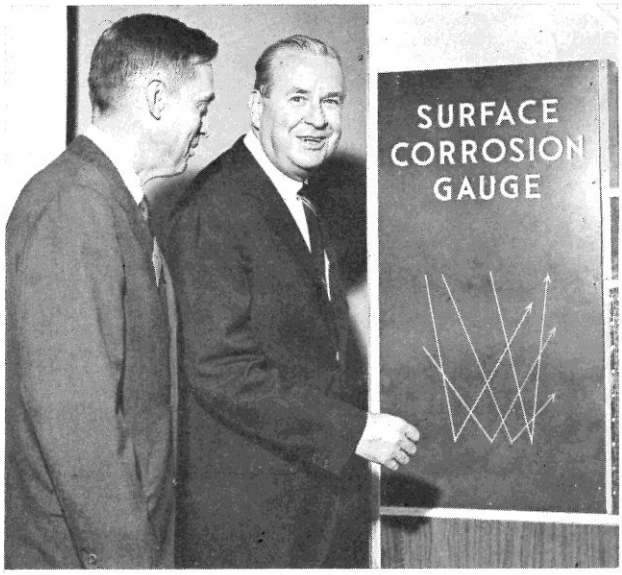
The AccuRay·ver

Employee Magazine
Industrial Nucleonics Corporation

August, 1967
Columbus, Ohio

Dr. Philip S. Baker, Director, Isotopes Information Center, Oak Ridge National Laboratory, is shown being interviewed by one of the many newsmen present for the luncheon.

Guests at the luncheon sampled irradiated food in the IN cafeteria. The food was prepared by Donna Fisher and her staff.



Roy Chope welcomes Governor Rhodes to the Industrial Nucleonics exhibit booth at the Symposium.

INDUSTRIAL NUCLEONICS IN THE NEWS

Television cameras rolled, reporters hustled . . . IN was in the news.

KINDERGARTEN ON NUCLEONICS

As part of the "Second International Symposium on Nucleonics in Aerospace" held in Columbus, July 12, 13, and 14, IN played host to over 75 women at a "Nucleonics Kindergarten." Speaker for the program was Dr. Philip S. Baker, Director, Isotopes Information Center, Oak Ridge National Laboratory. His presentation dealt with basic radioisotope technology and its application to such fields as food preservation, industry, medicine, and agriculture.

Highlight of the day's activities was a luncheon featuring foods preserved by cobalt irradiation, courtesy of the Atomic Energy Commission and the Army Radiation Laboratory at Natick, Massachusetts. This event marked the first public consumption of irradiated food outside

(Continued on Page 2)

INDUSTRIAL NUCLEONICS IN THE NEWS

(Continued from Page 1)

a test situation or government-sponsored meeting.

Dr. Baker prepared the women for the luncheon by relating the history of radiation in food preservation and advanced technologies for maintaining "harvest fresh" quality food products. With the help of a film, he explained that radiation offers a new technique which can preserve food rapidly, economically, and safely by inhibiting or destroying bacteria and other micro-organisms, or by inhibiting sprouting. The food suffers no harmful effects, does not become radioactive, and at low levels of radiation exhibits less vitamin loss than in canning, freezing, or drying.

Early studies of food irradiation by the Army and AEC concentrated on sterilization of meat items for combat rations. Research to date indicates tremendous promise for preservation of meats, fish, fruits, vegetables, and grain products at natural levels of freshness. The AEC has tried to bring the techniques to a point of feasibility so that private industry can make this means of preservation available to the public.

Mobile irradiation units have even been designed to process the foods at point of harvest — or on board ship in the case of seafoods — therefore, insuring quality and taste and reducing spoilage. Thus consumers in the midwest may look forward to fresh fish and fruits, which have long been enjoyed only by residents of the coastal areas. Trips to market should become less frequent due to longer storage periods available for traditionally perishable items.

Another facet of irradiation which Dr. Baker mentioned was protection against food poisoning. Incidence of bacterial and Parasitic food poisoning such as staphylococcus infections, salmonella, trichinosis, and botulism should be greatly reduced.

According to Dr. Baker, potential for this method of food preservation and protection is just being taped. A major hurdle yet to be cleared is public acceptance. This meeting was part of a public education to increase awareness of the innovations brought to food preservation and other home activities by radioisotope technology.

