

TekTimes

Directors visit Tek U.K.

FRIDAY 26th October saw a Tour de Tek with a difference as four members of the Board of Directors visited the offices from Maidenhead to Southgate, taking in Marlow, Harpenden and Hoddesdon in between.

The intention of the tour was to allow non-executive directors who had not previously visited Tektronix in this country to see our facilities and talk with Managers and Staff. Following a presentation on Tek UK's history, products and markets by Keith Retallick, the group visited the new Marlow office on the very day that they were handed over to the Company by the developers. On a sunny day the offices were looking good and clearly not far off occupation. The Directors were obviously impressed by what they saw.

A buffet-lunch at Harpenden to meet Sales Managers there and a tour of the Sales Office and the 'industrial revolution' premises at Lower Luton Road (a stark contrast with the modern facilities at Marlow) was followed by a drive to Hoddesdon. There, Guan Tan gave a presentation on the manufacturing facilities which included an exhibition of some of the very first Telequipment oscilloscopes as well as current products. The visitors then had a brief tour of the factory and were able to talk to a number of staff about their work. The final visit was to Southgate, the oldest office which is scheduled to empty by early December.

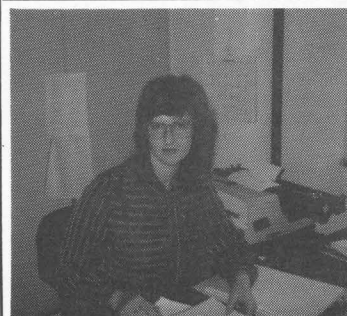
New Directors with the group

were Paul Bragdon, President of Reed College in Portland; Paul Carlson, President of the Oregon Graduate Centre; Leonard Laster, President of the Oregon Health Sciences University and Professor Donald Pederson of the University of California. Accompanying them were Vice-Presidents Frank Doyle, Larry Choruby (Chief Financial Officer) and Allan Leedy (Secretary & General Counsel).

Peter Jones
Harpenden



● Seen in our picture during the tour are from left to right:- Guan Tan, Paul Bragdon, Keith Retallick, Paul Carlson, Donald Pederson and Dave Miller (Production Manager).



● Ably backing Richard Norman in the position of Secretary is another newcomer Janet Fudge who is also getting to grips with the company and currently finding her new job very interesting.

Congratulations

WE are pleased to announce the following and offer our congratulations to the following Hoddesdon employees on passing their certificated examinations. Daniel O'Mahoney Higher T.E.C. Certificate Electronics. Mark Rider Higher T.E.C. Certificate Electronics. Paul Rowson T.E.C. Certificate Electronics. Andy Savvides Higher T.E.C. Certificate Electronics.

LEGAL BEAGLE

A NEWCOMER to Maidenhead is Richard Norman, who has taken up a post formerly based at Tektronix' Holland office. Richard is the company's 'legal beagle' and comes to us from Hoover plc., where he filled a similar function looking after legal affairs on a European basis.

What are his first impressions of the company? He says: "I particularly like the egalitarian nature of Tektronix - there's no 'them and us' and everyone shares an open plan environment. I also think the profit sharing scheme is excellent for everyone and I'm very much looking forward to contributing what I can to Tektronix." As he has European responsibilities Richard reports direct to the US. He will be looking after everything from general commercial legalities to personnel and the administration of non standard contracts, acquisitions and software licensing as well as acting as proxy at board meetings.

Richard, says he inherited a very orderly position which has helped



him settle in quickly. Now he sees the next task as making himself known throughout the company and responding to problems in a positive way "practical rather than academic," as he puts it. "that's what I'm here to achieve."

So far Richard has led a chequered and well travelled life making him ideal for the position. He was born in India, grew up in Rhodesia, studied for his Masters in Law at London University, then moved to Bahrain for a while before taking up the Hoover post. He is married with two step children and lives in Chesham Bois.

Workshop promotes flagship 7000-series

TEK's support for customers carries on long after equipment has been delivered. A major part of this support is in the service area, but support also covers training of customers to enable full utilisation of the items they have purchased.

