

THE TC EYE WINTER 1983

EMPLOYEE NEWS FROM TEKTRONIX CANADA INC.



Martin Thistlethwaite, Winnipeg and Ralph Cameron, Ottawa.
"Now Ralphie, you trigger and I tweak!"

SALES TRAINING

During the week of January 24, the entire Tek Canada T&M sales force attended a week of training on the new portable oscilloscopes in Beaverton.

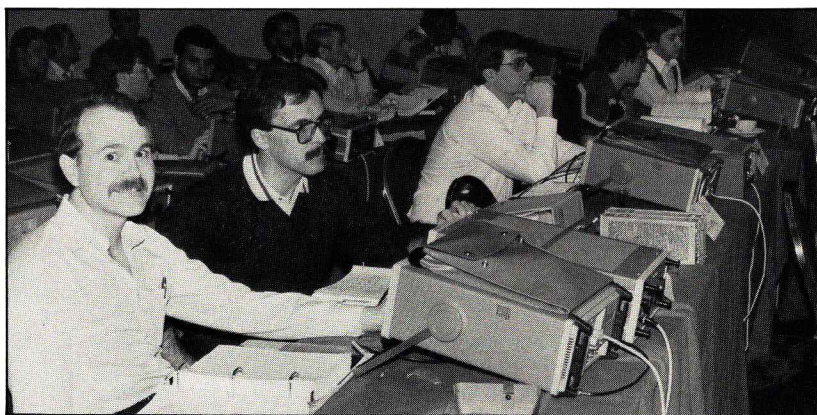
This resulted in one very heavy week of training, with topics even being covered at lunch and dinner breaks.

The new 2000 series of products will replace Tek's aging 400 series. This series has been a mainstay of Tek's scope business for the past ten years, and represents a substantial portion of Tek's overall business. Consequently, it's very important that the new products become established quickly.

Judging by the initial reactions to the new products (from both customers, and the salesforce), they are being very well received, and will prove to be worthy successors to the venerable 465 and 475.



Mike Doucet, Toronto and Fred O'Donnell, Montreal
"Chicken for lunch, Oh good!"



Geordie Douglas, Vancouver and Rene Bastien, Montreal.
"Hi Mom!"



Steve Monk, Toronto and Duane Clayton, Edmonton
"Duane, do you have any idea what the commission would be on two hundred 2465's!"

God...Has it been 10 years?

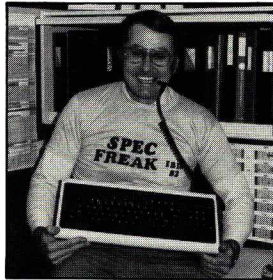
For those of you who are counting, ten years ago this month, I joined Tektronix as a sales representative. This was a major turning point in my life and I would like to share some thoughts with you on this, my 10th anniversary with Tek.

In 1973, at the ripe old age of 24, a B. Eng. and M. Eng. under my belt, I decided my career needed some direction. I was looking for a technical sales position with a company that had a 'State of the Art' product, was stable, ethical, secure and had opportunities for advancement in the short term. After a six month search, I uncovered Tektronix. Tek fit my requirements to a 'T'. I only had to compromise my desire for a sports car with a station wagon.

Since then the years have zipped by and I have been satisfied with my initial decision and progress within Tektronix. In the last ten years I have witnessed and participated in some heady growth and success of the company in Canada and worldwide.

The basic reasons for choosing Tektronix in 1973 are still important to me. I believe that they still exist within Tektronix and will continue to exist for the foreseeable future. This is a quality company with opportunities available to anyone who is prepared to work and make sacrifices for it.

...BUT SOMEBODY HAD TO DO IT!



Unless you've been Rip Van Winkling out there at the Pond Inlet field office for a year, or you've very recently committed yourself (to excellence that is), you must have caught the poorly concealed rumour that we're finally throwing down our stone tablets and flint chisels here at the Barrie head shed. Yep, we'll soon be taking that "giant step for mankind" that will vault us kicking and screaming into the now world of computer automation. It's immensely imminent now.

