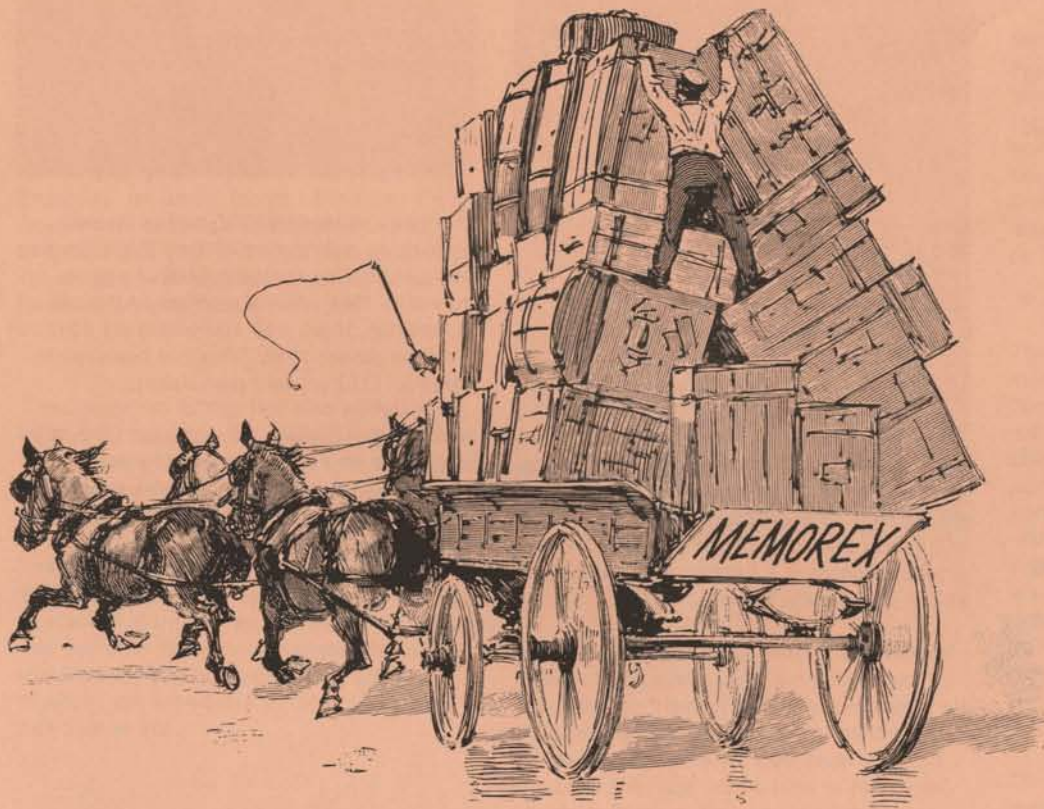


Continuing  
On The Move



# INTERROOM

# Linda Workman Wins Annual Profit Sharing Contest. Point Value Is 8.2784

A guess and a birthday won the 1969 Profit Sharing Point Value Contest for Linda Workman. Linda's winning estimate was 8.2741, and the actual point value for 1969 is 8.2784. Second place in the contest went to Frank Pacier, and third went to Mary Pierce.

Linda is secretary to Manufacturing Technical Director Keith Gerry, in the Information Media Group. She says, "I knew the point value would be less this time because of the Company's expansion, so I guessed \$8. Then I used the day and year I was born for the last four digits. When I was told I'd won I just sat there. I'd never entered before because I didn't think I'd have a chance."

Her prize is a weekend for two in San Francisco, including two days and nights at the Fairmont Hotel; dinners two nights; tickets of her choice for an evening's entertainment; a \$25 gift certificate at a San Francisco store; \$50 cash; and chauffeur-driven limosine service from her home to San Francisco and back. Linda is single, so her only dilemma is who to take. "It'll either be my parents, who live in Oregon, or my sister, who just turned 21," she says.

