

FAIRCHILD SEMICONDUCTOR NINETEEN SIXTY-FOUR NATIONAL SALES CONFERENCE HAWAII





Profitability was the theme of this year's sales conference. It was brought into focus at the general sessions, in the sales and distributor sessions, and it underlay the technical sessions as well. Building and maintaining profitability was our purpose in meeting in Hawaii; our meeting in Hawaii was also a result of profitability.

Donald Valentine faced the difficult task of selecting one man whose work had contributed in an outstanding manner to the company's profitability. The contenders included almost the whole conference. Bill Dresser was singled out for the honor and to him, therefore, we dedicate this year's Sales Conference Leadwire. The award, a hi-fi stereo preamplifier built entirely with Fairchild devices by our Applications engineers in the Mountain View laboratories.

But, if profitability was the theme of the conference, participation was the keynote. One hundred thirty-one men from all over the United States, from the United Kingdom, Europe, Australia and Canada brought more to this conference than ever before. For five days of sessions that ran from eight-thirty in the morning to five in the afternoon, the concentrated powers of sales and product marketing management, of company and corporate administration, of technological and applications talent, of distribution techniques and philosophies were brought into the sharpest focus in our history. The enthusiasm and preparedness came from both sides of the podium.

One of the most profitable aspects of our business is in the distributor network. This year, we honored five distributors for their five year association with Fairchild. All of the distributors honored us with the most enthusiastic participation in any sales conference to date.

Competition reached fever pitch in the athletic events and the toughness of the group was nowhere more visible than in the hard-fought volley-ball matches.

Some came home from the conference with trophies; all came home winners.



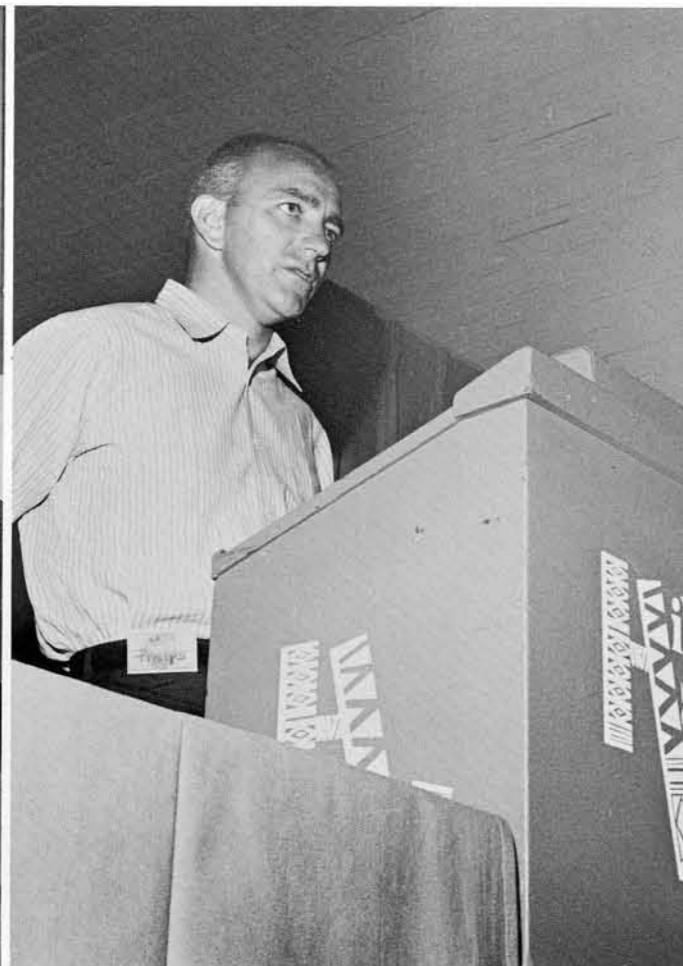
TONY HAMILTON, TOM BAY, ARNIE KATE, TOM KLEINTANK, JOHN HALL, TIM CRONIN, PAUL CARROLL, DON VALENTINE, BOB PACK (seated).



