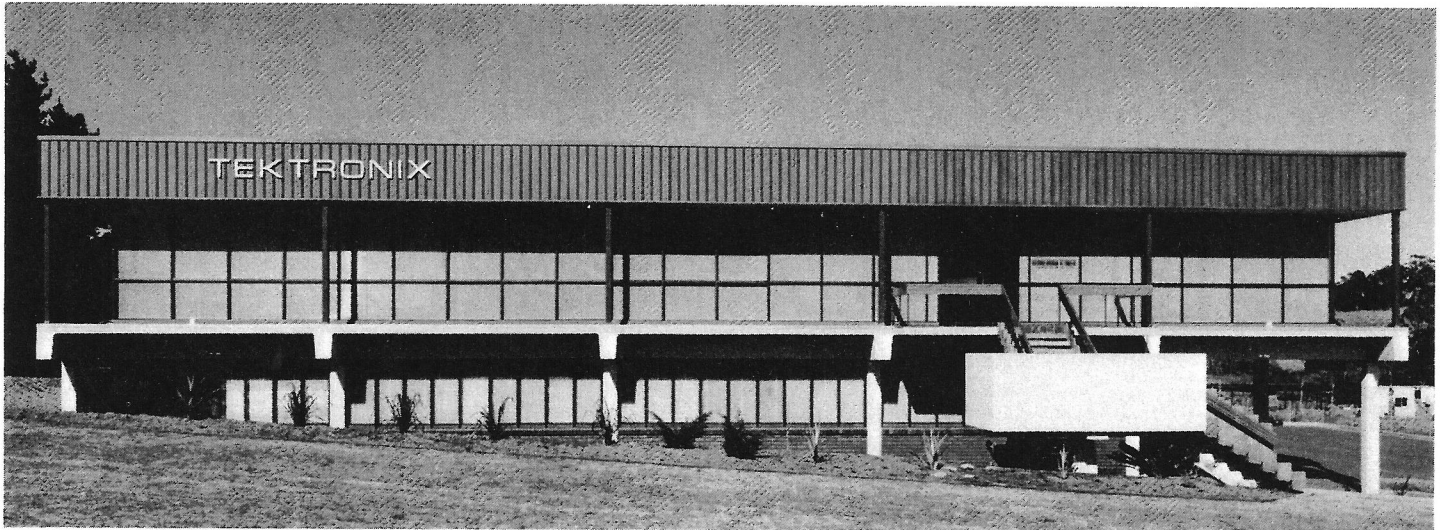


1968 highlights include new buildings, products



Most recently completed building in the Tektronix family is the new structure housing Tek Australia Pty. Limited in Sydney. Building was occupied in December, under the clear skies of Australian midsummer, and contains field engineering, service, sales.

Now that a respite is in sight from the wintry blasts that ushered in the new year, the Tekweek staff invites its readers to join us in reviewing the events of 1968.

To begin our summary, a look at the financial picture: For the 53 weeks ending November 16, consolidated net sales rose to \$141,052,000 from \$130,811,000 in the 52 weeks a year ago.

Orders increased to \$142,800,000 from \$133,148,000; consolidated earnings decreased slightly to \$13,443,000 from \$13,515,000; and per share earnings went to \$1.68 from \$1.69. As of November 16, 1968, a total of 8,028,000 common shares were outstanding.

Organizational Changes

Several steps were taken to prepare for heavier demands on the manufacturing organization and to facilitate research and development. In a newsletter in May, President Howard Vollum announced the following organizational changes:

Bill Walker, Preproduction Engineering manager, was assigned Advanced Components and Products, in addition to his role in product planning.

Earl Wantland, International Manufacturing manager, was assigned Electron Devices, which includes Ceramics and Cathode-Ray Tube manufacturing.

Frank Consalvo, Administrative Services manager, was given the additional responsibility of Personnel and Communications.

Don Alvey, International Marketing manager, Earl Wantland and Frank Consalvo all joined the Management Committee, which meets weekly and serves as the principal source of operating policy for the company and its subsidiaries.

