

# MEMOREX

# Burroughs

## Building on strength.

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T. Gardner Apr 2006

# MEMOREX

## **For 20 Years, the Expression of Excellence**

Memorex, founded in 1961, is entering its third decade as a leader in information storage, retrieval and communications equipment and media:

- No. 1 manufacturer of high-quality computer tape
- Leading independent supplier of rigid discs, packs, cartridges and modules for the computer industry
- A world pacesetter in the manufacture of premium-quality flexible discs
- A recognized front-runner in communications display terminals and front-end processors for large systems
- Foremost independent manufacturer of disc drives with more than 75,000 spindles installed worldwide
- Recognized as a technology leader in rotating magnetic memory, including development of thin-film and ferrite recording heads, advanced particulate media for large and mini discs, high-performance flexible recording media for tape and discs, and precision plastic components
- Nearly 11,000 employees
- Memorex has worldwide operations, with manufacturing subsidiaries in 22 countries, and indirect distribution in 60 countries, supplying:
  - IBM-plug-compatible disc and tape subsystems to the end-user marketplace; information storage and retrieval equipment and media to the OEM marketplace; state-of-the-art magnetic recording media; data communications peripherals; word processing supplies; computer-industry components, including printed circuit boards and precision plastics; and applications software

# Burroughs

## Building on strength.

Representing nearly a century of experience in business machines and information processing systems, Burroughs has:

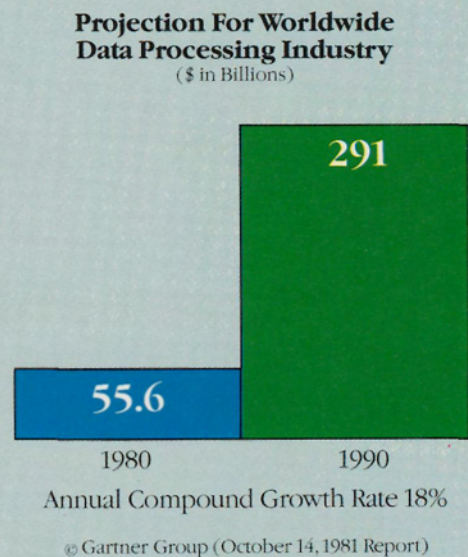
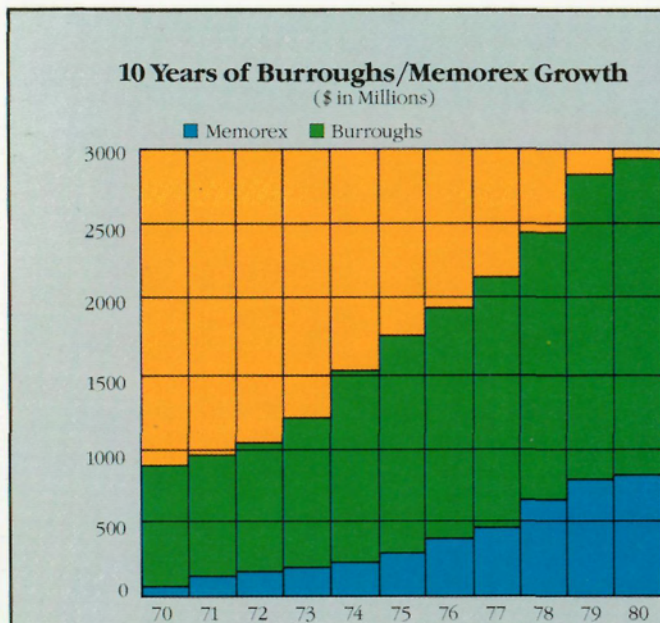
- A history of financial strength, growth and stability highlighted by higher revenue performance in each of the last 17 years
- Nearly 60,000 employees
- Research, engineering and manufacturing centers in nine countries, plus software development centers in five countries
- An industry-wide reputation for technological innovation and design excellence in both hardware and software
- A tradition of international sales and service which dates back to 1895 and which today includes more than 1,500 locations in more than 120 countries
- A worldwide base of customers that includes organizations of all types and sizes in finance, manufacturing, government, health care, education, retailing and other lines of business
- A range of products and services that span the information processing field:

Computer systems, equipment and software; data communications and network equipment; office automation systems; data preparation and document management equipment; business forms and office supplies; custom products; field engineering, documentation, training, programming and system planning and analysis

# STRONGER.

Together, Burroughs and Memorex have a strong base of financial resources:

