

## Atasi's Workers Move Into Tandon, Melding Of Two Firms Under Way

By Gavin Bourne

SAN JOSE, CALIF. — The old Atasi Corp. building on Zanker Road, here, is filled with boxes and crated equipment as employees slowly move to their new home at Tandon Corp.'s San Ignacio Street Microtek Corp. plant.

And although Atasi president and chief executive officer Stanley Brown maintains an office on Zanker Road, most of his time is spent over at Tandon, integrating the two organizations in the wake of Tandon's successful bid for the high-capacity, 5-1/4-in. disk drive maker (EBN, Feb. 23).

Mr. Brown has yet to receive a formal title from Tandon, but he is charged with running Tandon's Winchester disk drive engineering effort.

With those responsibilities, Mr. Brown and 65 other Atasi employees since November have resumed production of Tandon's 30-MB and 50-MB 5-1/4-in.

Winchester disk drives in San Jose; transferred subassembly production of Atasi's 85-MB, 128-MB and 170-MB 5-1/4-in. to Tandon's Singapore plant, while maintaining final assembly in San Jose; and are ramping up production in Singapore of Tandon's recently announced 30-MB 3-1/2-in. Data Pac removable drive (EBN, March 23).

Plans call for new products to be matured onshore before being transferred offshore for volume production, he said.

Meanwhile, engineers are being recruited in San Jose to continue developing Atasi-designed 5-1/4-in. drives with capacities up to 500 MB and Tandon's 3-1/2-in. Winchester line, Mr. Brown said.

"We entered into a consulting agreement with Tandon, and the Atasi staff became consultants," Mr. Brown said. "We restarted the Tandon San Jose Microtek facility and began building 15-1/4- (Continued on Page 72)

## Rockwell, IBM Share GaAs R&D

By Rufus Baker

DALLAS — Rockwell International Corp. this month launched a cooperative project of gallium arsenide research and development with IBM Corp.

Rockwell corporate research and engineering operations vice president of electronic technologies and processes Loney Duncan noted that his company and IBM "both have sizable GaAs efforts of our own." By combining these resources, he said, the companies will be able to speed up and economize their digital GaAs IC development.

The joint work is strictly in the research area, Mr. Duncan said; "we have no immediate plans to go into the merchant digital GaAs IC market, a la the GigaBit Logic [Inc.] type of company."

He explained that Rockwell's strategy is to continue to supplement its internal GaAs device production capabilities by buying digital GaAs ICs from TriQuint Semiconductor Inc., of Beaverton, Ore. Rockwell and TriQuint "have an excellent working relationship," he added.

An IBM spokesman declined to elaborate explaining the computer giant's policy is to not discuss R&D work in progress.

The IBM pact, approved by the two partners in late April, calls for the sharing of Rockwell's Newbury Park, Calif., and Thousand Oaks, Calif., development teams with IBM facilities in East Fishkill, N.Y., and Yorktown Heights, N.Y.

Prototype devices will be produced by (Continued on Page 71)

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Dec. 8) and then lowered its stake to 4.5% (EBN, April 20)—has completely sold off its shares and, with that, has abandoned its interest in the distributor.

Although no official documentation on the share transfer is available, since the stake was below 5%, Arrow chairman John C. Waddell last week said that "it is reasonably certain [Leading Edge] is out or nearly out of all shareholding."

Mr. Waddell was unaware of who may have purchased the nearly 285,000 remaining shares when they moved on the stock market recently.

Also, Arrow's commercial systems group signed a pact with IBM whereby Arrow will serve as a VAR for the maker's personal computer products.

The announcement of the pact, whose initial stocking value has not yet been determined, was made by president Steve Kaufman at Arrow's annual meeting of shareholders last Wednesday. The meeting was held at the distributor's automated distribution center in Yaphank, N.Y.

That same day was the ribbon-cutting ceremony for the fully automated center, which officially opened its doors for business late last year after two years of construction. The 60,000-sq.-ft. facility has a computer-controlled picking, storing, parts-handling and inventory control system, using 10 robotic cranes that scan the 30-ft.-high aisles of product.—M.G.

... Additional capital is on the way for Diplomat Electronics Corp., which recently slashed its operating expenses to the bone in its quest for profitability this year (EBN, March 9).

Diplomat president and CEO Jack Darcy said the anticipated capital should become available in about two weeks. Mr. Darcy would not disclose how much the company expects to reap from this financing effort but said the recent restructuring of the company, which left at least 100 people jobless, was not a precondition to obtaining the capital. However, "The restructuring certainly made acquiring the additional capital easier," Mr. Darcy said.—A.M.M.

... Maxtor Corp. is down to "residual" production levels of the company's 85-MB 5-1/4-in. Winchester disk drive, Maxtor VP of marketing and quality assurance Robert Teal noted.

Currently, 85-MB drives account for less than 5% of its revenue, Mr. Teal said. Although Maxtor plans to keep the drive in production for several more years, the company has ceased to actively market it, he added.—G.B.