The present Operations Group meeting was split into two meeting groups. One consists of Mike Park, Bill Polits, Don Alvey, Bill Walker, Earl Wantland, Frank Consalvo and Keith Williams (who recently resigned from Tek). The meeting is designed to coordinate the carrying out of operations.

The other meeting group consists of Don Ellis, Al Swanson, Byron Broms, Les Stevens, Bill Webber, Frank Consalvo, Guy Frazier and Jim Castles. It is called the Corporate Staff meeting and meets each Friday with Bob Fitzgerald to plan priorities and coordinate the introduction of studies or programs that initiate within or through each person's respective responsibility.

In June there was a Manufacturing reorganization: Ken Spooner, Ken Mathis, Otto Zach, King Handley, Ross Porter, Tom Sly, Ferd Baricevic and Burt Avery now report to Mike Park on responsibilities including electronic and structural components, product planning and assembly, and quality control.

—Organizational changes were announced in the Advanced Instrument Development Group.

—Derrol Pennington was named Direc-

tor of Education to head the Tektronix Education program.

—Bob Poulin was named manager of Integrated Circuits; Etched Circuit Design now reports to Wally Blackburn.

—Howard Mikesell promoted to Assistant Preproduction Engineering manager.

—Lew Kasch was appointed International Marketing manager under Don Alvey.

To meet the expanding needs of the U.S. marketing organization, a ninth sales region was organized. Ted Brandt moved from Beaverton to become Region Sales manager in the newly organized Boston Region.

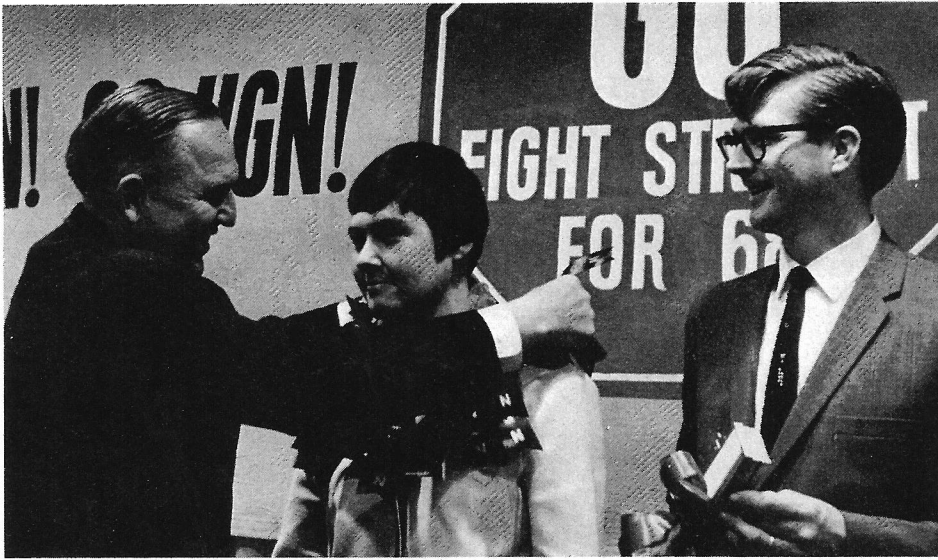
The Integrated Circuit Manufacturing organization was formed. Until the new Components building is ready, production IC's will continue to be produced in the Technical Center. The Integrated Circuits group is sharing the Engineering facility.

Dick Montag, Product Control manager, transferred to the Office of International Operations in preparation for an assignment at Tek Guernsey Ltd. as Manufacturing manager.

Materials planning and scheduling were integrated by making Carl Taylor, manager of material services, a part of the Production Control organization. Carl now reports to Otto Zach, PC manager.

To fill the assistant region sales manager vacancy in the Chicago region Morgan Howells, Advertising, was made Chi-

Reorganization, construction, new instruments



After the generosity of Tek employees had put another UGN campaign total over the top, Area Rep Panel member Bonnie Ashenbrenner was "decorated" with blue ribbons, as Tek Chairman Bill Walker (right) holds the gold 1968 plaques for the company award.

