## TEK TIMES

## Hospital receives Tek Cheque

Our picture shows Guan Tan, General Manager-Manufacturing Division, Tektronix UK Ltd, presenting a cheque for £600.77 to Mrs M. Healey, a Theatre Sister at Hertford County Hospital. The presentation took place at Tek premises in Pindar Road, Hoddesdon.

The money was raised by thirty members and friends of the Tektronix Sports and Social Club at Hoddesdon, who took part in the 10mile sponsored walk reported in our last issue. The walk was organised by Sharon Barnes (pictured right).

The money raised will be used to purchase special clothing, gowns and headgear, worn by operating staff in the clean air unit at the hospital. The gowns are made of a special material which prevents bacteria entering the atmosphere of the theatre. Mrs Healey estimated their cost at around £100 each. She also demonstrated the special head gear which allows exhaled air to be extracted.

The clean air system has only recently been installed at the hospital. It is particularly necessary in the area of orthopaedic surgery where it is essential to have the maximum sterility for such operations as hip replacement.

(Photograph by Ron Newman, Hoddesdon.)



### Cover Girl

Linda Puddephatt, secretary in the Eastern Region sales office in

Harpenden, Linda came to Tektronix in November, 1978 and her interests include squash, reading and cookery.



Area Representative Conference
The next Area Representative Conference is scheduled to take place at
10.30 a.m. on 11th June at Harpenden. Management representatives
will be Terry Sullivan, Pat Plimmer and Ron Nott. The guest speaker
will be George Allen talking on "A day in the life of a field engineer."

### Around the Regional Offices



This month's picture is of the very recently completed head office building of Sony-Tektronix in Tokyo. It has eight stories and accommodates General Administra-

tion, Marketing, Sales offices for T & M and I.D.D. products, and Engineering. See inside this issue of Tek Times for more news from our colleagues in Japan.

### Radio at sea

Many of the philatelic items in my collection are in the form of picture postcards of famous ships, most of them posted on the vessels themselves. This month I have selected three cards which have a direct connection with the early use of ship-borne radio equipment.

One of the passengers on the 'St. Paul' when she left New York for Southampton in November 1899 was Signor Guglielmo Marconi, who had been conducting experiments in wireless telegraphy during a visit to the United States. He assembled a receiver in the 'St. Paul' and made North Atlantic history by establishing short-range communication with a station at the Needles, Isle of Wight, news items thus picked up being published in an unpretentious sheet entitled 'The Transatlantic Times'. The reverse side of the card depicting the St. Paul bears a postmark dated 1905.

Another ship, the White Star Line's S.S. Baltic, was launched on 21st November 1903 at Harland & Wolff's in Belfast. Maiden voyage Liverpool to New York in June 1904. When the 'Republic' was sunk after a collision with the Italian liner 'Florida' in 1909 the 'Baltic' rescued her passengers and crew following a call by wireless. This was the first demonstration of the value of wireless at sea. She also picked up the 'Titanic's call for assistance but was 300 miles west, bound outwards from New York. Last voyage was from Liverpool to New York on September 1932 then on 17th February 1933 she sailed from Liverpool to Osaka to be scrapped. The card from the Baltic is dated 2nd

March 1915

The sinking of the S.S. Titanic is

probably the best known of maritime tragedies and, sadly, she was unable to make use of the life saving potential of early radio installations. The Titanic sank after striking an iceberg on 15th April, 1912 with the loss of 1503 persons including the captain E.C. Smith.

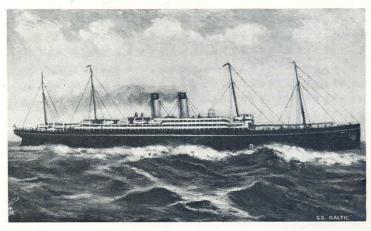
One circumstance which added poignancy to the tragedy was the presence only ten miles away, of the Leyland lines, 'Californian'; 6,223 tons. This ship remained hove-to for the greater part of the night owing to the presence of ice. Her wireless operator had gone to his berth after 16 hours of duty, and the wireless cabin was closed down. The watch saw the rockets sent up by the 'Titanic' from time to time, but these were assumed to be signals from fishing smacks on the Newfoundland Banks. No action was taken, and the

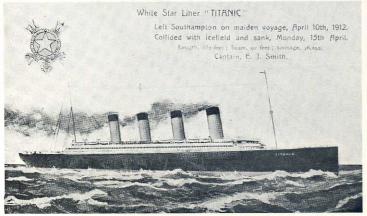
only ship near enough to have rescued the whole of the 'Titanic's company steamed away unaware of the tragedy. Shortly after, maritime law was changed to enforce a 24 hour radio watch.