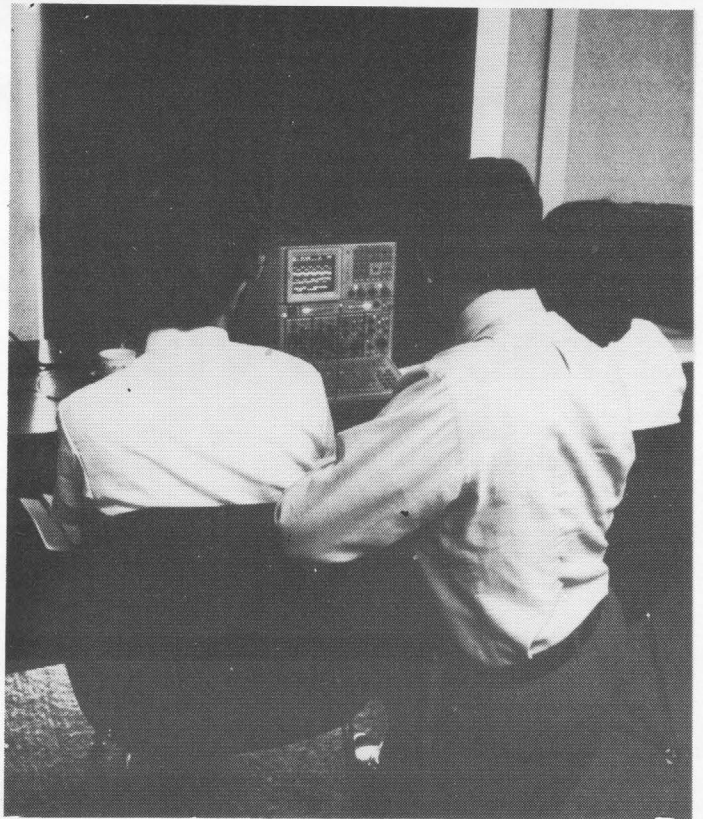
Instrument Group have recently completed two weeks of highly successful workshops on the 7854 Waveform Processing Oscilloscope. The two-day course has been run in the States for some time, but has only recently been introduced in the UK. Instruction on the course was provided by Gary Berger, a Program Administrator from Beaverton, who was instrumental in setting up the materials for the course.

Customers attending the courses were either current users or prospective buyers from British

Telecom, GEC, IBM, etc. In every case their reaction was extremely favourable. Many had not had the time to sit down and work out how to use the oscilloscope to best effect. Two days spent away from the office with no distractions allowed them to concentrate on the 'scope'. A series of interactive lectures and lab sessions allowed them to appreciate how to use it in their own laboratories.

Well over £100,000 worth of 7854s was used during the courses to ensure a maximum of two students per instrument during lab sessions. This, together with comprehensive documentation, reinforced Tek's commitment to customers.

Lionel Durant
Harpenden



● Pictured above: The lab sessions provided an opportunity to get to grips with the 7854

● Pictured left: Lecture sessions were characterised by a high degree of interaction



'DesignLink (TM)' new trade mark for Tek

THIS article introduces a new trademark to Tektronix. The most explosive and visible growth of the electronics industry is currently in the Computer Aided Engineering workstation market. However, most observers see logic analyzers as back-end, after-the-fact debugging tools, rather than front-end 'design' tools.

Our new advertisements for 91DVV DAS VLSI Verification software will use the "DesignLink (TM)" trademark for the first time. This trademark has been captured through our use in interstate commerce and is being registered by Tektronix in countries around the world.

The "DesignLink (TM)" trademark allows us to re-position our Logic Analysis products into the front-end 'design cycle', and out of the back-end 'debug' cycle. Use of this trademark will help to give observers the understanding that the Tektronix Logic Analyzer Division has products to help them in their front-end 'design' effort.

The "DesignLink (TM)" trademark can be applied to Logic Analyzer hardware, software or any other kind of product we make. We are currently using the trademark in support of our ad-

dress of the VLSI prototype test market. Software hosted on our Logic analyzers of the future may also use this trademark.

The intention in creating the "DesignLink (TM)" trademark was to give a clear perception that Tektronix is strongly positioned with the future. Trademark usage has increased in recent years and is now the de-facto way to segment markets and differentiate what are becoming very similar hardware and software product offerings. Trademarks allow an opportunity for increased brand awareness greater than what a simple corporate identity, no matter how strong can give.

It should be evident, then, that trademarks are sometimes among a company's most valuable assets. The Coca-Cola Company is said to value its marks at over \$1 billion. Companies owning such popular and valuable trademarks frequently resort to litigation to prevent the dilution or destruction of the value of their marks by infringement or improper use.