The Symposium

The "Second Annual Symposium on Nucleonics in Aerospace" was co-sponsored by Wright-Patterson Air Force Base, the Atomic Energy Commission, and the Instrument Society of America. It brought together 200 nuclear engineers and physicists for a sharing of technical papers and discussion. IN's role was a prominent one. Howard Evans had full responsibility for the technical program, Bill Eddy for the physical arrangements, and Barb Fields for registration.

Highlighting the Symposium was a speech during the Wednesday night banquet by Astronaut Neil A. Armstrong. Governor Rhodes welcomed the scientists to Columbus and the Symposium. H. Roy Chope served as Master of Ceremonies for the occasion.

One part of the symposium for which IN can be very proud was the presentation of four technical papers by members of the Federal Systems Division. Topics and contributors were as follows:

"Nuclear Techniques for Measuring Propellant Mass Aboard Orbiting Space Vehicles": R. J. Pfeifer, B. Y. Cho, H. J. Evans.

"Nucleonic Measurements of Cryogenic Properties": J. Schweiwe, B. Y. Cho.

"Electron Backscatter for Corrosion Detection": A. J. Frasca, C. H. Bemisderfer, C. E. Krause.

"Krypton Potential in Aerospace": C. G. Figueroa.

Reports from a number of the Symposium delegates indicated the highest praise and respect for the technical competence exhibited by these IN participants. Copies of the papers presented are available upon request to Bill Eddy.

IN Plant Tour

After working hours, Thursday, July 13, fifty of the Symposium delegates visited IN for a special program and plant tour. The group met in the Communication Center for a 30 minute briefing on the Company, its people and products, by Bill Hays. The men were then divided into four groups to tour various sections of the Company. Dick Hickman provided a demonstration of an operating Basis Weight and MOISTRON System. Walt Canter described the manufacturing areas of the plant. Ed Jernigan discussed the capabilities of our Federal Systems Division. To complete the picture of IN's technical sophistication, the groups met with Mike Grant in the ISRD Computer Laboratory for a description of our Process Modeling work. A period of questions concluded the meeting. In summary, the visitors expressed much interest in industrial process control and much enthusiasm for the accomplishments of Industrial Nucleonics.

Makes You Wonder, Doesn't It?

The payroll deduction for your Social Security has been increased starting January, 1967, to 4.4% based on earnings up to $6,600. Since IN makes an equal contribution to your Social Security, the company's payment will also increase on that date.

In 1966, you paid 4.2% on $6,600 or a total of $277.20 to the Social Security fund. In 1967, with the .2% increase, you will pay $290.40 into the fund. If you make $6,600 or more a year, you and the company put in $580.80 each year as a total.

Let's explore this payment a little further. Suppose you just started work here and your age was 21, and suppose you work until you are 65.

If there were no more increases in Social Security payments, that would mean total contributions by you and the company of $25,555.20 during the 44 years of your employment.

If the contributions were placed in a trust fund accruing 4% interest per year, the interest over 44 years would amount to approximately $22,500. That means at age 65, you would have at least $48,055 in your account. With that amount of money in the bank drawing 4% interest, you could withdraw $160 per month for the rest of your life in interest alone and never touch the principal.

If you chose to spend all you had accumulated in your account, you could draw about $560 a month for 10 years before you ran out of funds and in addition you could work and earn as much as you pleased without losing this income!

The maximum amount payable now under Social Security is between $124.00 and $135.90 a month.

Makes you wonder, doesn't it?

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The AccuRay-ver

Published by Industrial Nucleonics Corporation for employees, their families and friends.

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Want To Be A Toastmaster?

Toastmasters is a world-wide organization of men who seek to improve their self-confidence through improvement of their speaking ability.

Toastmaster programs are designed to—

- Aid you in mastering the art of effective speaking
- Help you make a poised, self-assured appearance before any audience
- Prepare you for chairmanship and for participation in meetings of all kinds
- Increase your qualifications for business and civic recognition
- Provide an enjoyable fellowship and a forum for the stimulating exchange of ideas

Franklin County Toastmasters meets the first and third Monday of each month at 7:30 p.m., in the Communications Center of Industrial Nucleonics.

Active IN Toastmasters include Charlie Badgett, Don Danison, Clyde Kreager, and Larry Phelan. Any one of the men can give you information about joining the Club.

