

THE MEMOREX PRESS

A newspaper for Memorex employees

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Special Issue

Executive Profile: Phil Dauber

Have you ever wondered what Memorex's top executives are really like? What type of people do they admire? Do they have the same frustrations about their jobs as we do? Employees in one of the luncheons with President **Phil Dauber** suggested producing a special issue of the MEMOREX PRESS to find out what makes them tick.

Dr. Dauber and his direct reports were all asked questions about Memorex, their jobs and personal views. Their thoughts are on the next four pages. In addition, each of their direct reports have been listed to give you an overview of the people and functions underneath them.

Phil Dauber, president & chief executive officer

At the head of the Memorex management team is President Phil Dauber. An energetic man, he always seems ready and raring to move on to the next project. His approach to each project is very analytical. Phil is not only interested in getting something done, but in the logic and the process as to how it gets done. Perhaps because he is driven to excellence and has a strong desire to see progress, he works very long hours, taking little time for recreational pursuits.

Phil joined previous chairman C.W. Spangle (retired December, 1984) in Memorex's executive office in June, 1984, as president and chief operating officer. He came to Memorex from Burroughs, where he was most recently president of the Systems Products Group and a Burroughs senior vice president. Phil also brings 15 years of IBM experience to Memorex.

Although born in New York City, Phil traveled to the University of Michigan to receive his extensive college education. He earned a bachelor's degree in Electrical Engineering, followed by a master's and a PhD in Communication Science.

"Phil is very bright, very quick and demanding," said Diana Ryan, his



administrative assistant. "He has high expectations of those people who work around him. He also is very inquisitive—a 'hands-on' manager—who tries to keep involved and wants to know everything. Very little goes unnoticed. Phil has a high energy level, he's vibrant and moves very quickly. He's always on the go."

"Most people see him when he is fully participating in a debate process and totally enjoying it. Fortunately, he has a terrific sense of humor. In fact, he can make a very earnest comment and it will just 'crack you up.'"

Why did you join Memorex?

"Memorex was a challenge, and I knew it was a challenge that I would enjoy."

What do you enjoy most about your job?

"I enjoy the excitement. There are new challenges every day and that's exciting. It's been a challenge to consolidate the organization and to improve our profitability. We've made a lot of progress and we're continuing to make progress."

What frustrates you most about your job?

"I like to complete projects quickly, but sometimes it takes longer than I would like to get them done."

Current major projects?

"As I've said before, our major goal is to improve the profitability of the company over the next year. But, another important goal of mine is to encourage everyone to do his/her best and to drive professionalism throughout Memorex."

Advice you would give someone joining Memorex today?

"In order for them to get ahead, I would tell them they must understand our problems. That's part of understanding any company. In order for them to help make the company more successful, they need to work towards the same goal of improving profitability."

Last book you read?

"Delta Decisions," by W. Smith

What is your greatest escape?

"Running. I run about seven to ten miles every Saturday and Sunday. I especially enjoy running through the hills above the Santa Clara Valley."

A handwritten signature in cursive that reads "Phil Dauber".

DIRECT REPORTS

- Senior V.P., Product Operations
- V.P., Domestic Operations
- President, International Group
- V.P., General Counsel and Secretary
- V.P., Finance and Business Development
- V.P. Human Resources

Executive Profile: Bill Morgan



Bill Morgan, senior vice president Product Operations

Behind Memorex's development and manufacturing of storage and communications peripherals is Bill Morgan, senior vice president of Product Operations. A warm and friendly man, Bill, along with his distinctive Texas accent, joined Memorex in October 1984. He brings some 25 years experience in the electronics industry to the management team.

Bill started his career with 20 years at Texas Instruments. He moved to Storage Technology Corporation in 1978 and became corporate vice president and general manager of the disk systems division and then of the components division. After Storage, he became president and chief operating officer at Disctron, Inc., and chief executive officer at Amlyn Corporation.

