

## Year in review

# Products, people, profits big news in 1984

Several major news events occurred on the Tek scene during 1984, including the decision of Howard Vollum to step down as chairman of the board and the election of John Gray to succeed him, and the departure of several key employees to head other electronics firms in the area.

The earnings picture improved for the first time in several years with positive earnings for FY400 and the first and second quarters of FY500.

In products, the 6000 family of intelligent graphics workstations made its debut and the U.S. Army placed an order for 8000 portables, the largest single oscilloscope order ever. Tek also began sales of parts to outside customers.

Here's a summary of some of the major news events at Tek last year on a month-by-month basis as they appeared on the pages of Tekweek. The list was compiled by Carol Koval and Dick Koe.

## January

Tek decided not to participate in General Services Administration (GSA) multiple award schedule for 1984-85.

Tek Foundation announced a new science scholarship program for high school seniors in the metropolitan areas of Oregon and Southwest Washington.

Don Ellis, retired vice president and company treasurer, died at the age of 67.

Tek's marketing function was explained at the January Area Rep Conference.

Tek began sales of its Gallium Arsenide (GaAs) integrated circuits to outside customers.

Liquid crystal color shutter and 2465 portable oscilloscope were named 1983 products of the year by *Electronic Products* magazine.

FDI introduced 494 and 494P spectrum analyzer with 325 GHz frequency range, an industry high.

Tek received two top awards at the United Way of the Columbia-Willamette Campaign '83 awards dinner. The company won the Million Dollar Achievement Award and *Tekweek* was named the most outstanding company publication in a United Way campaign.

## February

Howard Vollum stepped down as chairman of the board of directors to become vice chairman. John Gray, a director, was elected chairman.

Communications Division introduced 2400 TV and GPIB options.

Tek pledged a total \$584,000 to high technology fund for Oregon colleges.

Earl Wantland (President) discussed major issues of importance to Tek at the February Area Rep Conference.

## March

Tek announced a new streamlined organizational structure with Wim Velsink and Larry Sutter as executive vice presidents; Larry Choruby and John Landis as senior vice presidents; and Allan Leedy as vice president.

Third quarter earnings increased 7 per cent from previous year with earnings per share at \$1.34.

Tek employees were invited to become sponsors of the TEAM/Unicorn program. PLOT 10 computer-aided drafting software was introduced.

John Landis (Senior Vice President) gave overview of Tek's international operations at the March Area Rep Conference.

Metals in Building 16 became the first Tek group to achieve Class A MRP.



CHINESE TRADE DELEGATION visited Tek's Clark County and Beaverton plants in April, 1984.

## April

Second inventors recognition banquet honored 130 Tek employees for their patents.

Tom Long returned to Tektronix as vice president and general manager of the Design Automation Group (DAG) at Walker Road.

Tek was included in new book titled, "The 100 Best Companies to Work for in America".

Tek Foundation awarded 20 scholarships at \$2,000 apiece to high school seniors (10 to children of Tek employees and 10 to science and math majors in Oregon/Southwest Washington).

Grass Valley Group in California celebrated 25 years in business with a founder's day banquet.

Tek's benefits program was outlined at the April Area Rep Conference.

Trade delegation from China visited Tek; toured Clark County (CI) and Beaverton campus.

## May

U.S. Army ordered 8000 2235 portables, largest single oscilloscope order ever placed.

Earl Wantland (President) told investment analysts in Wilsonville that Tek's No. 1 goal is to increase profits.

Tek Development Co., business units and strategic programs were discussed at the May Area Rep Conference.

Early retirees held their first annual reunion at the Beaverton Elks Club.

Grass Valley Group acquired Dubner Computer Systems, Fort Lee, N.J., a TV graphics supplier; Tek acquired an equity position in CADTEC, San Jose, Calif., a manufacturer of database management systems; and Tek Development Co. invested in ATEQ, Inc., Beaverton, Ore., which deals in semiconductor manufacturing equipment.

## June

Larry Sutter (Executive Vice President) left Tektronix to become chief executive officer of Northwest Instrument Systems, Beaverton, Ore.

Oregon Graduate Center honored Howard Vollum with first-ever honorary doctorate degree.

Jon Reed (Vice President and IDG general manager) was honored by the International Computer Graphics Association for his contributions to the industry.

Metropolitan Arts Commission honored Howard and Jean Vollum for their philanthropic efforts in the Portland area.

Tek received "Employer of the Year" award from the Association for Retarded Citizens.

Four street names were added on the Beaverton campus, honoring various scientists.

Tek's MRP objectives were explained at the June Area Rep Conference.

EIL Instruments, largest distributor of electronic instruments in the U.S., began distribution of Tek's 2200 Series portable oscilloscopes.

## July

Bill Walker (executive vice president) left Tek to become president and chief executive officer for Electro Scientific Industries in Beaverton, Ore. He remained on the Tek board of directors.

Fiscal 400 earnings increased 77 per cent over the previous year, marking the first positive year-end earnings in three years. Earnings per share were \$6.15.

