

# THE MEMOREX PRESS

A newspaper for Memorex employees

Volume 11 Number 17 October 1985



*This photograph ran over the Associated Press Wire Service to newspapers throughout the United States. More than 45 newspapers across 30 states have printed the photo, which reached a total circulation of 6,300,000 people. Memorex's **Thelma Akers**, an assembler in LDDD, is pictured looking through a stack of completed voice coils to be installed in disk storage devices. The components are called voice coils because of their similarity to woofers used in home stereo systems.*

## Rookie players bring in successes

Rookie success has frequently been a part of the professional sports arena. Running back Marcus Allen of the Raiders made headlines when he was named "Rookie of the Year" by the National Football League in 1982. John McEnroe won major tennis tournaments his first year out of college and jockey Steve Cauthen rode Affirmed to win the Triple Crown, an impressive accomplishment for a newcomer to horse racing.

The Memorex sales force also has had successful rookies, including **Jeff Henry**, who joined Memorex in February, and **Jim Barlow**, who came to Memorex in March.

Henry, a dedicated communications sales representative in the Cleveland branch, lit up the scoreboard recently by selling more than \$500,000 of

communications equipment to a new account. After getting the lead from **Bud Sherman**, a media sales representative, Henry used all the resources he could find to win the account.

"I must have talked to everyone in Santa Clara and a good portion of the field to win this account," Henry said. "Sam Spadafora (vice president, Sales Operations) came out here and met with the account, and so did Laura Ikell (Communications branch manager) from Dallas. It was really unbelievable the number of people that contributed to this sale."

Some of the other contributors include: Communications Product Driver, **Jim Timmons**; Systems Engineer, **Bob Baker**; Branch Manager, **Randy Demont**;

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## 6880 gives users better online results

Its power supply is virtually uninteruptible. It has a data back-up and recovery feature so that critical information can be saved in case of a power failure. In short, Memorex's new 6880 Solid State disk storage subsystem improves the overall performance of the computer system when users are working online with the main processor.

"Online services currently take up 90 percent of the prime time workloads for most medium- to large-scale computer systems," said **Chuck Standerfer**, Solid State marketing manager, "and the demand for online services is growing at an annual rate of at least 30 percent. If the computer system cannot process the information coming in and going out fast enough, the result is Input/Output (I/O) bottlenecks. The 6880 eliminates this."

The 6880 significantly improves the I/O service time for IBM and compatible mainframe computers. Because it has a higher performance and speed level than the 3680 disk drive, for example, the 6880 can be used for such things as providing access to a data base or library, where speed is needed to search through lengthy files for requested information.

"The 6880 also is a cost-effective alternative to upgrading a central processing unit (CPU)," Standerfer said. "By using the 6880, customers can get more out of their existing CPU, thereby delaying the need for a new, more powerful processor. Since IBM concentrates on selling CPUs, it does not offer a solid state device."

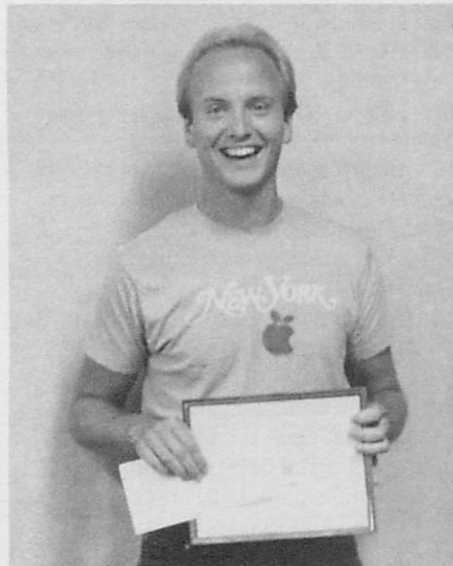
The 6880 can give access to information at least 14.25 times faster than an IBM 3350 disk drive. Because of this speed, the 6880 narrows the performance gap between today's high-performance processors and conventional storage devices. It