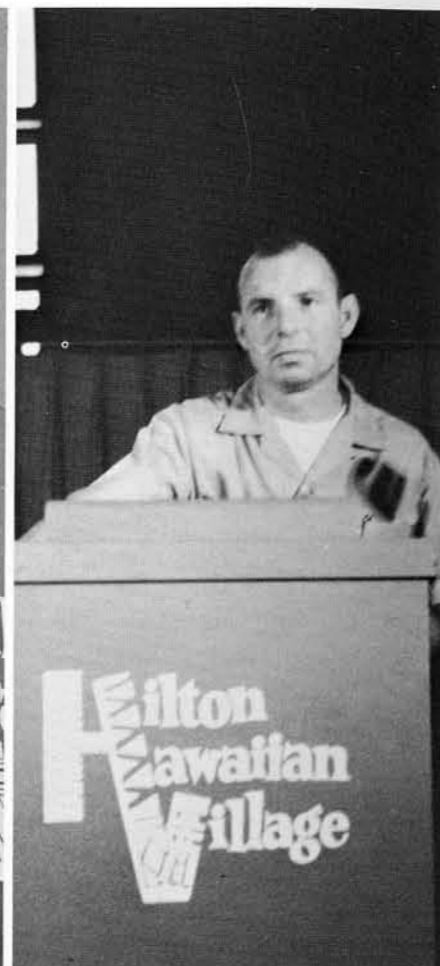
CHRIS COBURN



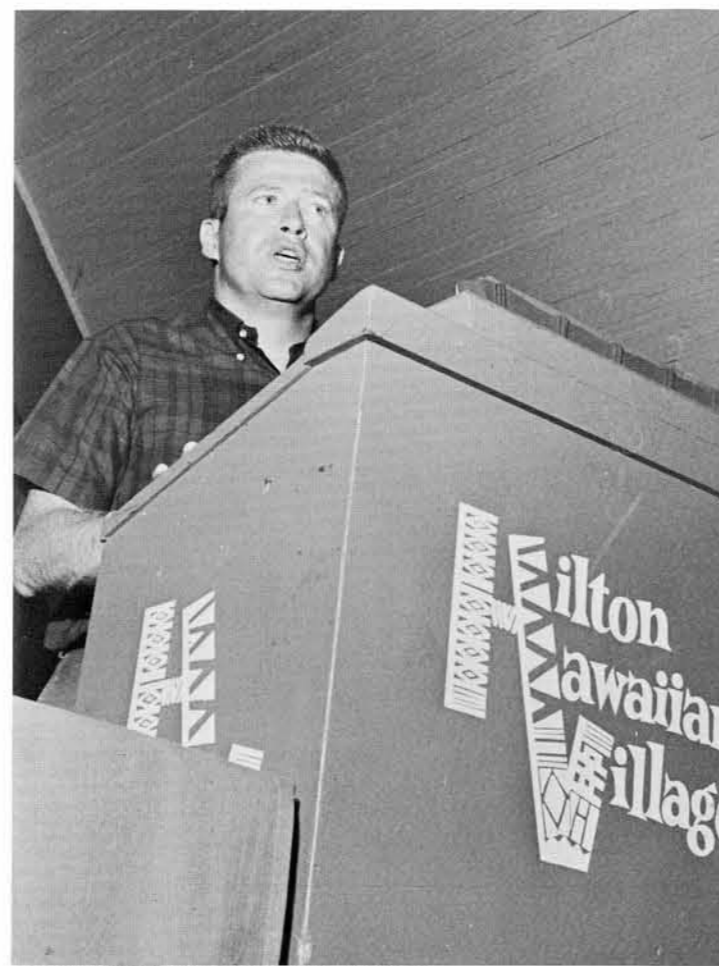
TOM BAY, DIRECTOR OF MARKETING



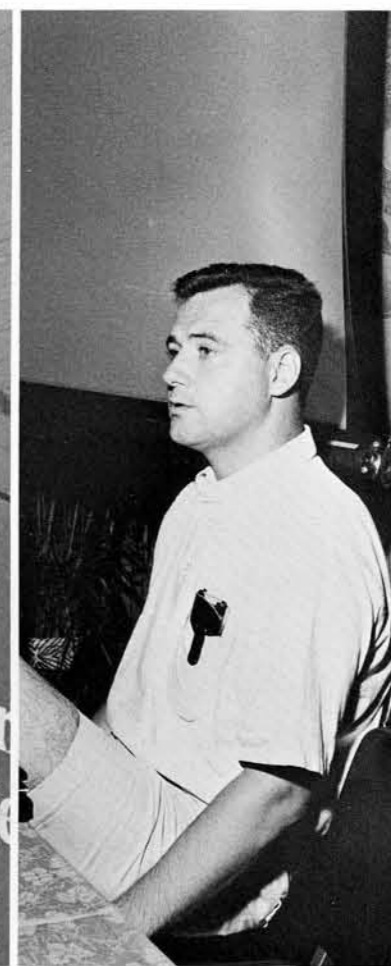
MEL PHELPS, NEW PRODUCTS MARKETING MANAGER