- At the beginning of 1981, Burroughs was the sixth-largest data processing company in the world, and Memorex was the tenth-largest, according to Datamation magazine
- Today, with 1981 revenues projected at \$4 billion, Burroughs and Memorex become the second-largest data processing company in the world
- Combined total assets of \$4.5 billion
- Burroughs has a record of paying continuous quarterly dividends over the past 87 years

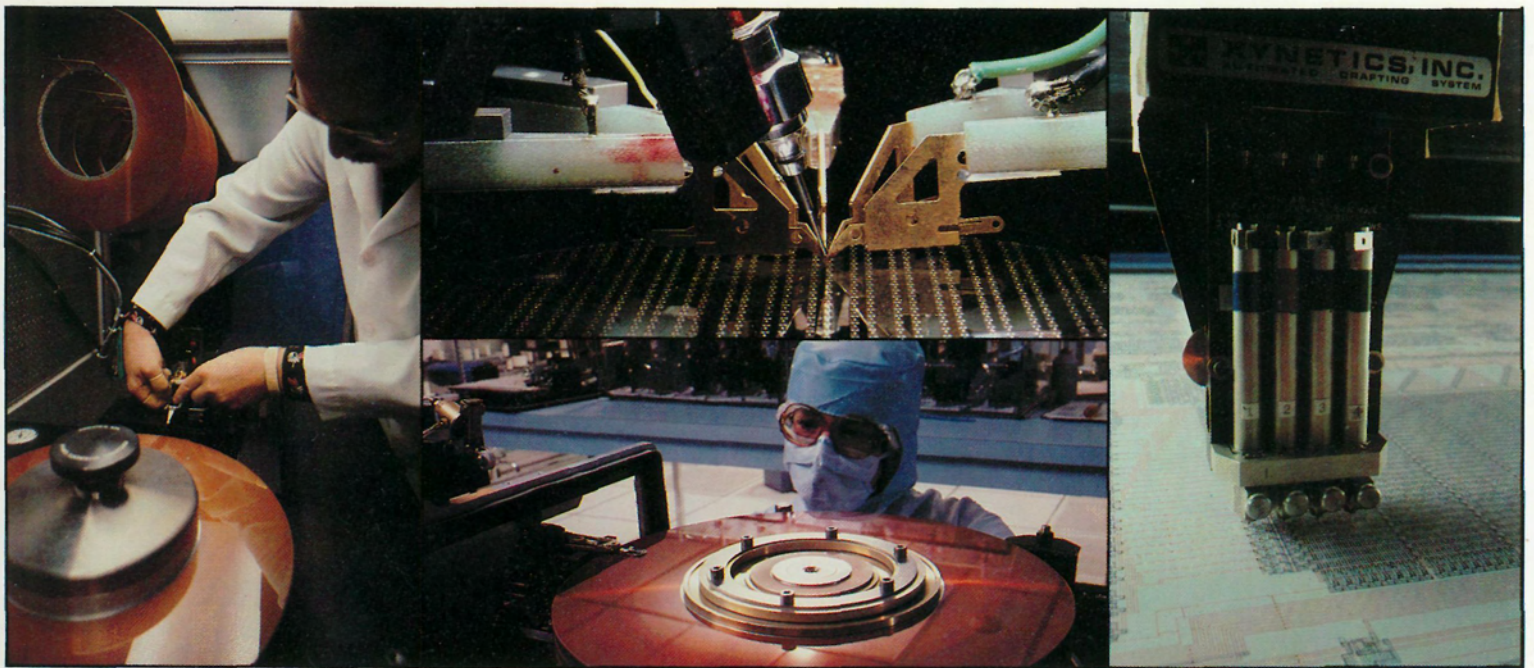


# TOGETHER, BURROUGHS AND

# SMARTER.

Within the industry, Burroughs and Memorex both enjoy reputations for technological excellence and innovation:

- Combined research and development expenditures will total more than \$250 million in 1981
- R&D operations are international in scope, involving thousands of engineers and scientists at laboratories, research centers and plants in all parts of the world
- R&D efforts extend to nearly every field of information processing technology
  - Memorex is an acknowledged leader in thin-film technology and advanced particulate media development, an area vital to insuring data integrity
  - Burroughs R&D programs are focused on system architecture, software design, data communications and networking, microcircuitry and many other areas