Continued from page 1

Chicago Region Assistant Region Sales manager.

To fill the vacancy when Tony Bryan moved to Heerenveen, Don Hofmann was made Assistant Region Sales manager in the Long Island region.

Tony Bryan, Assistant region manager for Long Island has been preparing for his assignment beginning this month overseas as manager of Tek Holland.

Keith Williams, Vice-President and US marketing manager resigned from Tektronix effective December 11, but will remain until a successor is found.

New Instruments

Tek introduced a varied array of instruments in 1968 at industry shows and conventions around the country. Two of the instruments, the Type T-4002 and Type 4501 Scan Converter, represent major breakthroughs from oscilloscope-related products.

The T-4002 Graphic Computer Terminal, introduced at the Fall Joint Computer conference in San Francisco in December, allows an individual to communicate with a computer and obtain from it stored alphanumeric and graphic information. The desk type terminal combines

Tek's 11-inch storage display unit with a keyboard and other elements.

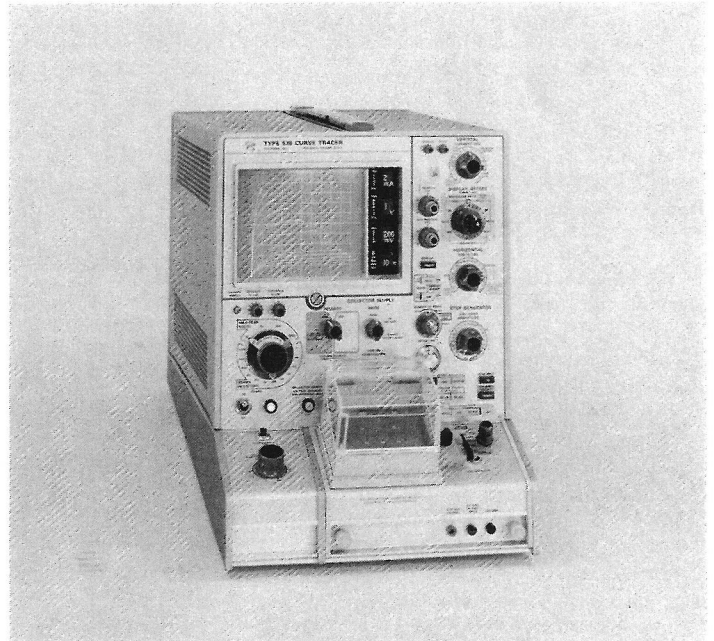
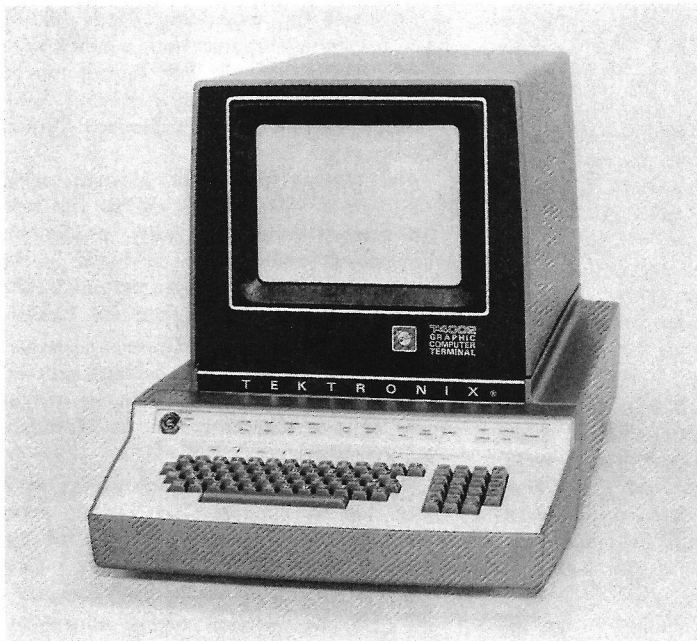
The Type 4501 Scan Converter converts information written on its 5-inch storage display tube to composite video or modulated radio frequencies for viewing on large scale television monitors or receivers.