BOB GRAHAM,
PRODUCT MARKETING MANAGER



DON VALENTINE, NATIONAL SALES MANAGER



JIM MARTIN,
EASTERN AREA SALES MANAGER



BERNIE MARREN,
CENTRAL AREA SALES MANAGER



JERRY SANDERS,
WESTERN AREA SALES MANAGER

JOE OBOT, MILITARY MARKET



DISTRIBUTOR SESSION



TECHNICAL SESSION

RON HAMMER, (TOM ANTHONY?) CHRIS COBURN (!)
JACK MacINTOSH, BOB GRAHAM, BILL DRESSER



ART HAWES, LEROY SUNDQUIST, AND BOB HOLDEN
WOODY NORVELL, CHAZ HABA, MARSHALL COX

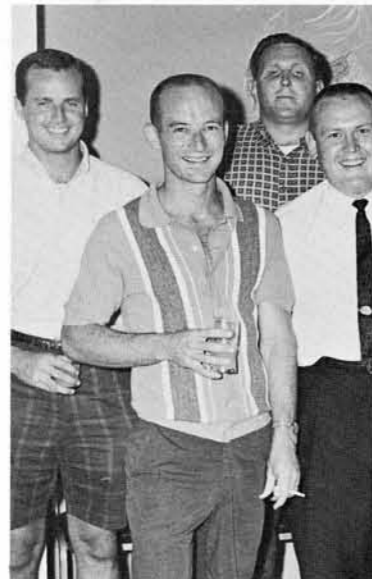


TECHNICAL SESSION

DON VALENTINE,
 RON HAMMER, TAL ROBERTSON, BRUCE WATERFALL,
 BUCK ROGERS, GIANFRANCO BELLANDI, JERRY SANDERS



MARSHALL COX, BOB GRAHAM, ART HAWES, JIM MARTIN



JOE PATRIDGE,
 JOHN RICHARDSON,
 ART HAWES, LEROY SUNDQUIST,



"THE JOY BOYS": MARSHALL COX, JIM LUCY,
 ROGER SAPP, AND VINCE SABELLA



TAL ROBERTSON, TOM ANTHONY



DON VALENTINE, BERNIE MARREN, DON CLARKE, ROGER SAPP, JIM LUCY



HERB RICHMAN, HANK O'HARE, TOM LITTLEFIELD



BILL RICHMOND, JIM CARR, BOB PETTIT, JOE ALMEIDA,
 HERB RICHMAN, JIM MARTIN, TOM BAY, JERRY LARKIN, HOWARD SHAREK, VINCE SABELLA, SURROUNDING MARSH COX AND DON VALENTINE

