

Meri Hadley

FAIRCHILD SEMICONDUCTOR
NATIONAL SALES CONFERENCE '65
SAN JUAN, PUERTO RICO



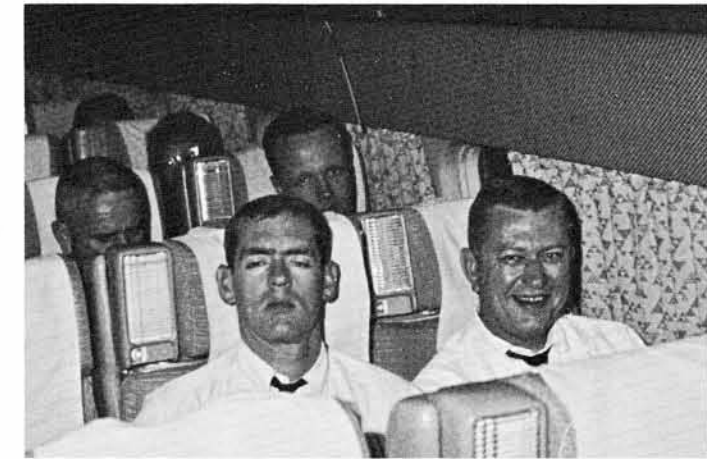
The San Jeronimo Hilton still stands where one hundred eighty-four dedicated individuals met for the seventh annual Fairchild Semiconductor National Sales Conference. All were dedicated, and at least in part, to the same purpose. After five grueling days and seven grueling nights of earnest sales sessions, we left the lovely island with a new understanding of salesmanship, pricing, competitive bidding and the quick close. Several achievements deserve recognition: A special award for interior decoration (mobile division) to Colman Daniel and Jack Cooper. A signed copy of "The Old Man and the Sea" to Bob Pack and John Grey for their efforts on the briny. An assigned risk insurance policy to the Mountain View Volley Ball team for their bravery in (attending) the finals. An underwater compass for Bob Simko and an automatic pilot for Arnie Popky. But let us dedicate this tome to the man whose performance exemplifies all that made the conference possible, to Don Clarke, Salesman of the Year. For salesmanship in its fullest measure is the subject and object of it all.



Arrival....



BOB GRAHAM



JIM MOSER, BOB PACK



RALPH LEE, CHRIS COBURN, WARD GEBHARDT



OLD SAN JUAN



SAN JERONIMO HILTON



Welcome to Puerto Rico Cocktail Party



CHAZ HABA, MARSHALL COX, HOWIE SHAREK



JACK GIFFORD, BILL FOCKELMANN, KEN NORVELL, BOB GRAHAM



TERRY JONES, JOE OBOT, RON HAMMER



GARDNER DE SPAIN, DEL LA FACE, MARSHALL COX, JERRY LARKIN, JIM CARR, AL MATTAL



BUCK ROGERS, JIM WILSON, BOB NOYCE, JACK ORDWAY



WAYNE MONAHAN, FRANK BROWN, BOB PETTIT



PETE ONSTAD, GARY LOGAN, TOM BAY, JOHN LAMBROS, JOE PATRIDGE, BERNIE MARREN, CARL STEFFENS, ED FARRELL



CHUCK SLOANE, TOM COUGHLIN, DAVE HAUN, RON HAMMER, TERRY JONES, RAY SNYDER, TOM SCHNORRENBURG

President's Reception and Banquet



RICHARD HODGSON, PRESIDENT, FAIRCHILD CAMERA AND INSTRUMENT CORPORATION



TOM BAY



DON VALENTINE



CHARLIE SPORCK, RICHARD HODGSON, DON VALENTINE



ROBERT NOYCE, THOMAS BAY, GORDON MOORE, DONALD YOST

Cocktails.....