Additional information concerning the protection of trademarks and what each person can contribute to continuing the

life of our valuable trademarks can be found at Section 9E, page 11 of the Field Reference Manual (FRM).

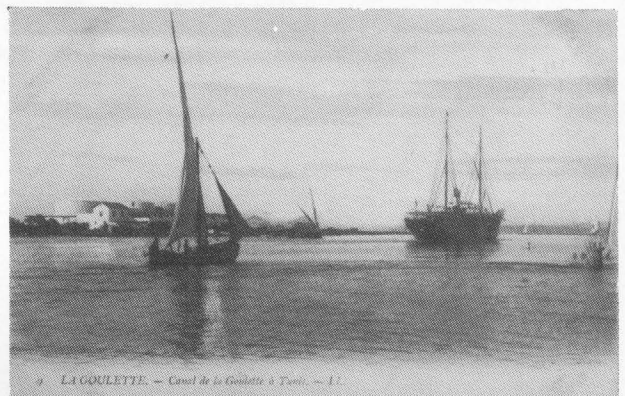
The "DesignLink (TM)" trade name, or brand, which identifies our products serves several purposes. Its appeal can help sell the product, its individualized name distinguishes it from competitor's products, and — once established — the trade name will come to represent the consistent quality of Tektronix Logic Analyzer products.

Join with us in welcoming the "DesignLink (TM)" trademark to the list of distinguished trade and service marks used by Tektronix.

Picture Mogul

THIS seems to be quite an interesting card. I wonder if Mayer, the movie producer and director signed it. I also wonder how long this card was on file and how many times it was used for the making of movies. My guess is that: Cards like this one gave them what they needed to know when shooting scenes of this nature. The reverse of the card is stamped — Paramount Productions Inc. Research Dept. SEPT 1934 and is signed in pencil "Meyer 1925," Could it be!

John Seaman Maidenhead



LA GOULETTE. — Canal de la Goulette à Tunis. — I.I.

Focus at Harpenden and Southgate

WHILST interest runs high over Tektronix' move to Marlow those facing redundancy as a result of the move have not been forgotten – the company is investing thousands of pounds helping them towards a new life.

With the assistance of an organisation called FOCUS (Forum for Occupational Counselling and Unemployment Services) the affected people at Harpenden and Southgate are seeing that every cloud does have a silver lining. They are overcoming the negative aspects of their situation and seeing that redundancy can in fact offer some very positive advantages, not least of which is the opportunity to sit back and assess the future, perhaps ultimately embarking on a new job path likely to be more rewarding than their current employment.

Says one of the affected, Carolyn Simpson: "FOCUS are showing us how to look at things positively. They are helping everyone to analyse just what it is they would like to do rather than just taking the first job that comes along. Their philosophy is to encourage people to aim high and not think of themselves as being worthless as a result of redundancy."

The help system is operating through a series of group seminars and discussions together with individual counselling. FOCUS staff are trained to sift through comments and feelings to establish individual needs and requirements and then point people in the right direction towards the goal individually identified. This help might be in the form of financial advice, training in CV preparation, how to job search effectively or advice on sources of further, more specialist information, then making appropriate appointments and so on.

"Redundancy is a period of uncertainty," says Carolyn, "and FOCUS is bridging the gap, helping to overcome fears, helping to maintain self confidence and encouraging people to think for themselves."

On-going help from FOCUS is to be available from now until December when it's hoped those affected will, with their help, be well on the way to achieving their objectives. As well as employing such specialist help, Tektronix are also doing what they can themselves by helping people to find alternative employment and regularly circulating details regarding job availability in the area.

Carolyn concludes: "Everyone that has had counselling so far is very pleased and has found it very helpful. Redundancy can be positive, if you look at it in the right way."

MILLIE MILES – 17 YEARS AT HARPENDEN

WHEN Millie Miles first went to Tektronix to "do a few hours typing" little did she know it was to begin a 17 year relationship with the company!

For all of the past 12 years Millie has been one of the company's foremost 'image' representatives, for it has generally been her dulcet tones greeting callers to Harpenden. Given the number of people she has spoken to regularly over the years as receptionist/telephonist it's no wonder that on the day she retired recently gifts and calls flooded in. "You get to meet and speak to so many people in the job," says Millie. "It's lovely. You get to know everyone's family that ring up as well as people ringing for business, even if you never meet them you build up a relationship."