Anyway, what would you do as Tek Inc., to design software to satisfy the O.P., A/R and inventory needs of your four major international companies? Commit suicide, by actually reading all your Marketing Sales Releases? Or by holding your breath until the body of Profit Shares washes up, or until we sell our remaining 4631 demos? No way! You'd pick an innocent, unsuspecting distribution type from each of your companies in France, U.K., Germany and Canada, uproot them culturally and throw them into a shallow pit called the I.B.I.S. Distribution Project, in a little west coast town from which the end of the world can be seen (on the three days a year when it doesn't rain). You've probably guessed who our rep was, eh? You got it! I guess I thought I "knew it all" once too often.

Anyway, to make a sad story short, the point of all this is to dispel the snickers that this project was a lark, a working holiday. Au contraire, cherries! When a dedicated, no-nonsense, semi-celibate/recluse like myself, shoulders a responsibility of the magnitude of this once in a lifetime "opportunity" for "growth, exposure, experience, etc" (* substitute "bad nerves, smoker's cough, excess weight, retreating hairline that used to be some colour other than grey"), some personal sacrifice is expected for sure! But, oh, the cost of progress! Knowing my level of diligence, you can appreciate just how far aback I was taken to hear that others, (not me, of course!) could possibly even think of taking a moment off to: - enjoy their fireplace, pool, whirlpool, billiard room, sauna or weight room at their apartment complex a full 3 grueling minutes from work.

Things have not always been easy, however. In the past we have experienced cyclical success with most of our product groups. We are all familiar with the initial success, down turns and subsequent new opportunities within IDD. I can also remember when ID was having a tough time many years ago. MDP and LA have also been through their peaks and valleys. I have learned the importance of performing through the tough times as well as the good times. Opportunity will come to those who demonstrate their value when times are difficult.

As far as the individual is concerned, Tek management has always had a respect for the dignity and desires of its employees. This has not always been easy to accommodate, and still isn't. Sometimes the desires of the individual must come second to the good of the company. We must all realize that only when the company is strong can it accommodate the desires of the individual.

The last ten years have been a particularly rewarding period in my life. I have not only worked with some terrific people, I have been given an opportunity to grow as a manager and as a person. How do I see the future? I honestly believe we are on the threshold of climbing to new plateaus of growth and success. The real benefits for each of us who work to make it happen will be opportunity, security and career enrichment.