... AMP Inc. is expanding its franchise with Marshall Industries to include all of the El Monte, Calif.-based distributor's branches, effective July 1, according to Marshall finance vice president David O. Zertuche.

Currently, Marshall is authorized for the AMP line at 14 of its 36 locations. Citing the distributor's "solid, determined" commitment to passive components, Mr. Zertuche remarked, "This [franchise expansion] may not be any big deal for AMP, but it's surely a big deal for us."—R.B.

... Wyle hired former Kierulff Electronics operations VP Jim Smith to take over the new post of VP of operations and quality assurance.

In his new slot, Mr. Smith again reports to Ralph Ozorkiewicz, Wyle EMG president. Mr. Smith had worked for Mr. Ozorkiewicz at Kierulff, where Mr. Ozorkiewicz was a senior VP until he joined Wyle two years ago (EBN, March 18, 1985).

Wyle's most recent VP of operations was Mike Dickerson, who vacated that position two years ago and left Wyle altogether last year (EBN, May 5, 1986). Mr. Dickerson has reportedly filed suit against Wyle in connection with the elimination of the last post he held.

Last week, Mr. Ozorkiewicz was unable to elaborate on the case, and Mr. Dickerson could not be reached for comment.

At Kierulff, a spokesman said Mr. Smith has not yet been replaced.—M.G.

... Anthem Electronics' expansion into the central U.S. is taking shape. The distributor revealed the site of a new stocking branch in Minnesota scheduled to open within the next two weeks.

Anthem hired Steve Brendell as product operations manager for the new branch, in Eden Prairie. Mr. Brendell was most recently director of semiconductor marketing at Integrated Electronics Corp.'s Denver headquarters. He was replaced in that capacity by Fred Porter, who had been a supervisor and product manager at IEC (EBN, May 4).

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## Quantum President/CEO Resigns

MILPITAS, CALIF. — Cofounder James Patterson last Friday resigned as chairman, president and chief executive officer of Quantum Corp., three days after the Winchester disk drive vendor reported declines in net income and revenue for its fiscal year.

Succeeding Mr. Patterson as chairman and CEO is Stephen Berkley, president of Quantum's Plus Development Corp. subsidiary.

Plus contributed two-thirds of the company's revenue in the final two quarters of the year, ended March 31, and had sales of more than \$65 million for the 12-month fiscal year.

Mr. Berkley will assume immediate overall responsibility for managing the corporation and will continue as president and a director of Plus. Mr. Patterson remains chairman of the subsidiary and a corporate director.

David Brown, a Quantum cofounder who has held management positions in both Quantum and Plus, was named president of Quantum. In his new role, he will manage Quantum's OEM business. In addition to Mr. Patterson, he replaces chief operating officer David Pratt, who also resigned last Friday. Mr. Brown reports to Mr. Berkley.

For the year, Quantum's net was \$8.8 million on revenue of \$120.8 million, versus net of \$22.2 million on revenue of \$121.2 million in fiscal year '86.

In the fourth quarter, Quantum posted net income of \$2.9 million on revenue of \$31.9 million, compared with net income of \$6.9 million on revenue of \$27.7 million in the year-earlier quarter.

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#### Tantalum Chip Capacitor

Super-miniaturized molded chip tantalum solid electrolytic capacitors have a capacitance range from .047uF to 68uF at an operating temperature of -55°C to +125°C. Rated voltages of 4V to 35V have package sizes from 3.2 x 1.6mm up to 6.7 x 4.8mm.



#### Chip Resistor

The 1/16W have a range of 100OHM to 3.3MOHM in the J, K and M tolerance. The 1/10W have a range of 100OHM to 10MOHM in the J tolerance and 2.2OHM to 10MOHM in the K and M tolerances. Chip dimensions are 2 x 1.25mm for 1/16W and 3.1 x 1.55 for 1/10W, both available in bulk, taping or magazine packaging.



#### Chip LED

Chip LED's are available in orange-red, yellow, green, and yellow-green, with 180mW maximum dissipation, minimum luminous intensity is from 2.5 to 4 mcd. Forward voltage is 1.4V at 10mA and 1.8V at 20mA. Size is 3 x 2.54mm.



#### Chip Crystal

Chip crystals with a frequency range of 3.5 to 24MHz are available with operating temperature of -20 to +70°C. Typical frequency tolerances are 30, 100 and 500 ppm. Dimensions are 12 x 12mm and are available on embossed tape or in plastic tubes.



#### MTB Chip Thermistor

KCK MTB Series Chip Thermistors are designed for use in SMD related applications. Due to the large temperature coefficient, it is highly sensitive which allows high response to follow rapid temperature change. Nominal resistance at 25°C ranges from .1k ohm to 50k ohm in tolerances of 3, 5, 10 and 15%. The thermistor constant is available from 3350 4600 in 3, 5, and 7% tolerances. Standard dimensions available are: 0805 (2 x 1.25 mm and 1206 (3.2 x 1.6 mm); other sizes are available upon request.



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