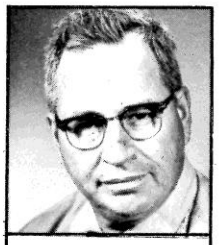
When A Penny Saved Gets Too Expensive

"While selling a home freezer, the eager salesman pointed out the housewife could probably save enough on her food bills to pay for the appliance. 'Yes, I know,' the woman replied, 'but we are paying for our car with the carfare we save, our washer with the money we save on laundry, and the house on the rent we're saving. We just can't afford to save any more right now.' "

CONGRATULATIONS

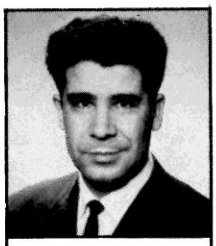
SERVICE ANNIVERSARIES

15 YEARS



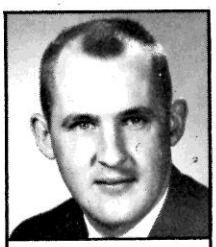
James C. Ford — 9-08-52
Model Shop Lead Man —
New Product Development

5 YEARS

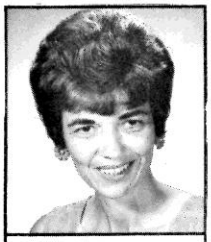


Manuel F. Romao —
8-06-62
Customer Engineer —
Market Development Group

Donald A. Cameron —
8-08-62
Manager, AccuRay of
Canada —
Market Development Group



Wallace A. Swanson —
9-04-62
Customer Engineer —
Market Development Group



Marvel R. Fasone —
9-13-62
Secretary —
Federal Systems Division

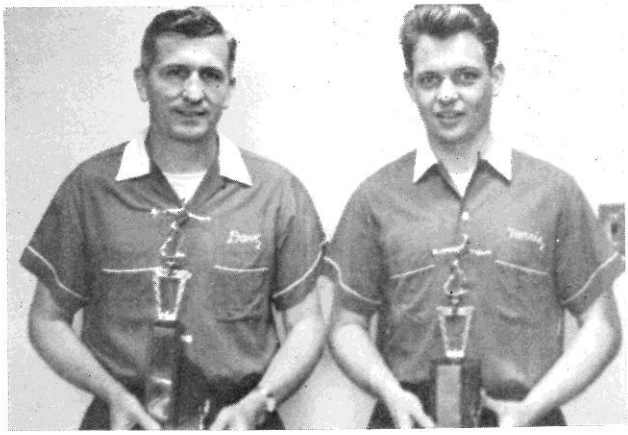
INDUSTRIAL NUCLEONICS UNITED APPEAL FUND DRIVE

October 16-21

SUPPORT THE U.A.

"Everybody wins when everybody gives"
UNITED
FAIR SHARE

Tobacco Division Trophies



Believe it or not! We have a bowling team in Durham, North Carolina. Liggett & Myers in Durham has a bowling league, and it seems to be pretty lucky for the AccuRay team. Both Dave Luquire, Tobacco Supervisor, and Norris Campbell, Tobacco Service Engineer, of the Tobacco Division of the Customer Engineering Department walked away with trophies. Dave received his trophy for high game scratch of 242, and Norris received his for high game handicap of 274.

Don Biddle Presented Mill Management Shirt

Donald E. Biddle, Systems Engineer for the Paper Industry Division, has for the past nine months been supervising the installation and evaluation of the first Water Balance System. This system was installed at Gulf States Paper Corporation, Alabama on September 5, 1966.

On the occasion of his departure at G.S.P., the mill personnel and management gave a farewell party for Don, at which time they presented him with a mill management shirt. The picture above shows Don wearing his managerial shirt and holding the evaluation report contained in an E-Z Opener Bag Company notebook. (E-Z is the Sales Division of Gulf States Paper Corporation.) This gift was an expression of their regard for Don's work while in the Demopolis mill. They feel that Don is a real "member of the mill team."

Don is presently doing a systems engineering job at Wiggins Teape Paper Mill in England.