Frank Pacier's second place estimate of 8.2977 was not far from the actual point value. Frank, a test equipment engineer in the Equipment Group, won \$50 in cash. Of the three winners, he's the only one who applied the formula given in the February **Intercom**, to help him figure the point value. Even then, he says he did it while reading his **Intercom** "at the supper table."

Mary Pierce, the third place winner, is known to most people in the Information Media



Linda Workman



Frank Pacier



Mary Pierce

Group because she's in the Personnel Office, and it's her job to sign in new employees. Her guess of 8.2437 won her \$25 in cash. "I hung up posters announcing the contest. That's when I decided to enter," explains Mary. Her husband helped her, but like Linda, hers was a "lucky guess" based on last year's point value.

**The Memorex contribution to Profit Sharing for the year ending December 31, 1969, was \$1,383,061.** This contribution will be distributed to the accounts of 2463 eligible employees who have a total of 167,068 compensation and service points.

The point value of 8.2784 means that all employees will receive in their Profit Sharing account \$8.2784 for each \$100 of pay received in 1969 while a member of the plan. In addition, there was approximately \$245,031 forfeited during 1969. This has been reallocated to 1157 present participants.

Participation statements will soon be in the mail to all who were members of the Profit Sharing Plan in 1969. These statements will show your share of last year's Profit Sharing dollars.

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## INTERCOM

An official publication for employees of Memorex Corporation, 1180 Shulman Ave., Santa Clara, Calif. 95050

Editor: Gary Williams

### ABOUT THE COVER:

Moving an entire plant about 45 miles to a new location is a difficult and time consuming task, as anyone at Comdata can tell you. The story about Comdata's move to Orange County is on pages six and seven.

# People, Places, And Debentures . . . . On The Move

Image Products, a subsidiary in the Equipment Group, moved its manufacturing organization into a newly purchased building the weekend of April 4.

The 38,000 square foot structure, formerly owned by Carborundum, is located on Evelyn St. in Mountain View. It faces the Central Expressway, and is next to the Mountain View-Alviso Freeway.

Greg Myers, industrial engineering manager in the Equipment Group, reports that the 1603 Microfilm Printer and its support equipment will be assembled and tested in the Evelyn St. building. Other departments which have moved into the facility are Image Products Purchasing, Production Control, Test Engineering, Quality Control, Manufacturing Engineering, Quality Engineering, and Manufacturing Administration.

Image Products Manufacturing began in Building 8, which is just off Lawrence Expressway, on Santa Trinita. The Fiber Optics Department of Image Products will remain in Building 8. The Electrical Sub-Assemblies Department will remain in the nearby Kern St. location, in Building 7.



The Equipment Group has also added another new building. It's a 46,000 square foot warehouse and office area, which is being sub-leased from United Technology Corporation.

The building is in Sunnyvale, on Kifer and Wolfe, and it's being used mainly as a warehouse and storage area. It is also the temporary home of Software Development, Industrial Design, and Marketing Education, all of which are scheduled to move to the new San Tomas site.



The \$75 million debenture sale, announced in last month's **Intercom**, took place on Friday, April 3. Investors quickly purchased all of the securities, which were offered to the public at face value (\$1,000) plus accrued interest. They are convertible to Memorex Common Stock at the rate of \$142.50 per share.

Money from the debenture sale will be used to repay bank loans, finance capital expenditures for property, plant, and equipment, and to increase the company's general funds.



Roger Evans has joined Memorex as director of Manufacturing, in the International Group, announces John Kramer, vice president of International. Roger has been manufacturing manager for Hexcel Corporation, in Dublin, California, for the past two years. Before that he was a management consultant with McKinsey & Company.

Paul Hodge, formerly director of Corporate Information Services, has accepted a new job as director of Information Systems in the Equipment Group. Paul will report to Gary Menzemer, director of Finance and Administration. He will be responsible for setting up the entire Equipment Group Information Systems organization.