She found the well wishes from all and sundry quite overwhelming and despite her promise to herself not to shed a tear, it did happen!

Millie joined the company at its site in Station Approach



● Millie keeps a friendly eye, on Pauline Saward who takes over with the promise of a smile and that personal Tek service.

and can recall many changes and expansions over the years. She says she's not that sorry to be going however – in fact she can hardly wait to spend more time with family, friends, golf and bowls. "In fact I expect I'll soon wonder how I had time to come to work!" she says.

And taking over the job,

where a pre-requisite is to be always in a good mood, and to be able to detect when others are in a bad one – not easy to say the least – is Pauline Saward who has been used to occasionally relieving Millie of her receptionist duties and will most certainly continue the personal touch that goes with the job.

Marlow Roadshow

THOSE Tektronix personnel moving to Marlow (and also those that aren't) have been given an opportunity to see just what life is going to be like there, thanks to a slide show and presentation that has done the rounds of Southgate, Maidenhead and Harpenden.

The company officially became the proud owner of the new two-storey building on October 26 and featured within it will be an attractive canteen with patio area (for summer sun-bathing!) and a rest room on both floors. Those moving heard that because of the industrial estate location transport will be provided into town two lunch times a week and there will be facilities for cashing cheques at specified times. In addition, for the first six months the company is to help out with transport problems getting to and from the site.

The presentations additionally went into building and design considerations to explain why the building is built like it is, details concerning heating, lighting and power and just why people are located where they are.

"For the first time departments that need to work closely together will actually be situated next to each other, which is going to be a tremendous help to everyone," says Chris Cain who helped organise the presentations.

Internally the majority of the layout is open plan – even for Tek's Area General Manager, and system furniture is to be installed which is the very latest in office equipment.

The two hour presentation for those moving also got down to the nitty gritty of just when and how the move will

take place, spearheaded by the move of the VAX computer and those that work with it, scheduled for moving during the weekend commencing Monday 3rd December. The rest of the transition will take place during the following few weeks and by Christmas most staff will have transferred.

The presentation to those moving involved Dick Smith, John Thompson, Pat Plimmer and Chris Cain. At Livingston and Dublin the local site managers Mike Davies & Doug Mackay will be performing the function of ensuring the staff are aware of what's going on.

All in all around 200 people will be located at Marlow, the company's new corporate HQ and Southern regional service/sales operation. And so far as the latter is concerned, customer facilities have been extended greatly.

Tektronix



Derniere Tour – 1



TOP
● Oh No! Do we have to. Line up of riders waiting to start the second stage from outside the Harpenden office.

ABOVE
● What a pretty pair. Kerry Gibson & Sue Smith on arrival at Harpenden

RIGHT
● I can do it! I can do it! Barry Lindsley of Hoddesdon site seen here getting to grips with Amersham Hill – completed the full course at his first attempt!

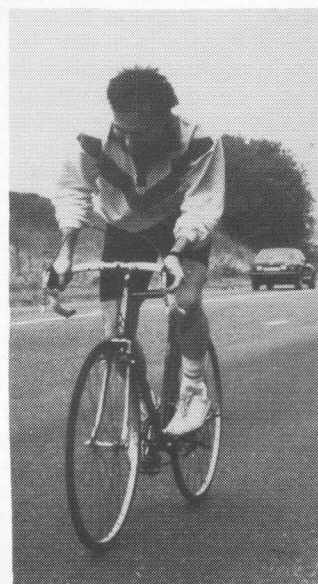
ON Friday 7th September, 18 keen (?) Tour de Tek cyclists set out from Hoddesdon on what was to be the 5th and last of the present series of sponsored cycling events. Some measure of the continuing popularity of this evergreen fund raising scheme can be gauged from the fact that no less than 10 riders were taking part for the very first time – or was it simply their last chance for TEK track-suit tops!

Anyway, just for a change, the Maidenhead Mini Bus arrived late and Stage One to Harpenden developed into something of a team pursuit race with many of the experienced Hoddesdon riders forging ahead early on. Despite the noble efforts of our mobile marshalls, one or two riders (notably

from Harpenden no less!) managed to take the wrong turning near the end of the stage and thereby delayed the restart for Maidenhead whilst search parties were sent out!