During the long hours, 11.30 p.m. to 2.15 a.m., before she sank there had been a long succession of wireless messages to other ships within call. The Cunard 'Carpathia', 58 miles distant, managed by hard steaming to cover the distance in four hours and a half, at an average speed of 16 knots, despite the ice. She reached the scene at about 3.30 a.m., one hour and a quarter after the 'Titanic' had sunk. The ship collected all boats and within four hours was carrying the survivors to New York.

by John Seaman







### Football Match Report

Tektronix Tigers v S.G.B. Maidenhead 30th April, 1981

Last evening a well oiled, finely tuned machine, namely the Tektronix (Maidenhead) football team took on an aggressive team from SGB Maidenhead. Cheered on by overwhelming support, in the form of a little boy with a bicycle, who had to go home for his tea, the magnificent eleven from Tek held off repeated attacks from SGB. The score at half time .... 0-0.

Then it happened, a bad decision by

the Tek captain to substitute a key striker (Peter Still) at half time took the wind out of Tektronix. Despite valliant efforts by two of our goalscorers, Alan McHale, who produced a tricky own goal in the closing minutes and Mike Bundred, who scored a penalty for us, all was unfortunately lost.

The team has gained both experience and humility from the match and will clearly be polishing itself for the "needle match" against Tek Hoddesdon on 11th May.

Peter Still, Maidenhead

### The New English

Keep up with the latest buzz words and phrases being added to the language. Here is an "up-sum" of some of the more notable recent offerings:-

Institutions on a wafer Systems on a chip People Amplifiers Fulfillment Material

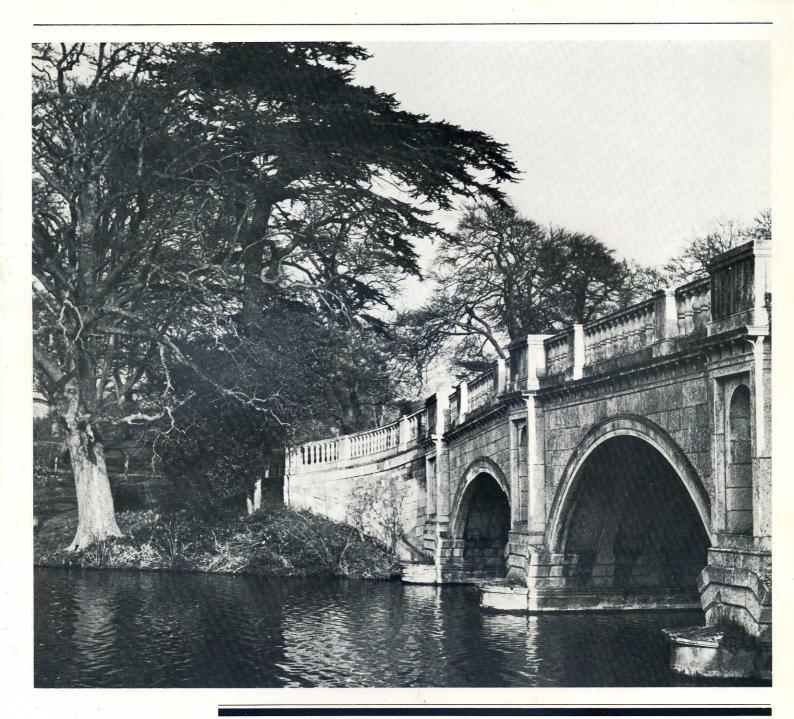
Paper Salesmen Transpatible Time lines Dimensional throughput Reconfigurability Synergistic

If you come across similar words and phrases, Tek Times would like to have them.

