

Tekweek staff picks the 'Top Ten'

Earnings-sales-orders voted top '65 story at Tek

Tektronix' excellent financial picture—earnings, sales, orders and profit share—was voted the No. 1 story of 1965 by the Tekweek editorial staff.

Other top stories of the year included the patent infringement suit against the US government, the secondary offering of 636,000 shares of Tektronix stock and the creation of the Information Display division.

The 10 top stories of the year are as follows, listed in the order as chosen by

the Tekweek staff:

1. Financial picture
2. Patent trial
3. Stock offering
4. Display division
5. Instruments
6. Technical Center
7. Sony/Tek approval
8. Reorganization
9. Foundation grants
10. United Good Neighbors

Consolidated per-share earnings for the

company increased to a new high of \$1.10 a share for the 52 weeks ended November 13, up about 34 per cent from the 82 cents per share in the comparable period a year earlier.

Net sales jumped by 18 per cent and orders received showed a 26 per cent increase, both setting new high-marks for Tektronix. Net sales during the year increased from \$75,646,003 to \$89,065,749 and orders received gained from \$77,782,-

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Tektronix reaches 20th birthday

tekweek

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Winter wonderland at Tek park



FROST WAS SEEN on the trees in the Tektronix Industrial Park following freezing rains in mid-December giving the illusion of a spring day, but the icy weather left no doubt that winter was fast approaching.

Incorporation made on January 2, 1946

Tektronix, after its humble beginnings in an 11,000-square-foot building in southeast Portland 20 years ago, has mushroomed into an organization with representation in 40 Free World countries that is a pace-setter for the electronics industry throughout the world.

The company was incorporated on January 2, 1946 when President Howard Vollum; M. J. Murdock, now chairman of the board; and three associates decided to build oscilloscopes to fill a need which they perceived in the new electronics industry: For an instrument of greater reliability and higher performance than those then available.

Tektronix' leading position in its field today continues to result from an emphasis on the same factors that were stressed from the start:

Technical superiority; reasonable cost; and comprehensive, competent and prompt after-sale service and assistance.

The first production staff that developed Tektronix' first instrument, the Type 511 oscilloscope, in 1946 and the early part of 1947 consisted of 10 people in addition to the founders. Today, Tektronix has about 5600 employees. About

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ASSEMBLY EMPLOYEES DONATE BLOOD TODAY

Tek's first blood drawing for 1966 continues **today** through 4:30 p.m. in the Assembly Cafeteria (45). Employees in Plants 1-2-3-4 and the Assembly Cafeteria are donating today.

Blood drawing will be held every other month during 1966. For more details, contact Dave Spinks, Tek blood chairman, ext. 7153.

Staff votes earnings-sales-orders top story for 1965

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615 to \$97,733,612. Quarterly sales and orders for the 12 weeks ended November 13 were the highest in Tek's history.

Earnings for the year ended May 29 jumped 16 per cent over the previous year—from \$6.3 million to \$7.3 million, a new high for the company. Per share earnings for the year increased from 78 cents to 91 cents.

Net sales for the 52-week period increased to \$81.1 million—also a new high for Tektronix. The gain, from last year's 53-week \$75.5 million, amounted to about 7.4 per cent.

The profit-share for period 506 amounted to 37.7 per cent, boosting the half-year profit-share total to 35.86 per cent, the highest figure since the company adopted the 13-month fiscal calendar four years ago. Period 506, October 17 to November 13, was the fifth in a row that profit-share has exceeded 35 per cent.

International Business Machines corporation announced in February that it was making a thorough evaluation of a new Tektronix portable oscilloscope with the intent of procuring a quantity as IBM's prime oscilloscope for field use. In the summer, IBM placed an order for a significantly large number of 453s.

Patent trial

Tektronix' patent infringement suit against the US government recessed in December and will resume before Commissioner Donald Lane in the US Court of Claims in Washington, D.C. in late February. The company sued the government for allegedly infringing eight Tek-owned patents when obtaining equipment from three third-party defendants.

A counterclaim filed by the government alleging the infringement of two government-owned patents by Tektronix was dismissed in October by the US Court of Claims in Washington, D.C.

The Court, in dismissing the action, granted Tek's motion that contested the government's right to sue a private citizen for infringement of government-owned patents. The counterclaim marked the first time in US history that the government had sued for infringement of its patents.

Stock offering

A good demand for the secondary offering of 636,000 shares of Tektronix stock in December was reported by Lehman Brothers after the offering was successfully completed.

