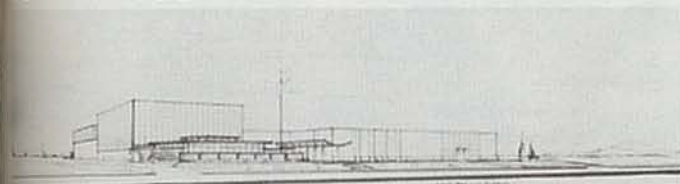


INTERCOM

Volume II No. 9

Memorex is Busting Out
All OverMEMOREX
CORPORATION

ARTIST'S SKETCH OF COMPLETED FACILITY

Memorex recently began construction on a three-story building containing 65,000 square feet of office, laboratory and warehouse space. Upon completion, early in 1966, this expansion program will increase the available facilities space by 70%.

The new building, adjacent to the east wing, was designed by Leland King, AIA, of Atherton, California. The initial building contract for a portion of the planned \$2,000,000 expansion of facilities and production capacity was awarded to Rudolph & Sletten, Inc., General Contractors, of Mountain View, California.

Laurence L. Spitters, president of Memorex, stated that continued expansion of the Company's operations have overtaxed office and laboratory facilities and that planned expansion of production capacity will also require further floor space. The new building, he announced, will house Research, some administrative groups and will provide additional warehouse space which later can be utilized for production facilities.

Sigma-tape Brochure Completed



The above brochure, extolling the new dimensions of Sigma-tape, was recently completed and released by Memorex. Along with it was a dual purpose brochure which served both as a magazine advertisement and as a direct mail piece. The pamphlet was sent out to over 8000 people in the data processing industry and was used as Sigma-tape advertisement in the August editions of Datamation, Computers and Automation, DPMA Journal, Business Automation, and ACM.

Three Men Join
Marketing Division

Alfred S. Domine



Gerald G. Heitel



Ed Wildanger

The Marketing Division recently acquired three new members; Alfred S. Domine, Gerald G. Heitel, and Ed Wildanger.

Alfred S. Domine was appointed to the position of sales engineer, with office in Dayton, Ohio. He will be responsible for the sale of the company's product in a four state area under the direction of Vern Kuellmer, Central Regional Sales Manager.

Alfred comes to Memorex from Computron, Inc. where he was a customer engineer. Prior to Computron, he was a sales engineer for both Reeves Soundcraft and for Sperry-Rand Univac respectively.

Gerald G. Heitel was appointed as sales engineer for the Pennsylvania and Southern New Jersey area. He will be working under the direction of Bruce McGilaway, Eastern Regional Sales Manager.

Gerald comes to Memorex from 3M Company, Microfilm Products Division where his last responsibility was Field Marketing Representative for the new products, with office in New York City.

Ed Wildanger joined the marketing staff last month as Video & Instrumentation Product Manager. Ed will be responsible for providing the Marketing Staff with technical support and assistance both from Santa Clara and in the field. The new Product Manager spent twelve years with Ampex in instrumentation recording equipment. He was most recently Product Manager there for the FR-1400 Series.

Greetings to Our New Members

Twenty-one new employees were added to the Memorex staff in the past month. They are: Sales; James Bellah, Daniel Connolly, Charles Sneath, and Ed Wildanger; Material; William Hiegel and Woodrow Plunkett; Production; John Bachick, Carolyn Bushnell, J.B. Edwards, Bob Faltynsky, Joseph Figueroa, Judy Moorhead, Patrick O'Donnell, Frank Pala, Floyd Pederson; Engineering; Philip Gahr, Ronald Heilig and Reginald Simpson; Quality Control; John Cusimano; Maintenance; Melvin Stephenson; Facilities Engineer; Irwin S. Dunn.

Welcome aboard colleagues.



PROFIT SHARING POINTS

Profit Sharing Booklet Raises Questions

Memorex's profit sharing booklet, "How Profit Sharing Works", was mailed to all employees earlier this month. Its purpose is to explain how our Profit Sharing Plan works. After reading the booklet and becoming more familiar with the Plan, many members have additional questions about profit sharing. These questions are being answered in the profit sharing meetings being held for employees. However, some of the questions are of sufficiently wide and current interest to answer in the INTERCOM.

HOW LONG DO I HAVE TO WORK AT MEMOREX TO BECOME A MEMBER OF THE PLAN IN 1965?