#### NATIONAL CHILDREN'S HOME Harpenden Branch Open Day and Jete SATURDAY, 20th JUNE 1981

We need your help to stock a stall With parcels fit for one and all, Sold as they come for 20p -[Adult marked 'A' and Children 'C']. Please send as quickly as you can Just two or three - or fill a van! The need for giving never ends, We'd fail without the help of friends.

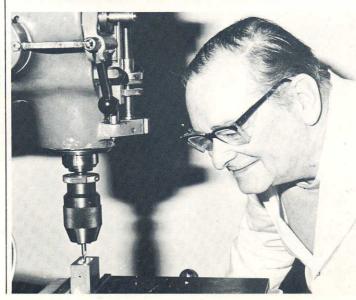
If anyone has any gifts, they would like to donate to this well known home, please send them to Jim Rockall at Harpenden and he will arrange delivery to the home on behalf of Tek employees.





This photograph of the bridge in Brocket Park, near Wheathamstead, is by Mike Smith, Harpenden

## PAGE 3 BOY



#### Stan Townsend

Stan joined the Company in July, 1973 and was based in the Model Shop at the Southgate facility, where he worked for the Engineering Department as an instrument maker. This involved the manufacture of all the mechanical parts required for building prototypes of new products. When Manufacturing consolidated,

When Manufacturing consolidated, Stan accepted the position of Machine Shop Foreman at Hoddesdon, where he currently works. With a new, well equipped workshop, he is able to offer a very comprehensive engineering service. At present this service is enjoyed mainly by Manufacturing at Hoddesdon. However, this article enables his wide ranging talents to be offered to help solve your engineering problem, wherever you may be in the organisation.

Just ring Industrial Engineering at Hoddesdon (Ext. 40) and ask for ...... HELP!

P.S. Please don't all ring at once.



### Were you there?

This photograph was taken just 10 years ago on the occasion of the retirement of the then Tek U.K. Operations Manager Harry Sellers.

There are more than 50 faces in the picture and a surprisingly large number are still with us today. See how many you can identify.

# A Unique "Classless" Vehicle

When beer, and real beer at that, came from the hand-pump, flip-top fag packets were just thoughts in marketing minds, and Helen Shapiro was 16, the name "Rover" meant a motor car, respected for its traditional conservative English design, at a price for those who could not afford a Bentley or Rolls.

The Rover Motor Company began as a company making bicycles in the name of Joseph Starkey, and in April 1948 they announced their first break from their traditional saloon cars by introducing a rugged front wheel drive vehicle. The first Land Rover was shown to the public and arrived from the desire to fulfil a growing market need which at that time was

being satisfied by the American "Jeep". The Land Rover was thus born, it was unique at conception, and is still so not just for its technical specification but in every respect. A grown man's motorised Meccano truck with the resilience of traditional army boots, and of course the Rover name. Let's be honest, what on earth does one associate with the name Jeep – cheap perhaps?

In the first year of manufacture Land Rover sold 8,000 vehicles, and by 1951 they were out-selling Rover cars by two-to-one. Land Rover took nothing from the company car, but the engine, and its traditional solidity. No leather seats, wooden fascias, wire wheels, or chrome headlamps and

Ray Ganderton's recently acquired Land Rover.



### **Private Medical Insurance**

With your last pay slip you should have received details of the private medical insurance scheme this company are introducing. This private patients scheme is offered by Bristol Contributory Welfare Association who, although are not the largest, are the oldest provident company in the medical insurance business and the private patients scheme they operate appears to be the best value for money in the market.

At the time of writing I have only received a few application forms and we have a long way to go to reach the 100 needed to ensure BCWA waive the medical history requirement (with a group of over 100, previous or

existing conditions are covered).

