

MEMOREX INTERCOM

NEWSLETTER FOR EMPLOYEES

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DISC PACK NEW MEMOREX AFFILIATE

Announcement of Disc Pack Corporation as an affiliate of Memorex Corporation was made recently, at the annual stockholders' meeting.

Disc Pack Corporation, located in Hawthorne, Calif., is presently engaged in the design and development of precision memory discs for use as a storage medium for IBM and other new computers employing disc pack memories. Memorex will now join Disc Pack's development activities in a joint venture to produce an IBM compatible disc device. Complementary to magnetic tape, the major Memorex product, disc packs are capable of more rapid retrieval of information from relatively small coated memory discs.

The disc pack memory is an information storage device consisting of stacks of coated aluminum discs, which are held in a plastic container. The discs are rotated like phonograph records in recording equipment manufactured by the computer systems makers.

The two principal officers of Disc Pack Corporation are very experienced engineers and scientists. They are Raymond Stuart-Williams, President of Disc Pack Corporation and Charles W. David, Vice President. Mr. Stuart-Williams, an electrical and mechanical engineer, educated at the University of Glasgow, was a pioneer in magnetic storage and magnetic materials. His twenty years of experience began in England, but in early 1952 he moved to the RCA Research laboratories in Princeton, New Jersey. He was a founder and Vice President Engineering of Telemeter Magnetic, and in 1960 when Telemeter Magnetic was acquired by Ampex Corporation, he was named Technical Director of Ampex Computer Products



Division. Subsequently, Mr. Stuart-Williams was a founder and Vice President of Data Products Corporation, and most recently General Manager of its Disc File Division. Mr. David, Vice President of Disc Pack Corporation, is a mechanical engineer, was educated at the General Motors Institute of Technology, and is an expert in automation and process control. His experience in the magnetic coated memory field started when Mr. David was Manager of Manufacturing for Bryant Computer Products, a Subsidiary of Excello Corporation, and then continued at Data Products Corporation where in recent years he was Director of the Media Department of the Disc File Division.

Don Le Goullon Saves Day!

We would like to commend Don Le Goullon for his quick action in averting a potential disaster. On May 11, a solvent spill in the Coatings Lab was accidentally ignited causing an explosion and a fire. Don very quickly took an extinguisher from the wall of the Magnetic Materials Lab, entered the Coatings Lab and extinguished the fire which had not yet spread from the area of the solvent spill. Had the fire continued uncontrolled, it would probably have spread to other solvents and caused major damage.

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PROFIT SHARING POINTS

Profit means different things to different people. In our country today, profit is most often measured in dollars. In the past it has been measured in beads, bones, cows or pigs.

To a South Sea Islander, profit is extra fish stored up for the rainy season, when it's dangerous to go out in a boat. To the old American Indians, profit was the corn left over for winter.

The point is that profit is something common to every society that ever existed -- or that existed for any length of time.

There is a reason for that. Self-preservation and a desire for self-improvement are common to everyone. If there is a universal human nature, it is built around the concept of self-interest. Profit is a way of expressing that self-interest, that desire for self-improvement.

Profits help everyone. They help the stockholders in the form of dividends. They help the government in terms of taxes. They help the economy in terms of strength and growth. They help the Company that earns a profit in terms of its own expansion. They help the employee in providing a job, wages and employee benefits. They all come from profits, for without profits a company would soon go out of business.

And in companies such as ours, profits help all employees through our profit sharing plan. With profit sharing, each employee is a partner with our stockholders in the success of our company.

As the company prospers, we all prosper. That's certainly worth our best efforts.

EDITORIAL COMMENT

IT'S HUMAN NATURE

Bad news always seems to travel faster and farther than good news. We really don't know why. Let's just say, "It's human nature." By the same token, dissatisfied customers tend to shout louder and longer than those who are pleased with what they have purchased. And, they tend to complain to their friends and neighbors and business associates. When we hear bad things about an organization, or about its products or services, we may not pay any attention to it. But then again, we may. At the very least, people are likely to be cautious about giving their business to an organization about which somebody has complained. It's our job to keep all of our customers satisfied. This simply means that we must always do our best work and we must guard against carelessness. This doesn't seem like asking too much, does it? After all, we are customers, too, and we expect to be satisfied when we buy. Let's be as considerate of our customers as we would have others be of us when we are the customer.



Elwood always said that's where profit sharing would put him.

MAG NEWS BRIEF

Discount passes for Disneyland are available from Linda Mancini, Marketing Department, for the MAG members who will be visiting Disneyland this summer.

Representing Memorex in the State Bowling Tournament, to be held June 11, at Mel's Bowl in Alameda, are Ann Bassford, Jim Gerry, Linda Mancini, Marlene and Marion Jones.

Results of the April 16th Division Golf Tournament held at the El Dorado Glen Golf Course were:

First Flight

Ben Kimura 71, Roger Disinger 71, Mel McPherson 73, Bill Christy 73, Don Horn 74, Bob Brumbaugh 75, Willy Opp 75, Carl Anderson 75, Bob Wallin 77, and Howard Burk 78.

Second Flight

Keith Gerry 72, Les West 72, Vic Gobin 74, Jim Ferreria 76, Will Perlee 77, Russ Rousseau 78, Paul Spetoskey 78, Steve Kime 79, George Shubert 79, Jim Keenan 79, Cliff Harter 81, and George Kurtz 82.

Give Some People An Inch... and They Think They Are a Ruler.



