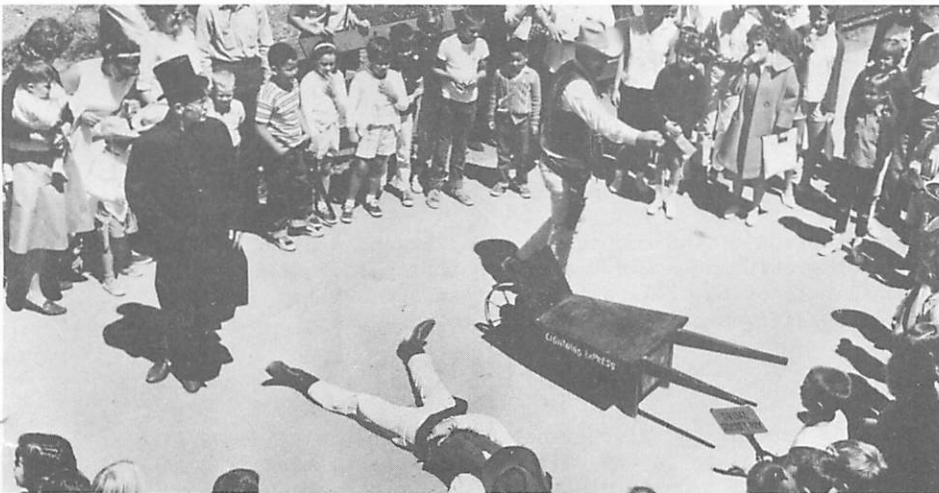


INTERCOM

JULY, 1966

Volume 3 No.7

MAG PICNIC ANNOUNCED



Is this what happens to Memorex employees who are caught buying tape from a rival company? Nope, the bandito on the ground has just come out on the losing end of a gun battle with Frontier Village Marshal Clyde. This mock battle is just one of the many exciting events MAG members will see at the annual MAG picnic, Saturday August 6.

"The best annual picnic we've ever had" will be held Saturday, August 6, at Frontier Village, announces MAG President Roger Cook.

The park, billed as "the largest and most exciting amusement park in Northern California," will open at 10 a.m. and close at 5 p.m.

Admission, which is free to MAG members, includes rides for adults and kids, free beer, and a steak dinner, served from noon until 2 p.m.

The colorful amusement park is located at the southern end of San Jose, on Monterey Road, 1 mile North of the junction of Highway 101 and State Highway 82.

Tickets and information are available at Pat Kostelnik's desk in the lobby of Building C.

NEW OFFICERS

Roger Wilson Cook was elected Memorex Activities Group President July 7, at a special luncheon at Mariani's Restaurant in Santa Clara.

Also elected at the luncheon were Jim Keenan, vice-president; Pam Carlson, secretary; and Maria Rascon, treasurer.

Pam and Maria are two of four newly elected MAG board members. The other two are Willie Opp and Jeff Deinert.

Board members serve for one year, with half being elected each six months. Wayne Elder and Tony Allen are the returning board members.



New MAG President Roger Cook, second from right, presides over his first board meeting, as members discuss the coming MAG picnic and other future events. From left are Jeff Deinert, Jim Keenan, Maria Rascon, Wayne Elder, Tony Allan, Roger Cook and Pam Carlson.

Bendit Announces Parking Changes

Personnel Manager Bob Bendit announces that Blue Zone parking between Buildings A and K has been closed so construction can begin on a 12,000 square foot addition to Building A. It will be known as Building H and house research labs and offices.

The first floor will be used for chemistry and chemical engineering research. The second floor will contain physics labs, a library and offices. Initially, the building will house about 20 researchers.

The second new building will be to the east side of Building K. It will contain additional warehouse space, an incoming inspection lab, offices and a new lobby for the purchasing department.

Persons now assigned to the Blue Zone will park in the assigned blue area at the end of Shulman Avenue.

Since last Monday, July 25, the entrance to Memorex is on the east side of Building C. Employees wishing to use the back parking lot must enter through that gate.