Roland Jang, general manager of Consumer Products, reports that Gregory Lynch has been appointed director of Manufacturing for the Consumer Products Division. Greg will report to Roland, and will be responsible for manufacturing in that division. Greg comes to Memorex from BASF Systems, where he was manager of Manufacturing for BASF, Inc., Bedford, Mass.



The Disc Drive Head Manufacturing Department is the first group to move into the San Tomas buildings. Head Manufacturing moved the weekend of April 18 and 19. The present schedule shows that Equipment Group departments will be moving into the new site from April until June.

Another activity scheduled for San Tomas is a ground-breaking ceremony for the Corporate Headquarters building. Officers of the company, members of our local city government and representatives from the building contractor will be at the site on Tuesday, April 21, for the event.

Corporate offices will be housed in a four-story building, which should be completed in the first quarter of next year.



# IPSC Announces Its First Product — A Communication Terminal

Checking out a communication terminal before a demonstration are (from left) Norm Zimmerman, Keith Larson, Bill Castor, and Al Netzke.

The Memorex 1240 Communication Terminal will make its public debut at the Spring Joint Computer Conference, May 5-7, in Atlantic City, New Jersey.

The terminal is the first in a new line of products being developed by Information Printing Systems Corporation (IPSC), a subsidiary of Memorex, in the Equipment Group. The subsidiary was formed in early 1969 by Don Reichel, IPSC general manager, and John Pastrone, director of engineering.

A terminal is like a typewriter which can communicate by telephone with a computer at another location. Until recently, other companies have marketed units which basically are modified teletypes or typewriters. However, the Memorex 1240 is not a redesigned typewriter, but it is based on an entirely new design concept.

The 1240 Communication Terminal incorporates technology used in high speed com-

puter printers, and our unit includes many features not currently available on any other competitive terminal. Most significantly, ours can be operated at speeds of 10, 15, 30 and 60 characters per second (most other terminals are restricted to 10 or 15 characters per second); it has the ability to do horizontal tabulation; it has a 120 character writing line; it can handle a full range of forms including both continuous and single sheets; and it operates with integral Memorex designed full and half duplex modems (the Memorex 1220 and 1224 modems). If you aren't familiar with computer terminology these features may not mean much to you. But these and other virtues of the 1240 will mean a lot to our customers.

Communication terminals are used by businesses who need to use a computer but don't have one or don't have one which is programmed to handle certain types of problems. There are more than 100 companies which sell time-share services, each of

which is a potential customer for the 1240.

Hal Knopp, in Information Media Quality Assurance, is a typical terminal user. With it, he can connect his regular office telephone to his terminal, call his time-share computer, and analyze complicated data in a matter of seconds. "We can do problems in five seconds that would take days to do by hand," says Hal. "With the higher speed of the 1240 we'll get our results even faster." "It'll be a long time before every home has an on-line terminal," says Don Reichel. "But anyone can have one now for \$115 a month, plus the cost of computer time (about \$20 per hour)." He explains that there are programmers who buy time-share service and do consulting from their own homes.

These programmers are also potential customers for the Memorex 1240, because a good consulting programmer who works out of his house will have a terminal, just as a carpenter has a good set of tools.



George Popov, Royce Gildersleeve, and Ron Weller (read from left) discuss a printed circuit card installation on a prototype terminal.

Ray Miranda (left), and Tony Broski do prototype assembly work in an IPSC lab.

For the present, the 1240's sales will be to companies which have a need for in-house computer time-sharing, as well as to time-share service companies.

The IPSC terminals will be built by Equipment Group Manufacturing, and sold and serviced by the Equipment Group's Marketing organization. The first deliveries to customers will begin in the fourth quarter of this year.

The 1240 was demonstrated to the Memorex Corporation Board of Directors on February 6, and will be shown at the stockholders meeting on April 24. But the Spring Joint Conference will be the most significant demonstration since it'll be the first opportunity for our potential customers to see our terminals.