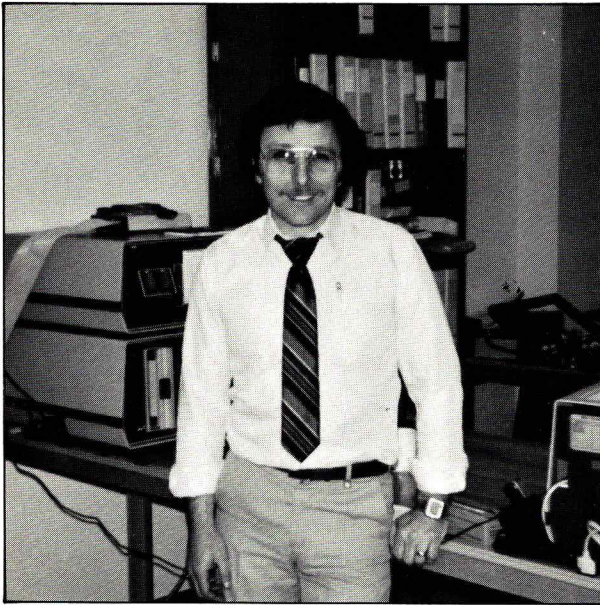
Dennis Kukulsky

- visit Picasso at the Portland Art Museum or shop for handcrafts at the Saturday Market under the Burnside Bridge, or lay hands on at the Museum of Science and Industry, or tour warships docked downtown during the weeklong Rose Festival.
- do a poor Canadian tourist imitation at one of the 17 Portland area coin shops at the depth of a buyer's market.
- be officiously asked to put back a live souvenir at the Columbia River's Bonneville Dam fish ladder observatory.
- find the last shopping cart available just as the supermarket puts Miller on sale. (For \$2.89 a dozen, you learn to hold your nose!)
- fight off the kids for a seat on the Zoo railway steam train up to the top of Washington Park for the panorama of Hood, St. Helen's and Jefferson all without having to turn your head.
- fly their kites on Pacific beach weekends only 80 miles west. (\$39.00 a nite, double with a sand doormat).
- converse with the "Talking Tree" at the Western Forestry Centre.
- enjoy the eastern desert's Painted Hills and Fossil Beds National Parks during the best summer in years, until every dead branch started to look like the symbol on the "Beware of Rattlesnakes" signs.
- risk heartattack up the billion steps of the 200 foot Astor Column, only to be forced down with flashbacks of vertigo on a kindergarten slide.
- win laundry money (courtesy Guernsey and U.K.) at the "8 ball" every Wednesday nite at a C & W bar that no sober Tek employee would ever be caught in.
- realize in embarrassment at the State Fish Hatchery that the reflection just combed is really a 110 year old seven foot sturgeon.
- fantasize sacrifice on the altar of a full-size Stonehenge replica at Marysville, Washington.
- field the same percentage as they hit in the 32 team Portland Major Fastball League.

Imagine! And those who are probably just a sample of the natural and cultural opportunities a dedicated individual would have missed!

Anyway, soon each of you, in varying degrees, will be able to judge for yourselves whether any work was done or not during that 9 month assignment. It was a great experience, in spite of the "hardships". Timely correspondence from special TCI personnel won't be forgotten either. Would I do it again? Bet your sweet.....digitizer I would!

Ray Jeffrey
1983



Ron Ross Field Service Supervisor
Toronto Field Office

Feature Employee

Possibly not our tallest service supervisor, but judging from the comments of Ron's customers and fellow employees, he stands mighty tall indeed.

It's easily understandable; Ron was born and raised in beautiful Victoria, B.C., leaving for Ta-Ronto's bright lights in 1969 after finishing high school. Ron knew from the start, that his future lay in the exciting new computer industry. Upon arriving in Toronto, Ron enrolled in the DeVry Institute of Technology funding his way through with employment at the Post Office and being a shipper/receiver at Wolfson's Sales in Toronto.

Ron went from DeVry to Control Data, taking courses in Basic Programming, theory and the practical servicing of computers. He graduated from this course in 1973 and moved to Litton Systems where he spent a little over 3 years.

Ron has two lovely ladies in his life, his wife Brenda, who works part-time at Eatons, and Sherri, Ron's four year old daughter.

Family recreation includes, horse-back riding, soccer, rugby, bowling and swimming in their indoor pool.

When you realize how important service is to our reputation and future earnings, it's gratifying to know we have guys like Ron out there fulfilling our commitment to excellence.

New Baby

January 28, 1983 marked the safe arrival of a new son for Suzanne (C.S.R. Toronto field office) and Serge Boland. The 'wee' lad's name is Jordon Lawrence and we are happy to say Mom, Dad and baby are all doing fine.

Taste-Testing The Suds!

And that's just what the Barrie and Toronto employees had an opportunity to do on Monday evening, January 31st. Tek went on a tour of the Molson's brewery in Barrie. The evening included a tour of the plant, a film on beermaking and a cold cut buffet. Of course, there was more than enough free beer on hand waiting to be taste-tested all evening. Good times were had by all attending.

In Memoriam

Barrie staff were saddened to learn of the death of Joan Foster, credit dept. in November. Joans soft spoken manner will be missed around our Barrie office. Our deepest sympathies go out to Joans family and friends.

CAD/CAM Show

Being quick on his feet and able to charm (or shoot) the birds from the trees paid off for Toronto's Asher Tamir recently.

In late January, Asher got wind of a CAD/CAM show (funded by the Ontario BILD Program) to be held in Cambridge in early February. The show's planners had overlooked us, thinking we sold only to OEM's. Well with 2-D Drafting under his arm, and not taking "sorry no more space" for an answer, Asher got us into the show.