Mr. Bendit said in a bulletin to all employees, "As you are well aware we have again become short of parking spaces and we would like to ask everyone to bear with us until another new parking area is available."

"Within the next few days construction will begin on another parking lot that will again relieve the congested situation," he added.

MEMOREX EXCELLENCE APPLAUDED BY ALABAMA SENATOR SPARKMAN

The excellence of Memorex products has been well recognized by our customers since shortly after the company began just five years ago, but it has taken time to gain the recognition in the community that Memorex products deserve. Recently, however, Memorex won national attention when Alabama Senator John Sparkman commended the company's rapid growth, high standards of quality, and participation in the space program.

The Alabama Senator's remarks about small businesses which make products for space explorations were placed in the Congressional Record in June. "Memorex of Santa Clara, supplied the tape on which the comments of the two Gemini travelers were recorded during the three days of the recent mission," Senator Sparkman said.

He then went on to mention a brief history of Memorex and its rise to prominence in the magnetic tape field.

MEMOREX'S AMAZING GROWTH

EDITORS NOTE: The following is part of an article which appeared in the July 11, 1966 San Jose Mercury.

A man who has led an amazing Santa Clara company in making a name in only five years, recently told a Greater San Jose Chamber of Commerce meeting about plans for another fantastic half decade.

Laurance L. Spitters, president of Memorex Corp., Santa Clara, told how his company has grown from nothing to a \$20 million a year sales business in only five years. It has achieved top recognition in its field of recording tape and its products have been used in the nation's most critical projects. Spitters noted that Memorex tape was used to record data from the Gemini walk in space, has been used to record weather pictures from the Nimbus and Tiros satellites, recorded pictures of the Mars fly-by of Ranger and most recently 10,000 pictures of the lunar scene sent by Surveyor.

RAPID ACHIEVEMENT

The young company was founded in 1961 on a hay field site in Santa Clara and within six months a 20,000 square foot building was constructed into which the firm moved in November, 1962. It quickly proceeded to development work and began sales and production in mid-1962.

A comparison of the company in mid-1962 and mid-1966 tells a story of amazing growth and achievement. In this period sales increased from an annual rate of \$3 million to more than \$20 million. Earnings rose from the break-even point in mid-1963 to more than \$2 million in 1966.

BRANCHES OUT

In 1963 Memorex had five branch offices in the United States and today has 14 branches in the United States, three marketing subsidiaries in Europe and half a dozen distributors in other areas of the world. Assets in 1963 were \$2 million and today total \$12 million. Employment has increased more than six times from about 100 in 1963 to 650 today.

In 1963 the company product line included one computer tape and one instrumentation tape. Today the company produces computer tape both for manufacturers and for end users; has two instrumentation tapes and two television recorder tapes. It also has a magnetic tape for geophysical recordings and has just entered the field of magnetic coated cards. Capacity during the period has increased more than four times and by the end of this year, when an expansion program is completed, it will have increased more than six-fold.

THANKS EMPLOYEES

Mary White, grave shift marker operator, has asked the Intercom to thank all the Memorex employees who recently gave their assistance to her family when their home was destroyed by fire after the water heater exploded.

Mary was at work when she received a 5 a.m. phone call saying her house had burned. Her husband and four children escaped uninjured.

The Whites lost all their personal possessions except the family car, but they are now resituated in a new home in Santa Clara, thankful for the help they received from Mary's friends at Memorex.

NURSE OPENS NEW CLINIC

Last week a new service was added for the benefit and safety of Memorex employees, when Carmel Wilton opened the doors of Memorex's first health clinic.

Carmel, our first and only nurse, says her job will be to treat all injuries that occur in the plant. She will also treat colds, headaches, and "minor aches and pains."

The clinic, which is for Memorex employees only, is located across from the elevator in Building C. It will be open from 8 a.m. to 5 p.m. and the fees are quite reasonable---there are none.

Night shift employees who are injured or sick should go to the Sunnyvale Medical Clinic, 596 Carroll, as they have in the past, unless they can get to the Memorex clinic during its operating hours.