South Seas Pi

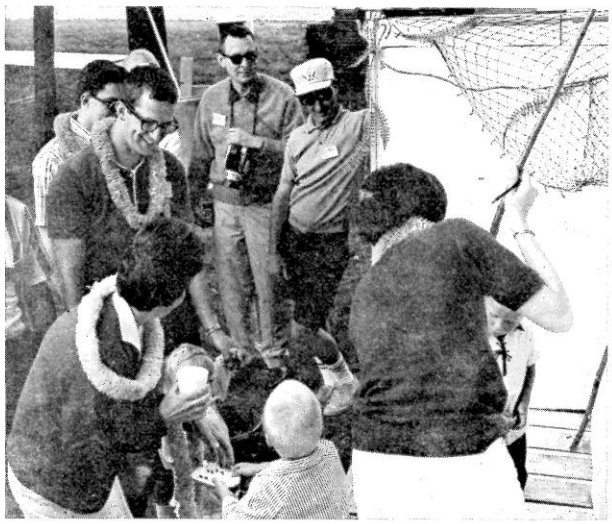
The 1967 Company Picnic was in t
this year was 1,400, an all-time high! T
day indicated that many hours of hard
to accomplish our "South Seas Picnic."

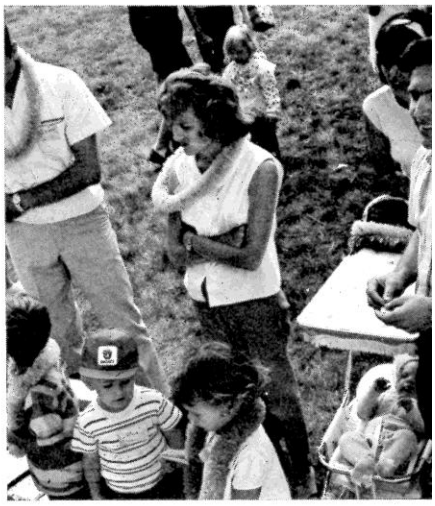
Congratulations for a job well done
men and their committees: M.C., Allen
tion, Mildred Walton; Rides, Mike Rea
Eva Hatfield; Games, George Goodrich,
Greta Resseguie, and Carol Foster; Gu
Bach; Promotions, Paula Melrose; Fooc
man, Judy Carey; and Assistant to the
coordinated and directed by the leadersh
did an outstanding job.

Four musical groups provided m
dancing. They were "My Generation," "
and "The Sunset Serenaders." Other act
and games. The new recreation area w
and volleyball games.

No picnic is complete without the
crew provided another delicious picnic di

A special "thank you" to IN mana
us with a memorable day which was sir





South Seas Picnic . . . GREAT

The 1967 Company Picnic was in the usual IN tradition — "Great." Attendance this year was 1,400, an all-time high! The relaxed and fun-filled atmosphere of the day indicated that many hours of hard work had been contributed by IN employees to accomplish our "South Seas Picnic."

Congratulations for a job well done are to be given to all the Committee Chairmen and their committees: M.C., Allen Alexander; Safety, Gerry Martin; Registration, Mildred Walton; Rides, Mike Rea and Andy Hunyady; Adult Entertainment, Eva Hatfield; Games, George Goodrich, Tony DeFrancis, Norma Short, Gus Hoehl, Greta Resseguie, and Carol Foster; Gun Club, Frank Barnum; Refreshments, Dick Bach; Promotions, Paula Melrose; Food, Frank Holtzapfel; Secretary to the Chairman, Judy Carey; and Assistant to the Chairman, Sally Cordray. Their efforts were coordinated and directed by the leadership of Joe Humphrey, Picnic Chairman, who did an outstanding job.

Four musical groups provided many hours of pleasant entertainment and dancing. They were "My Generation," "The Empty Cupfull," "The Holtzapfel Trio," and "The Sunset Serenaders." Other activities included pony rides, mechanical rides, and games. The new recreation area was used for softball, basketball, shuffleboard, and volleyball games.

No picnic is complete without the food. Donna Fisher and the entire cafeteria crew provided another delicious picnic dinner.

A special "thank you" to IN management for providing each and everyone of us with a memorable day which was sincerely appreciated and enjoyed by all!!

ic . . . GREAT

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FIRST CPS AT INDUSTRIAL NUCLEONICS

On July 17, Mary Lou Yaeger, Administrative Assistant to Bob Swenson, Vice President of Finance and Treasurer, opened a letter from the Institute for Certifying Secretaries, a Department of the National Secretaris Association. The first paragraph of the letter read:

"Congratulations! You are a Certified Professional Secretary. You have successfully completed all six parts of the Certified Professional Secretary Examination. With the attainment of your Certified Professional rating, you have become a member of a select group of top-level secretaries. Your certification represents one of the highest honors available in the secretarial profession."