Why not fill out your application form today and send it to me at Southgate. If you want more information ask one of the working party:

Alan Hutley at Harpenden Roy King at Hoddesdon Roland Field at Maidenhead Betty Underwood at Maindenhead Briony Tew at Southgate

Or me - Jim Rockall

One last point, as one member of staff said she pays £10 per month to rent her TV therefore thinks it's well worth while to pay the same amount to cover hospital expenses.

radiators. What the Land Rover purchaser did get was a box section chassis, built like the familiar convenience made of brick, with a mixture of aluminium and steel body panels making up the cab and accommodation. Four-wheel drive came standard, as did the eight forward and two reverse gears; over engineering was the key and the Land Rover faced a large diameter steering wheel operating conventional unassisted steering mechanics. No dashboard as we know it on earlier models, just the odd few gauges to avert disaster. In fact, if one could think of a vehicle to offend the tastes of everyone, the Land Rover qualified hands-down; noisy, uncomfortable, heavy to drive, slow, thirsty and arguably unattractive, and yet people bought them by the thousand.

In 1976, the millionth Land Rover left the production line at the Solihull factory in the West Midlands. Basically just two chassis were offered, short and long wheel base, with numerous body options available from the factory and custom houses. It is safe to say that no country in the world is without its Land Rover, and it must surely be the only vehicle without class distinction, at home at Ascot midst the Rolls, and just as comfortable in the valleys of a Cumbrian farm.

By the late sixties, despite the

continuing success of the Land Rover, the Rover Car Company saw a market for those who would appreciate and could afford to pay for the niceties that the Land Rover lacked. For example – sleek lines, car type interior and similar levels of driver comfort and performance. In 1970 the company announced the first Range Rover, and in the first year they sold 2,500; by 1978 Range Rover were selling 11,000 per annum, compared to 46,000 for the Land Rover. At the end of 1978 total Land/Range Rover sales reached the 1.18 million mark.

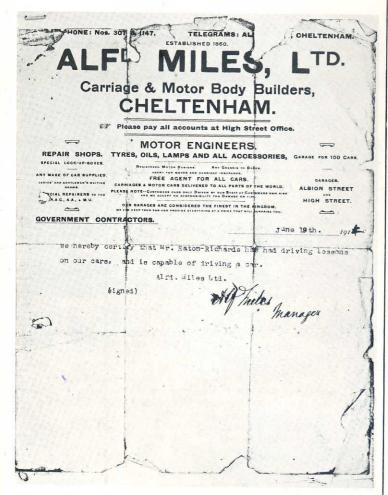
Today several other companies offer four-wheel drive vehicles in many forms, from the sublime to the ridiculous, and it would be naive to say that such competition has not left its mark on the Rovers but there is clearly a market for vehicles of this type other than those models currently offered by Rover. Both Rovers are still selling successfully as I write, and at twice the price of some competition they still win handsdown.

If Rover ever decide to enter the smaller domestic four-wheel drive market, currently addressed by Suzuki, Toyota, Daihatus and Lada, etc. Heaven help them!

by Ray Ganderton; Harpenden



# How to pass the Driving Test



If you needed a licence to drive a car before 1932, when official driving tests began, you had to go to a garage for one!

The licence illustrated here was issued in June 1914 and the words read as follows:

Alf Miles Ltd.,

Carriage and Motor Body Builders,

Cheltenham.

We hereby certify that Mr. Eaton-Richards has had driving lessons on our cars and in capable of driving a car

SIGNED Alf Miles (Manager)

The link with Tektronix is that the Mr. Eaton-Richards is the father-inlaw of Peter Hildebrand, Technical Support Engineer in Harpenden.

# SAFETY 3-I-ST

or how I learned to stop worrying and love the car.

## Parking

Do not park on a road if there is somewhere else to leave your car. If you must use a road, choose a safe, convenient, and lawful place. Road signs and markings will help you and a knowledge of the Highway Code will tell you which is a safe place.

Except where there is plenty of room between parked vehicles, you will have to reverse into the available space. You need a gap of at least 1½ times the length of your car.

Drive past the gap and stop about half a length past the vehicle behind which you are going to park, parallel to it, and about three feet away. When you have made sure that it is safe to do so, you can reverse into the space aiming the car's nearside rear corner for the centre of the gap. Begin steering right as the front of the car clears the rear of the one ahead and as the car pulls into the space, increase the right lock. Remember to keep a watch for overtaking traffic. Continue reversing until the car is

parallel to the kerb and close to it, then straighten the front wheels. Centre the car in the gap leaving sufficient room for other vehicles to manoeuvre. Never open offside doors to endanger passing traffic.