"Our clinic should cut down on man-hours lost due to accidents, since most employees won't have to go all the way to Sunnyvale for treatment anymore," adds Carmel.

Carmel is limited by the lack of equipment, but she has already had to treat some minor illnesses and injuries.

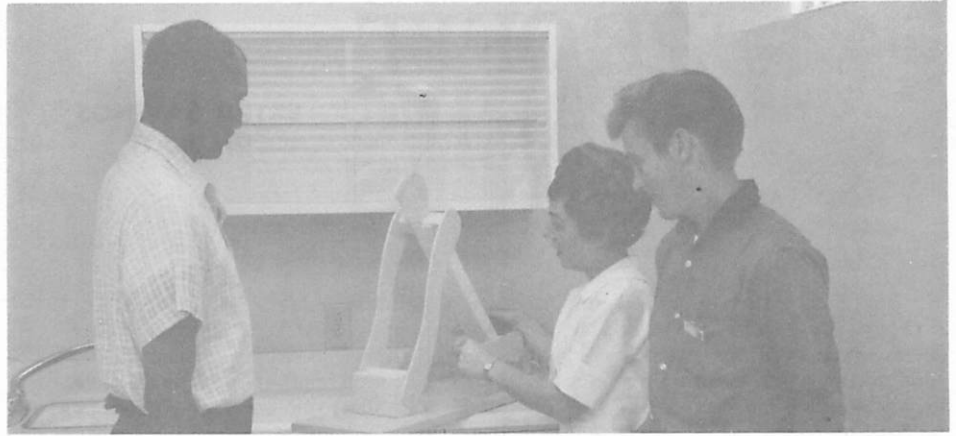
Company executives will open the clinic officially just as soon as all of Carmel's medical supplies arrive.

Carmel's duties will not be restricted to nursing the sick and injured. She will also work with the Memorex safety committee and help direct good health and sanitation campaigns within the plant.

Foreman's Class

Thirteen Memorex employees recently attended a foreman's workshop that was conducted by Bob Bendit, personnel manager.

Present for the workshop sessions were Al Edwards, Frank Medina, Henry Hildreth, Robert Faltynski, B. Oliver, Roger Cook, Delbert Munson, Lewis Brescia, Richard Dickens, Raymond Iida, Ronald Hendel, John Whitehead, and I. Boschick.



New Memorex Nurse Carmel Wilton gives a demonstration of how to lift heavy objects to Memorex maintenance men, from left, Jim Wright and Dave Less. The model Carmel is using, aptly named "Back Ache Jake", is designed to show correct lifting procedures.

WAGE REPORT

More than 300 production employees received pay increases during the past year, for an average of 13.3¢ per hour for each increase. Promotions caused 87 of the raises.

The average annual salary of all persons paid on an hourly basis was \$5808, exclusive of overtime and shift differential.

Benefits in the form of group insurance, profit sharing, social security, sick leave, miscellaneous paid leave, holidays, workman's compensation insurance and vacations, averaged 98¢ per hour.

Profit sharing earned an average of \$50 per month for each Memorex employee in the plan.

Greater improvements in rates and fringe benefits are expected to give production personnel another profitable year in 1966.

Increased rates in all grades, extended sick leave benefits, premium pay for Sunday work, and an improved job bidding procedure are all part of a new program that went into effect July 1.

IN MEMORIAM

Yvonne Hardisty, 28-year-old Memorex fitting operator, and her husband Richard died in a Livermore plane crash over the July 4 weekend. Also killed were Yvonne's father-in-law and brother-in-law.

Writers Offered Cash Bonus

There is something special now being offered for the many potential technical writers within the Memorex scientific community.

A cash bonus incentive plan has been inaugurated. Chemists, physicists, recording specialists, and others will receive compensation for presenting non-proprietary technical findings to scientific groups.

Memorex Technical Communications Committee has been established to encourage written and oral presentations (such as in technical trade magazines); to raise the standard of technical offerings; to see technical articles through to their completion and give appropriate monetary awards to the authors.