This turned out to be a very worthwhile exhibit with Ontario's Bill Davis officially opening the new centre.

Other exhibitors included IBM, DEC, H.P., Prime, Omnitech, Computer Vision etc.

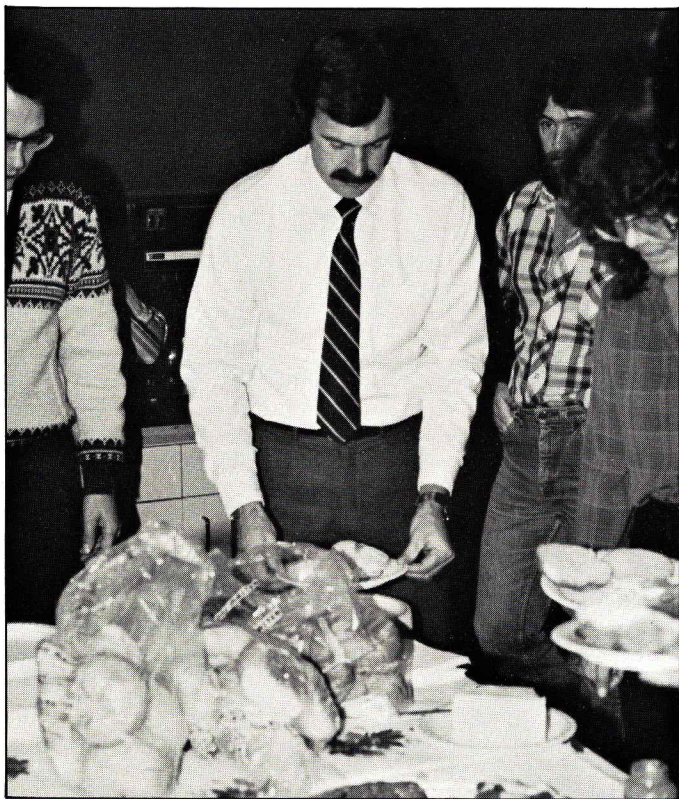
All in all, a good show. . .well done Asher!



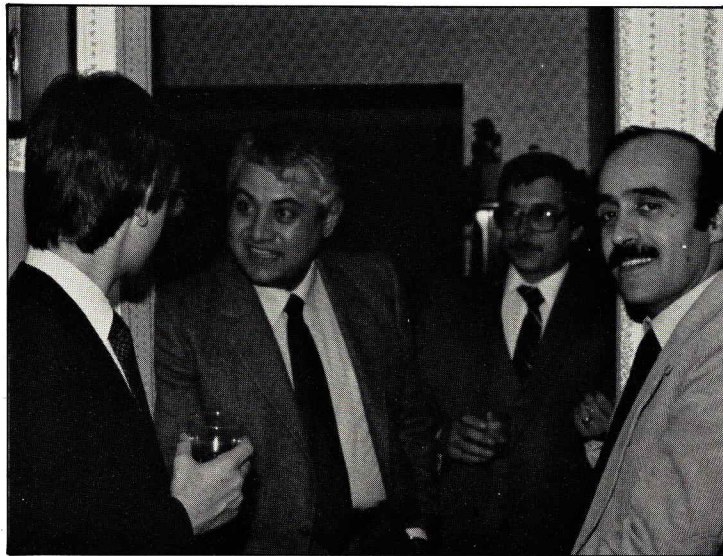
Everett McDermid shown in photo



"In the Spotlight"



"Hey are you sure this is a 'Chinette' paper plate? Let's see if it can really hold 20 lbs. of food!" George Shufelt.