Do not leave your vehicle on the right-hand side of the road at night, except in a one-way street. Switch off your headlamps when you stop as the fixed glare of stationary headlights can be very dazzling.

Cars, motor cycles, and goods vehicles under 30cwt unladen weight are able to park at night without lights on any road provided that:

- a the road is subject to a speed limit of 30mph or less;
- b no part of the vehicle is within 15 yards of a road junction;
- c the vehicle is parked close to the kerb and parallel to it, and, except in a one-way street, with its nearside to the kerb.

Remember, thoughtless parking can cause accidents.

# "What's all this about Seminars?"

Tektronix in the U.K. and elsewhere around the world, run seminars to promote the sales of our products, and Tek Times thought it would be of interest to publish an account of how such an event is organised. This contribution is from Ray Ganderton, our Eastern Region Sales Manager.

Any successful event, regardless of magnitude, is always the result of good planning, preparation and practice. London's Royal Festival Hall was the venue for a recent Tektronix seminar, extolling the virtues of our new range of microprocessor development products, collectively named the 8550 family. The morning's activities could not have run more smoothly, leaving the one hundred delegates in no doubt as to our strong market position.

The proceedings were, in fact, so smooth that one could be forgiven for overlooking the earlier efforts of all involved. I, too, had a share in this involvement, be it at a superficial level only, and I witnessed the entire event. For the interest, and perhaps the benefit, of those readers who have not had the opportunity to partake in any sort of 'production', whether it be a school play or pop festival, I have outlined some of the preparation which must go into an event such as that held at the Royal Festival Hall.

Once a subject for the seminar has been selected, the machinery can be set into motion. If outside facilities are to be used, then a suitable venue must be chosen. Considerations should include.

- a. Location it is convenient for public transport and there are adequate parking facilities?
- b. Facilities does the room(s) have access to a service lift (of reasonable size!)?

Are there ample mains outlet sockets of standard type? (Some

Some of the audience at this seminar, obviously paying great attention to the presentation.

- older buildings still have 5 and 15A round pin outlets.)
- c. Will the room accommodate the planned number of delegates in reasonable comfort? People like a fair amount of space. They also generate a lot of heat, so be sure to check for adequate ventilation. If there is modern air conditioning, check the noise when in operation. There is nothing more annoying than a noisy fan cutting in and out at regular intervals.
- d. Lighting is very important, natural and artificial. If there is a large window area ensure the curtains close completely. Even the best slide projectors cannot cope with bright sunlight.

Artificial light should be plentiful and easily controlled, preferably with dimmers. Spotlights are a bonus.

- e. Visual aids, of which there are usually many, must be positioned in easy view of all, and this can mean additional stands to elevate objects, such as t.v. monitors, off the floor. If the aids require electricity supplies, care should be taken to run cables away from clumsy feet. Extra-wide adhesive tape is useful when cables need to be fixed to the floor temporarily.
- f. Prepare to meet delegates in a separate reception area to take coats and other unwanted apparel, and generally provide a welcoming smile remember, they are all human well, nearly all!
- g. If refreshments are to be supplied, ensure the catering staff are made aware of exact times and quantities required. Insufficient and cold coffee is a poor advertisement. Incidentally, refreshments should be set up in a separate room, as the clatter of crockery can be very distracting.
- h. Everyone requires toilet facilities at some time, and delegates are no exception, especially after coffee.
   Make sure they know where the facilities are.





Venue for one of Tek UK's seminars on Microprocessor Development Systems.

After giving attention to the very necessary utilities, efforts can be directed towards the 'meat' of the event: the presentation – and I use our recent seminar as an example.

Six Tektronix personnel made up the complement of speakers; four sales engineers, one product manager, and one technical support engineer. Proceedings were designed for each to play their own specific role, and care was taken to ensure that no single individual spoke for over one hour – fifteen to forty-five minutes was the usual limit. This has two benefits – the audience do not become tired of the same voice and face, and the speakers are able to give their best without unnecessary fatigue.