Continued on page 2



## Employees awarded for ideas

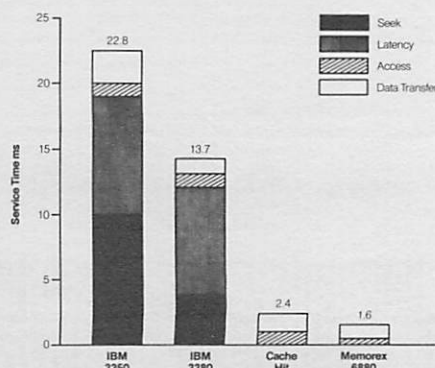
- **Jim McIlraith**, an Engineering Technician in the Rigid Media and Components Division (RMCD), knew there had to be a better way to handle the substrate material used in rigid disk drives during reclaim operations. Jim's idea was to redesign the handling process in a more logical and efficient way. Thanks to Jim, substrate that fails to meet process control standards can be quickly traced back to the machine and machine position. Jim's better way of doing things makes handling the substrate easier, which should result in decreased handling damages. For his suggestion he received a \$150.00 employee suggestion award.



**Jim McIlraith**

- **David Van Duyne**, a production specialist who has been with Memorex for six years, is involved in the substrate polishing disk finishers (PDF) operation. The PDFs (also called "Pretty Darn Fast" machines) use molded foam pads loaded with diamond dust to grind all sizes of rigid media substrates. The foam pads are molded at RMCD using a ring in the center to form the shape. David noticed the standard pad being produced was much thicker than what was required for the new 3.9-inch substrate. David suggested increasing the size of the ring, which would reduce the thickness of the pad and use less material... especially less of the expensive diamond dust. For this suggestion David received a check for \$175.00.
- **Kim Tran**, a technician in LDDD, used his work experience at a U.S. Air Force power plant in South Vietnam to earn his ESP award. When there is an electrical failure in a disk drive head arm assembly, Kim suggested using a continuity tester to help identify which component caused the failure. This eliminates wasted rework and is expected to save the company \$17,952 per year. Kim received a check for \$4,488 for his suggestion.
- **Joselito Datu**, a machinist in LDDD, received his third ESP award for his most recent suggestion, which shortened the cycle time of assembling disk drive covers by 12 minutes. The production rate increased from 24 covers to 32 covers per shift and is expected to save Memorex \$12,664 per year. He received \$666.00 for his suggestion.
- **Michele Basile**, of Memorex France received an award for his proposal to simplify the disassembly of components in the 322X tape drive motor assembly. His suggestion has been adopted and allows for an important time savings and spares the risk of damage to the motor chassis. Michele received an award of \$500.00.
- **Marie-Louise Gathy and Emile Campioni** of France in the Card Repair Center presented a suggestion to simplify the recovery of printed circuit boards. They discovered that the operation of removing damaged integrated circuits (I.C.) from the 2178 display station was the source of many problems. It was time consuming, costly, and frequently unnecessary. It was more advantageous to simply isolate the I.C. and reconnect the modifications directly. The result has been an important savings of man hours. For their suggestion they received \$3,500.
- **Andre Tans** of the Spares Department in Memorex France received the Quality of Commitment Silver Award for his responsiveness to the urgent needs of our clients. Andre has, on occasion, dashed considerable distances through Europe and given his time and effort unsparingly to elevate the level of service.

**Minimum Device Service Time  
Transfer 4K Block of Data**



*Memorex's 6880 Solid State Disk Storage Subsystem performs transactions at least 14.25 times faster than the IBM 3350 disk storage device.*

## 6880 gives better results

**Continued from page 1**

eliminates more than 99 percent of nonproductive overhead, the time it takes to get to the information stored in the device.

The New features of the 6880 have really expanded the market potential for solid state devices," Standerfer said. "It's an extremely reliable product. We expect to be the top solid state disk storage vendor next year."

Up to four 6880 storage units can be attached to a processor, providing a maximum storage capacity of 512 megabytes or 512 million characters of data.