All (eventually) being well, an almost intact field set off to tackle the stiff climbs through Bovington & Amersham, this did manage to deplete the ranks somewhat but, due in part to the wonders of the internal combustion engine, everybody sooner or later sat down to a superb buffet lunch in the Grenville Arms opposite the Office at Maidenhead.

By this time, the number of people still cycling was beginning to be overshadowed by those following in cars but, after some of the earlier



1984 Mileage

David Dorkin	Hoddes
Mark Rider	"
Ken Livermore	Maiden
Paul Gatens	Hoddes
Peter Bavage	Maiden
Dave Grimmette	"
Barry Lindsley	Hoddes
Bridget Collins	"
Richard Bew	Maiden
Peter Farrand	Manche
David Braik	Harpen
Uttam Pawar	Hoddes
Dave Coombes	Maiden
Alan Williams	"
Sarah Louise Johnson	"
Sue Smith	Harpen
Kerry Gibson	"
Steve Gray	Maiden

18 riders start
Aggregate to



18 start, 9 finish

"abandonees" had been talked into getting back on their bikes, a fair sized group set out to return to Hoddesdon via Southgate.

Many trials and tribulations followed but, finally, nine riders managed to complete the full course of 103 miles with Dave Grimmette, Barry Lindsley and Richard Bew deserving special mention for doing it at their first attempt. (Richard was also our top fund raiser this year with £115 but more of that later).

Some of the more energetic survivors later joined in the fun and games at the traditional Apres-Tour Disco and Barbecue held at Hoddesdon in the evening - many however, still feeling the efforts of the day, were simply content to sit and watch. No one who took part needed to count their

calories for once!

Sponsorship money is coming in at a tremendous rate and it currently looks as if over £800 will be raised, main recipients will be Cancer Research, Harlow Hospital and Multiple Sclerosis sufferers. Taking into account our previous rides this brings the grand total for the 5 tours to well over £5,000 and it involved our cyclists in pedalling 10,670 miles. At a rate of almost 50p for every mile covered, that wasn't too bad!

Finally, I would just like to place on record my sincere thanks to all those who have taken part over the years, be they riders, helpers or sponsors - you certainly have DONE GOOD. Thank you all for your support - after 5 TOURS DE TEK I REALLY DO NEED TO WEAR IT!

Ken Livermore, Maidenhead



TOP

● Let's take it nice an' easy. Line up of riders waiting to start stage 3 from Maidenhead to Southgate with top fund raiser Richard Bew prominent in the centre.

ABOVE

● Taking it easy. Peter Bavage of the Maidenhead office - one of the very few riders to have completed the full course five times.

● It's smiles all the way. Maidenhead service all-rounder Dave Grimmette pounding up Amersham Hill.



Stage Chart

Hoddesdon	103 miles
"	"
Maidenhead	"
Hoddesdon	"
Maidenhead	"
"	"
Hoddesdon	"
"	"
Maidenhead	"
Manchester	90 miles
Harpden	80 miles
Hoddesdon	70 miles
Maidenhead	40 miles
"	40 miles
"	35 miles
Harpden	30 miles
"	30 miles
Maidenhead	20 miles

18 riders started & 9 finished
 Total mileage 1362 miles

SALES TRAINING IN THE U.S.A.

EVERYONE in Tektronix plays their part in the company's business, but at the front line are the salesmen – those people that seem to have a jolly nice life, out and about, while others are stuck in the office. And, as if that's not enough, they excite the envy of all when they trek off to the company's HQ in the USA on training courses. Those left behind can be forgiven for being rather sceptical about what goes on. Can it really be such hard work? Since it's most often the lighter side of things talked of when the company's 'front men' finally return, hopefully, in the eyes of colleagues to do "an honest day's work" it's easy to see how scepticism arises.

According to one 'trainee' Alan Thomas, however, it is *very* hard work and what's more it begins well before crossing the Atlantic in the form of a pre-study package which takes up some five or six hours a week for between two and three months, all of which has to be done in the staff member's own time. Basically pre-study is a familiarisation programme concerning general technicalities, contracts, delivery programmes and so on. And just to make sure no-one shirks, the second day of the U.S. training programme (when jet lag still lingers) is dedicated to testing just how much has been absorbed. "You know you have the exam coming, so you know you really do have to do the pre-study," says Alan. "but it's not only to check you've done the work, it's also to identify any particular weak spots."