Visual aids played a significant role in our seminar, and we utilised two video projectors, two large screen slave monitors, a powerful slide projector, overhead projector, and a stereo sound system. The placing of all these items was critical, but the video proved the most difficult. Video projectors have a relatively small viewing angle, typically 60°, and so consideration must be given to seating arrangements. We supplemented the video projectors with two 25" slave monitors, sited at useful points within the audience area. The monitors were the longpersistence type to avoid annoying flicker

Slide projectors are hardly new technology, but it is surprising what can go wrong. Are the slides in the right order, the right way round and not upside-down? If the slides are not glass-mounted, then heat from the projector bulb will flex the slide and change focus. A good autofocus projector will cope, but if one is not available then remote focussing via the hand indexing module should be adequate. If the lead on a projector will not provide remote focussing, then someone must be near the projector to compensate when necessary. Nothing is more frustrating for audience and speaker than to contend with out-of-focus pictures. There is not much to be said about the overhead projector, except that the lens and support mechanism should be kept away from projected images. Only use good quality transparencies, and preferably those of dark colours.

A sound system can be of immense value, or simply an annoyance. Cordless radio microphones of the tie clip variety are ideal. These permit each speaker complete mobility with reliable quality and reproduction level. One last point on visual aids – carry some spare bulbs and fuses!

Prior to the presentation, someone should introduce the speakers and make general comments on the running order. Individual speakers should open by giving their name and position within the Company, and also advise the audience of how questions should be asked, i.e. randomly, or at the end of each stage. During the final summing-up, the audience may wish to address more questions, and all speakers should be present for this. The more slick and professional the presentation, the easier it will appear. A courteous close is always necessary, even if for some reason things have not gone as planned.

For the benefit of all those involved, it is essential to gain a quantitative reaction to the seminar, and for this a simple card handed to delegates will suffice. Apart from name and company, and business potential, information to be given should be kept to a minimum, e.g. "Please tick appropriate box against your reaction to seminar – excellent, good, fair " etc."

A successful seminar does not just happen, but results from a well-planned, practiced and co-ordinated effort. Each participant must have a well-defined set of objectives which, on aggregate, will guarantee good results. Attention to detail will definitely pay dividends since the failure of some insignificant item can destroy weeks, and sometimes months, of preparation.

# Introducing our Correspondent in Japan

It all began with the November 1980 issue of Tek Times. Our Cover Girl then was Martina Jaffari, the service centre secretary in our Maidenhead offices. A few weeks later, Martina received a picture postcard from Japan which read as follows:-

Dear Martina,

Your pretty picture in the Tek Times newspaper lingers in me. Did you realise that your paper travels all the way to us in Tokyo?

Here is a postcard for your collection from your friend at Sony/Tektronix.

Akira Kawaura

With its ever-developing "nose" for sources of new stories, Tek Times wrote to Akira Kawaura asking permission to reprint the words on his postcard to Martina, and furthermore, seeking his agreement

to act as Tek Times correspondent in Tokyo.

We are delighted to report that Akira, who is the General Manager of Manufacturing, has accepted his appointment, and has in turn, assigned a secretary, Kiyoko Genta, "to help me with my honourable new job as Tek Times correspondent."

Incidentally, Kiyoko is the secretary to Takashi Kumakura, President of the Sony-Tektronix corporation, and has already sent us the photos used here and on the front page.

One photo, with Mt. Fuji in the background, shows the Sony-Tek manufacturing plant at Gotenba, located about 60 miles south-west of Tokyo. The office interior is of the company's Accounting and Finance Department.

We hope to have more news from Tokyo in the near future.



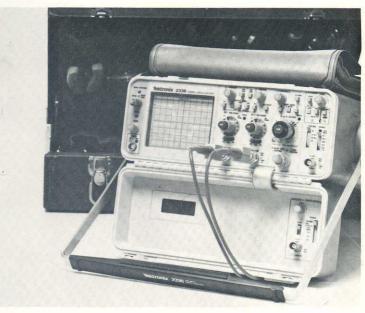


Time is but the stream I go a-fishing in.