Instrument Systems Integration (ISI) Division introduced 11 new products to meet customer needs in test systems.

Tek products were used in the 1984 Summer Olympics' marathon TV coverage from Los Angeles. Tek donated

products to the Olympics Congress Model Lab held in Eugene, Ore.

Tek began selling hybrid circuits and specialized ceramics to outside customers.

Clothing with Tektronix logo—caps, jackets, shirts, pants were offered for sale to employees.

Tek's business with the U.S. government was explored at the July Area Rep Conference.

## August

Portland Community College began administering the Tek Education Program (TEP) in fall term 1983, including registration and instructor certification.

Tek won an Emmy award from the National Academy of Television Arts and Sciences for engineering excellence in television test, measurement and monitoring technology.

Tek introduced the 4404 artificial intelligence system, Pegasus.

Wim Velsink (Executive Vice President) became Group Operations manager over all of Tek's operating groups in a corporate restructuring plan.

Howard Vollum received the Pioneer Award from Associated Oregon Industries for outstanding accomplishment in wide ranging fields of endeavor.

Tek board of directors approved construction of two buildings at the company's 100-acre site in Redmond, Ore., home of the CNA Division.

Tek and Synercom Technology, Inc., Sugar Land, Texas, announced a joint marketing agreement in which Tek will include Synercom's mapping software package in its Solution Vendor Program. Synercom is the leading supplier of high quality data base mapping information management software.

## September

First quarter earnings increased 32 per cent over the previous year with earnings per share at 92 cents.

Tek Development Co. named Tom Long as president, succeeding Bill Walker, and announced a wholly-owned subsidiary, Anthro Corp., Portland, Ore., which will develop engineering work station furniture.

Tek filed suit against Northwest Instrument Systems, charging unfair competitive practices.

Tek and Standard Electronica S.A., Brazil, signed a joint manufacturing agreement in which SESA will assemble Tek product kits and sell them to Brazilian customers.

Tek introduced the new 6000 family of intelligent graphics workstations and enhancement package for the 4115 computer display terminal.

United Way officials discussed 1984 campaign at the September Area Rep Conference.

## October

Tek participated in first college recruiting satellite teleconference which

was telecast to 30 U.S. colleges and universities.

Tek and Northwest Instrument Systems announced settlement of suit following lengthy negotiations. Northwest agreed not to hire technical, professional or managerial employees from certain groups of Tek that are competitive with Northwest.

OEM line expanded with three new monitors—GMA 201, 302, 303.

Frank Hermance (Lab Instruments), Jim Koehn (ISI) and Vince Lutheran (Semiconductor Test Systems) were named general managers.

First 2235L oscilloscopes for U.S. Army contract were shipped.

Tek's Telecommunications System (phones) was topic at the October Area Rep Conference.

## November

Forum on Manufacturing Excellence at Rippling River resort near Mt. Hood was attended by 170 key Tek employees. Objectives included recognition of manufacturing as an equal partner with engineering and marketing.

Microcomputer Development Products (MDP) Division announced support software that integrates IBM PC's with their 8500 Series microcomputer development systems.

New C-7 CRT camera was introduced. It incorporates a motorized Polaroid instant film system, eliminating the need to pull, peel or time self-developing films.

Flexible benefits plan was announced for Tek employees beginning in 1986. It will offer maximum value for the money the company spends on benefits.

Hybrid Components Operations announced a co-sourcing agreement with Apek Microsystems, Deerfield, Fla.

More than 200 vendors from the U.S. came to Wilsonville to learn requirements of Engineering Computing Systems (ECS) products, processes and procedures.

Upward Mobility and Achieving Your Potential was topic of the November Area Rep Conference.

## December

Second quarter earnings increased 73 per cent over a year ago with earnings per share at \$1.14. Earnings a year ago were reduced by a settlement of sales discount claim with the U.S. government.

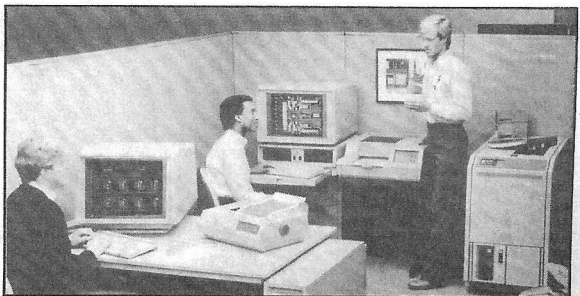
George Kersels (Electronic Components Group general manager) was named Vice President by the Tek board of directors.

Bill Polits (Vice President, Corporate Quality Assurance) retired from Tek after 34 years with the company.

Larry Choruby (Senior Vice President and Chief Financial Officer) discussed Tek's profit share program at the December Area Rep Conference.

Tek U.K. consolidated functions at its new 83,000 square-foot headquarters building in Marlow, England, 14 miles from downtown London.

Gallium Arsenide (GaAs) "quick chip," both quick and fast, was officially introduced.



6000 FAMILY OF Intelligent Graphics Workstations made debut in 1984.