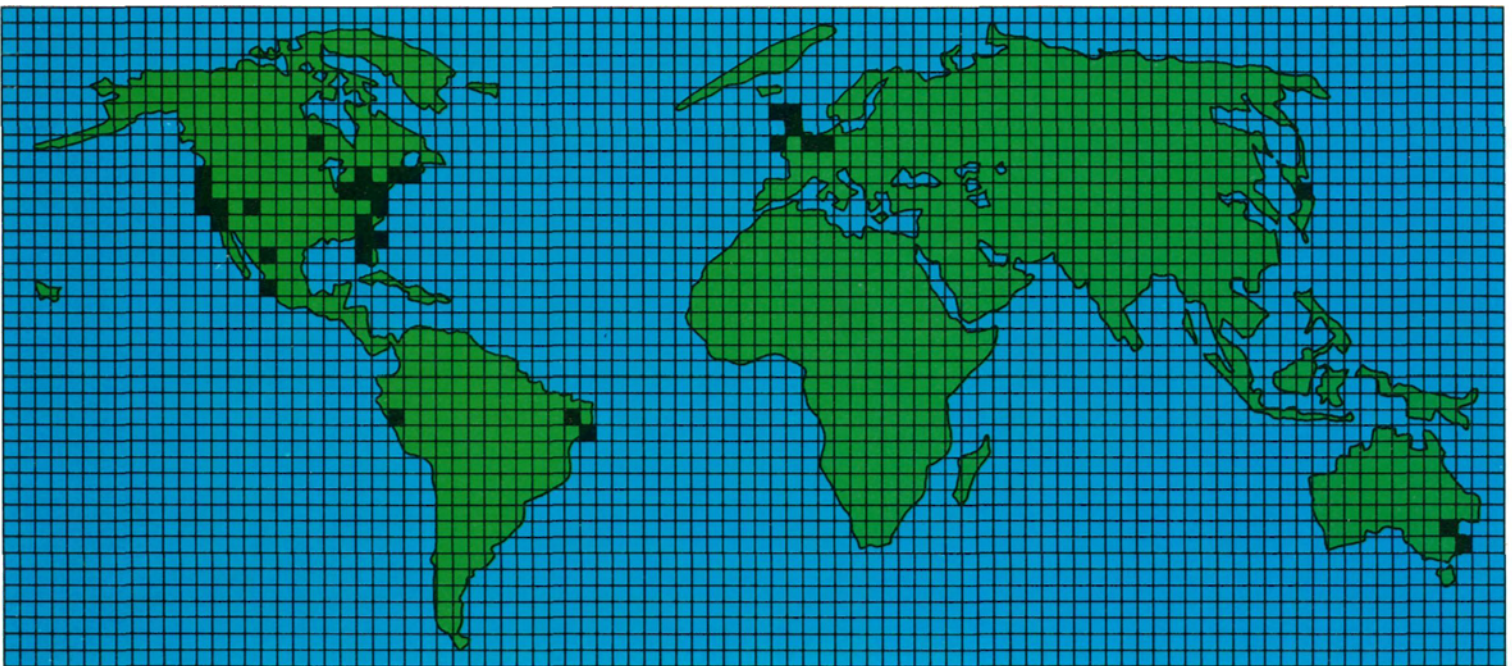


**D MEMOREX BECOME THE SEC**

# BROADER.

Burroughs and Memorex work from a broad base of facilities to meet customer demand for quality products and services:

- Manufacturing plants, research and engineering facilities, and software development centers occupying more than 8 million square feet in 11 countries
- More than 1,800 sales and customer support locations in more than 120 countries
- Land, buildings and improvements valued in excess of \$1.13 billion
- Eleven Burroughs equipment staging areas throughout the world to insure that all parts of the customers order are gathered in one place and shipped at one time
- Individual Memorex and Burroughs response centers in the United States and overseas provide computerized response to customer service calls



**OND LARGEST DATA PROCESS**

# BETTER.

While each retains its own separate sales and service organization, the combined strengths will enable both to deliver better customer service and support:

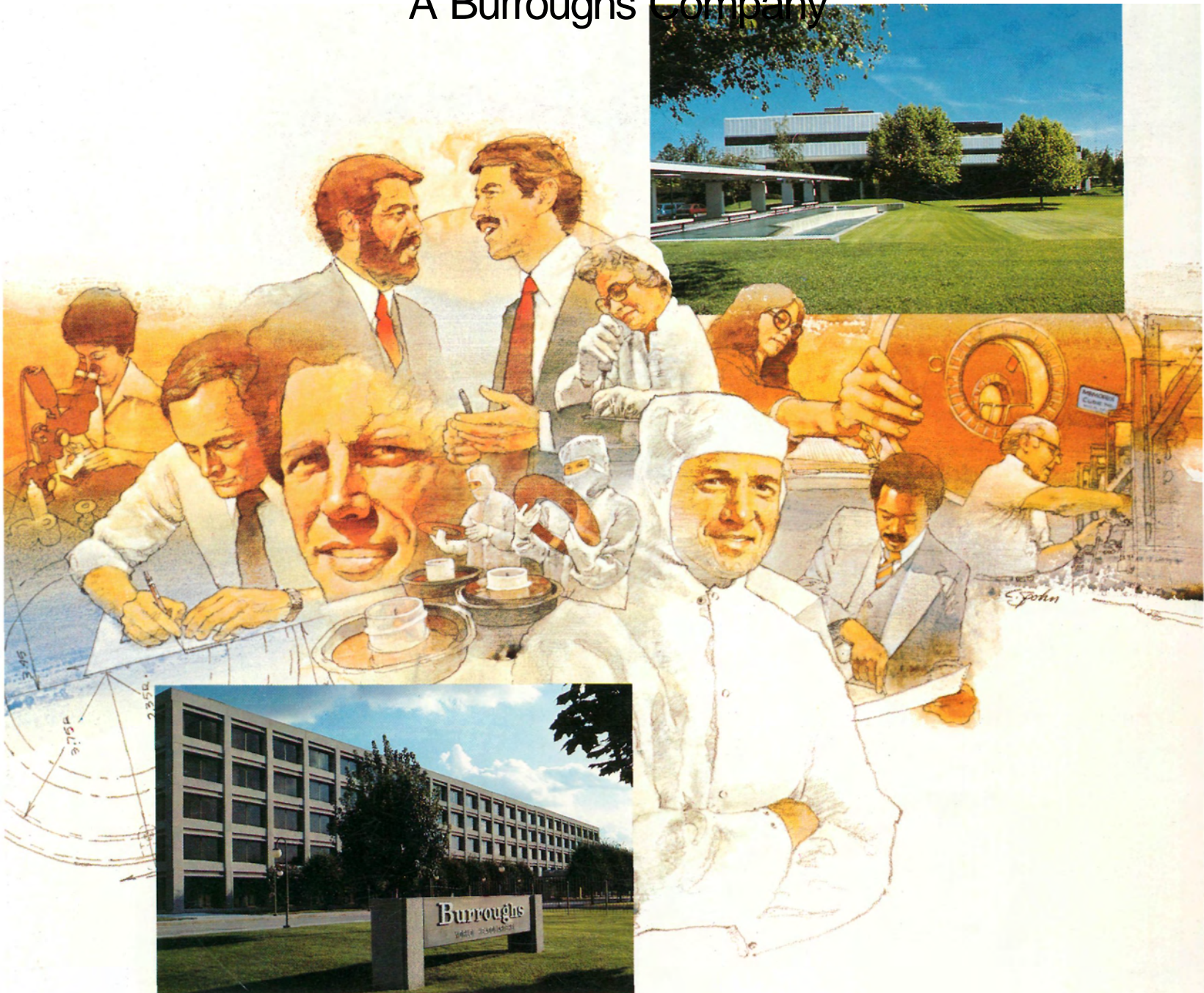
- Marketing, sales and support staffs totaling more than 32,000, including
  - Some 9,300 in direct sales
  - Nearly 13,000 in field/customer engineering and support
- Professional training staffs and centers for sales, technical and support personnel around the world
- Expanding management development programs to train more than 3,500 managers annually
- An increasingly important field/customer engineering business totaling more than \$800 million in 1980



ING COMPANY IN THE WORLD.

# MEMOREX

A Burroughs Company



Santa Clara, CA 95052, Telephone (408) 987-1000, Telex 346-442



**Memorex Corporation**

San Tomas at Central Expressway  
Santa Clara, California 95052  
408/987 2000

C. W. Spangle  
Chairman and Chief Executive Officer

December 15, 1981

Dear Friends:

As a vendor to Memorex, I know you must be interested in the merger between Burroughs and Memorex which has just been approved by Memorex shareholders. I would like to take this opportunity to provide you with some useful information about the merger.

Memorex is now a stand-alone subsidiary of Burroughs. Burroughs has repeatedly stressed its strong desire that Memorex retain both its name and personality. As a supplier to Memorex you should continue to contact those individuals with whom you have dealt in the past.

We believe that the merger will enhance Memorex's ability to serve its customer base and will result in a stronger, more competitive company. The combination of the companies' revenues would make us the second largest firm in the data processing industry -- approaching \$4.5 billion of revenues in 1981. As an indication of its financial strength and continuity, Burroughs has provided a cash dividend to its shareholders *every* quarter since 1895, a record achieved by only 26 other industrial firms in the United States.

We are enthusiastic about the merger because we believe the combined forces will enable us to bring more and better products and services to our industry.

We thank you for your past business and look forward to continuing our association.

Sincerely yours,



C.W. Spangle

CWS/pw

MEMOREX