When this project was started in 1969, Don and John said they'd have a product to demonstrate at the conference. They made it, but not without a tremendous team effort. Working with them were more than 20 men who played key roles in the terminal's development, not to mention dozens of others in Equipment who provided invaluable support.

Stewart Rawson, Bill Black and Ingemar Lundquist are IPSC Engineering managers. Stewart, along with engineers Bill Jefferson and Jay Johnson, was responsible for designing the 1220-1224 Modems. Technical support for the modems comes from Bob Mellberg and Don Ridinger. Modem is an abbreviation for modular-demodular. Basically, a modem is an electronic box which connects the terminal to a telephone line.

Engineers on the 1240 terminal project are Don Baumann, Don Stoye, Ron Albo, George Bowers, Leif Sundblom, Keith Larson, Norm Zimmerman, Walt Purdue, Ron Weller and George Popov.

Technical support for the 1240 comes from Tony Broski, Royce Gildersleeve, Amnon Rosen, Bill Castor, Al Netzke and Ray Miranda. The group secretary is Chris Freeman. The terminal's industrial design was done by Ken Lee. The Marketing product manager for the 1240 is Dave Scott, who's in the Equipment Group Marketing Sales and Service organization.



# Comdata Settles Into Its New Orange County Home

This is the new plant as viewed from the north. In front is the cafeteria. The jet passing overhead is landing at Orange County Airport.



If you've moved into a house while the carpenters and electricians were still finishing it, you know what the past few weeks have been like at Comdata's new Orange County plant.

"To give you an idea of the kind of schedule we've been working on," says Dick Switzer, who's been coordinating the plant construction and the move, "Workmen began grading the site the same day our purchase of the land went through escrow."

Dick is an industrial engineer from the Santa Clara plant. He's been in Los Angeles since the summer of 1968 as project engineer, working on everything from the building's initial design to plant start-up. Charlie Nichols, Reg Simpson and Jan Jansen supervised the actual construction. "They are our experts on construction, whose jobs were to see that our building meets the specifications we set for it," explains Dick.

The decision to build a new home for Comdata was actually made in late 1967. The alternative, leasing additional buildings in the same general area, is less expensive temporarily, but is more expensive in the long run.

After a comprehensive study of available sites, Memorex purchased nine acres in the Irvine Industrial Complex. Included in the

study were such factors as land cost, taxes, housing for employees, freeway access and general living conditions.

The Irvine Complex is in the city of Santa Ana, within view of Orange County Airport. It's about 45 minutes by jet from San Jose, and about 45 minutes by freeway from the old Comdata buildings in Hawthorne and Los Angeles.

Landscaping, the main office area, and a few finishing touches in other areas haven't been completed on the new plant yet; however, the move had to begin in March because the lease was up on Comdata's main building. Dick says all construction should be done by the end of this month.

The first department to transfer to Orange County was Plastics Assembly, although warehouse supplies were actually the first items to be moved. Each department had representatives who worked with Dick to coordinate the move.

Assembly Supervisor, Elwain Trunec, the representative for Plastics, tells how their move went. "Both shifts worked their regular hours Friday night, March 6. Then some of the day shift people came back at 6 Saturday morning and started tearing equipment down. We'd packed everything we could during the week. By 8:30 a.m., when the first moving vans got there, we were ready to start loading.

"The day shift people drove down to Orange County with the trucks, and employees from the night shift were there to help unload. By Saturday night, we were all moved. As it turned out, we started up Monday morning, only about 2 and 1/2 hours later than our usual time. So you can see it was a pretty smooth move."

At present, Plastics Assembly is set up in one corner of a huge air-conditioned room, which it shares with some equally huge injection molding machines.

"Noise from air hammers, forklifts and other equipment nearly drove us crazy the first day," says Elwain. "But everyone took it well because we were anxious to get out to the new plant." In fact, many people already knew their way to the new plant before the move began. The guard who's there on weekends said Comdata employees were visiting the site for weeks, checking to see how construction was coming.