The Type 576 Transistor Curve Tracer was introduced at the NEREM conference in Boston, Massachusetts in November. The Type 576 differs from other curve tracers in that readouts appear in digital form on a panel to the right of the CRT.

In May, Tektronix announced the availability of the Sony/Tek Type 323 portable oscilloscope which provides its own power for a full working day. Its small size and weight together with extremely low power consumption make it a natural for "on site" maintenance applications.

Although it was not shown at the WESCON show in Los Angeles due to space limitations, Tek announced the S-3110 digital measurement system at that time.

In addition Tek announced 17 new products at WESCON, including Type S-3 and Type S-4 Sampling Heads, Type S-50 pulse generator head, Type S-51 trigger countdown head, Type 285 power supply, Type 115 Pulse Generator, Type 1L40 Spectrum Analyzer unit, Type 6048 voltage probe, Type 3S5 and Type 3S6 programable sampling Vertical Plug-in units, Type 3T5 and Type 3T6 programable sampling sweep units, Type 240 Program Control Unit, Type 241 Programmer, Type R250 auxiliary program unit and Type S-3130 Digital Measurement System.



Two of the top attention-getters in the array of new Tek products announced in 1968 are the Type T-4002 Graphic Computer Terminal

(left) and the Type 576 Transistor Curve Tracer. Terminal incorporates Type 611 storage display, Type 576 has digital readout.

headline past year's activity on Tektronix scene

Construction

Progress is continuing on the building program despite the elements conspiring against it. Most of the steel frame has been erected on the 131,000-square-foot Components building, which will house Cathode-Ray Tube and Integrated Circuit manufacturing, and some engineering.

Work also is continuing on the 63,000-square-foot addition to the Electrochemistry building, the 30,000-square-foot addition to the Graphics building, and the 24,000-square-foot building for RTI, Tek's marketing subsidiary in France. The latter is scheduled for occupancy in February.

Tek Australia has moved into its new 8600-square-foot structure, which houses a maintenance shop and a warehouse on the lower floor, and field engineering, sales and other office space on the upper level.

Telequipment in England is currently engaged in construction on its site for a planned "industrial park" outside of London.

Other Milestones

Employees witnessed visits by the late Senator Robert F. Kennedy and Senator Eugene McCarthy in their campaigns for the Presidency, Robert Duncan in his bid for the United States Senate; Clay Myers seeking re-election as Secretary of State, George Van Hoomissen, seeking the same office; and state representative Robert Packwood seeking to unseat incumbent US Senator Wayne Morse.

Other important events included a very successful United Good Neighbors drive spearheaded by Bill Walker, which netted a quarter of a million dollars from Tek toward a Tri-County goal of four million dollars.

Another important aspect of the year was Tek's continued participation in the National Alliance of Businessmen. Tek hired 80 young people in a program designed to provide jobs and training in areas of the community where neither are in great supply.

Another major change came in the Tek Education program. It was decided that all Tek classes would be provided to Tek employees free of charge, with the exception of books and supplies.

It was a year that saw two prominent Americans assassinated, but also witnessed the first tentative step away from conflict in Southeast Asia and toward the negotiating table. If it was a year to shake your head in disbelief at the inhumanity committed in Biafra, it also offered the sound of Major Frank Borman's voice, as Apollo 8 emerged from the moon's shadow on Christmas eve, saying "Please be informed, there really is a Santa Claus."

1969 is another chance.



Two Tek employees escaped injury July 23 when the Piper Cub they were flying developed engine trouble and crashed while trying to land on Millikan Way/Karl Braun drive. Al Crane and Karl Steinert were unhurt, but the plane was badly damaged.



This is the way many Teks remember the late Senator Robert Kennedy, as he smiled and shook thousands of hands on his April 18 tour of Tektronix. Six weeks later he was dead from an assassin's bullet, on the night of his California primary victory.