And after the second day it's hard slog all the way with continual written tests and numerous presentations to make. First however there are sessions on getting to grips with Tektronix generally – what the company is all about and what direction it is going in – all useful background ammunition for a salesman. From there it's on to more specific sales related topics. Simple telephone communication (making sure you get that appointment you're after) is followed by lectures and training in specific telephone sales. Then it's time to consider all the other professional sales skills along with a thorough grounding in all of the company's products and the end users they are aimed at.

Says Alan: "You have to know both your equipment and your customer's needs inside out so that you are then able to match the equipment to the customer – that's the most important thing of all."

Part of getting to know a customer involves a certain amount of psychology. Given that each customer might be different it's important to be able to identify what makes each one tick – that's where the psychology comes in and it's well covered in the course. The skills of communication are vital if a customer is to be persuaded to discuss his needs and if a salesman is to be able to interpret needs.

Knowledge gleaned in these subjects along with specific Tek product knowledge is tested in a number of gruelling ways, not least of which is role playing presentations – an awesome event for the shy. "But it's all part of confidence building which is important," says Alan. Work doesn't only take place in the classroom either (and even that begins at 8 a.m. prompt) all preparations for presentations and so on have to be mostly in the trainee's own time. "That means you're often working late and occasionally up to midnight," adds Alan "but so do the instructors whom he found encouraging and motivating". Given this kind of pressure coupled with the unfamiliarity of a multi-national environment a great deal of concentration is called for to stay the course. The British have a record of doing particularly well in training courses and Alan puts this down to a number of things: firstly the Brits are working in their native tongue unlike some, secondly their stance is to work as a team helping each individual, and thirdly "we have a desire to be best!" says Alan. He goes on: "It's a very competitive environment which also puts the pressure on, but rather than compete against each other as some nationalities do, we work together to help each other succeed." Written tests are continual and there are about 15/20 presentation tests for the pro-

duct range covered on the five week sojourn, all of which goes to make the whole thing fairly intensive.

Training also teaches the salesmen how to make important judgements and decisions such as how to identify when spending time with a particular customer is likely quite simply to be "a waste of time". With the average order in Alan's case amounting to approx £25,000, time is most definitely money and it's vital to learn how to spend it wisely. Furthermore since between 60 and 80 per cent of business comes from existing customers it's important those customers needs are well taken care of in terms of the right equipment and back-up for the job.

"Tektronix like to train their salesmen to fulfill a consultancy role. The course helps to develop the skills necessary to build a trusting relationship with our customers."

All this of course does not deny there are some social aspects – as everyone knows all work and no play makes Jack a dull boy, to play hard as well as work hard relieving the daily pressures is on the agenda too and one thing in the interests of social activity is the HQ location, Portland in Oregon, which is ideally placed for water sports at the coast or snow ski-ing in the

mountains, all of which are sampled. "However" says Alan, "many of the social events are organised by various Tek departments which allowed us to make the necessary contacts and meet the people that we may find ourselves working with at some point in the future."

All in all, then, it's hard work and most are pleased to get back home but as Alan sums up: "Our products are very sophisticated and as a result can be typically more expensive than less sophisticated equipment from our competitors. Quality is first rate though and the company's name is excellent. It's important to have the right people to put across the benefits to a wide range of customers and structured training is the best way to give those people the right level of knowledge to be able to do the job in the shortest possible time. Training is a very worthwhile investment both for the employee and the company that provides it.

On Alan's recent course, along with two colleagues Simon Matthews and Colin Jones they ensured the best final presentation award was won for Britain along with the best 4100 series presentation award for himself, while the awards for best Systems Analyst and best Hardware Knowledge went to Colin.

So next time you feel envious of a departing colleague's visit to the US spare a thought for what's involved and the dedication that goes into bringing those awards back to Britain!

Cash flow?

A CHEQUE recently received by June Fussell, Cashier at Southgate. I hope we do not receive too many of this nature or our financial results at year end may look a bit bleak!