LOU LYONS, FRAN KRCH, BOB PETTIT,
JERRY LARKIN



VINCE SABELLA, GORDON MOORE, MEL PHELPS,
LEN SCHLEY, BILL SEIFERT



JIM CARR, BOB SIMKO



PETER TAGG, JIM MARTIN, G. VOLTINI, RALPH LEE



JACK COOPER, DICK KORS, TONY HAMILTON,
DICK GRANT, JACK GIFFORD



JOHN O'DONNELL, KEN NORVELL, DICK SCHULKE



BILL EARNST, GEORGE GIBSON, MARTY JORDAN,
RON HAMMER



BILL SLATER, COLMAN DANIEL, PETE ONSTAD,
DICK GRANT, JOE PATRIDGE, JERRY CAMPBELL,
CARL STEFFENS, JOHN LAMBROS



GEORGE BOHMAN, BERT MCCARTHY, BILL WELLING

Banquet Dinner



AL MATTAL, JERRY LARKIN, BUCK ROGERS,
HOWIE SHAREK, JACK LEVIN, DON CLARKE,
KEN BERKLEY



LOU LYONS, LEE WETMORE, TERRY JONES,
JIM LUCY, JIM JOHNSON



MARSHALL COX, VINCE SABELLA,
JIM HONSBERGER, G. BADEWITZ, TOM COUGHLIN,
DON HALSEY, STEVE SCHWEBER, FRANK BROWN



KEN NORVELL, BILL FOCKELMANN, JOHN READY,
RAY SNIDER, LARRY ZISMAN, DICK SCHULKE,
JOE NEMANICH



BERT MCCARTHY, BOB LEEPER, HAROLD POWELL,
PETER TAGG, BOB PETTIT, JIM CARR,
DICK MORGAN, WAYNE MONAHAN



DEL LA FACE, RON SMITH, GENE CANNY,
BEN TAYLOR, RON HIMBURG, BOB HOFFMAN,
BILL RICHMOND



TOM LITTLEFIELD, WARD GEBHARDT, JOHN HALL,
BOB SIMKO, ARNIE POPKY, MARTY JORDAN



BILL DRESSER, LARRY MALONEY, LEN MILAUSKAS,
TOM ANTHONY, JACK HYER, EWALD SPEDDEN,
BOB VALENTINE, GEORGE BOHMAN



BOB SKURKO, CHRIS COBURN, JAY FARLEY,
NICK DROOGAS, G. VOLTINI



GARY LOGAN, FRAN KRCH, JOHN RICHARDSON,
GORDON MARSHALL, ED FARRELL, BILL WELLING



RALPH LEE, CARL STEFFENS, JESS CUNNINGHAM,
DON MCKENZIE, FRANK CATTERTON,
TOM KLEINTANK, DON BOYLE



JIM BOURCY, CLOYD MARVIN, BERNIE MARREN,
PAUL CARROLL, FLOYD KVAMME



JACK GIFFORD, TOM HYNES, JOE PATRIDGE,
COLMAN DANIEL, CHAZ HABE, BOB GOODMAN



HERB RICHMAN, BILL SEIFERT, MEL PHELPS,
JOHN RICHARDSON, TOM SCHNORRENBERG,
FRANK LONERGAN, DAVE HAUN, MAURI MORIN,
BILL EARNST



