



The employees celebrating their fifth anniversary with TCI are: Bob Campbell, Marg Duncan, Joan Foster, Maureen Hazlett, Ray Jeffrey, Joe Larade, Everett McDermid, Marie McEachern, Gay Miller, Bruce Milne, Ruth Mimms, Linda Murden, Ron Ross, Wendy Speare, Daphne Zavalski.

TCI Celebrates Five Years In Barrie

The occasion of the social club's summer barbeque served a dual purpose this year. As well as being an enjoyable outing for local Tek's it provided the opportunity to celebrate our fifth anniversary in Barrie.

Special recognition was given to those employees who joined us when we moved to Barrie. Most of this original group are still with us.

This special group deserves an extra note of thanks. They helped smooth the early rough edges of a major head office move and stuck with the job through the good and not so good times.

Congratulations and Happy Anniversary to you all.

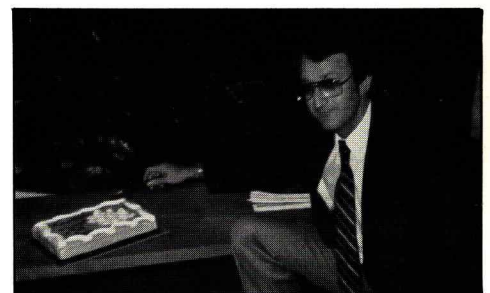
10th Anniversaries...

Coffee and cake was the order of the day recently in Barrie; the occasion, Roy Maddox's 10th Anniversary with Tek. Roy hails from Andalusia, Alabama and joined Tektronix in Montreal, August 1972. After serving a seven year hitch in the U.S. Airforce, Roy worked in Bennington, Vermont for Transistor Electronics before moving to Canada. After five Canadian winters and muttering something about the "Cremation of Sam McGee", Roy and his wife Patricia moved back to the states where he worked for Tek in Atlanta, Georgia. We are not sure if it was the call of the great bull moose or the

poor snowmobiling in Atlanta, but Roy and his family moved back to Canada in 1978. He was promoted to Service Centre Supervisor in 1979.

Warren Clark, Canadian Operation General Manager presented Roy with his 10th Anniversary pin.

Other 10th anniversaries celebrated included Elaine Banks, C.S.R.-Ottawa, who joined Tektronix August 21, 1972 and Dave Sproat, Western District Service Manager-Vancouver, who joined Tek September 5, 1972.



TEK 8500 MICROCOMPUTER DEVELOPMENT LABS

Before you start your next microcomputer design project, there are some facts you should know.

The Family Formula

Interrupt Analysis

Performance Analysis

Memory Allocation

They're fast! Microcomputers designed as a complete business. And the new generation of microprocessors are getting better and better.

You've prepared a series of technical notes that show you how to get the most out of a microcomputer.

You'll find an easy methodology to design interrupt priorities within your microcomputer design. When it's time to code, you'll see that your design requirements. And you'll be pleased to design better software solutions from a 32-bit physical micro.

It's already 87% there. It's yours for the asking. Ask a member of TCI about your options or contact us today.

Tektronix

Advertising Award...

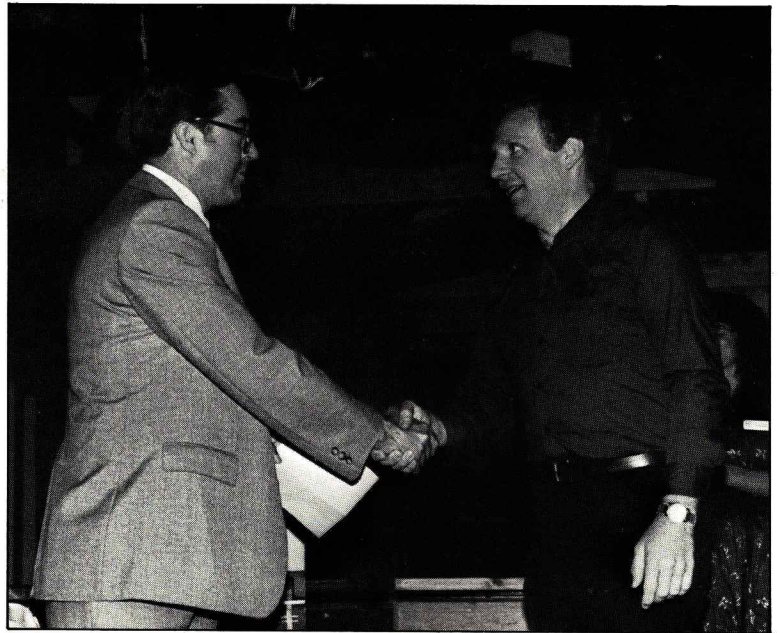
Marketing Communications in Barrie recently received an award for outstanding reader response from a single advertisement in a surveyed issue of Electronic Products & Technology magazine. The ad which ran in the February 1982 issue of E.P.&T. was tested against all other ads in the issue for reader response and recall. AD-Q, a division of the Harvey Research organization, of Rochester, New York presented the award.