All but one person made it to Orange County on time the first day, reports Elwain. In fact, many were early because they allowed more time than they needed to make the 40-45 mile commute from the Los Angeles area.

Workmen prepare a room which will house heavy equipment, while Reg Simpson (dark suit), Jim Boothe, and Dick Switzer check their progress.

The heavy equipment movers are at work in the same large room where the ladies in the bottom picture are assembling plastic reel cases.

The one late-comer explained that he just couldn't find the plant. The others not only found the plant, but also found that the dreaded freeway commute traffic heads in the opposite direction each morning and evening.

The Maintenance and Metals departments followed Plastics Assembly into the plant; then came Injection Molding, and the office staff. The injection molding machines were moved one at a time, and the operators moved to Orange County to run them as they became operational.

About one-third of Comdata's people chose not to make the move to Orange County since they would have to commute a long distance or move their homes. Their replacements are being hired from the community around the new facility.

Fourteen new people joined the Plastics Assembly department on its first day in the new building, and another 15-20 have joined the Company since then. Almost all of them were hired in February, after one extraordinary weekend, when nearly 1,000 job applications were reviewed.

Don Wilson, Comdata Personnel Manager, explains why there were so many applications. "We rented rooms in Santa Ana for interviewing on February 7 and 8; then we ran ads in the Santa Ana Register and Los Angeles Times. We were almost swamped with people, but we got a lot of help from Santa Clara Personnel," says Don. Those who went down to Santa Ana to interview applicants were Don Newton, Jim Gillespie, Bert Mastrov, Bill Ramsay, Phil Quigley and Vince Shubat.

Comdata is part of the Precision Magnetic Products Division, in the Information Media Group. Ed Conti is Comdata's plant manager, and he reports to Dick Boucher, Vice President and General Manager of Precision Magnetic Products.

The subsidiary sells the major portion of its products to Memorex, although it does sell to other companies. Comdata produces hubs and flanges for precision tape reels; assembles plastic reels and cannisters; assembles plastic video cases; and manufactures other molded plastic products for tapes, disc packs and cassettes.



# Savings Plan Statements

## Easy To Interpret, With A Little Help

In the next few weeks participants in the Savings and Investment Plan will be receiving their first quarterly statements. The processing of the statements has been computerized, and their format will be patterned after the following sample (all figures are hypothetical):

MEMOREX SAVINGS AND INVESTMENT PLAN					
STATEMENT OF ACCOUNT - AS OF 03/31/70					
SOCIAL SECURITY 123-45-6789			DEPARTMENT 123		
JOHN L. HUTCHINSON 1766 SKYLINE DRIVE SAN JOSE, CA. 95129			BENEFICIARY MRS. JOHN L. HUTCHINSON		
		MEMOREX CONTRIBUTION	STOCK FUND VALUE	PER CENT DIFF	SHARES
YEAR TO DATE FUND 1	EMPLOYEE	52.50	51.08	2.70-	.426
	COMPANY	52.50	51.08	2.70-	.426
	TOTAL	105.00	102.16	2.70-	.852
1969 TOTAL FUND	EMPLOYEE				
	COMPANY				
	TOTAL				
1968 TOTAL FUND	EMPLOYEE				
	COMPANY				
	TOTAL				
TOTAL	EMPLOYEE	52.50	51.08	2.70-	.426
	COMPANY	52.50	51.08	2.70-	.426
	TOTAL	105.00	102.16	2.70-	.852
U S GOVT SECURITIES					
		CONTRIBUTION	FUND VALUE	PER CENT DIFF	
YEAR TO DATE FUND 2	EMPLOYEE	52.50	53.05	1.01	
	TOTAL	52.50	53.05	1.01	
1969 TOTAL FUND	EMPLOYEE				
	TOTAL				
1968 TOTAL FUND	EMPLOYEE				
	TOTAL				
VESTED TOTAL FUND	EMPLOYEE				
	TOTAL				
TOTAL	EMPLOYEE	52.50	53.05	1.01	
	TOTAL	52.50	53.05	1.01	
TOTAL PLAN VALUE					
	NON-VESTED	155.21			
	VESTED				
	TOTAL	155.21			

The deposits made by the Participant.