Memorex is now taking orders for the 6880 and deliveries are expected to begin this month. Single quantities of the 6880 (includes a control unit and a storage unit) is priced at \$431,250.

The first unit is already installed at a customer site in Chicago.

According to **Susan Cunningham**, a combo (storage and communications) sales representative in the Chicago branch, "The customer was originally going to go with a Storage Technology device. After we mentioned our new 6880 and **Larry Korbus** (Chicago systems engineer) told them what the 6880 could do for them, the customer could not refuse."

With assistance from people in Santa Clara, the customer had their new 6880 installed and running in three days and is very pleased with its performance.





*The "first lady of Jazz," Ella Fitzgerald, is together with Memorex again, but this time it's for the United Way of Santa Clara County. Ella and Memorex first worked together more than five years ago when the company manufactured and marketed audio cassette tape (sold to Tandy in 1982). The famous advertising campaign showed Ella shattering glass with her voice. The public still wonders if the glass was broken by a live performance or a recording on Memorex audio tape.*

### **A message from Dr. Philip S. Dauber President and Chief Executive Officer**

SUBJECT: UNITED WAY OF SANTA CLARA COUNTY

This year we will once again be called upon to support the annual fund raising drive for the United Way of Santa Clara County.

As you all know, 1985 has been a difficult year for Memorex, as well as other companies in the Silicon Valley. But there are thousands of people in this county who are having a year that is much worse.

Last year, employees from companies throughout Santa Clara County were responsible for 65 percent of all the funds donated to the local United Way. At Memorex, a record 68 percent of us participated in the campaign, donating a total of \$402,100.

The Santa Clara County United Way has continued to maintain low overhead costs. They managed to mount a county-wide campaign, fund 89 local agencies and administer their entire program with an overhead cost of only 9.6 percent.

The fact is, this year we must achieve a higher percentage of participation and/or a higher average donation per employee to achieve our goal. I strongly believe we must help those less fortunate. By donating to the United Way, our hard-earned dollars will go to work supporting dozens of worthwhile and much needed health and human care services in our community.

Please join me in donating to the United Way. Let's show the people who need our help, when it matters, they can count on Memorex. Thank you.

## **Ella and Memorex are together again**

Ella Fitzgerald and Memorex are together again, not to shatter glasses in an audio tape advertisement, but to help raise \$22 million for the United Way.

Ella and Memorex became as well known together as Laurel and Hardy more than 10 years ago when Memorex was still manufacturing and marketing audio and video tape. As you probably know, that division was sold in 1982 to Tandy Corporation, which currently sells the tape using the Memorex name.

When the United Way of Santa Clara County asked Ella to volunteer her services for some local television and radio announcements, she agreed. You may have already seen Ella in public service announcements on television or on the recent MEMINET. The campaign theme song, "Put a Little Love in Your Heart," is sung by Ella in the background.

Ella also is involved in Memorex's campaign this year to raise \$385,000, a 10 percent increase over 1984 in per capita giving. The United Way's overall goal of \$22 million for Santa Clara County is 12.6 percent over last year's record-breaking campaign. The Memorex campaign will run from October 21 through November 1.

This year also marks the end of receiving United Way T-shirts, which has been a four-year tradition. Employees who donate at least \$3.00 every week will receive a new tote bag.

Donations will be distributed to United Way agencies by more than 200 volunteers, including Memorex's **Ernie Tydell**. In 1985, these volunteers worked on United Way's Allocations Committee to distribute the more than \$15 million raised last year to 89 local human and health care agencies. These volunteers met with each agency's staff and board of directors to discuss their programs, management, budgets and funding requests. The volunteers determine how much funding agencies should receive, although individuals may specify particular agencies to receive their contributions.

**Continued on A3**



**Ralph Fitzgerald** of Memorex Facilities Engineering said a United Way agency helped his son Danny become a better swimmer. Danny is pictured above with Ralph showing the gold medal he won in swimming in the Special Olympics.