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Name _____
Title _____
Company _____
Address _____
City _____ State _____
Country _____
Zip _____
Telephone Number _____

Tek's Million Dollar Club Awards



Congratulations says Warren Clark - General Manager to Martin Thistlethwaite at Tektronix Canada's awards presentations in June. Martin was one of seven Tek salesmen who sold over \$1 million and made quota during the 1981-82 year.

Circled from the top: Duane Clayton, T&M Edmonton; Sherm Willows, T&M Vancouver; Colin Cameron, T&M Toronto; Ralph Cameron, T&M Ottawa; Rick Lillico, T&M Ottawa; Rene Bastien, T&M Montreal.



Special achievement was recognized at our sales meeting in June. Above Dennis Kukulsky, National Sales Manager (left) presents Harvey Shaffer, Ottawa Regional District Manager, with the T&M District, largest percentage growth award.

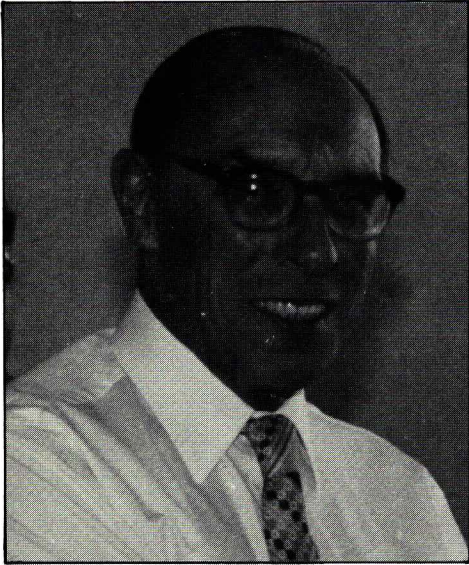
Tek's Merit Awards



Other achievements recognized included (from the left): Doug Mumford, T&M largest percentage growth award; Everett McDer-

mid, IDD largest percentage growth award; Ralph Cameron, T&M special achievement award.

Tek Canada goes operational on March 4th, 1962



Big deal!!!...The original "Group of Seven" employees (5 sales, 1 service and me) covered all of Canada like the dew (or didn't) from our very small rented offices in Montreal and Toronto. The "Magnificent

Seven" we were NOT, (we tried though). The "Lucky Seven" we WERE, to keep our jobs while only handling sales of \$100 K per month the first fiscal year, and \$120 K a month the second year. By contrast, 120 employees in our nine locations today, handle sales of over \$3 million a month!

As we were a part of Tek. U.S. domestic operations at that time, I was interviewed for the job of Accountant, by this U.S. fellow in the Montreal "coffee room". Our coffee room was a bar a few feet down the hall from our office. We once lost a CSR in there, with our phone lines on "Hold", but we found her two days later and she still remembered how to put our phones back into action. Anyhoo, this U.S. guy kept talking about "Tek Ink... Tek Ink". Having heard about those new-fangled ball-point pens that were even able to write under water, and might put Waterman's out of business, I wasn't too sure how this small, unknown "Ink" company could offer much of a future. But, he kept talking and it looked better and better after each glass of coffee...strange interview?

My assistant, was interviewed over a year later in the back seat of a taxi on its way to the airport so my boss could get back to the U.S.! She didn't even get a glass of coffee!

Although hired as an Accountant, we had so many operational problems getting Tek Canada off the ground, that accounting became a spare time job for weekends. I still can't figure out our paycheques, and I sure hope we didn't short-change anyone in those "good old days"...especially me! Of course, like you, we all thought we were underpaid, but the 25 to 35% Profit Share helped a lot. Now some of the P/S is built into Base Pay, which is much better than cliffhanging (wondering what next pay day might bring.)

