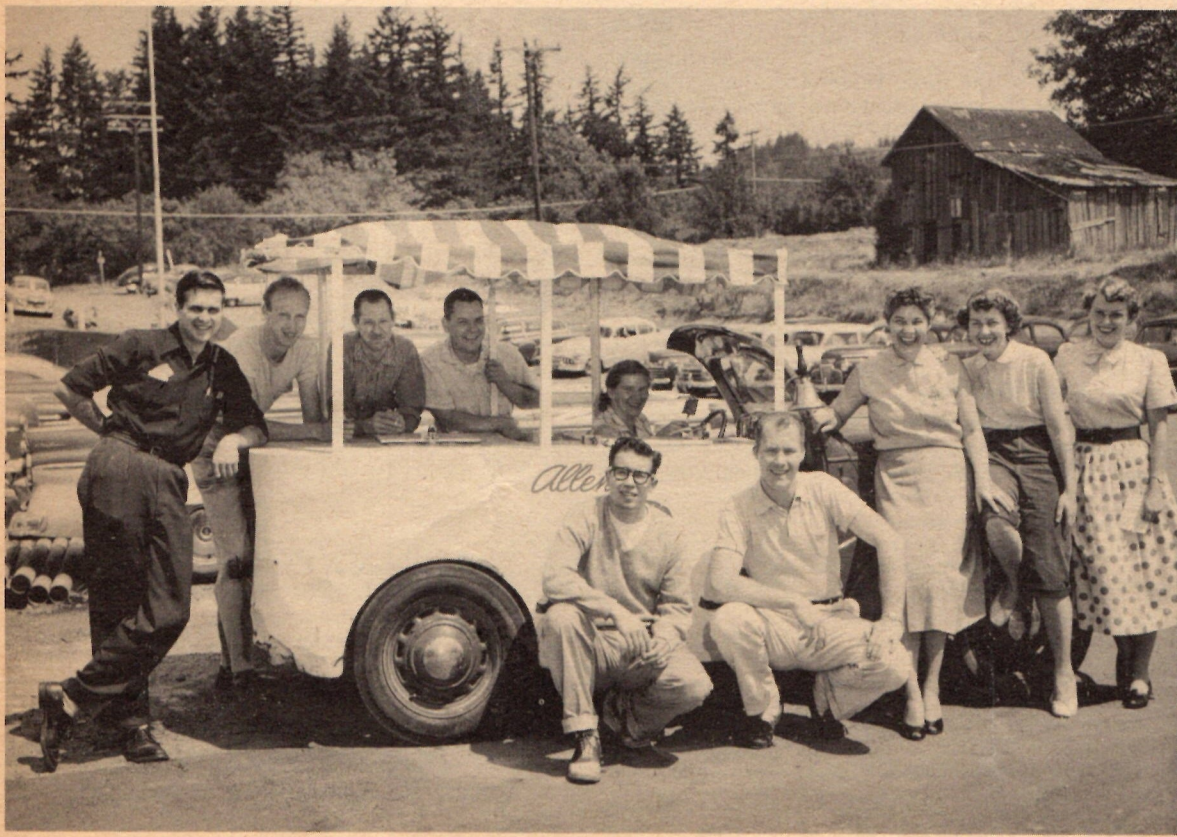


## In A Hassle Over Annual 'Haymakers' Hustle



## Committee Finishes Plans--Destination: Island Park

Tektronix's Haymaking Picnic (history making, too) expects all hands on deck for this annual event on Saturday, August 6 at Island Park near Canby.

Festivities for 'Little Haymakers' begin at 10:00 and continue to 12:00. Irene Wilson who heads up the junior division this year promises all of the old favorites and every child will receive something for participating. The afternoon promises movies, swimming and a complete program of picnic activities. The Credit Union is contributing 1,000 helium-filled balloons.

Picnic chairman Bill Barnes promises a well organized program with the following ingredients: good food, games and prizes. Big 'Haymakers' will vie for prizes that have been displayed in their cellophane wrap all this week. Ball teams will choose first ups at 12:30. Door prizes will be given during the day; all employees and guests are asked to drop their tickets in the box next to the barbecue stand.

Three public address systems are planned for this year. The first one will be used for the children's games and softball. The other two will

allow the "calling" for square dancing and the adult games. (The committee at this point has not yet decided which p. a. system will be used for the usual compliment of lost children.)

Food will be dished up at 12:00 noon with a choice of ham or beef barbecues. Free pop, coffee and ice cream will be dispensed throughout the day. See you at the picnic.

Don't forget to take your camera and turn the pictures in to Tek Talk for the September issue.

## Chicago Field Engr. Visits Tek for Briefing

At more or less regular intervals, Tektronix Field Engineers are called back home for a dual-purpose visit at Tektronix, Portland. The primary objective is for the field men to get first-hand technical briefing on new instruments, new procedures, and new thinking. They are also unconsciously imbued with the indefinable influences that reveal Tektronix as very much more than just a place to work for a living. Of course, the communications are two way, and we at Portland learn more of the pertinent details of field operations; many of these points are important, but almost impossible to express in written form. We learn too, of the attitudes and dispositions of customers on many aspects of our operations.

Back from the field last week was Dick Ellstrom, currently one of the stalwarts of Tektronix, Chicago. Late in 1950 Dick sneaked out from under the aegis of Western Electric and stuck his head in the door at Tek. After cycling (at that time a quick and dirty "QC" job) thousands of scopes, he was snatched for the first field repair billet, here at Port-

land.

In the summer of 1953 Dick sat down in the "hot seat" in field engineering for indoctrination in the business machinery (major course is Common Communications). In September, Dal pulled the ejection release lever, and Dick was catapulted into space, landing in Bronxville. After a short course in Poise, Charm, and Pulse Feeling under Prof. Cassidy, he was welcomed to Baltimore by Fred Hart and Jean O'Brien.