AL KOMAR, DICK KRAUJALIS, WITH KODAK GIRL



HOWARD SHAREK,
KODAK GIRL
AND TOM ANTHONY

WOODY NORVELL
AND JACK HYER

KODAK GIRL AT LUAU AND ON-LOOKERS



MIKE SIMONTON (FOREGROUND),
JIM BOURCEY, KODAK GIRL



BILL FOCKELMANN, TAL ROBERTSON,
CROWNED WITH ORCHID LAUREL FROM KODAK GIRL



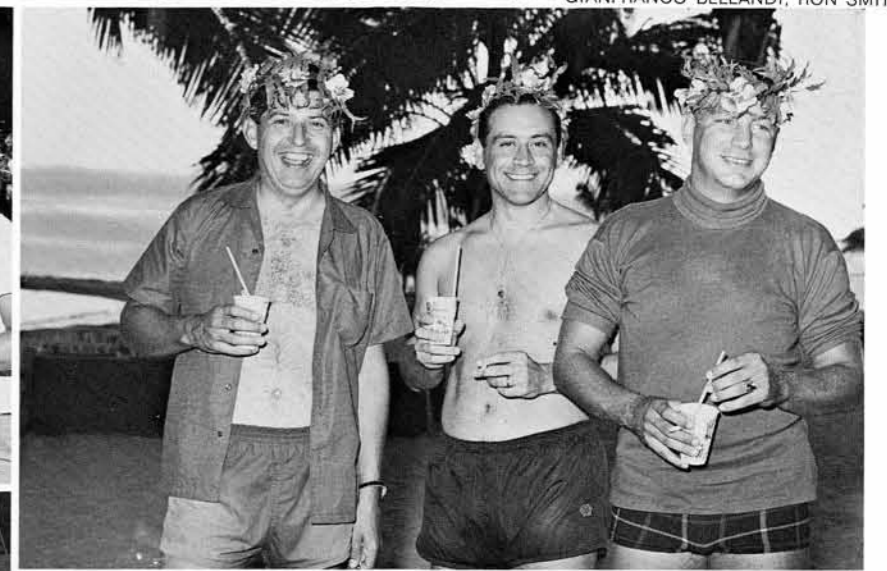
TOM MURPH WITH KODAK GIRL

BETTY MOORE, REX, THE BEACH BOY, GORDON MOORE, DON ROGERS, PETER TAGG

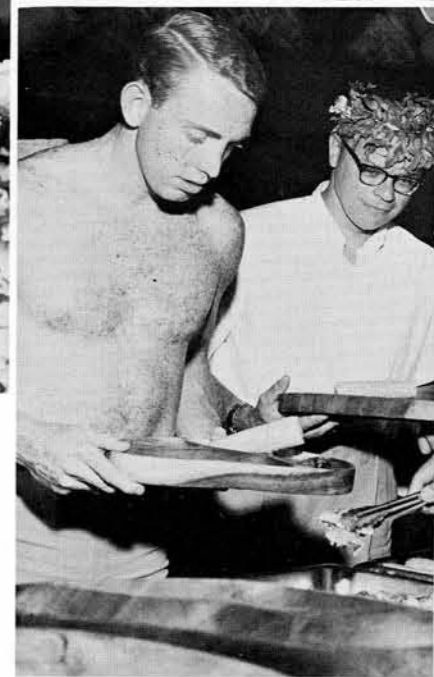


PETER TAGG,
GIANFRANCO BELLANDI, RON SMITH

ARNOLD POPKY, TOM ANTHONY, BRUCE WATERFALL,
PAUL KAUFFMAN, JACK MacINTOSH, MARSHALL COX, BILL WELLING



BEN ANIXTER, BILL TEMPLETON