MEMOREX'S ADS WIN TOP HONORS

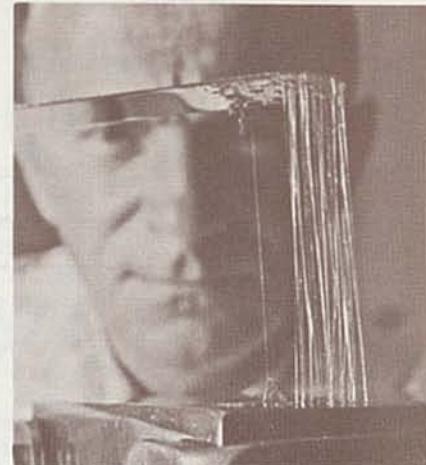
Memorex set another first; this time in the field of advertising.

Last month first place honors for institutional trade press advertising were awarded to Memorex by the Southern California chapter of the Association of Industrial Advertisers.

While accepting the award for Memorex, Jerry Kelly, advertising and promotion manager, was informed that it was the first time a Northern California company with a Northern California agency had copped a first place in the annual Southern California AIA competition.

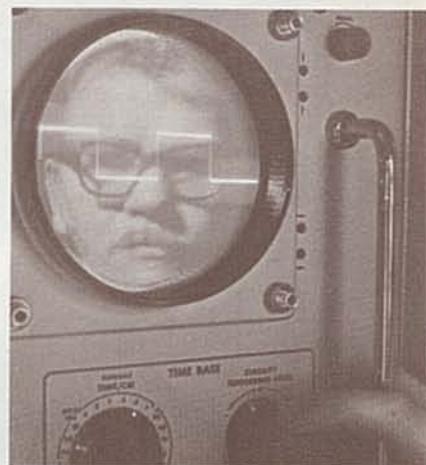
The coveted honor was tendered Thursday evening, April 21, at the Sheraton-West hotel in Los Angeles. Fred Dunne, president of AIA's South State chapter, made the presentation.

Pictured here are the ads which won top honors for Memorex.



Ted Kisor makes it stick. One year, Ted handled 200 meetings, and from his analysis of the outcomes, he's come up with 10 tips for success. Ted and Diane Kisor, Chico, Calif., provide successful business improvement, client, media, and networking training, consulting, and executive coaching services. Visit www.tedkisor.com or call 530/891-1000.

Memorex
The Sound of Quality



After 4 years of work on this joint R&D program, the first article has been completed. This article, along with the other two, will be submitted to the journal *Journal of Polymer Science: Part A: Polymer Chemistry*. This article is the first of a series of articles that will be submitted to the journal *Journal of Polymer Science: Part A: Polymer Chemistry*.

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FOCUS

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ACCOUNTING DEPARTMENT

From a one man operation with hand posted records initially handled by Mr. Spitters, then by Mr. Anderson to twelve people and automated accounting. That's the story of progress in the accounting department at Memorex Corporation.

In March of 1963 when Sara Millar joined the department, she and Howard Burkhart, present Manager of Accounting, were the entire department handling all accounting functions including payroll. In October of that year Peter Aye came to the department taking over the billing, credit and hourly payroll. By 1964, business had increased so much that five people were added to accounting. Sue Sheely in accounts payable; Frank Dalle Molle, costs; Marlene Leas, billing; Maria Rascon, secretary; Les West, accounts payable supervisor. Also in 1964 the department moved from building A to new quarters in building B.

With the addition of a keypunch operator, Gail Barron, in mid '65, we started the eventual changeover to automated accounting. In 1965, the department again moved this time "across the street" to quarters they still occupy. They also added this year; Lois Smith in billing and Don Stecker in cost.

All the accounting department people are now looking forward to moving in mid June to offices on the second floor of the new building where they hope to stay awhile!

Softball Schedule

(Games are to be played at Elmer Johnson (EJ) located at Monroe and Poplar Streets and Lafayette (Laf) located at Lafayette and El Camino Real, Santa Clara.)

Thursday - June 2 - 7:15 - (Laf)
Hank's Pharmacy vs Memorex Hawks

Thursday - June 9 - 9:00 - (Laf)
Memorex Hawks vs General Micro-Electronics

Thursday - June 16 - 7:15 - (Laf)
Galloway Dist. vs Memorex Hawks

Thursday - June 23 - 7:15 - (EJ)
Rare Steer vs Memorex Hawks



TOP, Frank Dalle Malle and Don Stecker.



TOP, Gail Barron, Les West, and Sara Millar.



BOTTOM, Marlene Leas, Peter Aye, and Lois Smith.



BOTTOM, Sue Sheely, Howard Burkhart, and Shirley Potter.

WINTER BOWLING SEASON ENDS

The trophies for the winter Bowling league were given out at a dinner-dance held at Villa Felice on April 30. The following people received awards for the bowling year, 1965-66.

First Place Team - Easy Marks

Mike Munson
Karen Pratt
Bill Pratt
Roy Ericson
Alt Case

Second Place Team - The Sleepers

George Wright
Howard Burkhart
Marcia Burkhart
Keith Gerry
JoAnne Gerry

High Scratch Series -

Marion Jones (595)
Keith Gerry (647)

High Scratch Game -

Linda Mancini (199)
Maxine Manning (199)
JoAnne Gerry (199)
Ron Hendel (243)

High Handicap Series -

Marlene Leas (574)
Dick Bangham (704)

High Handicap Game -

Marcia Burkhart (224)
Clancy Hamm (274)