"Bill is a joy to work with," said **Shari Rooney**, his executive secretary. "He's one of those terrific bosses who's clear in his instructions, reasonable in his requests and best of all, keeps his sense of humor."

Why Memorex?

"I joined Memorex partly because of Phil Dauber's expertise and because the company was an excellent opportunity."

What do you enjoy most about your job?

"I enjoy making things work and the ability to accomplish technically what the market demands."

What frustrates you most about your job?

"Often, the same things that I enjoy the most about my job also frustrate me. One is the inability to react fast enough to meet the needs we have."

Biggest accomplishment?

"Actually, I'd like to tell you what I'm most proud of and that's the improvements in the 3680 disk drive program and the new product introductions in the Communications Group. We also have better reaction capabilities in our operations and in our ability to consistently produce products to meet market demand."

Current major projects?

"I am currently working on balancing the load in all our plants. That means balancing the manpower and making sure we are producing the right products in the right places. Looking toward our future stability and continuing to stress product quality and reliability are other major projects. We also have underway major new product developments in both storage and communications."

Advice you would give someone joining Memorex today?

"The same advice I would give to people working here now. The opportunities are fantastic for the future, but we all have to do our best. This is a very competitive business and it takes all of us to be successful."

Personal heroes?

"My vote goes to Willie Nelson. I think he's the best. He's also a little bit of a rebel."

Favorite movie?

"One of my favorites is 'Private Benjamin.'"

Greatest escape?

"This has changed a little since I left Texas, but I enjoy swimming, getting outdoors, and spending time with Sally, my wife of 26 years, and my two daughters."



PRODUCT OPERATIONS— DIRECT REPORTS

- V.P. and General Manager Large Disk Drive Division
- President, Communications Group
- V.P., Special Projects
- V.P., Staff Operations and Support
- General Manager, Special Projects
- V.P., Storage Equipment Operations
- V.P., Storage Systems Development and Technology
- V.P., Product Assurance and Support
- V.P., Planning and Program Management
- Director, Human Resources
- Director, Finance

Executive Profile: Jack Scott



Jack Scott, vice president, Domestic Operations

Jack Scott, vice president of Domestic Operations, greets you with a strong handshake and a warm smile. His optimism and enthusiasm for Memorex's future can be contagious. But he also has a more serious side when it comes to getting our products to market or the logistics of closing a sale.

Jack is responsible for all of the company's domestic sales, service and marketing activities, and the Memorex Finance Company. He knows what makes the computer business tick, with more than 20 years of sales and marketing experience in the data processing industry. Joining Memorex in December, 1984, he started his career with IBM and then joined Storage Technology Corporation in 1978, where he was most recently vice president of Worldwide Marketing.

"Jack is witty, friendly, down to earth and very outgoing," said Dorothy Bear, his executive secretary. "He loves to laugh, sail, play racquetball and enjoys a good joke, along with a winning poker hand. Yet, he's sensitive and caring. Jack works hard and fast and expects the same from his group. He is very organized, which helps get the job finished in a timely manner. He is responsive to others and considers everyone important and needed. He expects this from others too. I think of him as 'the official human dynamo.'"

Why did you join Memorex?

"I saw some major, once-in-a-lifetime

opportunities with Memorex. The company is getting to the point where product deliveries are becoming consistent and competitive. Changes in the competitive atmosphere also have benefited Memorex. Costs are coming under control and we are getting more aggressive."

What do you enjoy most about your job?

"I enjoy accomplishing difficult tasks and refining a team that works. I'm excited that all team members are doing their part and making it work."

What frustrates you most about your job?

"We don't have enough product strength. We're not where we should be in product stability. Our costs are still too high, although we're making progress. I'm frustrated by the lack of consistent professionalism. Some parts work, but some don't. We also don't have enough sales people to cover the opportunities, but that will improve during 1986."

Biggest accomplishment since joining Memorex?

"Completing the Domestic Operations management team and setting a faster pace. We also have helped the rest of the company understand the needs of Domestic Operations."