We built our first very own Head Office building (Pointe Claire) in 1970, and our second one (Barrie) in 1977. With government and Beaverton approval, maybe our third Head Office building will be in Hawaii, in which case I'll never retire...(voluntarily).

Norm FitzGerald
1982

Once Again, Why Barrie?

While the question doesn't get asked much anymore, there was a time when we could have used a printed handout or audio tape to explain why we chose to locate in Barrie. The question was asked regularly from within Tek and outside the company. While most enquirers appreciated the intrinsic merits of the location there were a few skeptics who just didn't believe the overall business advantages that Barrie could offer Tek.

The history of our move is rather interesting.

TCI's (or at that time, Tek Canada Ltd.) head office was originally in Montreal. We owned a 9000 sq. ft. building that was built in 1969. By the mid 70's it became apparent that we needed more space and consequently would have to enlarge our head office. Also by that time the centre of electronics activity had clearly shifted westward to the Toronto area. In addition, the political winds that were blowing in Quebec at the time weren't particularly conducive to expanding a national head office. For these reasons, a decision was made in 1975 to start investigating the possibilities of a site in the Toronto area.

The Austin Company was engaged to do

a site survey for us. The basic criteria, in typical Tek fashion, was to select proximity to the airport as a starting point and work outward from there.

The early results were not encouraging. Limited and expensive sites, heavy traffic, high competition for the local labour pool and expensive housing were negative aspects of many of the early possible location choices.

One area that was of growing concern for us was the ability to obtain high quality staff. Our experience at the Montreal head office and the Toronto field office in Don Mills had shown that clerical turnover rates tended to be very high in densely populated industrial areas. People are the strength of Tektronix and stability and the quality of working life were highly important factors for us.

The scope of the search widened and eventually sites were considered in Guelph, Aurora and Barrie.

Barrie was a rapidly growing industrial centre, and the more we thought about it the more sense it made. The sales force was resident in Toronto but the head office functions didn't need to be in the middle of a large ci-

ty. Other major distribution companies had located in Barrie as well. Radio Shack's head office and National Distribution Centre was based here. Access to Toronto was excellent. Forty-five minutes to the Northern suburbs and less than an hour to the airport. Perhaps most importantly, Barrie offered a high quality of life both from a work and recreational standpoint and had a very good labour pool to draw from.

When the final site was completed, it was the Austin Company's first choice among about ten possible sites. TCI management supported this recommendation also and in due time corporate approval was obtained. Construction began in late 1976 and we moved into our new building in August 1977. The rest is history.

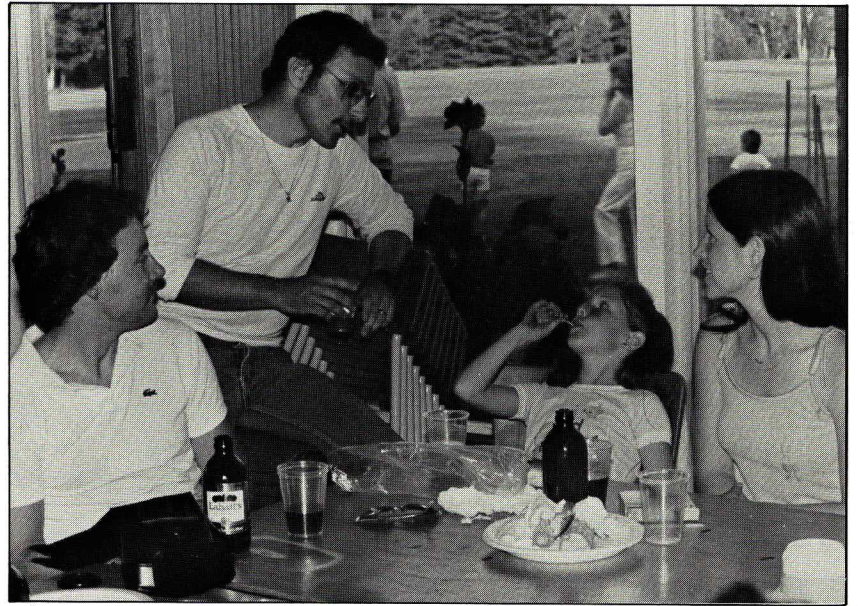
Our five years here have fully justified this initial decision. We've been able to attract and retain an excellent and highly stable group of employees many of whom have been with us since we opened in Barrie.