## Disabled children learn skills

Developmentally handicapped children today can only receive education from the State until they are 21. Even if they have the ability to continue learning, many of their families cannot afford the fees of special schools or private tutors. As a result, these people never learn how to make a living, which costs the taxpayer money, but more importantly, they never have the feeling of self worth.

Because of this concern, agencies funded by the United Way, have begun to specialize in the care and training of disabled children. In Santa Clara County alone, there are 14 United Way agencies that specialize in the care of developmentally handicapped, physically handicapped, or mentally handicapped children and adults.

"My son Joe is really a blessing to me. It is also gratifying, as a parent, to know that he is becoming fulfilled as a person. There is much yet that he can learn but I am very happy with the progress he has made so far."

Memorex's **Mary Ortiz** works in Finance for Product Operations. Her 15-year-old son, Joe, has been developmentally disabled from birth. Joe has Down's syndrome, a birth defect caused by extra genetic material in the cells. Children with Down's syndrome frequently have relaxed muscles: a small opening for their eyes (which slant slightly upward), broad, short hands and some mental retardation. But Joe also is

trainable. He can learn skills to make a living in the future.

Joe is currently enrolled at the state-funded McKinnon School in Campbell, which works with handicapped children. When Joe is graduated in three years, he will have to move on to programs funded by the private sector if he is to continue learning.

After graduation, Joe will learn skills to make a living through Hope Rehabilitation Services, a United Way funded agency. The Hope Workshop trains disabled young adults to do actual work at companies in the valley, such as sorting parts, putting together simple components for computer companies or helping to package products.

"Our most notable work was probably packaging the famous Pet Rock," said Elaine Roberts, Hope's community relations manager. "We had piles of rocks around here. Our students spent hours putting these rocks into millions of tiny boxes in time for Christmas."

Hope currently has 1700 disabled students at its 11 centers, eight of which are in Santa Clara County. Disabilities range from mental disorders to physical handicaps, to multiple handicaps (both mental and physical). Hope uses the United Way funds for client services, such as psychiatric counseling and physical therapy.

Joe already is working part-time in the cafeteria at Santa Clara Valley Medical

Center. In fact, he has earned more money than any other student in his class at McKinnon. Like Hope, teachers at McKinnon work closely with the parents to achieve common goals.

"Joe isn't very scholastically inclined," Mary said. "But he is really into sports, which is encouraged at home and at school. Joe specializes in track and field events. He recently won the 100-yard dash in this year's Special Olympics and competed in the state-wide games when he was eight. He also is an avid swimmer. These schools also help provide the structure Joe needs to continue to learn and grow in other areas. Joe really needs to feel like he's doing something important, and that's what McKinnon and Hope are all about."

Memorex's **Ralph Fitzgerald** of Facilities Engineering also has a son with Down's syndrome. Although his son, Danny, is now 32, he also went to a United Way agency to continue learning after his public education.

"Several years ago, the State only provided education until Danny was 18," Ralph said. "The Community Association for the Retarded (CAR) helped us after his graduation. Since Danny liked the water, they worked on his swimming skills. He's won several gold medals in State meets of the Special Olympics."

Danny also became involved in the Boy Scouts, another agency supported by the United Way. According to Ralph, the Boy Scouts helped Danny become more aggressive and willing to try new adventures. Danny now goes fishing, camping, and horseback riding with Ralph. He's even learning trap shooting.



Even though Joe Ortiz has Down's syndrome, he'll continue to learn and grow through United Way funded agencies.





Memorex's **Betty Thomas** and Brother Joseph from the Family Living Center sort through clothing donations which will go to homeless families.

## MRX volunteers help living center

Imagine providing up to 150 homeless people each month with shelter, food, clothing, counseling, and job hunting workshops. An average hotel would charge each person at least \$100 per day. But the Family Living Center (FLC) relies on funds from the United Way and State grants. Since it has few paid staff employees, the FLC also relies on volunteers.

According to Brother Joseph, the center's volunteer coordinator, aside from United Way funds, the most valuable donation is a volunteer's time. "If it weren't for the volunteers this place would fold. The volunteers have saved the County approximately \$60,000 a year to keep this facility open. We employ very few paid staff members and rely upon volunteers to run the facility and help the homeless. We currently have about 125 volunteers at the FLC."