When Tektronix, Chicago, was opened last February, young Ellstrom was there, along with Evelyn Dunham, George Edens, and Ken Dellinger; Don Clifford arrived at the front shortly after, and late this Spring, pace-setting Eve Fitzgerald was snatched from Dayton for field secretary at Chi to give Evelyn more time for her Central Division secretary burdens. Since then Dick has been romping cheerily about Chicago, Kansas City, Wichita, St. Louis, and then some. Returns to date indicate his constituents are happy about the whole thing (and so are we).

On his return to Portland he brought Beth and the children, Nancy and Jimmy, to stay the rest of the summer with her parents while Dad dashes around the midwest cooling off overheated scopes and customers.

## Tek's Divot Diggers Warm Up at Orenco

Starting the interest in Tek's annual golf tournament in August, a preliminary 36 hole tournament has just been completed at Orenco with a field of 25 hopeful divot diggers.

The Orenco golf course presented prizes to the entries and they have been awarded to the following golfers: First prize, Ed Bauder who qualified as the wettest golfer; second prize, Les Stevens who lost the most golf balls (the accounting department is still at work on percentages); third prize, Dick Place, for the hardest hit ball—Dick claimed a birdie if he'd ever connected; fourth prize, Gene Cavanaugh who collected on the most improvement—after a round of triple bogies, Gene settled down to steady divot digging (and replaced, too!); fifth prize, Bill McCord for the most consistent golfer who had a handicap of 36 to start and never varied.

Jim Peabody and Bob Leipzig are now looking for two recruits for their committee and the annual golf tournament will get underway.

## Terminations

Tektronix is certainly going to miss Dona Kidd, Laurel Zirschky, Nancy Pratt and Mari Le Moulton.

## Bonus Barometer Fluctuates With Payroll, Production and Delivery

As a result of the interest expressed in Personnel Committee meetings regarding the "ups and downs" in the current profit share, and therefore in the bonus advances included in the 5th of the month paycheck, Tek Talk will attempt to explain the contributing factors each month. One-half of the Tek bonus is given each month; the other half is accumulative and payable on a six months basis in June and December.

### Expenses Totaled

In order to determine the amount of the monthly profit share, the following method is used. All of the accumulated expenses for the month are totaled. In addition to payroll, this includes depreciation of the plant and equipment, property and payroll taxes, fire insurance, materials purchased and all other expenditures needed to operate Tektronix.

This operational expense is deducted from the sales value of the shipments to obtain the gross profit. This profit is adjusted to provide an allowance for renegotiation of the price of instrument sold to the Federal government to give the amount of "profit" subject to profit sharing. The amount of the profit share for the month is then 22½% of this amount.

### Payroll Determined

From the total payroll for the month, the pay of the field engineers (who receive incentive pay based upon the sales in their area) and of temporary "summer" employees is removed. All sick pay is also deducted. The remaining amount is the payroll subject to profit sharing.

Your bonus advance is now ready to be determined. For example: Assume that 22½% of the profits for a month amounts to \$35,000, and total base pay is \$100,000. Dividing profits by base pay would give you 35%. The actual number of bonus dollars is obtained by multiplying your base pay by the percentage figure. If your base pay is \$200 a month, and the percentage of profit-sharing for the month is 35%, then your share of the profits will be 35% of \$200 or \$70. Of this amount, \$35 would go on the monthly paycheck, the other half would be put in the 6 month accumulative bonus check.

### Bonus "Up's and Down's"

Variation of shipping from production is one of the principal reasons for bonus fluctuation. If instruments assembled are not shipped, the profit share goes down. Conversely, when instruments assembled in a previous month are shipped in addition to the present month, the profit share goes up.

As Tektronix develops new instruments, the cost of producing these at first is abnormally high. Consequently shipments will be low along with the profit share. New instrument development is necessary for Tektronix to succeed in a highly competitive field; one-half of Tek's sales volume is based on instruments that were not even in production until the spring of 1954.

The profit sharing percent for June was 30; the previous six month period, 40.4. One reason for this is evident from the number of 540 series scopes nearly completed but still stacked around the plant.

## Cer. Head Orders Extrusion Equipment

Ted Goodfellow, ceramics head, attended a meeting on June 29 of the American Ceramics Society at the University of Washington in Seattle. While there, he investigated possible equipment for high speed production of electrical porcelain for Tektronix.

On July 12, Ted was again commuting to Seattle to make tests on samples of our clay formed on extrusion equipment at the Bureau of Mines building at the U. of Washington. Results have proved to be so satisfactory that new extrusion equipment is on order and will be in use within the month.

## New Coil Addition In Transformer Dept.

CVB 901 is a new small coil wound on a nylon form ¼" x 1". Two escutcheon pins ¼" in length are threaded on the inside for a powered iron slug. The coil is used in a 541-545. The form is made in our own plastic department. It has 12 turns of no. 32 wire.

This now brings the total to 87 different small coils that transformer department winds in addition to 32 amplifier lines and 9 different small transformers.

## Aquatic Antics On Bauder's Golf

One balmy evening last week a jovial threesome set out to do the Orenco Golf Course: Dal, Bill Webber and Ed Bauder.

The gentle current of this pastoral playtime was punctuated by a short slice from Bill's iron that landed in a water hole. Ed Bauder, obliging egg that he is, volunteered to retrieve the ball floating innocently beyond arm's reach of the shore. Ed tripped down the steep bank, grasped a sturdy bush firmly and reached out—due to a misplaced confidence in one miserable shrub, Ed sank from sight.

As Dal and Bill watched, Ed, as suddenly emerged, spilling tadpoles, minnows and inferior crustaceans. Ed started to sputter genteel remarks, but before his mouth was empty enough to speak he was stricken dumb by the sight of Bill on the bank, writhing helplessly in uncontrollable hilarity. Considerate gentleman that he is, Dal kept himself under control by chewing the handle of his niblick, although he did have to wipe a few tears from his eyes.