This outstanding achievement for Mary Lou was the end result of many months of preparation and study. In December, she applied to take the examination. Qualifications for application established by the Institute include the following:

1. Meet **one** of the following education-and-experience requirements:
   (a) If not a high school graduate, have 8 years of verified secretarial experience;
   (b) High school graduation and 7 years of verified secretarial experience;
   (c) 1 year of college and 6 years of verified secretarial experience;
   (d) 2 years of college and 5 years of verified secretarial experience;
   (e) 3 years of college and 4 years of verified secretarial experience;
   (f) 4 or more years of college and 3 years of verified secretarial experience.
2. Have at least 12 months' continuous secretarial experience with one firm; all secretarial experience submitted for evaluation must be within the last 25 years.
3. Submit the names and addresses of employers so that the nature of work experience may be verified and evaluated by the Qualifications Committee. Experience will be computed by December 1 on current employment.

The Institute informed Mary Lou in February that she had been accepted to take the examination. She then enrolled in courses sponsored by the local chapter of the National Secretaries Association. The courses included Business Law, Business Administration, and Secretarial Skills.

The two day national examination for certification was held in May at the Ohio State University and covered Personal Adjustment and Human Relations, Business Law, Business Administration, Secretarial Accounting, Secretarial Skills, and Secretarial Procedures.

This year 1,870 secretaries throughout the country took the examination. Eight hundred thirty-five took the exam for the first time; the balance were retaking parts of the exam. There were nationally 311 people who passed the exam and only 11 people were from Ohio. Of the 835 who took the exam for the first time this year, only 48 people or 5.7 per cent passed the examination. Mary Lou was one of these people. She is the first secretary at Industrial Nucleonics to become a Certified Professional Secretary.

What motivated Mary Lou to take the exam? To this question she replied, "I had considered taking the exam for many years, but knowing what a small percentage ever passed the test is certainly discouraging. However, I firmly believe that a secretary is more than an extension of a typewriter. She can be a vital asset to her boss — a behind-the-scenes administrative assistant. The best test of my personal ability as a professional secretary was to take the Certified Professional Secretary examination. This was a goal I had set for myself. It was a time-consuming project, but one totally worthwhile."

Our wholehearted congratulations to Mary Lou Yaeger on this outstanding accomplishment. We hope many other Industrial Nucleonics secretaries, who qualify for certification, will be encouraged by Mary Lou's example to take the examination.

Ken Francis' Invention Disclosure Receives Docket Number 1000

When Ken Francis recently sent an invention disclosure to the Patent Department, it was the result of his idea for a possible new improvement in an AccuRay Water Balance system. At the time, Ken had no idea that his disclosure would become a milestone in Patent Department history.

When Ken's disclosure was received by the Patent Department, it first had to pass a preliminary investigation to see if there was a possibility that it might be patentable. After Ken's disclosure passed this first test, it came up in its turn to receive a docket number. The docket numbers are assigned by one of the Patent Department secretaries, Charlotte Cooper and Wanda Van Gieson. (See picture). Since the numbers are assigned consecutively, Ken's disclosure just happened to be in the right place at the right time to receive the number 1000.

Since the docket numbering system was started about 1955, considerably more than one thousand inventions have been disclosed to the Patent Department by Industrial Nucleonics employees. These ideas come from every department of the company, from home office, field and overseas personnel. Ken Francis, for example, is now a Systems Engineer in the Paper Industry Department Results Operations Group. He now lives in Battle Ground, Washington.