The deposits made by Memorex.

The actual cash deposits made to the Plan from the beginning of the year through March 31.

The equivalent number of Memorex common shares represented by the Fund Value on March 31—this applies to deposits to the Stock Fund only.

The percentage increase or decrease (—) in the amounts deposited to the Plan.

The value of the Participant's account on March 31 based on closing market prices.

Total of Employee and Company deposits. Those amounts deposited by Memorex and indicated as non-vested on March 31 become vested on January 1, 1973. The amounts deposited by the Participant always remain credited to the Participant's account.



# A Park Would Be Nice Next Door; Or So He Thought

Green trees. Lush green grass. Children's swings. Litter. Drugs. Shouted obscenities penetrating the quiet night air.

A park should be a great thing to have next door—at least that's what Ken Abrew thought when he bought his home in the small community of Dublin, in Alameda County.

Ken, Manufacturing Design Manager in Corporate Information Services, lives on a short street which deadends at the entrance to Mape Park. His house is at the end of the street, right next to the three-acre park's entrance. "I've got five kids and I thought it would be great for them to play in, but it hasn't worked out that way," says Ken.

Instead, Ken and his neighbors found that the park soon became the scene of "vandalism," a hangout for "hippie types," "a known romping room for turning on with pot or drugs" (as one newspaper reporter wrote), and the site of other assorted obnoxious behavior. It was also attracting heavy traffic, which not only sped down Ken's street, but sometimes continued on into the small park itself.

Most people would probably adopt one of two courses: "Grin and bear it," or move. Ken chose a third way which has earned the respect and assistance of his neighbors—and some much needed relief to the problems in Mape Park. He's leading the neighbors in a well-planned drive to improve the park, and establish better communications with local law enforcement agencies.

The campaign actually started in October, after Ken called the local Parks and Recreation director, Gordon Vinther, to talk about the park. The director explained that he was new on his job and asked for time to study the park situation. He also asked Ken how the neighbors felt about Mape Park. Ken said he didn't know, but he would find out.

So last November, Ken spent hours conducting a house-to-house survey, asking his neighbors if they were aware of any problems at Mape Park, and if they had any suggestions for improvements.

The response was so good that Ken invited Gordon Vinther to his house on December 4, and had his children distribute notice of the meeting to about 40 nearby homes. Eighteen neighbors turned out for the meeting, and heard Ken present a five-page



report on his survey findings.

Response to the report was excellent, and since that time Ken and his neighbors have been to many meetings, and spoken with dozens of officials. "The rewards have been slim," admits Ken. But the neighbors can look with pride at some of the improvements they've already brought about.

For one, the Valley Community Services District (which controls water, fire, parks and other services in the unincorporated area) has seen to it that Mape Park now has someone to pick up litter each day; that damage from vandals has been repaired; that the lawn is trimmed more frequently; and that there will be a summer recreational director for the first time. In addition, as the result of meetings with the Sheriff's Department and the CHP, the area is now patrolled regularly.

The toughest goal to achieve, however, has been to obtain the more expensive improvements like lighting; fencing; a low stone wall along the front of the park to keep cars and minibikes off the grass; water fountains; park benches; and better landscaping. The park's director has recommended that \$30,000 be spent over the next four years to add these improvements, but his recommendation still must be approved by the Valley Community Services District Board of Directors. If that recommendation is accepted on May 19, it won't end the neighborhood's campaign, but it will be a major victory.

Even if that meeting doesn't go well, Ken and his neighbors have already seen some positive results from their persistence. They've also found a unity among themselves which never existed before.

# Enthusiastic Youngsters Hunt Easter Eggs At Mag-Sponsored Event

Nearly 400 children turned out for the MAG Easter Egg Hunt at Bowers Park, in Santa Clara. Tony Allen is the Easter Bunny in these photos taken by Bob Mendonca.