Offered for sale were 150,000 shares by the Tektronix Employees Retirement Trust, 441,600 shares by 42 individuals who held unregistered shares, and 43,000 shares by six foundations and educational institutions.

No shares were sold by either President Howard Vollum or Chairman of the Board Jack Murdock. They, together with other Tektronix officers and directors as a group, continue to own about 55 per cent of the company's nearly eight million outstanding shares.

Display division

Formation of the Information Display division was announced in September, marking Tektronix' first diversification into a field other than laboratory cathode-ray oscilloscopes.

Both the monitors and the display instruments will capitalize on one of our major technical breakthroughs of recent years—development of a simplified, rugged storage cathode-ray tube. Among the most likely possibilities are large-screen monitors for the computer industry and display instruments for the office-equipment market.

Use of the storage tube has been limited heretofore to oscilloscopes capable of retaining a displayed electrical signal after that signal has ceased.

Instruments

A record number of 21 new instruments, including three oscilloscopes, were introduced by Tektronix during the year.

Type 422 portable oscilloscope was shown during the Institute of Electrical and Electronic Engineers (IEEE) show during March in New York along with seven other new instruments. Thirteen instruments, including the 453 and 549 oscilloscopes, were introduced at Wescon/

65 during August in San Francisco.

The other instruments introduced at the two shows were: RM529 video waveform monitor, L-10A spectrum analyzer, three sampling units—Type 3T4 Unit, Type 5T3 Unit and Type 1S1 Unit—10A1 differential unit, 114 pulse generator, 529 waveform monitor, C-30 camera, 3A5 automatic programmable amplifier, 1A7 high-gain differential amplifier, 3L10 spectrum analyzer, 3A7 differential comparator, 3A8 operational amplifier, R293 pulse generator, R116 programmable pulse generator, 263 programmer, and the 184 time-mark generator.

Technical Center

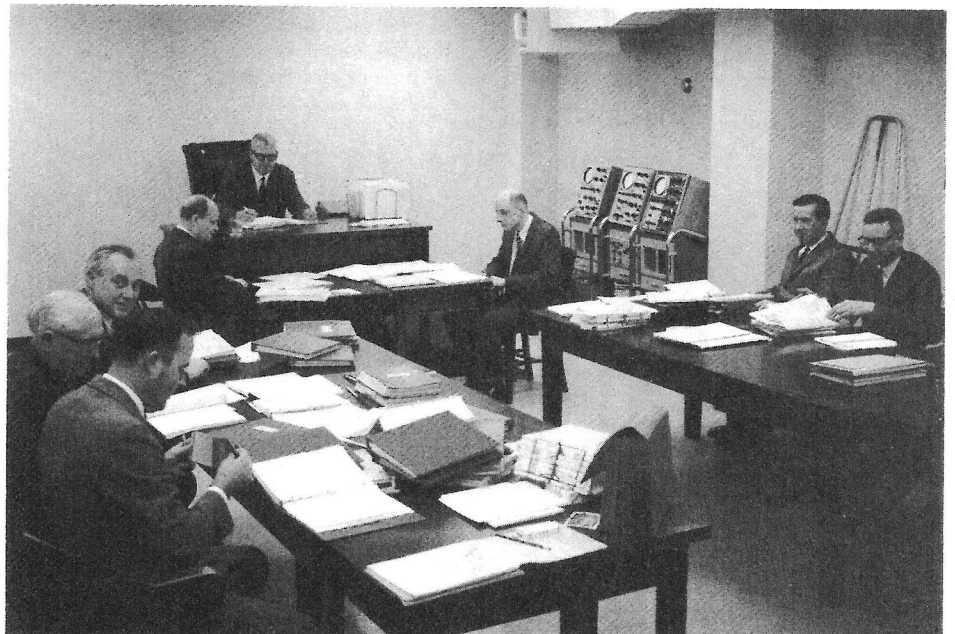
Construction on the new four-story Technical Center, which got under way in 1964, was nearing completion during the end of the year and plans called for the move into the new building early in 1966.

The Center, near the west end of the CRT building, will house Engineering, Research and Corporate offices.

Construction got under way during December on the addition to the Tektronix N.V. plant facilities in Heerenveen. The 32,000-square-foot single-story general-purpose building is scheduled for completion by the end of 1966. It will house the Shipping department, Metal Shop, Stock and Transformers.

Sony/Tek approval

The Japanese Foreign Investment council gave final approval last January to the formation of Sony/Tektronix. The council also approved the general agreement to



THIS WAS THE SCENE in the US Court of Claims in Washington, D. C. in December as Tektronix' patent infringement suit against the US government recessed until February. At table on left are (from front of picture) Jim Knapton, Tek's expert witness; Steve Blore, patent attorney from Portland; and Bob Conrad, Tek's trial attorney.