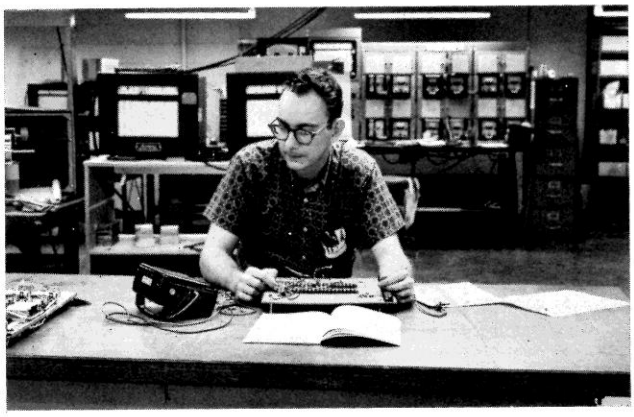
Ken's Invention Docket No. 1000, like other disclosures, must pass several other critical tests on its way to possibly becoming a United States Patent. A more thorough investigation will be made to be reasonably certain that the invention is really novel and unobvious. The disclosure may then be taken up with other disclosures for evaluation by the Invention Evaluation Committee. This is a panel of experts who are key men in Marketing, New Product Development, Industrial Systems Research and Development, and Federal Systems. Whether a patent application is to be filed or not is a business decision, made primarily on the basis of the Committee's evaluation.

If a patent application is filed, it is examined by an Examiner in the U.S. Patent Office whose job it is to decide if a patent can be granted, and if so, how much patent protection can be allowed for the invention.

Ken Francis joined Industrial Nucleonics February 20, 1956. Since that time Ken has submitted a number of invention disclosures, and five of them have received docket numbers. As a result of his creative work, Ken already has two United States patents, one jointly with Frank Alexander and the other with Clyde Pinkley.

Ken Francis discusses Patent Docket 1000 with patent-legal secretaries (L-R) Charlotte Cooper and Wanda Van Gieson, and Patent Agent Hank Peterson.

FINAL TEST TRAINING



Lenny Howell directed the practical work on solid state experiments.

Bob Clegg conducting one of a series of sessions on Solid State Circuitry presented to the personnel of the Final Test Department.

If you hear Final Test Technicians using such terms as field effect, epitaxial planar, MOST, and TRIAC, it is probably the result of the solid state course set up by Bob Clegg and recently completed by all the electronic technicians in Final Test.

Since much of our equipment now utilizes solid state devices, and practically all the newly developed equipment will incorporate solid state circuitry, it was decided that a current look at this technology was in order.

The mission of the Final Test Section of the Production Division, supervised by James F. Gay, is to perform the final assembly, test, and calibration of systems manufactured by our company. Any circuitry found defective must be repaired and made to operate properly. In order for our technicians to do this, they must be proficient in understanding and trouble-shooting solid state circuitry.

The course extended over a seven-week period, was taught during working hours, and was divided into three different phases. Each man received approximately 25 hours training during this period of time. Each man also received a text entitled, "Basic Theory and Application of Transistors," written by the U.S. Department of the Army.

Phase I of the training utilized a series of 12 lessons published in Machine Design Magazine, written by Texas Instrument Engineers, which gave a very good basic survey of solid state fundamentals and the latest solid state devices. Bob Clegg spent three weeks teaching these lessons and then gave a quiz covering the material.

Phase II consisted of practical work on solid state experiments originated by DeVry Institute. Lenny Howell of Final Test spearheaded this portion in getting the proper components for the experiments, fabricating the experiment boards, and giving some aid during the actual experiments.

This was a very worthwhile phase of the course during which the technicians built and examined different types of circuitry. They could see the effect of bias levels, distortion, gain and impedance factors, and find out how to determine if a component is operating properly.

The last phase of the course emphasized the solid state aspects of our Mark VI Basis Weight systems. Don Mayes and Chuck McKinniss prepared and presented material on portions of the circuitry for one week each. They related the fundamental and practical work back to our present equipment.

The solid state technology of the Final Test Section has been considerably upgraded, and the technicians are looking forward to testing newly designed systems which utilize solid state circuitry.