**Betty Thomas**, senior production control analyst at Memorex, is an active volunteer for the FLC. She collects food, clothing, books and magazines from Memorex employees for the center and its homeless residents.

Brother Joseph said, "Betty Thomas is a very lively, helpful resource here at the center. She is a real doer. Every single week she brings in donations on her own time."

Most of the residents have either lost their job or housing. Many are on fixed incomes and cannot survive rent

increases. Some are newly separated from their families or have fallen victim to poor health and are unable to work.

"The only requirement to stay at the center is to be homeless" says Brother Joseph. "Presently, there are 135 to 150 people at the center. Most are single-parent families; in fact, 85 percent of our total residents are children under 12. Individuals can stay at the center a maximum of 30 days, although we have made exceptions in rare cases."

One of the first things these people do, after temporary lodging is arranged, is to begin looking for a job and a place to live. Adults are required to search for a job from 8:30 a.m. to 5:00 p.m. The FLC offers job workshops in resume writing and interviewing techniques, which is one area in which Betty assists. The FLC also has an employment referral service with many companies and a referral service with realtors to aid them in finding homes or rentals for the homeless.

Statistics show that the number of homeless in this valley is increasing every year. From October 1983 to November 1984 there were 5,000 homeless. From November 1984 to August 1985 there were 8,000 homeless. The reason why this number is increasing so rapidly is unknown. With this growing need, it is even more important that agencies such as the Family Living Center can continue to be supported.

## Agencies aid victims of earthquake

In an effort to help the thousands of people who were devastated by the earthquakes that hit Mexico City September 19 and 20, Santa Clara chapters of the American Red Cross and the Salvation Army, both United Way funded agencies, have collected monetary donations, medical supplies, clothing, blankets and much more.

"In a two-day period, we received \$22,900 from people in this country who wanted to help in some way," said Laurie Putnam, public information director for the Red Cross. "The response from the public has been wonderful."

Although these agencies have not used their United Way funds for the Mexican earthquake relief, the funds do support their year-round services and enables them to quickly response to these types of disasters.

"Through donations the public has made for Mexico, we purchased medical supplies and sent 45 trained physicians down to help, just two days after the first earthquake," said John Hall, business administrator for the Salvation Army. "Without the United Way's support, we could not have responded so quickly."

## Ella joins MRX

**Continued from A1**

The allocations volunteers help assure that lesser known, but valuable human care programs, get a chance to receive the community's support. These volunteers also monitor the agencies' progress and performance throughout the year in delivery of services.

The United Way has continued to keep its overhead costs at only 10 percent and requires agencies to be tax-exempt organizations that can demonstrate they are providing needed health and human care services for the community. THE MEMOREX PRESS has highlighted just a few of them. Ella and Memorex hope you can help our less fortunate neighbors by contributing to the United Way.

## Network takes in abused women

"My husband was a highly intelligent, successful man. Yet he had trouble adjusting to raising a family. He was very impatient. If things weren't going the way he wanted, he'd try and force things to change. I kept thinking he would be the one to change, that he would stop beating me and my children."

An isolated, unusual story? Unfortunately, it is not. It's a more common story than we'd like to think and it's the words of a Memorex employee. She was able to get help from her family and out of this destructive situation. Although many women are unable to seek help from their families for various reasons, there still is a source they can turn to for support. Women can turn to United Way funded agencies, such as the Mid-Peninsula Support Network.

In the last five years, community programs like the Mid-Peninsula Support Network have mushroomed throughout the nation. Their mission has been to assist victims, educate the general public and break the cycle of spousal abuse in each community.

The Network is a nonprofit organization that provides services to victims of domestic violence, primarily women and children. The Support Network provides a 24-hour crisis line; support groups; therapy for victims and/or abusers; a shelter; advocacy for medical, legal, law enforcement, education, housing, and welfare; information and referrals, and community education. The cost of these services is dependent upon each client's income.