Current major projects?

"I'm working on a successful third quarter. We have a shot at making our projected

profit numbers and I will be thrilled to accomplish this. In addition, we are always working on new products, streamlining the organization, fine tuning professionalism, and making customer contacts."

Advice you would give someone joining Memorex today?

"I would tell them that there are major opportunities for people willing to work very, very hard. They should be creative and not tolerate too much bureaucracy. There are risks, but also rewards."

Personal heroes?

Winston Churchill
John F. Akers, president and chief executive officer of IBM

Last book you read?

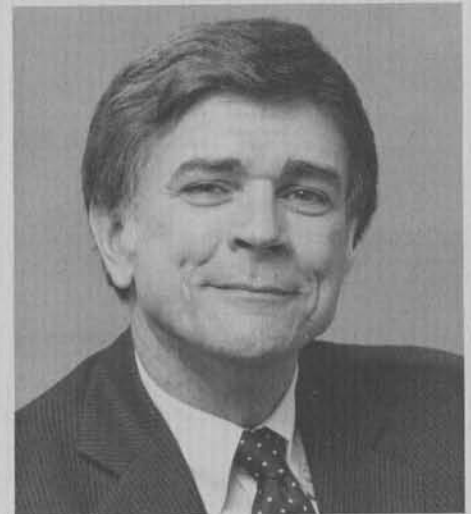
"Moby Dick," by Herman Melville
"Moodswing," by R. Fieve

Favorite movie?

"King of Hearts"

Greatest escape?

"Taking the entire family sailing."



DOMESTIC OPERATIONS— DIRECT REPORTS

- V.P., Customer Operations
- V.P., Marketing
- Director, Human Resources
- V.P., Sales Operations
- Director, Finance

Executive Profile: Foster Markolf



Foster Markolf, vice president, General Counsel and Secretary

Foster Markolf, vice president, General Counsel and Secretary, is Memorex's "honest Abe." He maintains an open-door policy, making himself accessible and willing to help with any legal issue the company may address. Although Foster has a great sense of humor, he is careful and conscientious about corporate laws and regulations.

Foster joined Memorex in November, 1977, as counsel for Memorex's equipment groups. He was appointed to his present position in March, 1982 where he is currently responsible for advising company officers, managers and other employees of the impact of legal considerations on the company's operations.

His organization monitors all company activities to ensure we comply with applicable laws and regulations, manages Corporate Security, and acts as the company representative in all issues involving government relations.

"Foster is a very intelligent, hard-working, dedicated and professional individual," said Kim Correia, his executive secretary. "Sometimes I think he could take on the world. He is never hesitant to go that extra mile to get things accomplished. He is always willing to assist me and his direct reports on difficult projects. He also is very good at keeping his staff aware of current events in the company.

"Foster has another side that is down to earth, warm and very friendly. He also is very active, outgoing and ready to challenge anyone to a tough game of tennis."

What do you enjoy most about your job?

"The satisfaction that goes along with successfully completing business

transactions that generate revenue and profit for Memorex. I also enjoy the opportunity to work closely with the many outstanding people we have throughout the company. We are extremely fortunate to have highly qualified, hard-working lawyers at Memorex; Chuck Bell, Joe Duane, Jud Gutheil and Dave Heid."

What frustrates you most about your job?

"To be a successful corporate lawyer, you have to always be accessible to your corporate clients. You must be able to respond to their needs for legal assistance quickly so they, in turn, can get their job done. However, to accomplish everything, it's necessary to give priority to pending tasks. By definition, this means that some people, who are counting on me and our other lawyers for a quick response, have to wait a few days. This is the single most frustrating thing about my job."

What are your biggest accomplishments?

"Putting and keeping together a legal department that is composed of very talented and hard-working lawyers and support people who are able to contribute positively to the success of the company. Each of our lawyers is dedicated to providing meaningful, useful and timely legal advice and counsel to our people."

Current major projects?