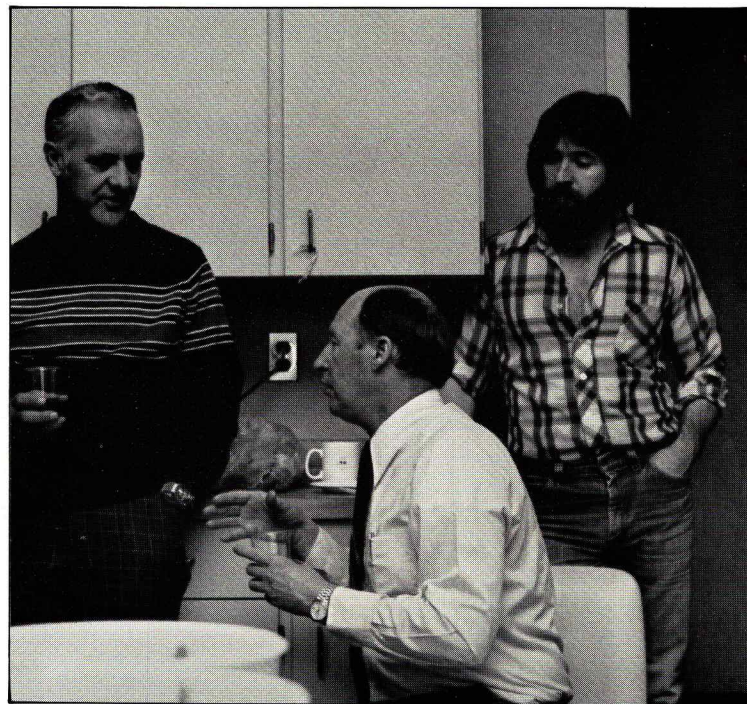


"Yes Mike, I was a brilliant child."
Mike Doucet, Asher Tamir, Steve Monk, and Saeed Taheri.