"More than 90 women each month come to us for protection against their husbands. The number of clients who use our services has increased by 10 percent each year since we began," said Bobbi Lee-Siegmann, assistant director for the Network. "This rise is mostly due to the increase in public awareness of our services. Most other shelters throughout the county are full."

One of the most common questions is why do women stay in violent atmospheres. Some fear what will happen if

they leave and others are still in love with their husbands or boyfriends, even though they physically abuse them. Many of these women also are economically dependent on their husbands and feel they are incapable of supporting themselves. The Support Network helps them to get jobs and improve their self-esteem.

"At the Support Network, we provide protection for the women while they try to resolve the situation with a counselor. Some women end up leaving their spouses, others return to their spouses to try to eliminate the violence through family counseling," said Lee-Siegmann.

The Mid-Peninsula Support Network began January, 1978, when the Santa Clara County Commission on the Status of Women created a mini-project to research the extent of woman abuse in northern Santa Clara County. The Mid-Peninsula Support Network has since assisted more than 3,000 families. The Network has reached approximately 30,000 people through its community education programs. More importantly, the Support Network has saved lives and has helped people rebuild positive, nonviolent family structures.

### Put a little love in your heart

Words by Jackie DeShannon

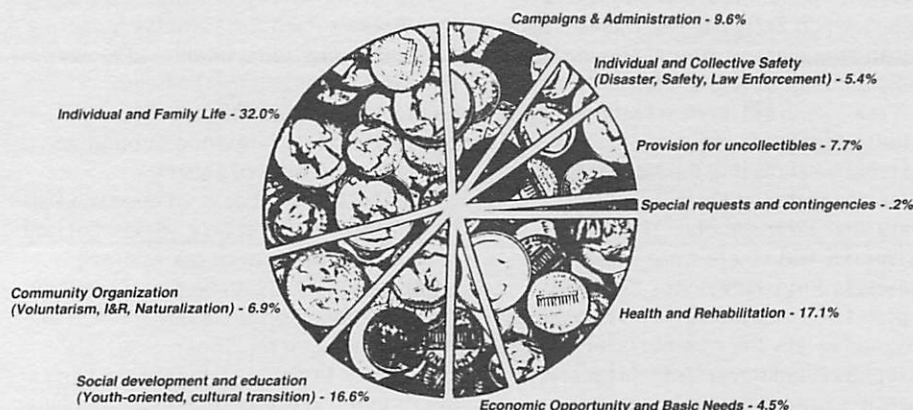
*"Think of your fellowman, Lend him a helping hand, Put a little love in your heart.*

*You know it's getting late, so please don't hesitate, Put a little love in your heart.*

*And the world will be a better place, And the world will be a better place, For you, And for me, You just wait, Wait and See."*

## Where the dollars went in 1984

Overhead only 9.6%



Woman abuse is as much a part of upper- and middle-income family life as of low-income families. The impact this violence has on the entire culture is staggering, with injuries and deaths in the thousands. Today's children from abusive families also grow into tomorrow's adults who believe their respective roles are to beat up and to be beaten upon.





*Precision, accuracy, and excellence have been Burroughs ideals during the last 100 years. Employees, such as these at the Plymouth, Michigan plant in the late 1940s have used these ideals to develop many major technological innovations.*

## BGHs cuts costs around the world

THE MEMOREX PRESS has reported several cost-cutting efforts which are underway throughout the company. Here are selections of cost cutting programs throughout Burroughs worldwide:

- **Cutting space requirements** is expected to save \$140,000 annually, a 40 percent savings, for Corporate Industrial Design. Starting from scratch, the Corporate Operations Group determined how their model shop could be configured for more effective space utilization. Storage requirements were reduced—made possible by a general housecleaning—and offices were altered.
- **Reducing the cost of materials** without compromising product reliability is an ongoing priority for the Component Engineering and Procurement Organization (CEPO), Micro Components Group (MCG), and System Products Group (SPG). According to Jerry Shames, general manager of the Carlsbad plant, savings of about \$1 million have already been realized and there's potential for four times that amount by switching certain circuits from ceramic to plastic.