GENE BENNETT, AL JONES, GENE HALEY,
DON ROGERS, JOHN LAMBROS, JERRY OBERLY,
BEN ANIXTER



BILL CURRY, RON HAMMER, JOE OBOT, BOB
ZARKO, NILS ATTEMANN, BILL O'HARA,
BILL CHAPMAN



JACK COOPER, KEN TWETEN, BOB MAJOR,
TIM CRONIN, DICK GRANT



ROGER SAPP, JERRY SANDERS, DICK KOEBLER,
JACK ORDWAY, BOB VUGLAR, JACK MACINTOSH,
EARL CHISWELL, PETE PAPAS



ART NANOS, JACK LASKIN, JIM MOSER, GENE
MCCLENNING, GARDNER DE SPAIN, CARROLL
O'MACK, CHUCK SLOAN, MIKE NEWBERGER



LEROY SUNDQUIST, PETE ONSTAD, BOB GRAHAM,
BOB HOLDEN, JIM WILSON, FRED BECK,
ED TURNEY

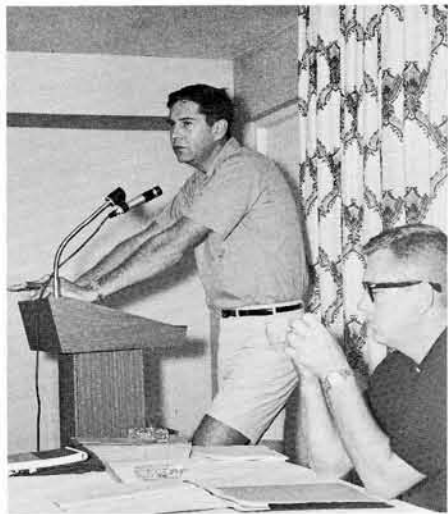


TERRY KILDUFF, JIM MARTIN, GEORGE
KORPONTINOS, DON SMITH, STAN GOODMAN,
ARNIE KATZ, LEN SCHLEY



BILL SIMPSON, JOHN O'DONNELL, PAUL KAUFMAN,
DAVE CONWAY, GEORGE GIBSON, JOHN GREY,
BOB PACK, TONY HAMILTON

The Sessions



CHARLIE SPORCK, BOB PACK



GORDON MOORE



DON VALENTINE,



BOB GRAHAM



BUCK ROGERS





Candid's



G. BADEWITZE
HOWIE SHAREK
VIC GRINICH
INSTRUCTOR



UNDERWATER DEMOLITION TEAM



JIM MARTIN, BILL WELLING, BOB VALENTINE
TOM ANTHONY



JOHN READY, JERRY LARKIN, MAURI MORIN,
BOB GOODMAN, TOM HYNES, VERN OLSEN,
BOB HOFFMAN



RALPH LEE, HAROLD POWELL, JOHN O'DONNELL,
JOHN BUSACKER



BOB PACK, ARNIE KATZ, STAN GOODMAN,
JACK LASKIN, STEVE SCHWEBER, BILL EARNST



JERRY OBERLY, DON VALENTINE, JERRY SANDERS,
JACK GIFFORD



JIM LUCY, BILL DRESSER, AL MATTAL



DON CLARKE, DAVE HAUN, JOE COSTELLO,
JOHN GREY

Native Buffet Dinner



ROGER SAPP, DICK SCHULKE, LARRY MALONEY, JACK MACINTOSH, BILL DRESSER, JOHN READY, DICK KOEBLER, JIM LUCY, BOB VUGLAR, DON YOST



JACK HYER, JOE NEMANICH, GORDON MARSHALL, LEN SCHLEY, KEN NORVELL



JOE COSTELLO, KEN TWETEN, JACK COOPER, FRED BECK, MIKE NEWBERGER, CARROLL O'MACK, TONY HAMILTON, JOHN GREY



GORDON MARSHALL, BOB TERRY



JACK GIFFORD, VIC GRINICH, CHAZ HABA, DEL LA FACE, JOHN LAMBROS, RAY SNIDER, BILL FOCKELMANN



CHRIS COBURN, RICHARD HODGSON



TERRY KILDUFF, MARSHALL COX



JOE PATRIDGE, BILL WELLING



ROBERT NOYCE



JOHN HALL, DON VALENTINE, and CATCH



JIM BOURCY, RAY SNIDER, LON LYONS, AL MATTAL, JOHN LAMBROS, AND JOHN'S SECOND CATCH



HOWIE SHAREK, DON VALENTINE, FRED BECK



BOOT CAMP



FRED BECK, JACK COOPER, DON VALENTINE, COLMAN DANIEL



JOE PATRIDGE, MRS. BUCK ROGERS



JOHN HALL SPLASH DOWN AND . . . RECOVERY

Volleyball



JOE PATRIDGE, COLMAN DANIEL, BILL CHAPMAN, FRED BECK, CHAZ HABA, JOE COSTELLO, HOWIE SHAREK



BILL SLATER, TOM BAY, LARRY MALONEY, BOB MAJOR, PETE ONSTAD, RON SMITH, JOE OBOT, RALPH LEE



RAY SNIDER, KEN NORVELL, FRANK BROWN, BILL FOCKELMANN, BOB ZARKO, JIM BOURCY, JIM JOHNSON, LEROY SUNDQUIST



BOB SIMKO, RON HAMMER, BOB GRAHAM, DEL LA FACE, JOHN LAMROS, VINCE SABELLA AND FRIEND, DAVE CONWAY



"LET ME ENTERTAIN YOU . . ."