No. 1 ACCOUNT 83-17-32

CHEQUE No. 26839
DATE 17 984

PAY £*****.00

FOR BURROUGHS MACHINES LIMITED

TEKTRONIX LIMITED
ALMONVALE SOUTH
LIVINGSTONE WEST LO
SCOTLAND

THE ROYAL BANK OF SCOTLAND PLC
VILLAGE BRANCH 1 ROADSIDE CUMBERNAULD G67 2JL

FOUR BK LK
A/C PAYEE ONLY

PAY TO THE ORDER OF

0012778# 83# 17 984 00140239# 11



● Steve Poulter winning the recent Folkestone – London road race

International Cyclist

INTERNATIONAL cycling star Steve Poulter of Broxbourne, Herts who has long been associated with the organisation of the Tour de Tek (–in fact much of his equipment found its way round the course in this years event!) recently represented Great Britain in the Los Angeles Olympics.

After coming through a tough series of selection events, Steve was picked to ride in one of the hardest cycle races of the Games – the 100 kilometres Team Time Trial and he set off for the British training camp at Copper Mountain in the Rockies on July 3rd.

Scientists have proved that athletic performance can be improved by training at high altitudes then descending to sea level just before an important event so most of Steves practice was done between 9,000 and 12,000 feet – he told TEK TIMES that it took some while to get used to the rarified atmosphere, any sort of strenuous activity is difficult until one's body becomes acclimatised!

The Team moved into the Olympic Village shortly before the start of the cycling events and Steve said that it was an incredible place with swimming pools, restaurants, cinemas, bars, saunas and trips to see Disneyland, Universal Studios, Magic Mountain etc. – all free of charge and operating 24 hours a day!

In the 100 km. cycling, Great Britain finished 8th out of 27 teams with Italy taking the Gold Medal. Our time for the distance was 2 hours 5 mins 53 seconds a fraction under 30 mph and the whole trip gave Steve an experience he will never forget.

INFORMATION DISPLAY GROUP – OPEN DAY

HARPENDEN'S Information Display Group have been doing their bit for information display technology and for inter-company relations . . .

An open day organised by IDG for Tek employees, family and friends has been declared a resounding success, and, says organiser Eileen O'Doherty: "A lot of people learnt a lot of things – many people just hadn't realised how sophisticated the equipment can be."

One room organised by Paul Morgan, Product Manager, was set aside for continuous demonstrations of equipment where staff were on hand to answer questions while another housed an audio visual and slide presentation detailing the history of Tektronix and the IDG group's performance. This was organised by Howard Rippiner, IDG Marketing Manager. The rest of the site's offices were also open for inspection and two rooms were given over to eating and drinking with a buffet prepared by Maureen Ryan, Pauline Saward and Betty Pinney of the canteen staff, who even remembered the children by supplying special Mr. Men drinks and sweets.

An open invitation went out to everyone at Harpenden, Maidenhead and Hoddesdon and well over 100 people passed through the doors between 11.30 and 2.30. One visitor even brought his local computer club along to witness the work of Tek!

Despite the sophistication and cost of the equipment everyone was allowed 'hands on' experience which led to a lot of questions ably answered by IDG members of staff.

The open day was mooted by Eileen at one of the IDG conferences when she was working in that group (she is now Office Supervisor in Field Office Services) and no sooner had she spoken than she was delegated to organise the event! She adds: "It was a very enjoyable day too which gave a lot of people the chance to meet others they speak to, but don't often see and putting faces to names. In addition wives and friends had the chance to see just what goes on here."

All in all a very worthwhile exercise and a rewarding one for Eileen: "It was fun to do and there were no hitches, I really couldn't believe how smoothly it all went."

Sponsored walk

THE results of the British Heart Foundation Windsor Sponsored Walk on 10th June 1984. The British Heart Foundation would like to record their appreciation to all the walkers in Companies, Organisations, Schools and Clubs who took part in this event and helped to make it such a splendid success. We hope the challenge will be taken up again next year.

We have pleasure in announcing that the winners in the Adult Section were Tektronix (UK) Ltd. 121 sponsors 7 walkers.

Others taking part were:-

- Boots the Chemist 80 sponsors,
- 2 walkers (Runners up)
- Cippenham Middle School (2)
- Caleys (1)
- Imperial College (3)
- Marks & Spencer (3)
- Metpost Ltd. (1)
- North Thames Gas (2)
- S.G.S. Inspection (2)
- Individuals (27)

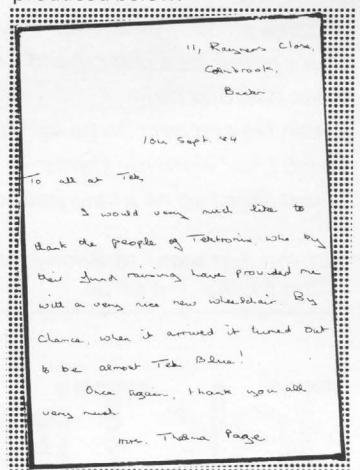
AMOUNT RAISED BY SCHOOLS was £102.63 with 173 sponsors and 6 walkers.