We're looking forward to a long and mutually beneficial presence in the community.

Warren Clark
1982



"In the Spotlight"



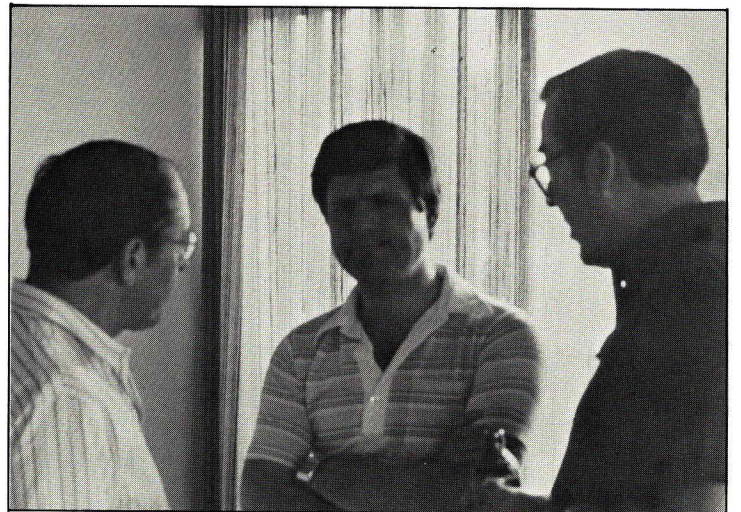
Left - Chuck Glassier, Ron Ross, Trudy and Barb Deacon

Barrie Summer Barbecue 1982

Debi Broley -
"I can't do a thing with my hair!"



Sandy Marion proudly displays her new daughter 'Dayna' to Gay Miller and Jane Smith. Jane is offering a prayer of thanks that she doesn't have to go through this phase again.



"Jack would you accept an even trade? Mitterand for Trudeau?" Simon Malkes (Tek Europe), Jack Woida and Warren Clark.



Sue and Bob Hoyle



"Who stole my hamburger?" Linda Murden right with Maureen Hazlett and Chris Giroux in the background



"Don't you really think you'd like another one of these Gay?" Joan Foster, Gay Miller and Sandy's baby 'Dayna'.



Sue Hoyle, Sandra Angus, Carol and Dennis Kukulsky



Promotions...

Since our last issue of T.C. Eye, we have had two significant promotions in our sales force. Sherm Willows, from our Vancouver field office has been promoted to District Manager, test and measurement products for western Canada. Sherm has been with Tek for almost five years, starting as an inside salesman in our Barrie office. It is rumoured Sherm had a tough career decision. We understand he had the choice of moving up with Tek or joining Watson and Nicklaus on the tournie, driving for show and putting for dough. Golfs loss is our gain.,

Also promoted to District Manager was Asher Tamir for information display division products. Asher resides in our Toronto field office and is married with two children.

Gentleman our heartiest congratulations and continued success with Tektronix.



National Meeting

The week of June 13, 1982 marked our 19th national sales meeting; this year held at the Blue Mountain Inn resort in Collingwood, Ontario. Despite fiscal year 200 ending rather shakily, we did manage a few noteworthy accomplishments. For starters, seven salesmen sold over \$1 million and made quota as well as four merit award winners for special contributions.

Other achievements included...

DCA	154% of Quota
Logic Analyzers	120% of Quota
Portables	134% of Quota

T&M Growth

Doug Mumford	157%
Ralph Cameron	108%
Rick Lillico	35%
Vancouver office	32%
Martin Thistlethwaite	31%
Colin Cameron	30%

IDD Growth

Everett McDermid	146%
Cecil MacDonald	40%
Ray Thomas	25%

Special Achievement Award

Ralph Cameron for his sales success with Department of National Defence.

District

Ottawa T&M	158% over Quota 72% Growth
Western T&M	108% over Quota 26% Growth



Mike Hurley from the AM/PAC sales office in Beaverton presented Canadian T&M operations (accepted by Jack Woida), the "Golden Puck" award for outstanding 2200 series scope sales and support. Canada hit 154% of target.



T-Shirts enscribed with the prestigious "Golden Puck" award were given to the salesforce by the DM's.