BILL SEIFERT, AL KOMAR



TOM ANTHONY, LEN SMITH



KVAMME
KAUFFMAN
PAPPAS
MARTIN
COX

VOLLEYBALL TROPHY WINNERS EASTERN AREA



HERB RICHMAN, GARY LOGAN,
GORDON MOORE, BOB VALENTINE,
VIC GRINICH



JERRY SANDERS AND CARL STEFFENS

DON VALENTINE,
BILL TEMPLETON, BILL RICHMOND,



CHAZ HABA



ARNOLD KATZ, TOM COUGHLIN

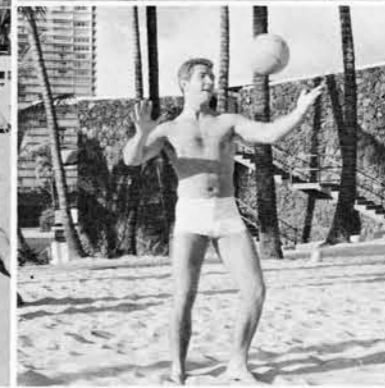


MATTAL

TROPHY WINNER



ROGER SAPP, JACK MacINTOSH, JIM LUCY, JOE PRICE

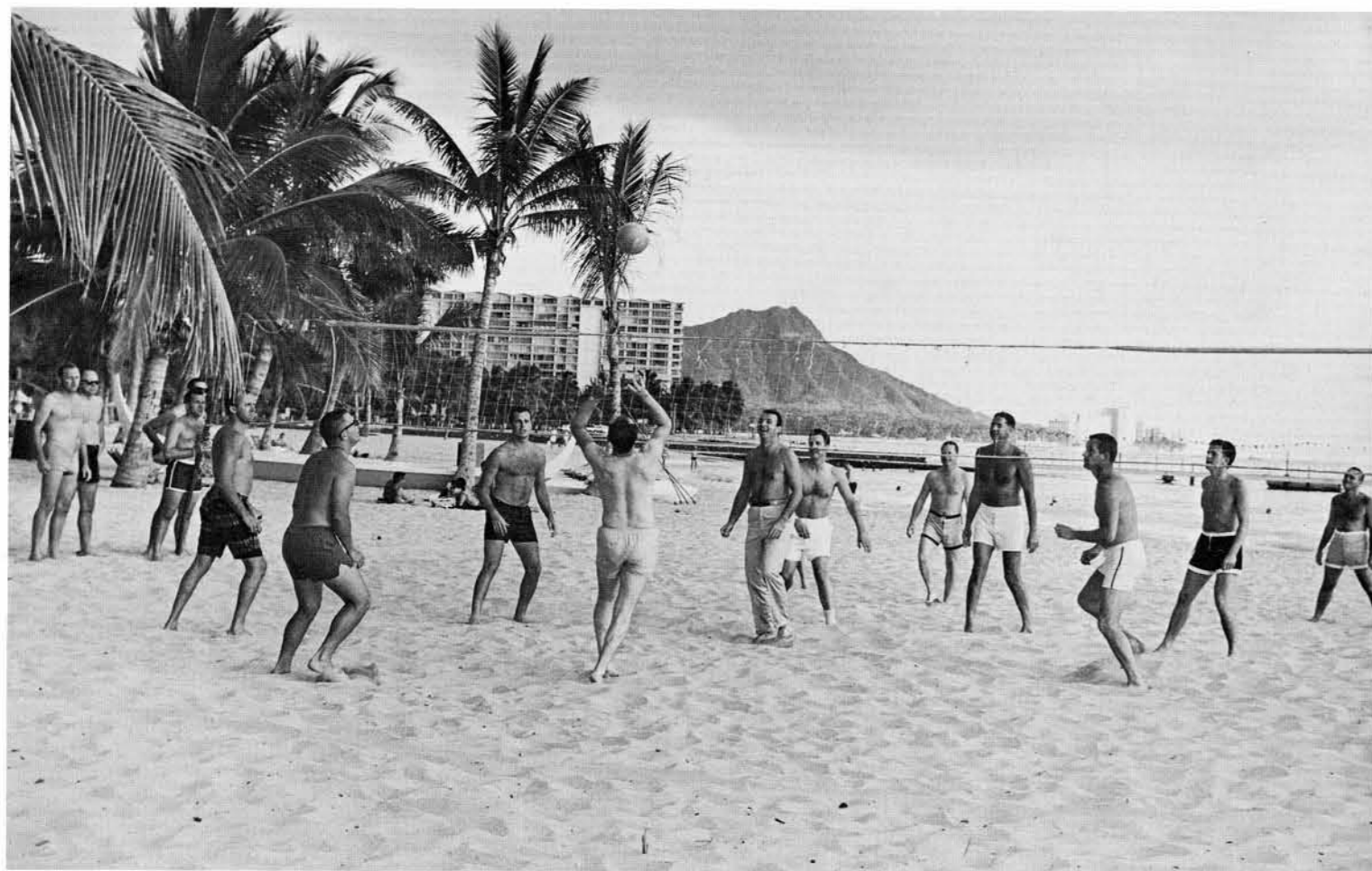


BILL RICHMOND,
JIM MARTIN, DON VALENTINE, BILL WELLING, BILL TEMPLETON



JERRY SANDERS

VOLLEYBALL ON WAIKIKI BEACH (DIAMOND HEAD IN BACKGROUND)