"I'm working with our Communications Group to help them deliver many new products for Memorex this year. My major role is assisting them in contract negotiations."

Advice you would give someone joining Memorex today?

"Make a concerted effort to learn about our products and to get to know our people. You must then concentrate on becoming an active, contributing member of the team. It is by working together as a team that we will continue to be successful."

Last book you read?

"*Lincoln*," by Gore Vidal and several mysteries.

Greatest escape?

"Camping with the family (preferably at the beach), playing tennis, attending spectator sports (almost any sport) and reading (mostly mysteries).

Executive Profile: David Ludvigson



David Ludvigson, vice president, Finance and Business Development

The newest member of the management team is **David Ludvigson**, the all-American looking vice president of Finance and Business Development who joined Memorex in June 1985.

David often looks for input and listens to other viewpoints before making a decision. He also is determined, especially when it comes to the financial stability of the company and how his group can improve Memorex's bottom line.

David transferred to Memorex from the Financial Systems Group of Burroughs, where he was Controller. Prior to his three years with Burroughs, David spent nine years with Price-Waterhouse as Senior Manager of the Management Advisory Services.

"Although I have only been working with Dave for a short time, from first impression, he's friendly, yet strong and aggressive," said Sandy Santos, executive secretary to David. "He maintains an open door policy with his staff and easily fits in with the rest of the executive management team. Dave joined Memorex with a definite plan for what he

LEGAL—DIRECT REPORTS

- Counsel (three lawyers represent various parts of Memorex)
- Patent Counsel
- Legal Analyst
- Administrative Assistant
- Manager, Corporate Security

Executive Profile: Chuck Recker

wants to accomplish in his organization and for the good of the whole company."

Why did you join Memorex?

"It was an opportunity to manage a challenging business."

What do you enjoy most about your job?

"Although I haven't been here very long, I enjoy the interactions with other Memorex employees in working on our key business issues."

What frustrates you most about your job?

"The lack of good information and information systems to support financial planning and decision making activities."

Current major projects?

"1986 financial projections and related strategic business issues."

Advice you would give someone joining Memorex today?

"Be prepared for challenge and change. Memorex is and will continue to be a very dynamic and challenging environment."

Last book you read?

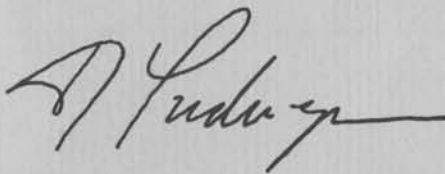
"*Tough Guys Don't Dance*," by Norman Mailer

Favorite movie?

"I like a variety of movies. Recently, I saw '*Back to the Future*' and enjoyed it."

Greatest escape?

Golf



FINANCE AND BUSINESS DEVELOPMENT— DIRECT REPORTS

- Director, Corporate Information Systems
- Director, Business Development
- Controller and Treasurer
- Manager, Finance Quality and Productivity Programs
- Director, Decision Analysis

Also works closely with: Tax Manager and Finance Directors of International Group, Product Operations and Domestic Operations



Chuck Recker, vice president, Human Resources

Chuck Recker, vice president of Human Resources, is quick with a joke or a smile. Although Chuck generally appears relaxed and easy going, he also has a more serious side when it comes to the condition of the computer industry and the effect it can have on Memorex employees.

Rising up the ranks to his current position, Chuck joined Memorex in April, 1979, as HR manager for the Large Disk Drive Division. Chuck oversees the company's programs in employment, compensation, benefits, training, health and safety, employee awards and services, community relations, and various HR systems, policies and procedures.

Thea Suit, executive secretary, said, "Working for Chuck is never, never dull. It's very interesting and challenging work, partly because of his great sense of humor. He 'cracks me up' with his never-ending humorous remarks. Yet, I appreciate his integrity and respect him. Chuck is very people-oriented and shows great concern for all our employees."

Why did you join Memorex?

"I wanted to be an HR manager for a high technology company that was fast-paced and in Santa Clara."