Thorea

# More important new Tek Products





April saw the announcement of three new Tek instruments which we are all going to hear a lot more about in the near future

First there is the 2300 series of portable oscilloscopes. There are three models in this series, all of them 100 MHz portables. The main difference between them and our long established 460 series is their size, the new ones are considerably smaller and are therefore even more portable portables – if you follow. An interesting feature of the 2300 series is

the use of a hinged front cover. When it is open, it gives access to optional additional features mounted in the cover, such as a digital multimeter and other devices.

The other new products were additions to our Computer Graphics range. Two new terminals are introduced, the 4112 and 4114 which give users in industry even more powerful tools for use in computer aided design and computer graphics applications.

### LETTER TO THE EDITOR

April 10, 1981

Dear Tek Times,

As a Panel Member for Region 2 (responsible for 57 Area Reps.) I have routed to me a copy of your "Tek Times'

I immigrated to the U.S. in 1967 just before Tek opened up in Hoddesdon. I have lived in Harpenden, Harlow and Hoddesdon and worked for

various companies there, so it could well be that I may have worked with some people who are now "Tek" employees. Would you please publish my letter and address for anyone who may have known me. I would be happy to keep in touch.

Thank you,

Dave Benn, Tektronix Inc., Beaverton Del. Sta. 19-722

### **Photo Caption Contest**

Captions for last month's photo of Ed Morrison talking to Tek President Earl Wantland brought replies from all over Europe and the U.S.

Many suggestions were in the form of additions to the picture with suitable captions, and showed Ed carrying trays of food, drinks, flags,

custard pies and even a tennis racquet. "Captions Only" figured large too, ranging from apologies for the rain coming in to indicating where the broom cupboard was located. It was a close run thing but the winner was judged to be that sent in by J. T. of Maidenhead.



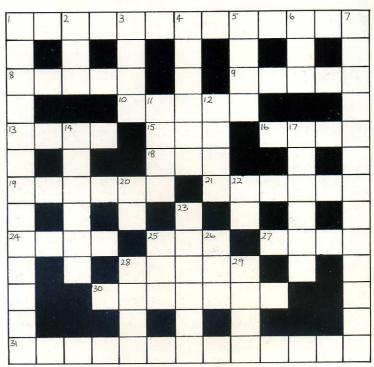
"One day my son, all this will be yours."

### The Joys of Automation

The robot who cleaned up the flat, Was perfectly programmed for that. It washed every dish that the lady could wish,

But it vacuumed the poodle and cat.

#### Crossword



#### Clues Across

1. Gone to the loo? 8. Flowing. 9. Unaccountably strange. 10. Stand in. 13.S. African currency. 15. Mostly dead leucocytes. 16. Deal. 18. Animal rearranging vegetable. 19. Wily. 21. Dress for a masquerade. 24. Mountain goat. 25. Mineral base. 27. She was married in Germany. 28. Remove lumps. 30. Stars, generally only detected by radio. 31. Lonely, but illuminating occupation.

#### Clues Down

1. Across country borders. 2. A fishy way to pay. 3. Invalid. 4. Breakfast dish? 5. Part of list. 6. Neither. 7. A shocking way to go. 11. Gemstone. 12. Accustomed. 14. Spice. 17. House to be, not for 18. 20. Not abed. 22. Bovine mammal. 23. Wall picture. 25. Well contained. 26. Mrs Peron.

28. A base for tallow. 29. Son of Aphrodite.

Derek Smith, Harpenden

Solution to crossword in last month's



### **QUOTES**

A free society is one in which it is safe to be unpopular. Stephenson

Genius can be defined as the capacity for productive reaction to one's training.

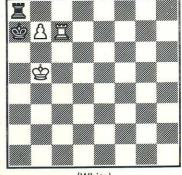
Berenson



#### A Mate in One Chess Problem

Most chess problems are mate in two, three or more moves, this one is a little different - it is mate in one. Usually, a mate in one position is obvious but have a go at this one.

White to move and mate in one. Pete Green, Hoddesdon



(White)