THE AMOUNT RAISED BY ADULTS was £952.86 with 1013 sponsors and 48 walkers and the GRAND TOTAL RAISED was £1055.49 with 1186 sponsors and 54 walkers.

Tour Sponsorship provides wheelchair

MAIDENHEAD Sports & Social Club recently presented Mrs. Thelma Page with a brand-new MEYRA self-propelled wheelchair, purchased with sponsorship, money from the Tour de Tek.

Thelma, wife of Maidenhead Product Service Engineer Brian Page, suffers from Multiple Sclerosis and her thank you is reproduced below.



CAPTION CONTEST



Write a caption to this picture and send it to the Editor Tek Times Harpenden, the best will be published. Our picture is of Mrs. Debbie Green, formerly Debbie Wheelhouse who was married on August Bank Holiday. (Picture by Dave Harris, Tek Manchester).

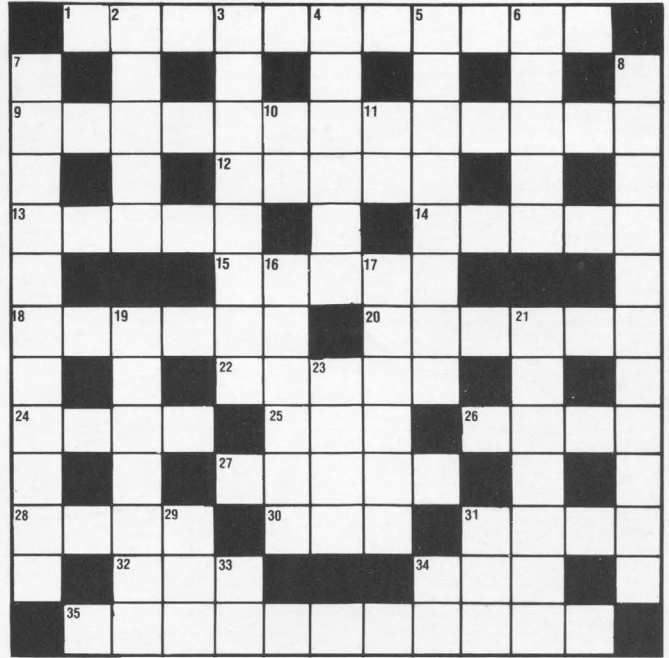
Last issue's best captions



An exceptional number of entries this time; I wonder why:
"I'm sure someone told me there was a terminal free over here!"
"...singing the London Derrière".
Shame, Shame, she fell at the last fence.
10/1 the field Bar 1.
She was only a farmers daughter but...hasn't she got stile.
Jumped all clear till the last fence - 4 faults.
She's going for a clear round - bottoms up!
What was that rip?
It's an Up and over (to be said in an Eddie Wareing dialect).
I wish I had worn my shorts.
"Next time I go on a long journey I'll make sure I go first."

But the last word to Briony: the location of the stile is called "Cain's Folly" - it's true.

CROSSWORD



ACROSS

1. A battery of bets
9. Open to criticism
12. Quotient of two quantities
13. A horse by another name
14. Eager
15. Rarely a nick
18. She houses the boats
20. Less far
22. One of the deadly sins
24. Back of the neck
25. Inlet on the coast
26. Complacent
27. Measured by hands
28. Sixth month in the Jewish calendar
30. A river of Surrey or Dorset
31. Pudding ingredient
32. Don't get into one
34. Gaelic mount
35. Documentary proof

DOWN

2. Light hearted dance
3. Consistently accurate
4. Vinegar acid
5. Mixed quadruped or Edward
6. Astronomical path
7. Liberal
8. Unite
10. Half a laugh
11. Nickel expressed thus
16. The opposite of 7
17. Not really difficult I'm afraid
19. Joyous ecstasy
21. Recover from a fall, perhaps
23. The 26 counties
29. Bronze age musical horn
31. Bounding the U.K.
33. Milk or Motorcycling
34. Pre-Christianity.

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LAST ISSUE'S SOLUTION