As Bobbie Burns so aptly puts it, "A man's a man fur a' o' that"; Ed's well dampened dignity was soon redeemed. For one thing, he attained the objective—Bill Webber's ball—furthermore, he continued to slosh happily through to the last hole, without even stopping for cough syrup. Here, lads, is a real sportman.



# Tek Talk

Published by Tektronix, Inc., 9450 S. W. Barnes Road, Portland 7, Oregon, by and for its employees. Published the first pay day of the month, the 5th, or nearest working day. Printed by Tektronix, Inc.

## Community Service

An individual's aims or the aims of Tektronix can only be fully recognized in the climate of general public opinion that is informed and favorable.

An objective of citizenship is to serve and understand the needs of your community. It requires an unselfish amount of time, knowledge and sympathetic understanding. Tek Talk takes great pride in saluting a number of our people whom we have discovered serve our community.

Washington county school districts have recently elected Bill Webber to the board of Tigard Elementary and Ken Walling to the Barnes District. Old and trained hands are Dick Rhiger at Cedar Mills and Derrol Pennington, chairman of the board at Sunset Valley. Howard Vollum is now serving as a member of the board of trustees at Reed College and Portland U.

Serving the United Fund is the complete roster of Tek employees as we are a chapter. George Roussos is Tek's representative to the Washington County United Fund. Serving as directors are Bill Webber and Derrol Pennington. Newly elected to the presidency of the Northwest Greater Management Club is Henry Hasse.

Tek Talk is sure that this is only a small beginning of the many Tek employees who are currently working just as long and hard at many phases of community service. We would like to have a complete roster for a later issue of Tek Talk — not only for recognition but in order to pool information that could more effectively be used in the great need for community service.

## Flying Club Members Log Coast to Coast Flight

Coast to coast — is the latest flying club news as Jack Murdock and his passengers, Les and Maryellen Stevens logged 7860 miles on a business trip the last of June.

The Bonanza took to the air at 3:30 p.m. on June 15 from the Hillsboro airport. As night approached, the plane was circling over Hailey and Sun Valley, Idaho was the first port of call.

To make a safe trip over the Rockies, it is necessary to take off early in the morning before it gets hot; altitude is gained while the air is heavier and the Bonanza flew at 12,000 feet. A late start at 5:30 a.m. found the threesome heading for Cheyenne as the first stop over the Rockies.

En route came the first experience in trying to fly around storms and as Les puts it "where the brand on a Wyoming steer appeared to be too close." At Cheyenne the visibility was so limited that Jack was unable to spot the field and put the radio equipment into action. With help from the tower, the field suddenly appeared. After a landing of several hours waiting out pessimistic weather reports, they took off hoping to avoid thunder storms and flew through some rain to Des Moines as the next overnight stop.

Des Moines to Detroit with no weather problems, they landed at the Detroit City Field. This field services principally private and company planes and is 2nd in traffic in the United States with over 50,000 landings each month.

From Detroit the destination was Westchester, Connecticut, 25 miles out of New York and an appointment with Jack Cassidy, a fellow birdman. Again, great difficulty was experienced in spotting the field. Due to the industrial smog and smoke of the east, instrument reading is almost essential.

Warmly welcomed by the Cas-

sidy's, the flyer's were hosted at a lobster dinner. The next day found Les in New York for the National Accountant's conference of three days; the two Jacks went on to tour Syracuse, Boston, Poughkeepsie, Buffalo and Rochester.

Following the conference the Stevens' went to Bronxville and met Jack. Washington's National Airport was the next landing. After a day of sightseeing in the nation's capital, the trio flew back to New York and tried for the Newark airport. Again the smog interfered. After a half-hour exploratory tour over the area, Jack had the Bonanza on the ground. Met by Francis Frost of the New York office, the evening was spent in New York with an early a.m. take-off scheduled for Detroit. In Detroit, Tony Satullo, (a former Tek representative) played host for one of the famous Satullo spaghetti dinners.

The next day found the flyers in Chicago and a day and an evening with the Chicago field office. In the afternoon it was Kansas City. Each afternoon was spent dodging thunder showers and this was no exception. Kansas City to Topeka was next on the log.

Here, Jack and the Stevens visited the famous Menninger Clinic with Dr. Harry Levenson as their host. Dr. Levenson is to be partly sponsored by the Tektronix Foundation when he visits the Pacific Coast in September to study industrial relations in our area.

That evening it was back to Cheyenne and the next morning the Oregon boundary was sighted; simultaneously, with a rain storm as they flew down the Columbia Gorge. (But no smog.) Home and the Hillsboro airport was the finish of a logged trip of 65 flying hours. This is Jack's second transcontinental trip; he flew much the same route in 1954.

## Purchasing Department Has Household Stores Buying Headaches for 5,000 Items and 35 Depts.

Perhaps you have noticed the large glass window of the office just off the stockroom and on passing, heard the clatter of calculators, adding machines and the chatter of people on the phones. You have probably also noticed the invoices, packing slips and other such documents splashed around the desks in no apparent order. If you have, you've observed the purchasing crew plowing through a normal day's routine of ordering, expediting, rescheduling, complaining, cancelling or begging for material.

It is the job of the three buyers, Paul, Scott and Gene; the schedulers Warren and Jim; the secretary Barbara and the department head Fitz, to see that all the materials needed for production are in the plant when, and in the form they are needed. They are also charged with the responsibility for maintaining quality in the parts and seeing to it that they are acquired at a reasonable price.

### Stock Shortages

When the stockroom is out of an item, you may feel that someone has fallen asleep at his desk, but in most

cases these shortages are part of the game and impossible to avoid. For together with being responsible for getting the goods, the buyer or scheduler is limited as to how much he may have at one time. Besides tying up a large amount of the company's working capital, it costs heavily in interest, taxes, insurance, storage, handling and obsolescence to have shelf inventory beyond current requirements.