## In the news

- **Thomas Newth** has been appointed to the position of Director, Corporate Financial Planning and Analysis. Tom will be responsible for all Memorex Corporate financial analysis, planning and special project activities.
- **Mark McCormack** has been appointed to the position of Manager, Corporate Financial Analysis, directly responsible for Memorex Corporate financial analysis activities. Mark comes to Memorex from the Burroughs Coral Springs manufacturing and engineering facility.
- Also reporting to Tom Newth, will be **Laura Kinch** in the position of Project Manager, Corporate Financial Planning. Laura will be responsible for coordinating and managing financial planning.
- Memorex engineers are encouraged to attend Wescom, the oldest and largest high technology electronics component conference for original equipment manufacturer (OEMs). **Arthur Wong**, of Linear LSI under Disk Drive Engineering, has been working on Wescom, to be held November 19-22 at the Moscone Center in San Francisco. Engineers will be able to see new microelectronics, test equipment, production equipment, electronic packaging and much more. Discount tickets are available for Memorex employees. Contact Arthur at 7-2375 for more information.
- At Burrough's first university-sponsored Research Symposium held at the University of Michigan in August, faculty from 11 universities demonstrated application software they had developed to facilitate teaching.

## New column: Memorex product profile

**Are you frustrated and confused about the description of Memorex's product line? Do all those numbers: 2178, 2078, 3690-2, 3680 HDP, and others sound like a bingo game? THE MEMOREX PRESS has started a new column to describe communications and storage equipment each month.**

- **3690-2** is a disk storage device which holds 730 megabytes or 730 million characters of data. The amount of time it takes to gain access to information stored in this device is 19 milliseconds or 19 one-thousandths of a second. Almost two megabytes of data (1.859) can be transferred from the processor to the 3690-2 every second. The 3690-2 competes with IBM's 3370 and 3370-2 storage devices.
- **3680 HDP (high density package)** is a disk storage device that takes up 40 percent less floor space than similar IBM devices. It holds 10.08 gigabytes (1,008,000 megabytes) of data, which can be reached in 16 milliseconds. Three megabytes of data can be transferred every second. The 3680 HDP combines four regular 3680 disk drives in one box occupying only 26 square feet of floor space. This allows companies to fit more devices in their computer rooms.
- **3280** is a dual density tape drive which supports two methods of recording data. Information is recorded on reel-to-reel computer tape much like a standard tape recorder. The first density of the 3280 uses a Phase Encoded to record 1600 bits or pieces of information on every inch of tape and transfers 320 kilobytes (1000 bytes) of data every second. The second density uses a Group Coded Method to record 6250 bits of data per inch. This density has a data transfer rate of 1,250 kilobytes per second. The 3280 tape drive competes with IBM's 3803-2 and 3420 tape drives.
- **Reducing the cost of office supplies** has meant small, but important incremental savings for Financial Systems Group, says Human Resources Manager, Howard Owens. When ordering supplies in quantities that are too small for Procurement to bother, a group of resourceful secretaries have taken the initiative to consolidate their orders. As a result, they receive quantity discounts that are not possible on an individual basis, as well as free supplies—getting one package free for every 10 ordered. An important additional benefit, according to Owens, is the self satisfaction that the secretaries have gained for initiating the process.
- **Reducing long distance** and telex costs has come about in the Business Forms Division, Office & Media Products Group (OMPG), by switching to a less costly electronic mail system.

## Rookie success

Continued from page 1

Memorex Finance Company Representative, **Lou Adimare**; and many others from the Communications Group including **Mel Raymundo** and **Jeff Shamus**.

"My questions were answered so quickly and efficiently," Henry said. "Everyone involved responded to my immediate needs. The customer said they needed display terminals as soon as possible and they were delivered in one week."

After the order was signed for 165 **2078** display terminals, 38 **2174** controllers, and 40 **2068** multifunction printers, the customer told Telex, one of the other competitors, that it chose Memorex because "in every situation the cream always rose to the top."

