

Order calendars for Tek engineers

Copies of the 1979 Tek Engineering Calendar, part number 000-7246-00, will be available from Stock, del. sta. 70-697, after January 1.

The new calendar, same size as the previous year at 11½" x 17", has a slightly expanded layout with larger squares for notes and appointments plus a greater listing of shows and conferences in addition to holidays, manufacturing weeks and accounting periods.

Another new bonus is an additional month on the calendar—January 1980—for those who like to plan ahead next December.

Thoughts to thmink about

A good conscience is a continual Christmas. *Benjamin Franklin.*

1978: A 'whopper year' for Tektronix

"It was a year of scrambling—and ultimately failing—to keep up with the very high order rate. Demand outran our capacity; there was just no way to recruit, hire, train and equip enough people."

This opener in the '78 Tek Annual Report, reflecting the last half of 1977 and first half of 1978, also aptly described the past calendar year at Tek.

Sales, earnings and orders were up again and reached new highs during the entire calendar year, continuing the string of successive "up" quarters to 28 by November.

Improved productivity was also showing up by November and the brisk hiring rate was slowing down, although the employee total was well past 20,000. New, inexperienced employees became more efficient as they learned their jobs.

It was also a big year in facilities expansion as Tek announced plans to add over 1

million of square feet in building space in Beaverton, Walker Road and Wilsonville.

This included the microelectronics building and automated warehouse in Beaverton; a two-story building and cafeteria in Walker Road; an addition to our existing Wilsonville building and another general-purpose building there.

In Vancouver, WA., Tek leased and occupied the former Western Electric building, and also acquired a 270-acre tract east of the city for a longer-term commitment. The purchase awaits a county zone change before it is concluded. First-phase development plans call for a single, general-purpose building in early 1981.

Even the Tek Credit Union moved into expanded and remodeled quarters in September. Grand opening was attended by Oregon Governor Bob Straub.

Tek's long-standing patent infringement

suit against the U.S. Government reached a new milestone in December when the Supreme Court refused to review the case. It removed the last judicial obstacle to a claim for payment of the judgment.

Early this year, the trial court granted judgment in favor of Tek for \$4,238,307 plus interest from July 1, 1977. A number of procedural steps must be taken to obtain payment of the judgment which will be taken into current income when received by Tek.

In August, Tek began self-insuring employee and dependent health benefits under the Tektronix Health Benefits Plan, formerly insured by Bankers Life. It meant that Tek would fund employee and dependent health benefits out of the company's general assets and employee premium payments.

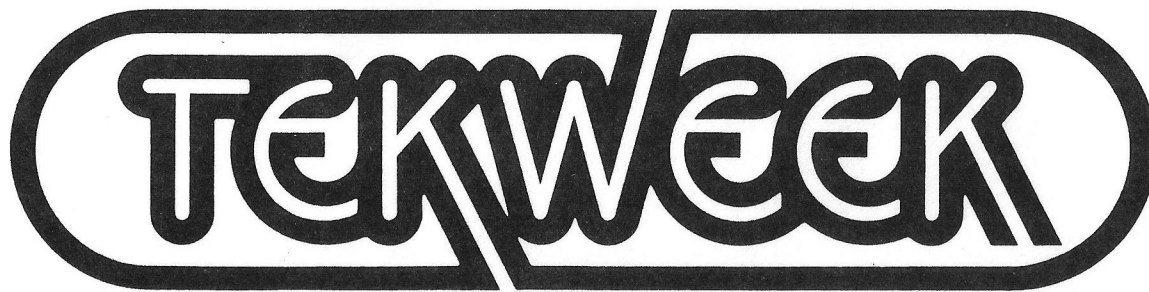
Tek products got big exposure in millions of American homes on Sunday night TV last fall in the ABC-TV show, "Battlestar Galactica." The space adventure show includes some 400 Tek instruments and instrument modules, all up and running and fully operational.

On the employee front, the United Way goal was exceeded again, reaching \$828,230 or 1.6 per cent more than the goal of \$815,000. Combined with the company gift, the Tek contribution totaled over \$1 million, marking the first "million dollar" award from the four-county United Way.

An all-employee slow-pitch softball team entered the Portland City League last spring and captured the championship besides finishing second in the regionals and grabbing a berth in the nationals at St. Louis, MO. in late August.

Another sports item of note was the fast-growing Tek employee ski club, Ski-Tek, which had a membership of 450 by early November. The club's big "Nite at Timberline" drew some 350 persons.

Like the 1978 annual report says, it was a whopper year for Tek.



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