### 250 for 2,000

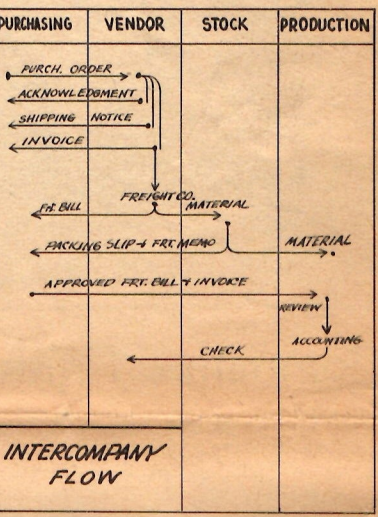
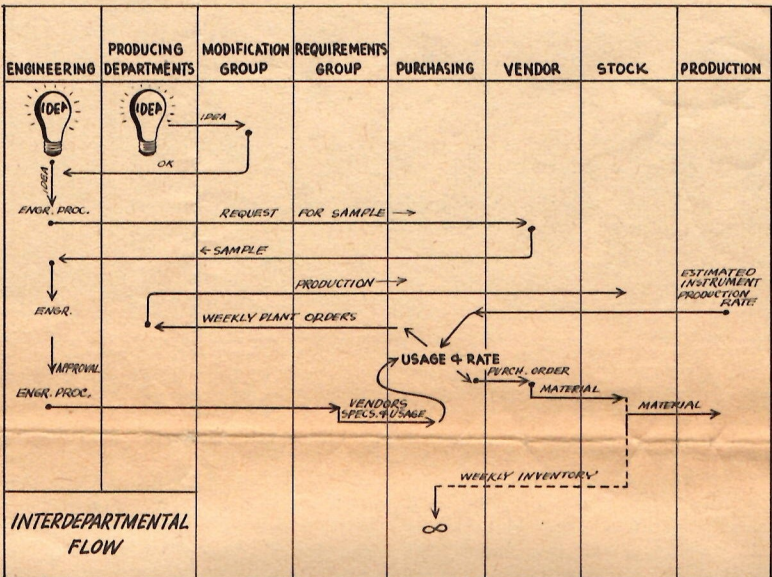
In jumping between the horrors of shortages and overstocking, the buyer finds himself fighting strikes, vacation shut-downs and shortages from our suppliers, as well as transportation tie-ups that delay the receiving of parts. On the other hand, modifications may increase the use of an item, a new instrument hits the line or production doubles to keep pace with the increasing order rate. All of these are the daily diet of the buyers. While they are haggling or developing relationships with our 250 suppliers, the two schedulers are scheduling the some 2,000 parts from Tektronix' 13 supporting departments. Here the quan-

tity of material may be even more critical as it includes labor which is very costly to carry on the shelf.

### Material Control

The present method of tying production to the incoming orders may seem demanding on material control but where a formal production control department, with its bills-of-material, routings, schedules and priorities may provide a smoother more efficient flow of goods, it does require more costly paper work, procedures and systems. This tends to hamper flexibility which in turn works against quick delivery of instruments. The loss of flexibility and extended delivery time to customers is a very real cost, however difficult to measure, and to date it is estimated that any other method would lose us more than it would gain.

Below are two charts that may illustrate what is involved in getting parts into production flow. It also illustrates the number of documents involved in getting one of the 5,000 items procured by the purchasing department, into your hands.



## Gas Gauge Guess Is "Pilot Error"

Most people take to the roads for a Sunday drive, but not flying club member, Don Ellis. Don took his landlady, Mrs. Violet Warren out for her first airplane ride on a recent Sunday.

In a non-stop flight, they followed the Columbia river to Astoria, down to Seaside and then up to Aberdeen, over to Bremerton and Seattle. From there they passed over Snoqualmie Falls, back to Tacoma and home to Hillsboro.

Don had made one fatal pilot error — he did not start with quite a full tank. At Kelso, a headwind started consuming more gas. Don had banked on a safety margin of a half hour instead of the usual 45 minutes on a gas supply. This equation did not balance as coming in for a landing the plane sputtered and the service station was not in reach. The Navion landed 170 yards short of the runway in a wheatfield and came to an eventful stop at a fence.

A few stitches and a few band aids for Don; Mrs. Warren suffered only minor bruises. At last reports, Don had not yet been evicted so we cannot point to the moral in this story—Don't run out of gas with your landlady as a passenger, even if she is a redhead."

### Tek's New Additions

Welcomed to assembly are Nancy Kokich, Olive Moser (formerly with the United Fund), Marietta Kilgore and Walt Dederick. Our clerical staff gained Diane Ross and Marjorie Guthrie (assigned to the engineers). Marvin Lemley takes his place in the shop.

## Oil Well Stock Pays Off As Test Ship Comes In

Liason for an oil well is the role of Dick Macneill in test. While attending the Northwestern Law school, he met Lewis Dillman. Dillman's family have owned a farm in the Saskatchewan valley for years. Tests in this area led to a belief in oil deposits.

Next came the formation of Orecan, the Oregon-Canadian oil company. With the sanction of the federal securities commission and the state of Oregon, the company sold 111,000 shares of stock at \$1 per share par value in Washington and 100,000 in Oregon, mainly in Portland, Eugene and the Dalles.



### The Grapevine

Dick told some of his friends in test and we find that lucky stockholders now consist of Mike Park, Paul Jones, Roger Haight and Chet Harding. 4200 shares are now owned by Tek's test members.

Investors are now feeling mighty prosperous as their first well turned out to be "one of the biggest and best gushers" in the Williston basin of Saskatchewan.