Patent trial, stock offering also year's 'top ten' stories

capitalization and cross-licensing as had been reached by both Sony and Tektronix.

The approval by the Japanese government was two-fold: (1) Tektronix' application to invest in the Japanese corporation, Sony/Tek, on a 50/50 basis with Sony Corporation; and (2) Tektronix and Sony/Tek's joint application to create Sony/Tek as an instrumentality for Tektronix' technical assistance to Japan.

In addition to manufacturing and research, Sony/Tek is the distributor of Tektronix instruments in Japan and Eastern Asia.

Reorganization

The seven-member Management Committee, formed in January, became the principal operating policy-making group of Tektronix and its subsidiaries. The Managers' Council was expanded and renamed the Council. Its 23 members meet weekly as a regular forum of exchange between managers of major Tek functions.

US Marketing named five new region sales managers and created two new positions, Assistant US Marketing manager and Sales manager. Manufacturing transferred the Measurement Standards Lab to Engineering; and assumed new planning responsibilities.

Byron Broms assumed the new position of Corporate Staff and responsibility for Long Range Planning. Overseas, Raoul Steffen became managing director of Tekintag in Zug, Switzerland, and Larry Mayhew was named Tek Holland manager beginning September 1966.

Foundation grants

Tektronix Foundation's offer to donate \$100,000 to the Oregon Graduate Center for Study and Research to purchase the former Martin Metals laboratory was announced in April by Oregon Governor Mark O. Hatfield. The announcement said Martin-Marietta had agreed to sell



CONSTRUCTION ON THE new four-story Technical Center, which got under way in 1964, was nearing completion during the end of the year and plans called for the move into the new building early this year. The Center will house Engineering, Research and Corporate offices.

the building and property for the Oregon Graduate Center.

A grant of \$100,000 toward Lewis & Clark college's Century Program by the Tektronix Foundation was announced in March. The gift will be used toward construction of a new science center, one of the priority capital building projects for the Century Program.

Tektronix Foundation is a non-profit corporation separate from Tektronix, Inc. It administers Tektronix corporate mone-

tary contributions for deserving educational, scientific and charitable purposes.

United Good Neighbors

Tektronix added another shingle to its United Good Neighbors (UGN) bronze plaque in October, the third since 1961, for over 85 per cent participation on a full-share basis during the year's campaign.

The company contributed \$182,848, including employee's gift of \$124,848 and corporate gift of \$58,000. Employees participation rose to a new high of 88 per cent with an average gift of \$31.93.

Tektronix' four loaned executives—Ray Stevens, Dale Stuck, Dave Chrysler and Bill Swift—collected more than 10 per cent of the \$4,041,483 raised during the tri-county UGN campaign. The loan executives raised \$415,675, a total of 106.2 per cent of the combined quota of \$391,326.

Lorrie Stewart bowls high series

Lorrie Stewart bowled a 566 to win high-series honors in Tek Bugs action December 21 at Valley Lanes. She also had a 197 game. High game went to Harry Stewart with a 210. Dave Hughbank bowled a 543 series to take second place.

Tek teaches painting course

Chet Murphy, Manuals, will teach an eight-week course on oil painting in landscapes and seascapes at the Oregon City Classic gallery beginning January 10.

The course will be held Monday evenings, 7 to 10 p.m. at the gallery, 619 Main St. in Oregon City. Persons wishing to register should call the Classic Gallery, 656-0711.

Lorrie continued her winning ways the week following with a 576 series and a 203 game December 28. Dave again was close behind with a 572 series and a 225 game.

Vera Henze bowled high series in Tekette league play December 28 at Sunset Lanes with a 501 series. Ann Velund had 190 for high-game honors.

Scopette bowling results at Beaverton Bowl during the holidays were as follows:

December 23—High Series, Dorothy William (487); High Game, Betty Bohall (199).

December 30—High Series, Marcelle Renton (510); High Game, Marcelle Renton (201); Missed Triplicate, Marlene Conklin (153-156-156).

Discount for '66 Home Show

Discounted tickets to the Portland Home Show, January 15 through 23, are available at Tektronix reception desks or at the Administration building, ext. 401. The regular \$1.50 admission ticket is \$1 if purchased here.

Proceeds of the advanced ticket sale are for the benefit of Hadassah, a US-Israeli philanthropic organization.