All full-time employees will become members after completing three months of continuous employment following the end of the month in which they started to work for Memorex. Therefore, if you started to work in September, you will be a member on January 1, 1966. Members not employed for all of 1965 will receive Compensation Points in proportion to their months of membership in the Plan but will not receive Service Points for this year. (Example: If you started to work on February 15, you will become a member of the Plan on June 1, and you will receive the number of Compensation Points allocable to the seven months you are a member in 1965.)

DO I RECEIVE A SHARE IF I LEAVE MEMOREX DURING THIS YEAR?

Yes. If you received compensation in 1965 while you were a member, you will receive a portion of your share. This portion depends on the length of your employment.

DO I AUTOMATICALLY BECOME A MEMBER AFTER THREE MONTHS' EMPLOYMENT?

No. You must fill out the Application for Membership and Designation of Beneficiary form. Remember, if you are married and choose a beneficiary other than your spouse, make certain you obtain your spouse's signature on the form.

Calling All Would-Be Reporters

Have you just received a college degree? Has someone in your department announced their engagement? If so, why not share the big news and send the story to the Memorex Intercom?

At the August meeting of the Intercom staff, it was suggested that our employees would find the newspaper more enjoyable if it included more "human interest" stories. So, if this is true, let's have the facts and, please, be sure to include the "5 W's" (who, what, where, why, and when). Just contact any member of the staff or send your news to John Searles, Intercom Editor.

- Sara Millar -

Editor: John Searles
 Staff: Sara Millar Roger Cook
 Nima Luttrell Richard Dickens
 Printing & Bud Oliver
 Circulation: Colleen Curry

Is Your Conscience Security Conscious

Security is the business of every Memorex employee. It makes the difference between the launching of a successful new product or its complete failure. It makes the difference between acquiring and retaining government work or the loss of the government's confidence. A recent incident, in which an employee for a large Eastern corporation offered to sell information to a competitor, demonstrates very clearly that the future of any company can and may be "sold out" by any employee.

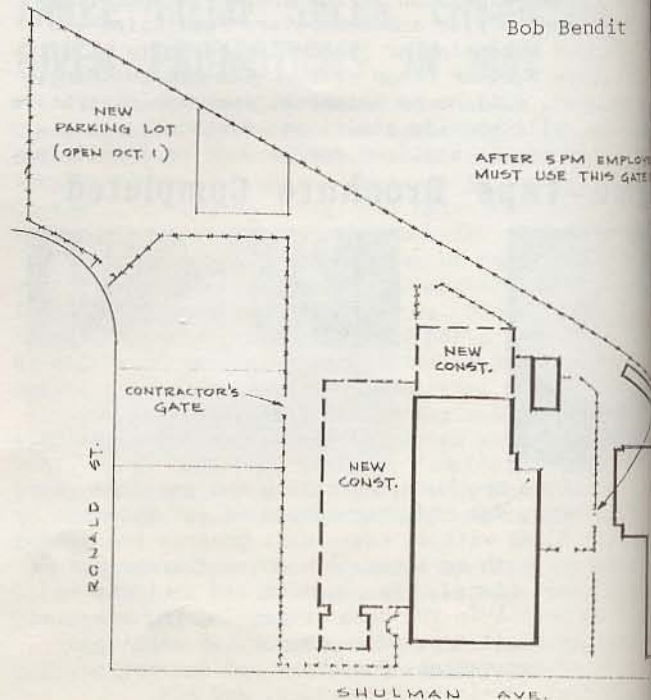
"Security is an attitude".

Every effort is being made at Memorex to assure a tight security of our Company with the least possible inconvenience to you. There may be some among who resent having to carry this type of responsibility or possibly feel that they are above and outside of any security requirements, just as some citizens believe that our local, state and federal laws are for the "other guy".