Drilling started June 20. Oil was struck July 16 while core drilling, without the use of dynamite, which is the usual process. The gusher created a sensation in Canada, Shell

Oil company, which has about 1,000, 000 acres of oil land under lease across the road from the Orecan well, immediately announced plans to drill a deeper well. Examination of test cores from the Orecan well lead Shell to believe there is another oil bearing strata below the one tapped by Orecan.

Ronald B. Sorenson, vice president of the Orecan company, with offices in Portland recently stated in the Oregonian the following information:

**Possible Potential**

"Our geologist tells us it is probably equal to Quinn No. 9 in the same region, the best producer so far brought in. But it is too early to tell. We have had no test on the quality of the oil, and that can vary from a value of \$1 to \$3.75 per barrel. Also, we don't yet know whether we have another oil-bearing strata below the 4899-foot level, where we hit this gusher.

**No Dividends Yet**

"In any case, we don't plan to start paying any dividends yet, much less "\$1000 a month on a \$100 investment." We plan to drill two other wells immediately, then, if they are as good as they look, we will use the money to develop 24 other wells on the 960 acres of our holdings."

Sorenson also emphasized that the corporation was closed and that there is no stock for sale. Test has not yet decided how to spend their money but the oil well did come in.



# Bound for Sherwood Forest



Lavonne and Laverne Calvert with their mother Maxine are all set for another trophy as they display their bows and the quiver full of arrows that continue to bring them prominence at every archery event.

## Calverts Con Cups in Northwest

Tek Talk has discovered another celebrity in assembly in Maxine Calvert. Maxine and her husband, George Calvert along with their twin daughters, Lavonne and Laverne compete in the outstanding archery tournaments of the Northwest.

Residents of the Portland area for 13 years, the Calverts moved to the Cedar Hills section four years ago. George is originally from Michigan and has always been interested in archery. Three years ago he talked Maxine into joining the Sylvan Archers.

Maxine's biggest win to date was the "clout" event at the 28th annual Oregon state archery tourney at Cottage Grove in July. A 140-yard shooting event, the "clout" consists of archers firing a high trajectory and trying to drop their arrows into a nine-foot "gold", or bullseye. Maxine piled up a score of 243 out of a possible 324 to achieve the second

best tally recorded in the event since 1934 and the highest score in the last 12 years.

Lavonne and Laverne are consistent in cadet classes and come home with their share of trophies, too. On July 9 they were the runners-up at a contest at Bend.

With three potential "Maid Marion's" in the house, George Calvert has turned his garage into a workshop for the family's archery hobby. Much of their equipment is assembled or made completely in this workshop. The rest of his time is devoted to coaching his family and keeping the equipment in top shape.

Traveling every weekend during the archery season, the Calverts compete in most of the major tournaments in the Northwest. A growing collection of cups, trophies and silver arrows over the Calvert mantle attests to the success of this family enterprise.

June(ceramics) and Tom Ruyle (shop) were back at work on June 18 after a 2400 mile trip into Canada. Going as far as Edmonton, they took in the Calgary Stampede on July 11 and 12, stopped at Lake Louise, Banff and Glacier Park on the way home.

Ceramics received a letter from Dennis and Donna Kidd from Florida where Dennis is now in training in the air force. Dennis has soloed in T-6 trainers and is now commencing 2 and 3 hour flights by himself. The Kidds will soon be transferred to Texas where Dennis will start training in jets.

Congratulations are also in order for their new baby boy. Dennis stated that he likes flying but that he would also like to be working an 8 hour shift at Tektronix.

A 125 ton punch press was added to the shop equipment in June. They are now using it on no. 181 cabinets but intend to deep-draw sub-panels and chassis in the future.

Gordon Sloat was welcomed back to his transformer department on July 19 after a two weeks illness. While ill, he was presented with the customary pink shirt from his crew. It's inevitable—if you are a male, if you work in transformers and if

you are ill—it's a pink shirt. Gordon's is the seventh this year. (Only Sid's was purple as pink just isn't his color.)

Helen Ross (ceramics) reluctantly returned July 19 from a week's fishing in the Fraser River Basin in British Columbia—sunburned but a full limit of fish.

The Ceramics department has mixed emotions about the new member at Gene and Laurel Zirschky's. The Zirschky's after 8 years of negotiations adopted a baby boy who was born on June 20, weighed 7 lbs., 8 oz. and was christened Robert Guy Zirschky.

Young Robert arrived four days prior to vacation and the Zirschky's schedule is now beginning to coincide with that of their son's.

Laurel has now left her many friends in ceramics after 2½ years. In this department, "We'll miss her but we're afraid she will be too busy to miss us!"

Jackie Franck (ceramics) flew home from Los Angeles July 17 after spending a two week vacation in Los Angeles and Hermosa Beach.

"Behind every successful man, there is a woman." This statement,

often quite correct can well be testified to in the front office. Moving, removing, desk shoving, relocation of light fixtures, repainting—the final blow was suddenly the moving of a partition. Suddenly the man power in field engineering started muttering "coercion"—"what next" .. "ooh, not again". But at last reports, everybody's pleased. One problem only, will be to determine which desk, which chair and which file is mine! (But the field engineers finally admitted, it was a good idea.)

Derrol Pennington wants everyone to know that he has a beautiful lamp also and that the Boston office is not alone in their use of a discarded cathode-ray tube. Derrol's lamp was a birthday present and is complete with birthday greetings in four languages from some of the crt crew — German, Estonian, French and English.

In case you are interested in "Happy Birthday"—Derrol was simply told: "Palju onne sunnipaevaks" (Estonian); "Happy Geburtstag" (German); "Bonne Fete" (French); "Hartelyk - Gefeliciteerd" (Dutch). And they say that English is one of the most difficult of all languages!

Chuck and Juanita Nolan (engineering) with their son Keith took a two week vacation trip to California.

Those new rooms in the east end of assembly II are all ready to go. On the south side will be the new first aid and Tek Talk room. In the center will be the new credit union office and the one on the north will be a small office for group leaders conferences.

