



"two turtle doves"

Steve Zelencik Named Top Salesman



Steve Zelencik (right) receives his award from Regional Sales Manager Ed Turney.

Steve Zelencik booked the largest single order for Semiconductors in the history of Fairchild Semiconductor (from the Burroughs Corporation) and it was also the largest single IC order ever given in the Semiconductor industry. As a result, Steve was named "Salesman of the Month" for October. "Steve's been with Fairchild for about a year. In the past twelve months, in addition to covering Burroughs, he's made several other major contributions to the growth and success of Fairchild Semiconductor," commented Computer Marketing Manager Marshall Cox.

Ed Turney, Regional Sales Manager, added, "While Steve credits the Burroughs sale to a group effort, he truly deserves the congratulations of everyone, for the sale and this award."

Fairchild Signs Largest Circuit Agreement Ever

Twenty million silicon integrated circuits, transistors and diodes will be shipped by Fairchild Semiconductor to the Burroughs Corporation over the next two years under terms of an agreement jointly announced by the two companies. Included in the gigantic procurement is a requirement for the largest quantity of monolithic integrated circuits ever specified in a single purchase.

The order specified Fairchild CT μ L integrated circuits and standard line transistors and diodes to be used in four highly successful Burroughs commercial general purpose computers, the B2500, B3500, B6500 and B8500. CT μ L, which utilizes a complementary transistor logic circuit to achieve new levels of speed, reliability and economy, was developed jointly by Fairchild and Burroughs engineers in 1965.

Under terms of the agreement, Fairchild will ship components to Burroughs facilities in Detroit, Michigan; Pasadena, California; Plainfield, New Jersey; and Paoli, Pennsylvania.

The Making of a Sale

Big sales like the recent Burroughs sale are not found in Christmas stockings. They just don't happen; they're put together by many people and urged on by a fellow called a field salesman. He's the one who keeps the orders coming in and all of us so busy.

A Fairchild field salesman knows a lot about Fairchild products and his customers' component needs. With this knowledge he sets into motion the designing-in of Fairchild products to meet his customer's needs. From this designing-in phase he must then show the customer that Fairchild can do the job.