Another successful rookie is **Jim Barlow**, a combo (communications and storage equipment) sales representative in Salt Lake City. Jim began prospecting for new sales and landed two brand new accounts. One of them, a large school district, purchased \$250,000 of communications equipment from Memorex and Jim is now working with them for additional business. He also completed a deal with an oil company for several tape drives. These are just two examples of successful rookies. The MEMOREX PRESS will continue to highlight others in future issues.

## Press Box

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Memorex, a Burroughs company.

## August/September/October Anniversaries

### LIEGE, BELGIUM

#### 10 Years:

Arlette Clernix  
Maria Seco  
Simone Swinnen  
Peppino Perazzelli

Domenico Di Bernardo  
Roger Weerts  
Marcelino Garcia Alvarez  
Luigi Di Carlo

Georges De Froidmont  
Aquilino Gonzalez Garcia

#### 15 Years:

Luigia De Min  
Serge Boneccher  
Antonio Pareja  
Emile Campioni

Salvatore Militello  
Maurice Coomans  
Georges Chevrolet  
Helga Wolf

Paul Camille  
Halinka Sereda  
Marie Louise Gauthy

### JAPAN

#### 10 Years:

Kinji Masouka  
Masatosha Ishikawa  
Niroh Koiki  
Kaichi Hiratsuka  
Kazuhiko Inao

### ITALY

#### 10 Years:

Adele Bondioli

#### 15 Years:

Ed Phillippe

### CANADA

#### 10 Years:

Bruce Watier

### UNITED STATES

#### 20 Years:

Marilyn Balke

William Hiegel

Donald Stellman

#### 15 Years:

Pete Lujan  
Angelo Macchiaroli  
Delores Abrams  
Raymond Contreras  
Arnold Simon  
Jennie DelaCorda  
Freddie Leuschner  
Mary Lindner  
Kathy Belden  
Eloise Jiskra  
Kathleen Olson  
Betty Larson  
Cindy Galde  
Bonnie Freezy  
Robert Bertram  
Louis Vandenbrande  
Keith Hanlon  
Ronald Dumont  
David Brda  
John Essick  
Maria Stroud  
Irene Hirota  
Beverly Manchester  
Elsie McClelland  
Billy Emmett  
Thomas O'Keefe  
Robert Coppola  
Roger Cunningham  
Michael Marshall  
David Rutkowski  
Thea Suit  
Wayne Millies  
Esther Garcia

Carol Ledger  
Nicole Pomales  
Dianne Dick  
Kenneth Schooler  
James Stinson  
Joseph Machata  
Carol Ledger  
Stella Hase  
Valerene Johnson  
Helen Klein  
Mary Nussberger  
Reggie Widgeman  
Chuck Weber  
Virginia Perone  
Joyce Vetterkind  
Sharlene Kurth  
Elaine Britten  
Delores Field  
Shirley Vradenburg  
Donald Carlson  
Samuel Alvarado  
Mary Huff  
Laura Johnson  
Juan Santiago  
Michael Ferguson  
Douglas Middour  
Harold Stanley  
Jack Mitchell  
John McMahon  
Donald Juhola  
Theodore Neu  
Dale Nicholson  
Howard Brunner

James Doherty  
Lynn Swidersky  
Reginald Widgeon  
Paul Ellis  
Charles Weber  
George White  
Randy Dale  
Robert Simpson  
John Beckett  
Gerard Fujita  
Morton Ashcraft  
Stanley Kulinski  
Ian Fleming  
Mihail Popovici  
Vicki Mitchell  
James Bishop  
Ralph Delange  
Dorothy Arndt  
Chester Nowak  
Everett Brandt  
Rose Gibson  
Barron Miller  
Ernestine Bernal  
Delmar Show  
Louise Davidson  
Sharon Maiden  
Elena Heinzman  
Charles Oliver  
Coronacion Valderrama  
Elver Back  
George Bjork  
Rita Veitch  
Richard Lindner