On a late weekend in June, the capacitor crew took their families to take advantage of the low clam tides on the Gearhart beach. Satur-



day by all reports was wet but Sunday the weather broke with a beautiful sunrise and a limit of clams.

Basking in the sun from left to right are: June Woolridge, Aldean Feitush, Harriet Anderson, Ruth Lukens, Kay Bartmess, Ruby Carter and in the foreground, young Bradley Feitush.

Wendell Furland, cable supervisor, was presented with Bermuda shorts and argyle sox before departing for his vacation by his crew and they are still waiting for the promised picture poses.

The coil department may not be the largest but it is certainly the most fragrant. Mary Daly has recently taken the agency for Avon products and samples are generously distributed.

Pride of the shop these days are the two impressive beards of Tim Kirtley and Emil Evans who are in there "growing" for picnic honors.

Frances Traver (assem.) spent a week of her vacation as a counselor at a children's summer camp sponsored by the Christian Emanuel church. The group was comprised of 50 children, including those of Helen Riley, Rhoda Chalupa and Laurella Thomas.

Dick and Gloria Montag spent a weekend of their vacation deep-sea fishing at Short Sands. Good fishing we understand — but we want to know from Dick how the fish bite in Wahtum Lake?

Visiting friends in Carson, Washington for a week were Ruth Smith (assem.) and her two children.

Betty Jones and Betty Spohn (assem.) and their children spent a vacation week at Seaside.

The Bill Lee's (stock) successfully trial ran their new Buick on a 2500 mile trip to Los Angeles and back. They found California hot and expensive and were glad to be back. We understand that some of the finer qualities of the new car were put to test in the midst of the snarled traffic caused by the transit strike.

Bill Sedig spent his vacation trolling on Siltcoos Lake. The cut-throats were biting and Bill came back a satisfied fisherman.

Don Wilson (stock) is still being given a bad time over his recent convalescence. During the 4th of July weekend, Don developed a strep foot — new to medical science and his fellow employees still think he went fishing.

Newest addition to the line of General Motors that the stock department's sphere of influence favors is Ray Wismer's new Rocket 88.

Usually the reporter goes to the person involved to get the correct information but Beulah Veach (assem.) says, "I don't remember a thing, but tell Marshall I'm sorry I caused so much disturbance on a time and a half day."

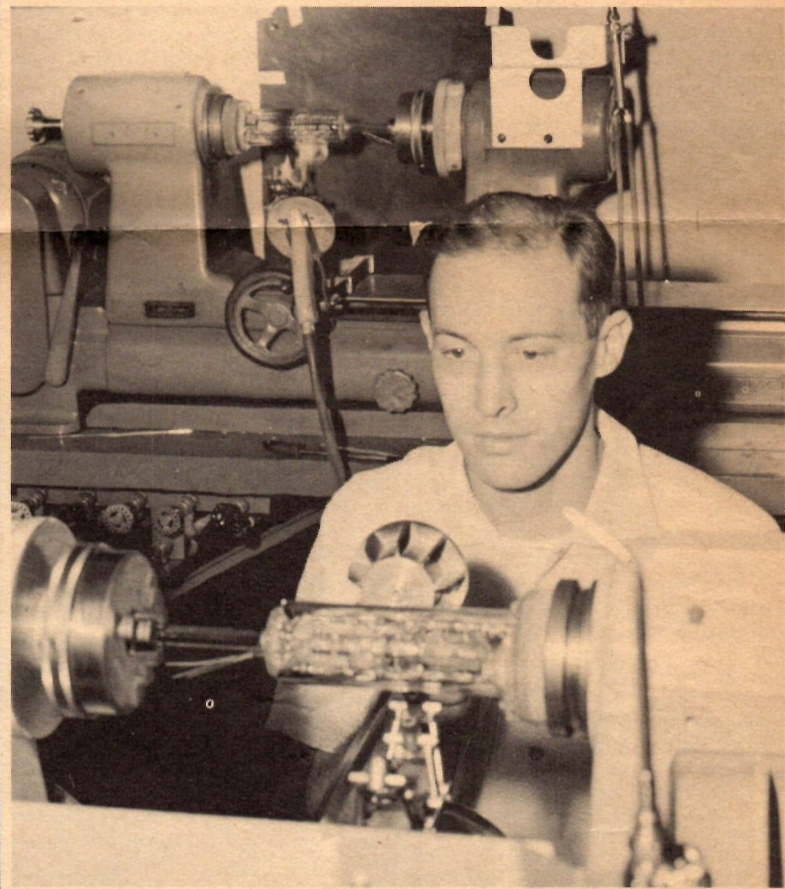
Beulah was rushed very suddenly to the hospital from the plant, but is now feeling very fit again and wanted to thank everyone for the cards and flowers.

Terminating from the Instruction Manual department on July 29th was Geri Duyck. The Duyck's are now making great plans for an arrival in October. Congratulations!

Kay Adams eyes are sparkling just as much these days as that shiny, new engagement ring that mechanical assembly has admired.

The Kubarsepss not only became new citizens on June 23 but went General Motors with the rest of Tektronix—that brand new Buick is a lovely thing.

Another vacation at home was enjoyed by Helen Clarke in assem.



Jack Neff displays his ability as he operates one of the two glass blowing lathes. One of these was just installed to enable the crt department to faster and easier ways of production. Jack can now work on two tubes at the same time; the lathe in the background is preheating a tube for sealing while Jack has time to seal the other one.

## Crt Solves Production

The construction of Tek's cathode ray tube requires three glass sealing operations, one of which is the joining of the glass stem which supports the wired electron gun to a given length of glass tubing.

As quotas grew and as production "bugs" were given a shot of DJJ (Derrol, John and Joe), it becomes apparent that this "stem sealing operation" needed some changes. This phase of crt production is done on a glass blowing lathe and consists of the following steps: Preheating with a large annealing torch; fusing the molten glass; annealing and cooling with the same large torch. Until recently this annealing torch was held by hand for approximately 7

minutes per seal.