**Does the release of solvent vapors into the air around the Tape Plant pollute the air? Also, where are used solvents disposed of? Is their disposal causing any pollution problems?**

Memorex complies with current laws but we know that legal compliance is insufficient to clean-up the air in the San Francisco Bay Area. We have an active engineering project headed by Art Schwartz to determine how to eliminate solvent vapor emission from the tape plant. The engineering will be done and equipment will be installed within about one year. Also, our new plants for audio tape and microfilm will have air pollution control facilities.

Although any material which is emitted into the air could be considered a pollutant, the Bay Area Pollution District has formulated specific regulations based on those chemicals and solvents which contribute to our smog problem. These regulations limit the amounts of smog-causing solvent emissions, but do not affect those solvents which do not produce smog. Because the bulk of the solvents Memorex uses are in the latter category, and the others are within allowable limits, Memorex fully complies with the Air Pollution District regulations.

In addition, Memorex personnel monitor the concentration levels to assure that no toxic concentrations will be encountered. The solvents that Memorex uses are relatively non-toxic and the levels encountered in and around the plant are considered safe.

The waste mix, solvents and chemicals from production and laboratory areas are taken from the plant by a bay area firm which reclaims useable solvents from the materials and renders the remainder safe for disposal by burial. Memorex, in fact, buys back much of the solvent from this company. You might have noticed the tank trailer located by the railroad tracks, which is used for hauling away these materials. At one time, our waste solvents were disposed of in a nearby dump, but this practice was stopped when we found a company which could reprocess them.

**Can the tape plant's third floor roof area be made into a sun deck for the daytime breaks and lunch periods?**

The offices and labs on the third floor are all air conditioned, causing the roof to be covered with duct work and air conditioning units. This equipment makes the roof unsightly and unsuitable for a break area. Also, the small areas of clear roof between the present equipment are reserved for additional air conditioning units when the Clean Room is expanded.

The need for additional outside break areas has been recognized and an attempt is being made to find a suitable location for this purpose.

**Do we offer any training programs for minority people or others who may be under-qualified to work here, but who are willing to attend special training classes? If not, is there any intention of starting such classes?**

We do not have a special program set up at this time, but we do recommend people to the Opportunities Industrialization Center, San Jose. The Center has been effective in training the marginally employed and unemployed men and women for meaningful jobs.

One hundred twenty-five people are enrolled in its classes and two hundred sixty people have been trained and placed in meaningful jobs. The Information Media Group has hired fifteen of the Opportunities Industrialization Center graduates.

**Can anything be done about the eye sore that exists between the CDS Building and the Disc Pack Building on Shulman?**

When the Shulman Avenue extension is completed this year, the appearance around the CDS Building will be improved considerably. The present plans call for landscaping along the front as well as along a section of the side of this building.

**Does Memorex have any sort of disaster plan for both nuclear attack and natural disasters?**

No, we do not at this time have a disaster plan for nuclear attack or natural disasters.

We do have emergency procedures to be used in event of fire in the plant, with appropriate equipment to assist in evacuating employees.

As a result of your question, we shall review our Fire and Safety program with appropriate members of Santa Clara County groups to determine what may be appropriate for us to establish as a disaster plan.

Memorex  
Intercom

Memorex Corporation  
Santa Clara, Calif. 95050  
Return requested

First Class  
Mail

*J. N. Porter*

**BE A WINNER!**  
**KNOW CANCER'S**  
**SEVEN WARNING**  
**SIGNALS.**



These are the signals to be on the lookout for:

1. Hoarseness or cough.
  2. Indigestion or difficulty in swallowing.
  3. A lump or thickening in the breast or elsewhere.
  4. A sore that does not heal.
  5. Change in bowel or bladder habits.
  6. Unusual bleeding or discharge.
  7. Change in size or color of a wart or mole.
- Be alert to these signals. If one lasts more than two weeks, see your doctor.

american cancer society