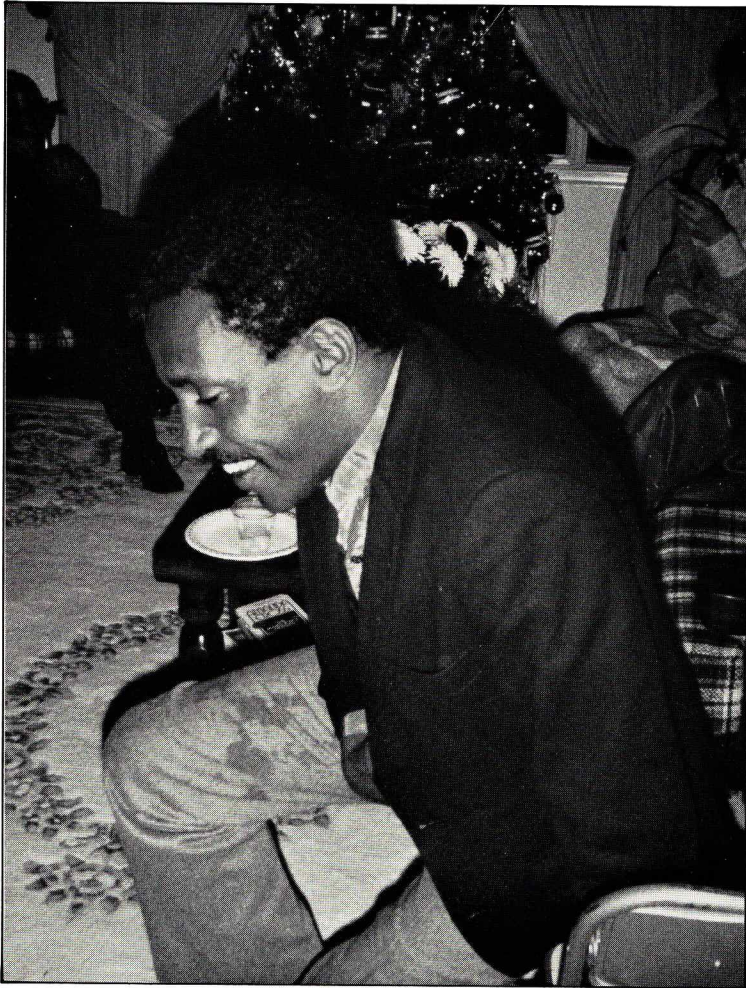
Christmas Parties 1982



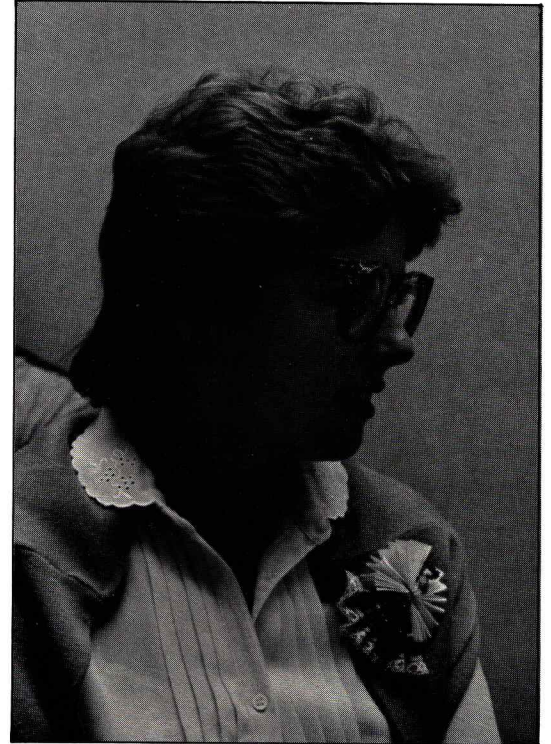
Who's your little friend Warren?
Ann McCracken and Warren Clark



"Listen up guys. . . it's one bottle of 'Beefeater', two bottles of crackling rose, and 3 bottles of gingerale. And that's the secret of the Hoyle 1-2-3 punch."
Joe Larade, Bob Hoyle, and Don Paddock.



Ok, who gave me the dribble glass?
Sherm Delsol.



"Is this somber person really
the Gay Miller we all know?"



Oops,
caught with the
turkey on my fork!
Marg Bongard,
Barrie Staff.



Vancouver Tekies

Back Row - Dave Sproat, Gerry Exmann, Nazma & Willy Boetzkes, Jack Keller, Rhea & Geordie Douglas, Nathan Oxhandler.

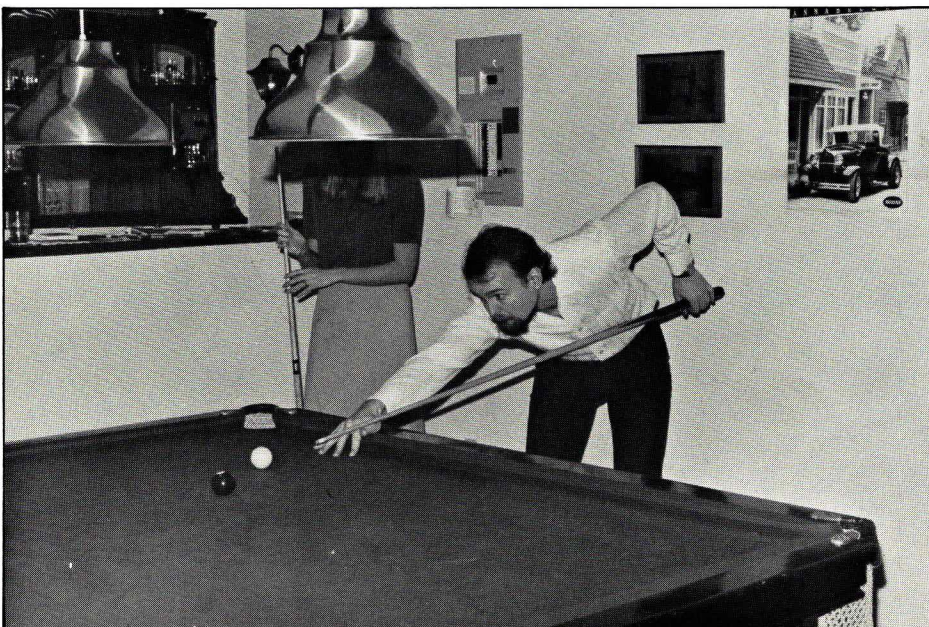
Front Row - Nori Fukamachi, Sandy Prevost, Sherm Willows, Dennis Prevost, Laurie Keller.