What do you enjoy most about your job?

"I enjoy the pace! I also enjoy the people who stay with Memorex because they too enjoy the ever changing demands of this industry. Boredom is something I cannot endure for very long. But, we all know this industry doesn't allow for much of that."

What frustrates you most about your job?

"The very pace that I enjoy sometimes

doesn't allow us to do the planning we need. Proper planning would allow us to provide an environment where everyone could reach his/her goals. I hate to see us lose good people due to this."

Biggest accomplishment since joining Memorex?

"Hopefully, I have helped some people become better managers. I hope I've shown them that there is more than one way to manage their people. I have seen some managers rise to greater levels of both understanding and responsibility over the years and I hope I have helped in their success. We also have developed procedures that are more commonly applied to all Memorex employees rather than each division applying them independently."

Current major projects?

"We are working on a new benefits program both domestically and internationally, a new exempt job evaluation system, a new HR management information system and 1986 compensation programs."

Advice you would give someone joining Memorex today?

"You must understand that the company you have joined is full of excellent people, who want to do a good job and take advantage of the opportunities to grow. You will have to work hard to keep up with these people, but the rewards can be substantial."

Personal heroes?

"People who are committed to their success and the success of the people around them. I also admire people who take a stand on an issue, but will listen to another side and then can reach a compromise. This way, everyone moves ahead instead of being dead in the water."

Last book you read?

"*Space*," by James Michener
 "*The Holcroft Covenant*," by Robert Ludlum

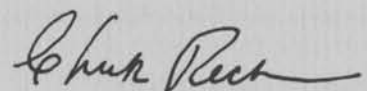
("I always have two going at one time.")

Favorite movie?

"*Gone With The Wind*" and "*The Maltese Falcon*"

Greatest escape?

"Golfing and water skiing."



Continued on next page

Executive Profile: Lars Turndal



Lars Turndal, president, Memorex International

With his Swedish finesse, **Lars Turndal**, president of Memorex International, oversees direct sales and service operations in 23 countries and a distributor network serving 45 other countries from International's headquarters in London.

His polite, friendly nature and warm smile make you feel comfortable with him almost immediately. His sharp business sense keeps him on top of worldwide political and economic conditions that dictate how the computer industry operates and sales are made.

Lars, a vice president of Burroughs since March, 1983, was previously regional vice president responsible for Australia, Canada and northern Europe. He joined Memorex in 1979 as area manager for Scandinavia.

His 26 years of experience in the computer industry also include positions with Digital Equipment Corporation, Sperry Univac and Saab.

According to Executive Secretary, Caroline Todd, "Lars is very straightforward and has a keen sense of humor. He has tremendous foresight in that he expects me to attend all management meetings, thus increasing my knowledge of the business. I respect his judgment and value his trust in me."

Why did you join Memorex?

"The job with Memorex represented a big challenge. It also had a lot of personal opportunities for expansion."

What do you enjoy most about your job?

"I enjoy the responsibilities inherent in such a senior position and the opportunities for creative activities to ensure continued success of the organization."

What frustrates you most about your job?

"The communication gaps between Santa Clara corporate headquarters, International headquarters in London and the countries."

Biggest accomplishment since joining Memorex?

"Since joining Memorex, my biggest accomplishment has been the expansion of international market areas. In addition, we have developed a balanced business mix with communications, storage and media products."

(Note: Memorex flex disks, computer tape, and related computer accessories are marketed overseas through Memorex International. In the United States, the products are marketed through Burroughs' Office and Media Products Group.)

Current major projects?

"Currently, we are utilizing resources within International to train and help people work toward system solutions rather than hardware solutions."

Advice you would give someone joining Memorex today?

"Memorex is a fast growing company in a very challenging marketplace. It holds many opportunities for the future."

Personal heroes?

Margaret Thatcher, British prime minister

Last book you read?

"*The Fourth Protocol*," by Frederick Forsyth

Favorite movie?

"*Chariots of Fire*"

Greatest escape?