SOCIAL ACTIVITIES

AUGUST

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
		1	2 Softball Game Franklin Eng. vs. IN Tuttle Field 6:00 p.m.	3 Women's Golf Beaver Ridge on Morse Road 5:30 p.m.	4 Gun Club - 22 Ft. Hayes 7:00 p.m.	5
6	7 Men's Golf Thornapple C.C. 4:45 p.m. Gun Club Meeting Cafeteria 5:15 p.m.	8 Tennis IN vs. Western Electric "C" Team at Eastmoor High	9	10 Women's Golf Beaver Ridge on Morse Road 5:30 p.m.	11 Gun Club - 22 Ft. Hayes 7:00 p.m.	12
13	14 Men's Golf Thornapple C.C. 4:45 p.m. Tennis IN vs. Battelle "A" Team at home - 6:00	15	16	17 Women's Golf Beaver Ridge on Morse Road 5:30 p.m.	18 Gun Club - 22 Ft. Hayes 7:00 p.m.	19
20	21 Men's Golf Thornapple C.C. 4:45 p.m. Radio Club Meeting-7:30 pm Radio Shack	22 Tennis N. American vs. IN "B" Team at OSU 6:00 p.m.	23	24	25 Gun Club - 22 Ft. Hayes 7:00 p.m.	26
27	28 Men's Golf Thornapple C.C. 4:45 p.m. Tennis IN vs. Battelle "B" Team at home 6:00 p.m.	29	30	31 Industrial League Bowling at Graceland Lanes 8:30 p.m.		

SEPTEMBER

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1 Gun Club - 22 Ft. Hayes 7:00 p.m.	2
3	4 Gun Club Meeting-5:15 pm Cafeteria IN Bridge Team Cafeteria	5 Mixed Bowling League at Fiesta Lanes 6:00 p.m.	6	7 Industrial Bowling League at Graceland Lanes 8:30 p.m.	8 Gun Club - 22 Ft. Hayes 7:00 p.m.	9
10	11 Bridge Industrial League Cafeteria	12 Mixed Bowling League at Fiesta Lanes 6:00 p.m.	13	14 Industrial Bowling League at Graceland Lanes 8:30 p.m.	15 Gun Club - 22 Ft. Hayes 7:00 p.m.	16
17	18 Radio Club Meeting - 7:30 Radio Shack	19 Mixed Bowling League at Fiesta Lanes 6:00 p.m.	20	21 Industrial Bowling League at Graceland Lanes 8:30 p.m.	22 Gun Club - 22 Ft. Hayes 7:00 p.m.	23
24	25 Bridge Industrial League Cafeteria	26 Mixed Bowling League at Fiesta Lanes 6:00 p.m.	27	28 Industrial Bowling League at Graceland Lanes 8:30 p.m.	29 Gun Club - 22 Ft. Hayes 7:00 p.m.	30

AccuRay LEASING CORPORATION

AccuRay Leasing Corporation is a thriving company organized in December, 1962, as a wholly-owned subsidiary of Industrial Nucleonics. Its function is simply to buy equipment from Industrial Nucleonics and rent it to IN's customers. AccuRay Leasing Corporation borrows money from the bank to pay Industrial Nucleonics for the equipment, and collects rent on the equipment to pay off its loans and to provide for future growth.

The rent the customer pays AccuRay Leasing covers all maintenance and systems engineering services. AccuRay Leasing buys these services from Industrial Nucleonics in order to provide them to its customers.

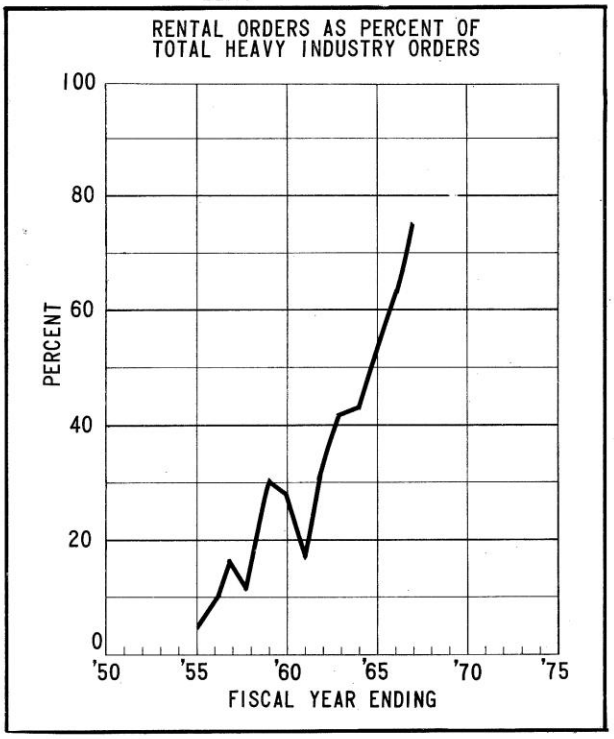
What is the impact of the rental program on our financial picture? In the short run, the rental program has an adverse impact upon IN's consolidated profits, and it's easy to see why. Although we incur the same production, marketing and service costs to deliver and install a rental gauge as we do for a purchased gauge, under the rental plan it takes us more than four years to recover our money; while if the gauge is sold, we recover our money immediately. If the percentage of rental gauges shipped in any year goes up, profits for that year go down.