TOM ANTHONY AND FRIEND



THE STEEL BAND



ED FARRELL



DICK GRANT



FRED BECK, DON VALENTINE

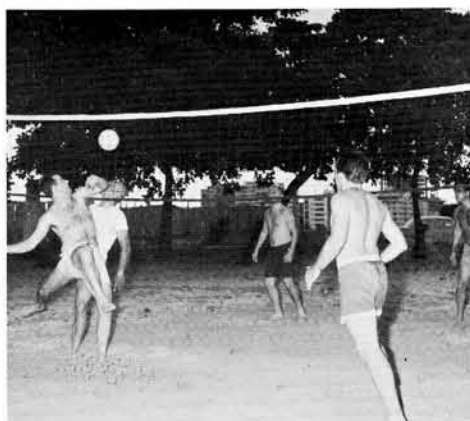


MARSHALL COX



DICK GRANT, DON VALENTINE, HOWIE SHAREK, JACK GIFFORD, MARSHALL COX

Swimming Relays



JIM MARTIN, LEN MILAUSKAS, JACK ORDWAY,
MARSHALL COX, JIM LUCY



MARSHALL COX, ROGER SAPP, LEN MILAUSKAS,
JIM MARTIN



GARY LOGAN, TOM COUGHLIN, FLOYD KVAMME,
ED TURNEY, CHAZ HABA, RON SMITH



ED FARRELL, FRED BECK, DICK GRANT,
JACK COOPER



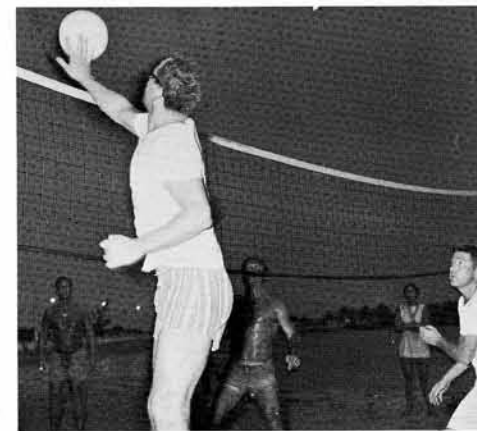
HERB RICHMAN, JIM MARTIN, RON SMITH



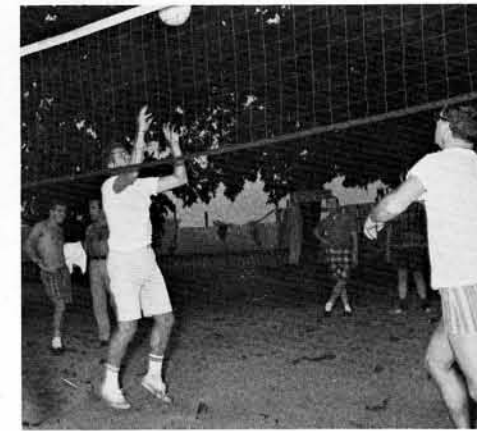
BOB GRAHAM, TOM COUGHLIN, JOHN LAMBROS



FRED BECK, JACK COOPER, ED FARRELL



DICK GRANT, BILL WELLING, JACK COOPER,
DON VALENTINE



DON VALENTINE, BILL WELLING



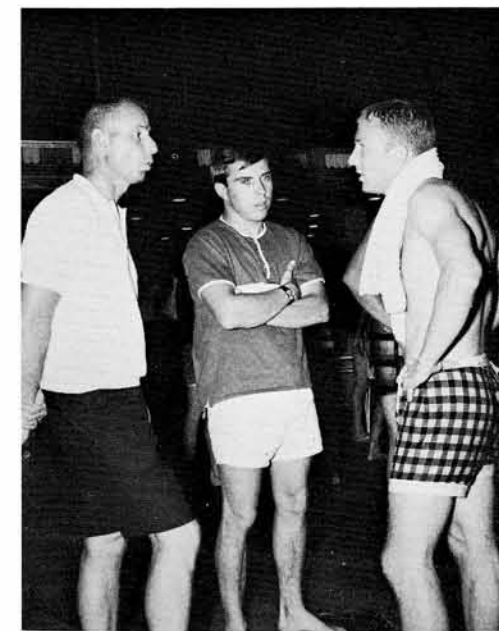
BEN ANIXTER, CHARLIE SPORCK



ED TURNEY, CHARLIE SPORCK, BEN ANIXTER,



DON VALENTINE, CHARLIE SPORCK, TOM BAY,
BEN ANIXTER



BOB GRAHAM, JACK GIFFORD, BEN ANIXTER

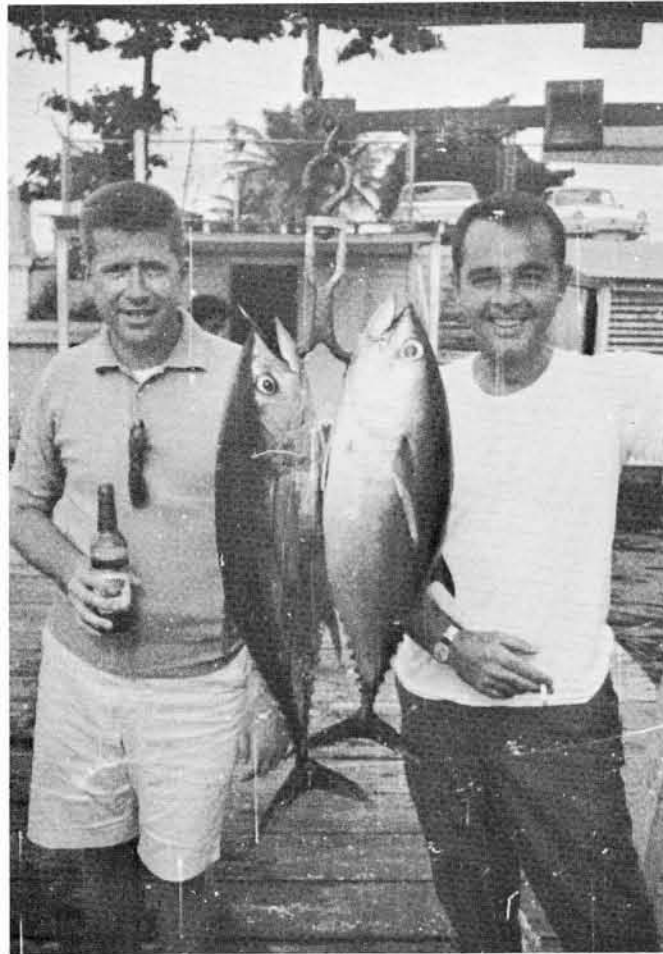