"My family and golf."

MEMOREX INTERNATIONAL— DIRECT REPORTS

- V.P., region 1: Mexico, Venezuela, Puerto Rico, Brazil, Italy, Spain, France, Switzerland
- V.P., region 2: Denmark, Germany, Ireland, Norway, Sweden, United Kingdom, Benelux (Belgium, Netherlands, Luxemburg)
- V.P., region 3: Australia, Canada, Singapore
- President, Memorex Japan Ltd.
- Director, Legal
- Director, Customer Engineering and Manufacturing Services
- Director, Marketing Equipment
- Director, Marketing Media
- Director, Human Resources
- Director, Finance and Administration



Continued from page 5

HUMAN RESOURCES— DIRECT REPORTS

- Manager, Compensation, Policies and Systems
- Director, Corporate Staff Services
- Manager, Corporate Benefits
- Manager, Corporate Support Services
- Also works closely with Human Resources Directors of International Group, Product Operations and Domestic Operations.

Burns reduces Nogales clean room costs

Cost-cutting measures are taking place throughout Memorex to help improve the company's profitability. One example of cutting costs through hard work and extra effort was the installation of the clean room at the Nogales, Mexico, facility. The man to thank is **Frank Burns**, Senior Manufacturing Engineer for the Tucson Manufacturing Engineering facility.

Due to his extra work the company saved a considerable amount of money. The cost of installing this clean room was 30 percent less than the cost of most other clean rooms. Frank recently won a Burroughs Achievement award for his outstanding effort. He worked on the design and construction of the equipment used in the clean room. His supervisor, **Terri Ettner**, Manager of Manufacturing Engineering, said, "Frank used his expertise in many areas of engineering: mechanical, electrical, chemical and facility." Frank literally lived on-site, working 16- to 18-hour days, seven days a week for four months. Frank controlled the construction, made on-the-spot design changes and oversaw the complete project from start to finish.

Frank received a check and a plaque as part of his well-deserved award. Congratulations for a job well done and thank you, Frank, for saving Memorex countless dollars.

In the Spotlight

Extra, extra, read all about it. "In The Spotlight" is a new means of getting the word out on employees who have done interesting things in the workplace and the community. You may have already seen "In The Spotlight" on one of the many bulletin boards throughout the company. If you know of any person who might be a candidate to be highlighted in Memorex's "In the Spotlight," don't hesitate to call **Libby Graham** at 987-2278. All exceptional employees at Memorex who have made valuable contributions to the community and/or the company are eligible. Help us in telling their story.



Jan Herbert, head of Scotland Media Operations helped establish local support to increase media sales.

Scotland media sales up 30%

When one thinks of Scotland, probably the first thing to come to mind is the beautiful countryside. You may be surprised that this tranquil country is also a booming market for computer products. In fact, Memorex Scotland has increased computer media sales by 30 percent since last summer.

This increase has been attributed to the establishment of direct local support last summer for these products instead of selling through distributors. The media group expects this figure to grow even more because of the large number of high technology manufacturers which have relocated their factories in Scotland.

Memorex has had a facility in Scotland for five years servicing the IBM plug-compatible

market, but media sales were handled by distributors. Media products group felt it had missed some opportunities and would benefit by providing its European customers with local support.

"Our initial aim has been to develop and support our distribution network," said **Jan Herbert**, who heads the new Memorex media operation from Livingston. "Silicon Glen has had a marked effect on business for high tech companies, so there is every reason why Memorex should have a strong representation in Scotland for all its product lines. Apart from being able to service new customers, our traditional customers will benefit as well."

Communication products star in detective television series

Memorex equipment will be one of the stars on the new ABC television series "Lady Blue." "Lady Blue" is an action-packed show about a policewoman/detective based in Chicago. The "Lady Blue" pilot aired in April and a series of seven segments will be aired this Fall. The series stars Jamie Rose (formerly of "Falcon Crest") as officer Katie Mahoney.