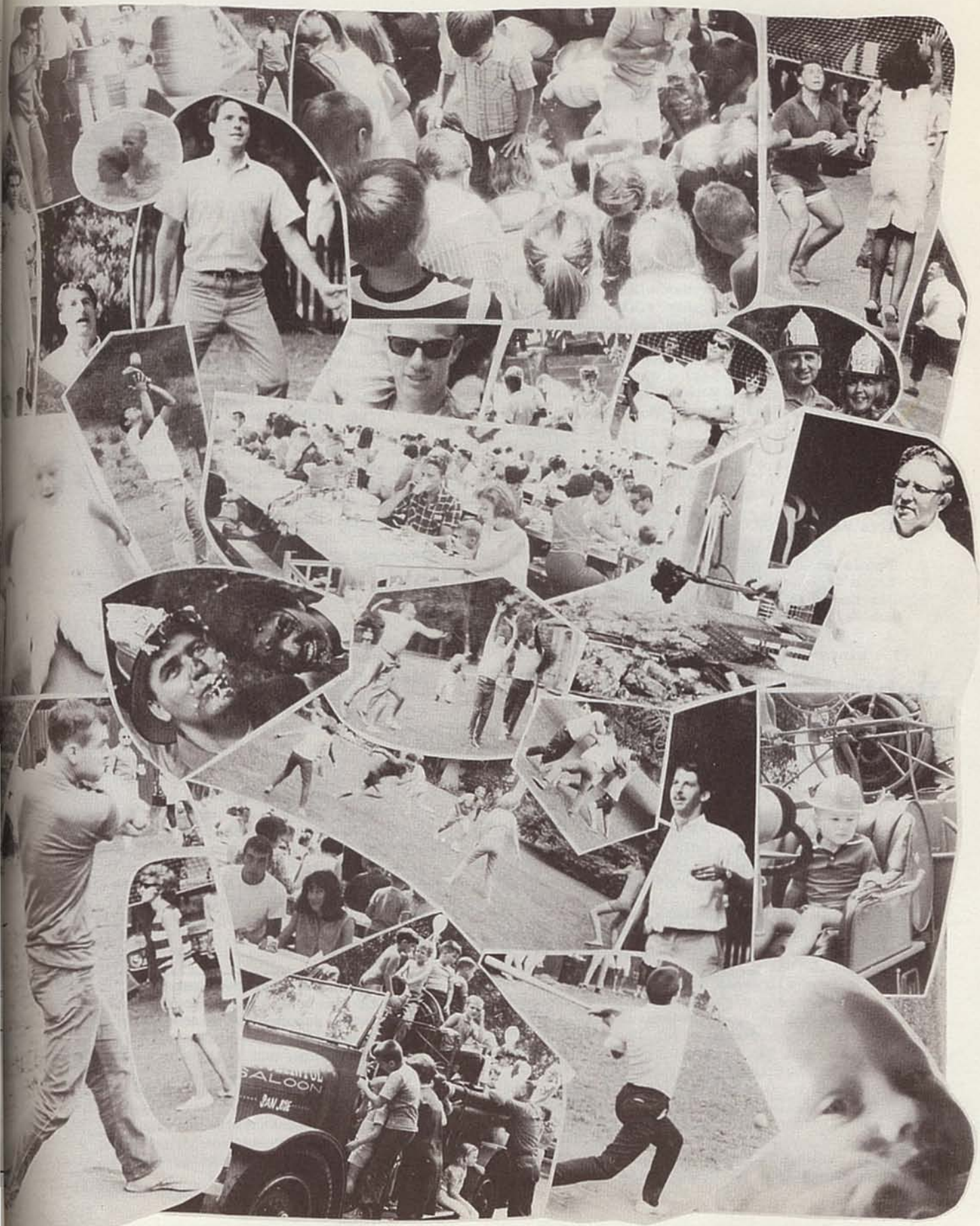
At Memorex, it means that there is no one who is immune. To a man we must use the proper entrance and exits assigned for this purpose. We must assure the proper use of our identification badges. Each and everyone of us must be responsible for the censorship of our conversations with anyone, whether they are other employees, relatives at home or complete strangers. Those who are assigned keys to any part of the building have an even greater responsibility to assure the proper use of these keys. Anyone who brings a visitor owes all of us the responsibility seeing that the person is properly badged and escorted at all times. It means that any and all packages and equipment coming into or leaving the building must do so under the scrutiny of our security guard.

Our competition would like nothing better than to see every one of us out of work. You could be one of the best employees our competition has, without ever having to pay you a cent for your work. Let's make a "good security attitude" a habit. The job you protect may be your own. Any violations that you should be reported immediately to your supervisor.

Bob Bendit



The Picnic -- In Perspective



Ben's Hen's, The Duffers End Summer League in First Place

Swing shift bowling wrapped up their summer league last month with a luncheon at the Fair International Restaurant, Santa Clara. In first place at the close of the season was Ben's Hen's followed (in this order) by The Unpredictables, The Blasters, Ken's Ren's The Handicaps, and The Winners.

