krauter, *Director, Finance*  
Paul Kurth, *Mgr., Process Control Engineering*  
Anthony N. Lapine, *Mgr., 677 Disc Drive Engineering*  
Johnathan B. Leavitt, *Regional Sales Mgr., Northeast*  
Lynn A. Leier, *Regional Field Engineering Mgr., New York*  
Wayne M. Lettiere, *Mgr., OEM Manufacturing*  
Justin E. (Mike) Mastrangelo, *Regional Field Engineering Mgr., Southeast*  
Arthur R. Mudge, *Regional Field Engineering Mgr., Southwest*  
Hiroshi (Rusty) Nagakura, *Mgr., New Product Acquisition*  
Thomas J. O'Keefe, *Mgr., Customer Service*  
Alfred K. (Keith) Plant, *Director, OEM Division*  
Joseph V. Rizzo, *Plant Mgr., Eau Claire*  
Harold H. Rumph, *Vice Pres., Marketing*  
R. John Ryan, *Mgr., Sales Administration*  
Lowell L. Sando, *Mgr., Software development*  
Russell T. Schneider, *Mgr., Product Sales Support*

## Computer Media

yellow

Joseph N. (Jay) Benedict, *Mgr., Sales Planning and Development*  
William D. Berkman, *Mgr., Marketing—Disc Pack Division*  
Ray S. Cook, *Regional Sales Mgr., Southwest*  
Martin J. Dasher, *Regional Sales Mgr., Midwest*  
James Dobbie, *Vice Pres. and General Mgr.*  
Howard E. (Gene) Douglas, *Mgr., Int'l Trade and Gov. Affairs*  
Howard Earhart, *General Mgr., Comdata Division*  
Richard Ferry, *Regional Sales Mgr., Mid-Atlantic*  
Gary E. Fisher, *Director, Sales*  
Arthur W. Fonda, *Director, Materials, Facilities and Distribution*  
Morton J. Gershman, *Regional Sales Mgr., Northeast*  
John B. Hamill, *Mgr., Purchasing*  
Harry G. Hensman, *Mgr., Engineering and Development—Computer Tape Div.*  
Kenneth K. Kindt, *Mgr., Industrial Relations*  
John Hickey, *Mgr., Manufacturing—Comdata Division*  
Warren R. Kisling, *Mgr., Manufacturing—Disc Pack Division*  
William A. Koenig, *Regional Sales Mgr., Federal Region*  
Charles C. Leader, *Mgr., Manufacturing—Computer Tape Division*  
Peter C. Madsen, *Mgr., Corporate Non-Production Purchasing*  
Donald E. Mattson, *General Mgr., Disc Pack Division*  
John Morgan, *Regional Sales Mgr., Western*  
Timothy L. Morrison, *Mgr., Marketing—Computer Tape Division*  
Gary W. Meyers, *Mgr., Quality Assurance and Field Product Support*  
John C. Scott, *Mgr., Research and Engineering—Disc Pack Division*  
George W. Surmeier, *Director, Finance*  
Vincent J. Tarpey, *Regional Sales Mgr., Great Lakes*  
Robert C. Zigman, *Regional Sales Mgr., New York*

# Agenda

## 1976 Management Meeting

Saturday, February 21, through Monday, February 23

Arrive Friday, February 20—Reception, Cocktails and Dinner

### Saturday, February 21 (Host—W. S. McCalmont)

• 7:00 - 7:45	Breakfast	
• 7:45 - 8:15	Introductions	R. L. Malcolm
• 8:15 - 8:45	Opening Remarks and Keynote	R. C. Wilson
• 8:45 - 9:45	Financial Results	H. C. Montgomery
• 9:45 - 10:15	Industrial Relations	R. L. Malcolm
• 10:15 - 10:30	Break	
• 10:30 - 12:30	Equipment Group	R. W. Johnson
	1975 Results	
	Competitive Excellence 1975/1976	
	1976 Revenue	
	Futures Investments	
• 12:30 - 6:00	Lunch—Activities	
• 6:00 - 8:00	Social Hour and Dinner	
• 8:00 - 8:40	Competitive Excellence	
	Outside Speaker—	William Toomey
		Olympic Decathlon
		Gold Medal Winner—1968

### Sunday, February 22 (Host—M. A. Gumucio)

• 6:45 - 7:30	Breakfast	
• 7:45 - 9:30	Computer Media	J. Dobbie
	1975 Results	
	Competitive Excellence 1975/1976	
	1976 Revenue	
	Futures Investments	
• 9:30 - 9:45	Break	
• 9:45 - 11:30	Consumer and Business Media	R. Jaunich
	1975 Results	
	Competitive Excellence 1975/1976	
	1976 Revenue	
	Futures Investments	
• 11:30 - 12:00	Finance	H. C. Montgomery
• 12:00 - 12:30	Legal	R. L. Erickson
• 12:30 - 6:00	Lunch—Activities	
• 6:00 - 8:00	Social Hour and Dinner	
• 8:00 - 9:00	Special Awards	R. L. Malcolm

**Monday, February 23 (Host—R. L. Erickson)**

- 6:30 - 7:15 Breakfast
- 7:30 - 9:15 EUMEA Operations  
1975 Results  
Competitive Excellence 1975/1976  
1976 Revenue  
Futures Investments  
W. S. McCalmont
- 9:15 - 9:30 Break
- 9:30 - 11:15 Americas & Asia Operations  
1975 Results  
Competitive Excellence 1975/1976  
1976 Revenue  
Futures Investments  
M. A. Gumucio
- 11:15 - 12:00 Corporate Development and  
Futures Investments  
G. L. Bragg
- 12:00 - 12:30 Summary and Closing Remarks  
R. C. Wilson
- 12:30 - Lunch

## Activities

**Athletic Competition**

**Games**

**Golf**

**Horseback Riding**

**Tennis**

**Winery Tours**



# New Participants

Arthur R. Anderson

Ney Arias

Bruce P. Basti

William D. Berkman

Joseph N. (Jay) Benedict

Richard T. Bigotti

Judith A. (Judy) Blades

D. D. (Duke) Borozan

Erik Christensson

James W. Crowther

Phillip J. Davis

Pedro Descailleaux

William F. Deitsch

Hans-Joerg Dolf

Howard E. (Gene) Douglas

John T. English

Carlos J. Farre

Richard Ferry

Guy Francis

Thomas E. Gardner

Rafael Gomez

Helmut Gottinger

Charles B. Groat

Harald Gullerud

Marcelo A. Gumucio

John B. Hamill

Jeffrey O. Henley

Harry G. Hensman

W. D. (Dale) Humphriss

Donald W. Kelley

Michael A. Kelly

Kenneth K. Kindt

Janice H. Kirkland

Gerald R. Kraft

Paul Kurth

Anthony N. LaPine

Charles C. Leader

Walter C. Long

Peter C. Madsen

Robert L. Malcolm

Ricardo Mari

Christopher Mill

John Morgan

Timothy L. Morrison

C. Patrick Mundy

Robert H. Murashige

Gary W. Meyers

John Navas, II

Thomas J. O'Keefe

James L. Pelkey

Leonard B. Perrone

Edward C. Price

John C. (Jake) Rohrer

Keith A. Rosheim

Arthur Rubino

Harold H. Rumph

R. John Ryan

Lowell L. Sando

Russell T. Schneider

Roger M. Stabile

George B. Sublett, Jr.

George W. Surmeier

James Tatsukawa

Henry L. Tinker

James M. Welch

Afonzo A. (Al) Wilson

William Yee