Ottawa

"Ah Hah, here's mine."

Ralph Cameron, Cathy Syberg, Bill Kemp, Larry Widdifield, Audrey Mills, Bob Quinlan.



"Red Ball, Corner Pocket!"

Geordie Douglas.

Tek Connections. . .

Introducing an exciting new feature for the T.C. Eye called, "Tek Connections." A summary each issue from across Canada of news and views from the field. Each office has been appointed an official T.C. Eye reporter, with responsibilities to keep our editors up-to-date with information on what's happening in that office.

East to West your reporters are —
Dartmouth — Dorothy Evans
Montreal - Linda Cave
Ottawa - Cathy Syberg
Toronto - Bev Neilson
Barrie - Debi Broley
Winnipeg - Marianne Palmer
Edmonton - Dorothy Anderson
Calgary - Denyese Wareham
Vancouver - Sandy Prevost

I know this first article caused some of you anxiety attacks, (not to mention the hostile threats to my person), but most of you came through and we look forward to your future contributions.

EDMONTON

_____ Beep, Beep, Beeeep, Beeeep, Beeeep, Beep, Beep, which is, translated into layman's language "HELP" get us out of this cold freezin' country. That's the first message from Tek's most northern outpost in Canada.

Aside from this spell of the chilly stuff, we've had a really great winter. Mine's been especially wonderful, including a 2-week 'lai' on the beaches of Waikiki.

Our MIGHTY MITE hockey player (affectionately known as Shortcake for 'short') has been mercilessly beating not only the bushes for T&M Sales, but about the boards of the arena with his old-timer team-mates (18 wins, 18 losses, 2 ties). He's "battin'" better'n 50%!!! (About 40% WORSE than his sales average). Good scoring, Duane!

Aside from Walt skiing the slopes of beautiful B.C. at Christmas-time, and Ray T. enjoying scenic Southern Saskatchewan with his family during the holidays; the four of us are looking forward to a warm Spring and wish everyone at Tek Canada the very best of everything in '83.

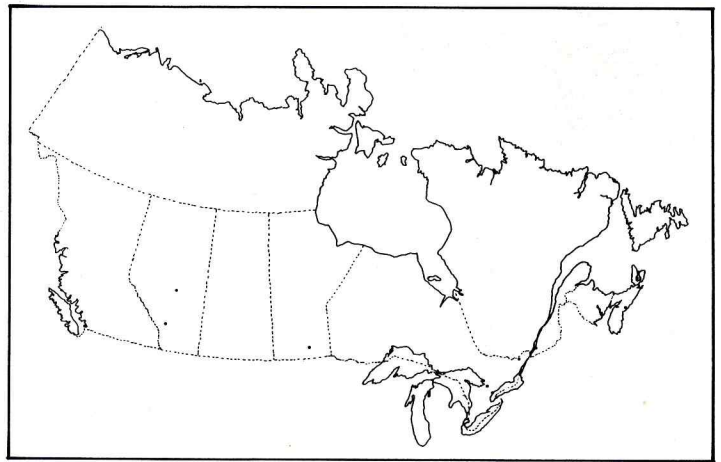
OTTAWA

On the evening of Dec. 9 Ottawa's staff and spouses celebrated the Christmas season with a buffet dinner and dance at the Continental Dining Lounge. The festivities were preceeded by cocktails at Harvey's (the manager, not the burger joint) which set the mood for a pleasant evening of wining, dining and dancing.

In the office we celebrated Christmas December 23, with a buffet lunch: Colonel Sanders (compliments of Harvey) and hot mulled wine (compliments of Bill). The entertainment was provided by our gift exchange. We had each drawn a name, and were to choose a toy which was appropriate for the recipient. For example, Bob Q. received an ET doll (he's out of this world, maybe? or he wanted to go home, we're not quite sure), Malcolm got a tea set (so British!) and our soccer player Bob Snell got what else...a soccer ball! After many laughs Bob Q. bundled up the loot and took it to the Salvation Army for distribution. A nice thought, and some needy kids benefited, so we'll repeat the exercise next year.