BILL RICHMOND



CARL STEFFENS



MARSHALL COX, AL KOMAR,
TONY HAMILTON, CHUCK SHERIDAN,
JERRY LARKIN AND OTHERS



DON BOYLE



WARREN PETERSON, RAY SNIDER, JOE OBOT, JOHN LAMBROS



BOB MERRICK
LED TOUR AT PEARL HARBOR



JERRY SANDERS, MARSHALL COX, DON VALENTINE



JERRY SANDERS AND JIM MARTIN
IN NAVY TOUR BOAT



BERT MCCARTHY, JOE ALMEIDA, TONY HAMILTON,
GINNY CRONIN, ARNOLD POPKY, TIM CRONIN



MARSHALL COX AT USS ARIZONA MEMORIAL



HANK O'HARA, FRED BECK, MIKE SIMONTON, KEN TWETEN



MARY-ANN McCORMICK, BILL DRESSER,
PEARY NELSON, PAUL CARROL



LUNCH IN THE DRAGON ROOM



PAUL CARROL, GINNY CRONIN



LUNCH IN THE DRAGON ROOM



THE CONFERENCE SWIM MEET

JACK PINTAR, CHARLIE SPORCK,
MIKE THORNTON, BERT McCARTHY, GEORGE KORPONTINOS



BOB NOYCE, TERRY KILDUFF, JERRY SANDERS, BEN ANIXTER, CARL STEFFENS,
STAN JURGENSEN



THE WINNING TEAM HOME OFFICE



SPORCK
NOYCE
VALENTINE
TEMPLETON

THEY'RE OFF!



TEAM RELAYS



SWIM MEET



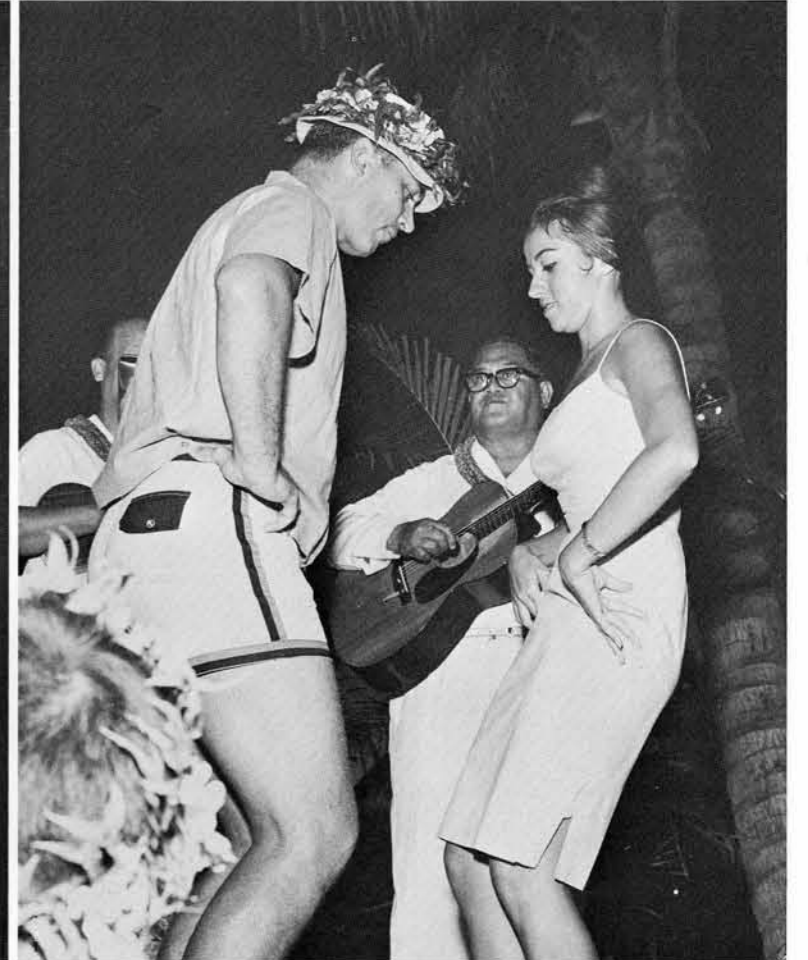
ARNOLD POPKY AND THE ENTERTAINERS



KING KAMEHAMEHA AND FRIEND



TOM BAY AND KING KAMEHAMEHA'S FRIEND



CARL STEFFENS AND HOTEL DANCER



GIANFRANCO BELLANDI ON STAGE



VIC GRINICH



DON ROGERS



FRIDAY NIGHT LUAU. FRONT ROW: JOHN HALL, GIANFRANCO BELLANDI, DICK HOBSON



JOHN HALL



THE END