Feature Employee Helmut Callin, T&M Sales Calgary Field Office

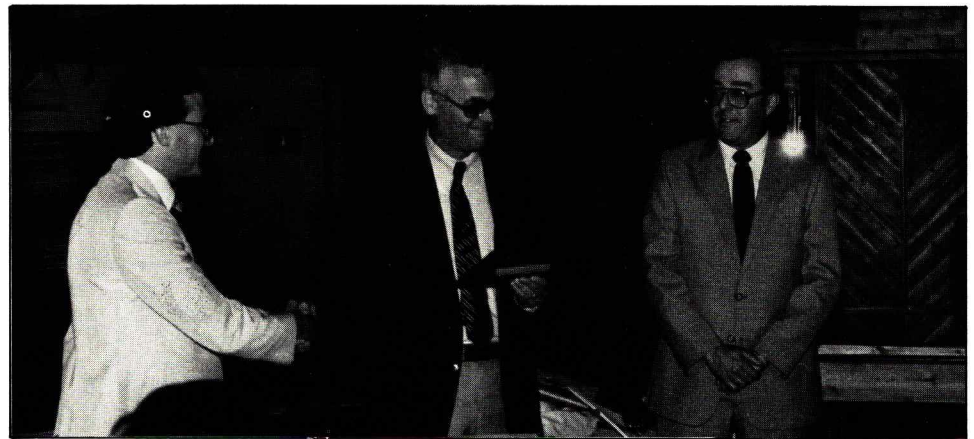
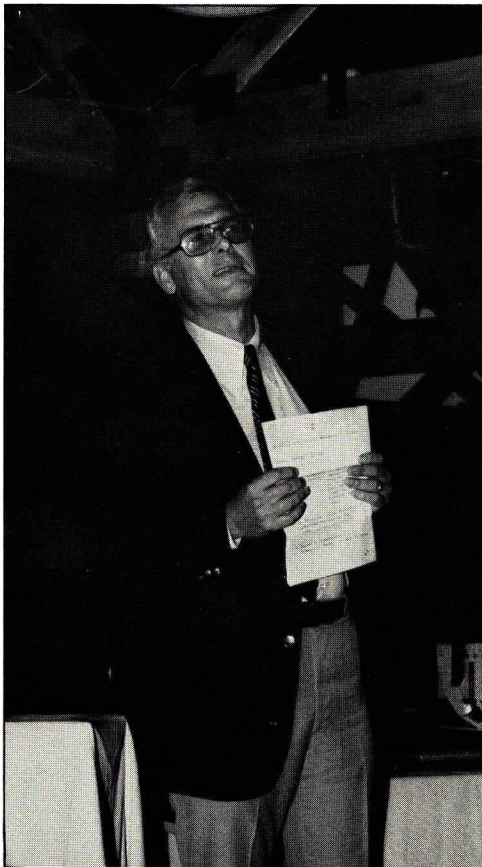
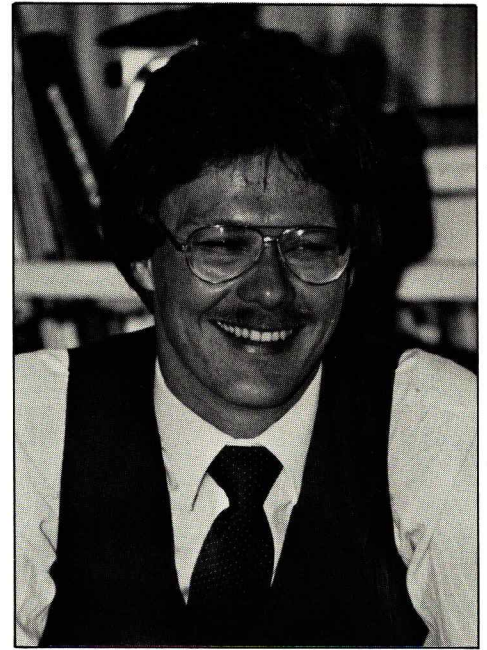
For those of you who have ever visited our Calgary office, you have likely been given a warm, "Western" welcome by one of Tek Canada's youngest salesmen, Helmut Callin, resident T&M Specialist.

Helmut was born and raised a flatlander (ie. in Saskatchewan) and as he put it, "like many of you, I too started life as a child." After graduating from high school, Helmut spent two years taking Electronics Engineering Technology at the Saskatchewan Technical Institute and upon graduating, Helmut joined Trans Canada Pipelines, as a compressor station technician. He finished his term with T.C.P. as a Senior technician in the Calgary office.