Individual honors go to:

Maxine Manning.....High Women's Series, 531
Katie McClain.....Women's High Game, 194
Mary Stein.....Women's High Handicap Series,
Marlyn Milliren.....Women's High Handicap Game.

Gary Angle.....High Men Series, 589
Art Jensen.....Men's High Game, 231
Ron Cavander.....Men's High Handicap Series
Bill Barden.....Men's High Handicap Game

The day shift league concluded with The Duffers in first place. Closely behind them were; Ups & Downs, The Unpredictables, Easy Marks, The Blanks, Hit & Miss, The Unknowns, The Rediculous, The Dropouts, The Upsetters.

Individual awards for that shift go to:

Joanne Gerry.....High Women's Game, 227
Marion Jones.....High Women's Series, 544
Helen Hamm.....High Handicap Game, 228
Rita Wallin.....High Handicap Series, 588

Dennis Maruyama.....High Men's Game, 245
Keith Gerry.....High Men's Series, 657
Jim Keenan.....High Men's Handicap, 286
Bob Wallin.....High Handicap Series, 658

The winter league got underway Wednesday, Sept. 8.

Behind the Scenes at a MAG Meeting

"The meeting will come to order." With these traditional words, President Dick Fletcher brought the monthly meeting of the MAG Committee into session. Held in the cafeteria, it was attended by Bud Oliver, Al Carman, Jerry Newsted, Gary Suechting, and Linda Mancini. The atmosphere of the meeting was relaxed, but business-like, as Linda began by reading the minutes of the last gathering.

The first order of business was a general discussion of the company picnic. Comments, good and bad, were given equal voice. Generally, it was agreed that the picnic was a huge success. Favorable comments came from all areas of the company. The whole committee breathed a sigh of relief when it was assured that everyone had enjoyed themselves. This is one of the tasks of MAG, and when a job is well-done there is a noticeable, and justifiable, sense of achievement.

In rapid, but thorough succession, the committee next discussed a proposed fishing trip, the Christmas Party the possibility of a blood donor drive, and several suggestions and comments were heard on various phases of MAG business. Volunteers were selected to direct various MAG functions. The spirit of cooperation prevailed. Each member was eager to do his part.

Employee Spotlight



Cliff Walker

This month the employee spotlight is on graveyard shift take-up operator, Cliff Walker. Cliff was born June 8, 1940 in San Mateo, California where he spent his boyhood years and completed elementary school.

In 1951 Cliff and his family moved to East Palo Alto where he graduated from Menlo-Atherton High School in 1958. While in high school, Cliff played varsity football and designed the Senior Class gift, a baseball emblem painted on the gym floor.

After high school, Cliff worked at the Veterans Administration for seven months, then, in March of 1961 joined the Air Force Reserves where he put in six months of active duty training in automotive repair.

Discharged on Sept. 3rd, Cliff started school at the California College of Arts and Crafts in Oakland majoring in Commercial Art. After one year he transferred to San Jose State College for his sophomore year, majoring in Commercial Art and Advertising.

A combination knee injury and the Cuban Crisis Reserve call-up caused him to miss school for two years.

Early in life Cliff developed an interest in art. Many will recall his humorous cartoon poster illustrating the production processes of magnetic tape that was on display during the Memorex Open House. In addition, Cliff has designed a letterhead for Professional Golf Association and a match-book cover design.

On February 10, 1964, Memorex acquired this talented fellow, first as a warehouse packager, then in June, 1964, as a take-up operator. On July 10, 1964, this year Cliff married Essie Green, whom he had been dating seven years.

Cliff, who hopes to be able to do more art work for the company, has been an active and high-point scoring member of the Memorex basketball team and has served with distinction for two seasons.

Cliff is a case in point to the fact that at Memorex the quality of our people is as important as the quality of our product, and to the truism that without the one, there could not be the other.

-Roger Wilson Cook-

Finally, a prepared statement was read and the state of the treasury, under the supervision of the capable Ron Murphy, was discussed. It was suggested that such a financial statement be published regularly in the Intercom, and the measure was scheduled for consideration.

The agenda satisfied, assignments given, discussion by all members completed, and a sense of direction imparted to the vital business of MAG, the meeting was brought to aye or nay vote to adjournment, thus concluding another most interesting session of the MAG committee.

Roger Wilson Cook