

Fairchild SEMICONDUCTOR  
NATIONAL SALES CONFERENCE  
HONOLULU, HAWAII  
1967





**1967—The FOURPI Salesman:** the ultimate in professional excellence. Hard-driving technical sessions, video tape, role-playing, round-table discussions—all in a tropical paradise, and all with one goal in mind: to help the best salesmen in the world become even better.

This booklet is dedicated to Dan Hauer, a good example of professional excellence at work. His business acumen has enabled him to ferret out the most significant programs and stick with them. His technical knowledge and ability to evaluate a proposed system have gotten Fairchild technology designed in where it really counts. For these reasons, he has been named Salesman of the Year. And rightly so.









