Members of this new committee are Eric Daniel, chairman; Rex Lindsey, vice-chairman; Jerry Kelly, secretary; Ed Seaman; and Stan Meyer.

A \$100 award is planned for individual authors whose articles are published, or whose technical findings are presented to scientific societies.

Purpose of the committee is to encourage and assist employees in preparing articles. The anticipated results will distinguish the Memorex technical group as a leader in the industry. A second result will be to substantiate Memorex as the leading producer of precision magnetic products.



PROFIT SHARING POINTS

EXTRA SAVINGS ACCUMULATE

By now, most Memorex people have a general idea of what Profit Sharing is. Last year Profit Sharing was over 10.6% of the wages or salary received by every employee while he was a member of the Plan. This meant that an amount exceeding 10% of each member's annual wage or salary was accumulated in his or her Profit Sharing account---the beginning of a substantial savings and investment program.

However, Profit Sharing is more than just a savings and investment program, even though it is important to each of us as just that. (Relatively few of us actually have a savings and investment program in which we set aside 10% of our annual income.) Profit Sharing is an idea that springs from the very heart of our free enterprise economy and democratic system of government. It is a plan in which we share in the profits we help to create. Memorex people not only work for Memorex, we work for our own share in Memorex's profits. Ten percent of every profit dollar before taxes is our share of profits. This is the Profit Sharing idea We share in the profits we help to create.

Each time we have an idea that eliminates waste or makes us more efficient in our efforts, we earn a share of the resulting profits for ourselves and our fellow employees. For approximately every \$4.70, Memorex reports as net income after taxes, we earn \$1 through Profit Sharing. Thus, Memorex invests a very substantial portion of its profits in Profit Sharing. It is up to us to make this investment pay off--not only for Memorex, but for ourselves. A considerable portion of 1966's profits will be ours. The size of this share depends largely upon the quantity and quality of our collective efforts.

GOLF NOTES

The next Memorex golf tournament will be held at Fairway Glen Saturday, August 20.

Mel McPherson bested Alt Case in a play-off golf match to win the July 9 Memorex golf tourney at Riverside. Mel won a trophy for his low net score of 74 and Alt received two golf balls for shooting the low gross score of 83.

Jerry Tipton was the Second Flight winner at Riverside.

June 11 trophy winners were Ben Kimura, with a net 63, in the first flight, and Les West, net 58, in the second flight.

Alt Case had the first flight low gross. Dave Duncan shot low gross in the second flight.

In November, 8 trophy winners will compete for the honor of being named Memorex golfer of the year.

Relaxing Vacation Takes Planning

Many of us have already taken our summer vacations, but here's a reminder for those who haven't.

When you're going on vacation plan it well. Make it last long enough so that you can get some rest. Physicians urge us to take our vacations in as generous slices as possible, because it takes a week or two to lose our tensions and anxieties.

A vacation chopped into several weekend outings is often worse than no vacation at all. That is why doctors tell us to take longer vacations.

Map out your route and schedule a reasonable pace for yourself. You normally expend more energy than usual on vacation, so begin to condition yourself before you leave.

PEOPLE WILL BELIEVE ANYTHING IF YOU WHISPER IT.

MEMOREX INTERCOM

NEWSLETTER FOR EMPLOYEES

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Intercom Welcomes Toastmasters

The Intercom would like to welcome the Toastmasters Club to the rapidly growing list of Memorex employee activity groups.

The club was started in May of this year and already it has 25 members. They meet each Monday for lunch at Mariani's Restaurant on El Camino Real in Santa Clara.

Keith Reynolds, leader of the group, says it has applied to the Toastmasters International for a charter. He expects to receive it in three or four weeks.

The club is open to men who have an interest in improving their speaking abilities. Size of the club is limited to 40. Dues are \$1 per month, after a \$6 initiation fee.

Keith says club members plan to take on community speaking projects when they feel their speaking abilities are good enough.

Men interested in joining this challenging new club may obtain information by contacting Keith at extension 236 or 255.