Why do we want to rent, if the more we rent, the more we defer the profits? There are several very good reasons:

(1) By offering our equipment under both rental and purchase plans, we are able to obtain more orders than if we did not rent. As our percentage of rental orders have increased, so have our total orders increased. Today a very substantial portion of all paper industry orders are on a rental basis. There are several reasons for this:
   (a) In general, because of follow-up systems engineering services, rental customers do get more economic benefits from our equipment, which results in more repeat orders for IN equipment.
   (b) Some customers cannot or will not commit a relatively large sum of money at one time to purchase complex electronic equipment (e.g., almost all computers are rented).
   (c) Our rental program is a cooperative program with the customer designed to improve his profits and reward IN on a "pay-as-you-go" basis.

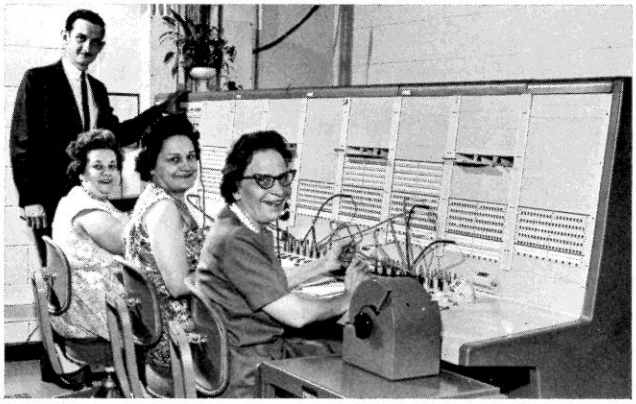
(2) Over the long run, the rental program is more profitable than selling outright. This is true for two reasons. First, if a customer purchases a gauge, he may or may not purchase from IN the necessary preventative and emergency maintenance that he requires. Under the rental program, the proper maintenance service is included in the monthly rent. Our service income, on which we make a profit, is thus increased through the rental program. Second, after rental equipment has been in the field for more than five years, the cumulative income becomes greater than if we had sold the equipment originally.

(3) Orders for equipment of the type manufactured by Industrial Nucleonics are sensitive to the state of the economy. During years when the economy is not expanding, the outstanding rental equipment provides the base income necessary to maintain our trained and experienced AccuRay team. Today, rental income and service business provide a substantial portion of the income necessary to reach breakeven.



The Results/Rental concept has contributed a great deal to the acceptance of Industrial Nucleonics' equipment and is to a large extent responsible for the continued growth of the company. In April of this year, a new concept in rental plans was introduced, whereby the customer has a full year to evaluate the equipment. If, in his opinion, the equipment does not provide the economic benefits he anticipated, he may return the equipment and owe IN only the first year's rent. If he should accept the equipment under the contract terms, he receives the first year's use rent free. It is anticipated that these extremely attractive terms will contribute further toward industry acceptance of Industrial Nucleonics' equipment and services.

NEW SWITCHBOARD INSTALLATION



L. to R.: Ned Ulry, Dorothy Temple, Betty Thurman, and Trudy Newberry.

On May 28th Ohio Bell Telephone Company completed their installation and changeover to the newest and most modern automatic Switchboard available — the "608".

We now gain many new features such as:

1. The split key which allows the operator to talk to the station user without the calling party hearing the conversation.
2. Push button operation — equipped with an automatic ring — which shortens the time the operator is required to stay on the line. She simply answers an incoming call, plugs into the desired station and the station phone rings automatically until answered.
3. A flash back signal, new with the "608", which enables you to transfer a call by depressing the plunger on your phone **one** time for approximately 3 seconds. This transmits a signal to the operator who will enter the connection and complete the transfer per your request.
4. An additional 200 station capacity which added to the board makes a total of 600 available stations. To date 450 stations are in operation.

We greatly appreciate the fine cooperation we have received from those attending the training classes held mid-May in preparation for the changeover from the old to the new board. The resultant answering and phone coverage has been noticeably improved in all departments; providing better communication within our organization and greater service to our customers.