VANCOUVER

Tek Vancouver's annual Christmas Party was held at the "Cellar" (German for Keller) in West Vancouver this year. A good time was had by all, especially playing billiards, darts, and strip ping-pong in the games room (sorry no photos).



TORONTO

Our Toronto staff celebrated their annual Christmas party at Bob and Ginger Brown's home, and as can be seen in the photos, everyone had a great time.

Congratulations also go out to Djana Shewring on her engagement to Noel Hutchinson. A July wedding is planned.

CALGARY

It was not enough that our Calgary office should be blessed with the mountains, chinooks and the oil, but these characters also win the banana daquiri award for Christmas merriment 1982.

Details are still coming in, but if the rumors from Calgary's Tiki Tiki room are correct, congratulations and admonishments are in order.

Guys, just for the record, it wasn't your prowess socking back the Zombies, (although the numbers speak for themselves), that got our attention. . .but those other stories regarding a shameless grass-skirted Hula routine, that really made us sit up and take notice.

Calgarians, be warned, we have our eye on you!

New Faces

Our sincere apologies to Gary Lavasseur, for not including him in the last issue of T.C. Eye's feature.

Gary joined our Toronto Service Center June 14th, 1982 as a Field Service Technician. Before coming to Tek, he worked at Norman Wade Co. as a Bench Technician. Gary hails from Oshawa where he and his wife enjoy participating in "sports, sports and more sports." He particularly enjoys hockey and baseball.

Sorry about the delay in your welcome to Tek Gary, but you know how the story goes, "Better late than never!"

Don Skrypnek joined our Calgary field office on October, 18, 1982 as an I.D.D. Sales Representative. Don came to us from Union Oil in Calgary, where he worked in drafting and project management.

Don is married and has 2 children; a boy 12, and a girl 10. Don enjoys such outdoor sports as tennis, bicycling and coaches a soccer team. In his spare time, Don is an avid bridge player, likes to read and is President of the Community Association. Another of Don's favourite pastimes is general "puttering" around the yard, with his cars and garden.

In April, Don will complete a 4-year night course, and receive his Data Processing Management certificate. Congratulations Don!

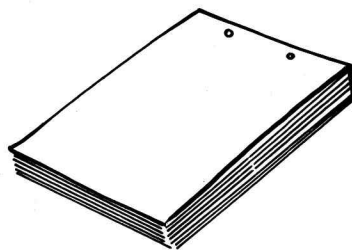
Our Barrie office started the new year with a few new additions to the staff. Jim Darlington joined us on January 17, 1983 as the new Data Processing Manager. He was working at Ferrco Engineering in Whitby, Ontario doing consulting work in the steel industry.

Jim is married and has 4 children; one girl and three boys. He enjoys sports and also likes to spend his spare time experimenting with his home computer.

Another new face in Barrie, is Loretta Frank. Loretta joined Tek on January 17th as well, assuming the position of Credit Clerk. For the past 3 years Loretta was working in the credit department at Barrie Western Star trucking company.

In her free time Loretta enjoys art and skiing.

Please join me in welcoming these four new employees to Tektronix.



Five Reasons to be Optimistic. . .

1. The stock market, which is usually a pretty good indicator of what's going to happen in the next 12 months is in a strong bull cycle.
2. Astrologically speaking, we are no longer under the negative influence of the planet 'Uranus'.
3. By the Chinese lunar calendar we are now in the year of the pig; well known for prosperity and happiness.
4. Our often bleak Canadian winter has been moderate this year, with lots of sunshine. It's tough being pessimistic when it's so gorgeous out.
5. Be glad you live in Canada and not Lybia. Why? Because, I recently heard that Lybian strongman Omhar Kadaffe, angered by falling world oil prices, is setting up huge vineyards in his country. He plans on marketing a new Lybian wine called "Kadaffe-Duck!"

Cheer up, 1983 is going to be a great year!

THE TC EYE

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