A 2078 Display Station and a 2173 Multifunction Screen Printer will be used as

props to add realism to the police station. Memorex equipment was recommended to the producers of the show by the Chicago police department.

Close-ups of the display station screen and printouts will most likely be used when a suspect is being investigated. A history of the suspect's criminal activity, prior arrests, convictions, etc., will appear on the screen. Don't miss "Lady Blue" and keep an eye out for our equipment.



A new Burroughs television advertisement shows a doctor bursting through hospital corridor doors in slow-motion, to attend to a life-and-death emergency. The spot illustrates how Burroughs' efficient computer systems, designed especially for hospitals and health-care facilities, can free up doctors and nurses from administrative tasks.

In the news

- We are pleased to congratulate **George Szymkiewicz**, Santa Clara branch sales representative for closing an order of 414, 2080 terminals. His success can be partially attributed to an extraordinary group effort by the Communications Group. George had been asked to put together a trade show for a Santa Clara computer firm with only a three-hour notice. Thanks to Marketing, support people and George the show was a success, leading to the big sale.
- Another flash—Our first order for three strings of 3680 HDPs came from **Jim Connors**. Congratulations to Jim.
- **Harrison Harrison**, from the Jacksonville, Florida, branch is at it again. In this case it seemed one computer customer was a tough nut to crack and was unsure which vendor to choose. Through Harrison's hard work, which included putting together a show in the Roadshow Van with only limited notice, the customer gave us an order for a Memorex tape drive and a 3521 tape cache unit. Of course, Harrison cannot take all the credit. He had the help of the Roadshow crew, **Joe Amaismeier**, Product Sales Manager, Southern Area; **Dick Mullis**, Systems Engineer; **Susan Smyth**, Product Sales Manager; **Jim Branch**, Customer Engineering Manager; and **Bob Booth**, Branch Sales Manager.
- **William E. LaMothe**, chairman and chief executive officer of Kellogg Company, recently was elected to Burroughs Board of Directors.
- **Greg Grodhaus** was named vice president Major Account Sales at headquarters for Sales Operations. Greg will continue to have responsibility for Customer Service, Sales Planning & Analysis, Financial Marketing and the Corporate Design Center.
- **Jim Peck** named Region Manager of Major Account Sales—Western and Central U.S., reporting to Greg Grodhaus.
- **John Higgins** recently was appointed Director of Sales/Marketing and Business Development for the Rigid Media and Components Division. Prior to this promotion, Higgins held progressively more responsible positions within Memorex, including Manager of Engineering Planning, Manager of Product and Sales Planning and OEM Marketing Manager.
- Memorex Media Products Group announced **Joyce Rice** has been named national sales manager—retail. Rice now has total responsibility for sales of computer media and accessories in the retail market.
- **Bill Roch** was named director of Marketing & Sales Support for Communication Products reporting to Bob Williams. Reporting to Bill will be Dick Huber and the Communication Sales Support Group as well the the Communication Marketing Group.

Van hoists sales in Pittsburgh

Following the most extensive product introduction in the history of Memorex, the April 16 press conference, the Roadshow Van is acquainting the nation with Memorex's five new products. The van arrived at Three Rivers Stadium in Pittsburgh on Thursday, June 6, to provide customers with an opportunity to get some "hands on" experience with our new gear. The current tour is taking the van coast to coast with more than 130 planned stops.

The five new IBM plug-compatible peripherals on display were:

- The 3680 High Density Package Disk Drive
- The 3520 Intelligent Tape Cache Processor
- The 2174-8 Communications Controller
- The 2080 Display Station
- The 3201/3202 Compact Magnetic Tape Controllers

Bruce Thomas, Pittsburgh branch sales manager; **Al Kennedy**, area vice president; and **Sam Spadafora**, vice president, Sales Operations, gave presentations at the Pittsburgh site. All in all, the visit to Pittsburgh was a great success for Memorex and acquainted many more customers and potential customers with new products and with the van.

Press Box

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