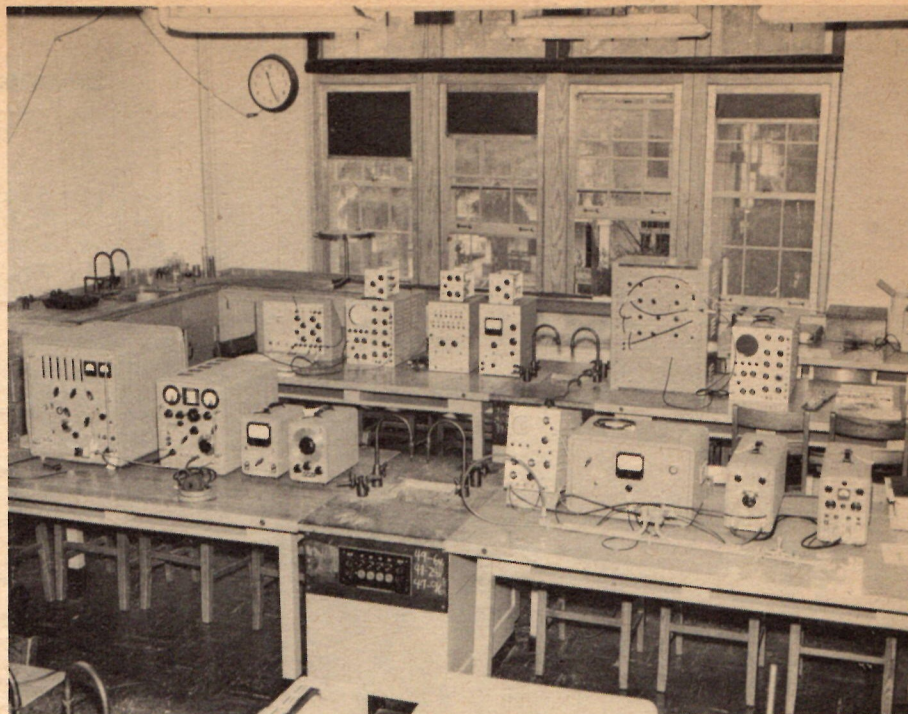
Space limitations prevented hiring another man and the problem had to be whipped. By using torch holding devices and purchasing another glass blowing lathe, one person could operate both lathes. Then while the area to be sealed is heating on one lathe, a seal could be completed on the other lathe.

This procedure worked. Gun assembly has more than doubled the sealing rate, increased the operator's interest and given him more time to devote to other work in the department. This is another one of many illustrations of Tek's principle of "Job Enlargement".





Dr. Guenter Schwarz, chairman of physics department of Florida State University, goes over some of the fine points of pulse generation, using a dual presentation oscilloscope to more clearly demonstrate some of the phenomena. Gene Dashiell, chief engineer of the Lynch company follows through. (Florida State Advertising Commission Photo)



For the past five years Arthur H. Lynch & Associates, Fort Myers electronics engineers, have taken the most modern equipment on tour. At Florida State University, the Physics Laboratory was scene of this recent showing. (Florida State Advertising Comm. Photo)

## Tek Takes A Tour With Florida Rep.

Tektronix is represented in Florida by Arthur H. Lynch and Associates who have just finished a series of electronics exhibitions in this area. The Lynch organization employs three engineers in addition to an office staff to service more than 1400 people on their customer list. Florida is one of the fastest growing electronic sales areas in the United States. After V-J day in 1945, only two bonified electronic companies were to be found in the entire state; the estimate now would be at least 2,000.

The Lynch road shows thus far in 1955 have shown Tektronix products to over 3500 people. These shows have been held in Key West under the auspices of the Key West Engineer's Club; Miami, auspices of the University of Miami and the Miami section of the IRE; Gainesville, auspices University of Florida and the southeastern section, American Physical Society; Tallahassee, auspices, Florida State University and the Florida state advertising commission; Panama City, auspices U. S. Air Force and U. S. Navy; Orlando, auspices, U. S. Navy; Patrick Air Force Base and the Elgin Air Force Base, auspices U. S. Air Force.

During the periods between these large annual shows, similar but smaller ones are flown around the state in Lynch and Associates company plane.

At a regular meeting of the Florida Electronics Representatives' Association in June, Arthur Lynch was elected as president of the organization.

## Summer Force Lists Additions

Tek's summer force has been augmented by the following students in addition to those printed in the July Tek Talk. They are: Michael Burns, John Dannermann, George Fullmer, George Joseph, Ruth King, Phil McEwan, Jim Maloney, Mike Metcalf, Larry Mills, Bob Mueller, John Myers, Joyce Neiland, Gene Paul, Don Schmunk, Irvin Sherbeck, Jack Singleton (all in assembly); in ceramics is Imogene Dittman; shop has Chuck Haase and John Reichen on deck for their second summer; test rates Bob Pramann, Dick Simonsen and Sam Tabshy; Jack Swanson was assigned to transformers and Carl Anderson who is an instructor is in engineering. (Jim Maloney also instructs at Wash. Hi.)

## Publication Racks

New this month are: "Your Job and How to Handle It"—eight good rules for getting your job done instead of it getting you down.

"How to Step Up Your Human Relations"—How well do you get along with people?

"Heel at the Wheel"—(He's the other guy, always?)

"Richest Man in Babylon"—A part of all you earn is yours to keep—that's what the book says, so why not read it and see!

## Gals Take Lead In Rod and Reel

The ladies continue to reel them in for the hottest entries in the De-Liar Fish Club's prize winning competition. With a single egg, Virginia Levens hauled in a rainbow from East Lake measuring 15½ inches. Donna Wojcik landed a 14½ inch cutthroat from Sutton Lake with a worm bait. Only man to place was Bob Guthrie with a rainbow entry from Siltcoos measuring 13½ inches.