DAVE HAUN, JIM MARTIN, JERRY SANDERS



DON VALENTINE, CHARLIE SPORCK, RON HAMMER

Deep Sea Fishing



THE CHAMPS



THE LUCKY SHIP



EVERYBODY SAID IT COULDN'T BE DONE



\$1.00 EACH . . . FROM THE FISH MARKET



JACK GIFFORD, FRED BOARD

Championship Awards

ROSTER OF CHAMPIONS: NATIONAL SALES CONFERENCE 1965



Volley Ball: FRED BECK — Hamilton Electro Sales
JACK COOPER — Hamilton Electro Sales
ED FARRELL — G. S. Marshall
DICK GRANT — Hamilton Electro Sales

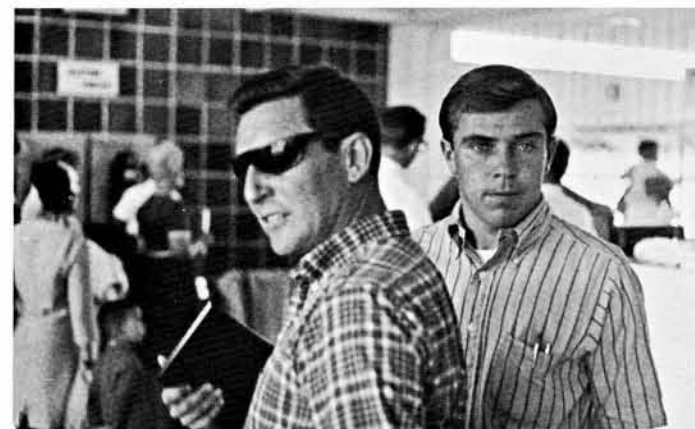
Swimming Relay: BEN ANIXTER — Marketing, Mtn. View
BOB NOYCE — Group Vice President, Mtn. View
CHARLIE SPORCK — General Manager, Mtn. View
DON VALENTINE — National Sales Manager, Mtn. View

Golf: BEN ANIXTER — Marketing, Mtn. View
DICK GRANT — Hamilton Electro Sales

Deep Sea Fishing: JOHN HALL — Marketing Services Manager, Mtn. View
DON VALENTINE — National Sales Manager, Mtn. View

Tennis: JACK HYER — Hyer Electronics

Departure



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