He increased his practical experience by working for Leeds & Northrup Canada Ltd. and Intertechnology Ltd. in Calgary before joining Tek.

Helmut is married and his wife's name is Louise; they have, as he put it "a very rambunctious two year old son" named Keegan. Family hobbies include hiking, racquetball, windsurfing and skiing.

Despite the national petroleum policy, Helmut and Louise still like being blue-eyed Arabs in Alberta even though, as he says, "the gold lined streets are getting a little tarnished lately."



Another presentation saw Tom Moore, AM/PAC General Manager, present a merit award to Dennis Kukulsky (left) and Warren Clark (above) for the best AM/PAC performance of 2200 Series scopes.



Marking the end of an era, Dennis Kukulsky is shown presenting a gift to Dave Vickers, AM/PAC, IDD products support manager from Wilsonville. Dave's special attention to Canadian IDD needs over the last few years was greatly appreciated. Dave has decided to leave AM/PAC and move on to another challenge.

2200 Series Golden Puck Award

With boundless courage, brawn, & skill
you met the opposition
& beat them soundly to their knees
in the finest Tek tradition!
You mauled & brawled & scratched
& tore at all who came before you,
& proved your prowess once again
as no one could outscore you.
You high-sticked Kikusui
tripping Phillips & HP,

cross-checked Trio & the rest
& did it ruthlessly!
There's blood & sweat upon the ice
to prove the fray was gory,
but to the victors go the spoils
& all the well-earned glory.
What you achieved goes far beyond
the realm of just plain luck,
& so we now bestow on you
the cherished Golden Puck.

New Faces in Places

Please welcome the newest additions to our
Tektronix family of employees...

Graham Fenton is our new Field Service Supervisor for the Calgary field office. Graham joined Tek, May 31st, after working for North Hill News, Calgary; printers of the Globe & Mail, where he was manager of special projects. He was also responsible for the laser scanning equipment used to receive the Globe & Mail via satellite from Toronto. He has been married for 25 years this December, and has one daughter. Graham's interests include woodwork miniatures, gardening and reading.

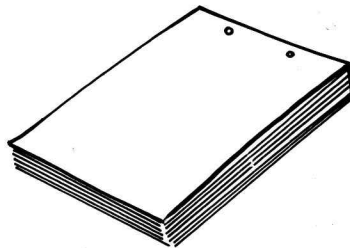
Our Toronto field office has a few new employees, one is Saeed Taheri, an MOL Specialist. Saeed joined Tek in February, from Radionics. He is married with 2 children, a daughter and a son. Saeed spends his spare time jogging and cycling, but he also likes to stimulate his mind with a game of chess or backgammon.

Another new employee in our Toronto field office is Neil Lippiatt, who joined Tektronix as an IDD Salesman. Neil came to us on June 7th from Nicolet Instruments. He is married and has 3 children, 2 girls and a boy. Neil coaches soccer, and likes to play rugby and darts in his leisure time.

Lorraine West is Toronto's newest addition. She is a CSR who joined Tektronix on August 16th. Lorraine was previously employed by AM International, Bruning Division. She is single and enjoys bowling and taking night classes.

On May 25th, Barrie head office was pleased to announce the appointment of George Shufelt as our New National Credit Manager. George was previously employed with Goodyear Canada Inc. in Islington. George is married and has 3 sons. He enjoys fishing, cross-country skiing, and some extra curricular activities for George include being a Volunteer Firefighter for Shanty Bay fire department, coaching minor hockey and being a cub scout leader, (no doubt with three boys!!!)

Samir Fahmy is our new Montreal System Analyst. He joined Tek on May 3rd after being employed with the Canada Post Office. Samir is married and has one child. Some interests of Samir's are; chess, tennis and swimming.



As you have likely noticed, this is a combined summer and fall issue of your newsletter. How come, you may ask? Well with summer being such a short season in this hinterland; your Barrie editorial staff have been busily preparing for winter, (ie. sunning our bods and pruning our zucchini patches). Not to worry, we have already set the wheels in motion for a winter issue of the T.C. Eye.

What we need is your news. What is happening in your locale. Large office or small, it's all news to the T.C. Eye, and it's all welcome as part of our newsletter production. T.C. Eye is your voice, so let's hear from you.

THE TC EYE

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