The De-Liar Fish Club announced their list of grand prizes which will be awarded at the close of the fishing season on September 30 for the four longest fish. The prizes will be given to the winners—one man and one woman for the lake entry and one each in the stream division. No one is eligible for more than one prize and monthly winners qualify for the grand prizes.

The prizes will be: A Coleman folding picnic table with chairs valued at \$12.95; a Coleman camp lantern, \$11.95; a Coleman thermos set with 2 thermos bottles and a sandwich carton \$12.95; and a Coleman camp cooking kit with service for 6 at \$12.95.



Lots of excitement in the crt department over the new arrival at the Les Keisling household in the person of Philip Andrew, born on June 23 and weighing 9 pounds.

At panelcraft, cigars were passed by Joe Jasper celebrating the arrival of a baby girl weighing 6½ pounds on June 23.

Many congratulations passing in Bob Herren's way with the arrival of a baby girl weighing 6 lbs., 13 ozs. on July 5.

## Wedding Bells

Staunch and dependable Cy Woodworth, of test, finally succumbed to the feminine wiles of Florence Chapel, of Portland.

Cy and Florence were united in a lovely ceremony Sunday July 10th at Zion Lutheran church, and with approximately 200 in attendance, Cy has enough witnesses to prevent him from ever again returning to bachelorhood. Many members of the test department attended the ceremony, Julie Criger was Bridesmaid and Jack Day was Best Man.

Florence and Cy spent their honeymoon on Orcas Island in Puget Sound. Our best wishes to you Cy, and congratulations for such fine taste in picking your new boss.

Chuck Carrol (transformers) was married on June 25 to Sharon Clawson at St. Patrick's Catholic church. The newlyweds spent a week honeymooning in Washington before returning to Portland.

Prior to his wedding, Chuck was presented with a gift from the transformer gang. Angel food cake topped with strawberries and whipped cream was served by the coil girls to celebrate the occasion.

## United Fund Poster

The three-dimensional poster currently circulating around the bulletin board circuit, graphically tells the story of how our United Fund dollars provide year around recreation facilities for our children through the following agencies: Boy Scouts, Camp Fire Girls, Catholic Youth Organization, Friendly House Community Center, Jewish Community Center, Linnnton Community Center, Neighborhood House, Volunteers of America Community Mission, and the YM-YWCA's.

Kate Probstfield (assem.), member of the UF Committee, was responsible for the art work.

## More Vacations

Margaret Ryan (mech assem.) spent her vacation visiting her daughter. Margaret is waiting to be a grandmother but at last reports, we don't know whether it's pink or blue.

Shirley Stevens is back again after a leave of absence. Small matthew is now at home.

Greeting all of her friends at Tek was Darlene Adams, home on leave from the WAC's.

Kay Barker took a long vacation trip with a trailer house and fished all the way.

Edith Groshong spent her vacation admiring her new home and helping her husband get the lawn in.

The other big event in the Groshong vacation was getting son Don ready to leave—Don is now in the Marines.

# Pan Am Commends Tek's Salesmanship

In the July Tek Talk, field engineering defined our company's idea of salesmanship. We quote,—“When a customer buys a Tektronix instrument he buys a lot more than a piece of machinery—he buys our interest, the full interest of every employee in his technical welfare, our hopes for technical success, and our assurance of responsibility for the continued usefulness of his equipment.”

Forwarded to Tektronix from our Florida representatives, Arthur Lynch Associates, came a letter from the Pan American World Airways System at Patrick Air Force Base. Pan Am along with several other companies is responsible for the operation and maintenance of this base which is the nerve center of a long range proving ground for guided missiles.

Pan Am's electronic's buyer had had this to say—“I would like for you to pass on to the people of Tektronix our appreciation for the service they have given us. It is true that all of our contacts with these people have been by telegrams and letters but the fact remains that the service has been excellent.”

“As you know all of our orders have been for small items for spare parts. However, this does not alter the situation any. They handle these orders in the same expeditious manner as they would large orders.”

“Spare parts are of the utmost importance here at Patrick because we

have hundreds of pieces of equipment to service and maintain and without these small spare parts our function here at this facility would be greatly hampered.”

“In view of the above it would be greatly appreciated by all concerned at this Base if you would explain our appreciation and gratitude for the service we have received.”

## Bowling Marathon Draws Tek Keglers

Don Pratt (assem.) and Gisle Borlaug (printing) two of Tek's potential bowlers attended the Maxie Kosof Endurance Classic bowling tournament in Ogden, Utah while on their vacation. The boys bowled for 13 and a half hours straight with two-10 minute breaks. About 32 states were represented.

The unique event got under way about 7:30 in the evening and lasted all night until about 8:45 the next morning. The boys said they conditioned well for the tourney by sleeping all day and staying up all night while they were there (which they said wasn't very hard to do). With their bowling thumbs still convalescing they say they don't expect to be in the big money, but they had lots of fun anyway.

# COMPARE!

### What is the Fifty-four Club?

It is the modern way to pay your debts. For example if you need \$1000.00 to pay your bills, this large amount may be obtained from the club and may be repaid in 24 monthly payments of only \$54.00. If you need less cash—for example \$500.00—payments would only be \$27.00 for 24 months.

The above paragraph was torn from an advertisement released by a well-known Portland finance company.

DON'T BE FOOLED . . . COMPARE THE BORROWING COSTS . . .

Borrowing the same amount of money for the same length of time from your Credit Union would cost you only \$46.88 a month ----- an interest savings of \$7.12 a month. Multiply the monthly payments by the number of payments in each case and see who offers the best deal. You, too, will be surprised. DON'T BE FOOLED BY THE INTEREST RATE . . . FIND OUT THE LOAN COST AND THEN COMPARE WITH YOUR CREDIT UNION.