

## MAGNECORD

Following are the executives and key personnel of Magnecord,  
Incorporated:

PRESIDENT AND  
GENERAL MANAGER....R. J. TINKHAM

President and General Manager since the organization of the corporation in 1946. Mechanical engineering and patents are under his direction. A graduate engineer from the University of Illinois, he was associated with the Armour Research Foundation as coordinator of its Magnetic Recorder Division prior to Magnecord. His experience includes an extensive background of acoustical engineering.

ASSISTANT TREASURER  
AND CHIEF ENGINEER....JOHN S. BOYERS

Mr. Boyers has been director of engineering and research for Magnecord since 1946. Previously, he had been connected with the Armour Research Foundation on work in magnetic recording. Prior to that he was with the Radiation Labs of Massachusetts Institute of Technology and also served with Columbia University, Division of War Research, New London Underwater Sound Laboratory, New London, Connecticut. Mr. Boyers was associated with Radio Station WHAS, Louisville, Kentucky as station engineer, following his attendance at the University of Kentucky.



CHIEF PRODUCTION ENGINEER  
AND CORPORATION SECRETARY....ROBERT L. LANDON

Since 1946 Mr. Landon has been responsible for all general production supervision at Magnecord, and was previously associated with the Armour Research Foundation as development engineer. Prior to this he was on the Manhattan Project at the University of Chicago after serving with the Naval Gun Factory, Washington, D.C.

Mr. Landon was also in charge of inspection for all gauge departments of the General Machinery Ordnance Corporation, South Charleston, W.Va. After attending Tri-State College of Engineering he was associated with Dresser Manufacturing Company, Bradford, Pa. for 5 years where he served as a tool and die-maker.

VICE PRESIDENT AND  
GENERAL SALES MANAGER....C. G. BARKER

Mr. Barker has been responsible for the development of sales for Magnecord since 1946. Previously he had been associated with the Armour Research Foundation in the Magnetic Recorder Division and later was connected with the Licensee Service Division. During World War II he was a combat correspondent in the South Pacific where he used one of the first wire recorders ever developed as an aid to report actual field operations. Mr. Barker attended Northwestern University, Chicago.

BUSINESS  
MANAGER....ARMIN P. BUETOW

Mr. Buetow recently became associated with the company in charge of all fiscal matters, and had been a partner in the firm of Richardson, Buetow and Morgan, specialists in business surveys and management counsel, Alhambra, California. He has been Comptroller and treasurer for Toolcraft Manufacturing Company, Huntington Park, California and was auditor with Investors Syndicate of Minneapolis and Los Angeles for 10 years. Graduate of the University of Minnesota.

PRODUCTION  
MANAGER....LEROY R. OSBORN

Mr. Osborn has recently joined Magnecord in direct charge of production, inventory control and purchasing after long experience as works manager with Simpson Electric Co., Chicago. Previously, he has been engineering manager with Bell Aircraft Co., Buffalo, N.Y. and Marietta, Georgia for 7 years -- assistant superintendent and production manager with the Worthington Pump and Machinery Corporation, Harrison, N.J. for 12 years. Mr. Osborn is a graduate of Cornell University in mechanical engineering and has also attended the Illinois Institute of Technology and Columbia University.



MECHANICAL  
ENGINEER....EMERY L. HALL

Joined Magnecord in 1949 as development engineer. Previously mechanical engineer of Belmont Radio Corporation, Chicago, and design engineer with Raytheon Manufacturing Co., Waltham, Massachusetts. Mr. Hall was layout engineer of General Electric Co., Lynn, Massachusetts and is a graduate of Massachusetts Institute of Technology.

ELECTRO-MECHANICAL  
ENGINEER....AUSTIN OLSON

Recently joined Magnecord after serving as project engineer for Television Associates, Inc., Michigan City, Indiana. Previously has been self-employed as engineer O & S Laboratories. Mr. Olson has been an engineer for Admiral Corporation, Chicago, and was employed for 2 years as inspector at Aircraft Radio Lab., Wright Field, Dayton, Ohio. He attended Northwestern University.

ELECTRONICS  
TECHNICIAN.....PATRICK J. McCAULEY

Joined development laboratory at Magnecord in 1947 following a position as engineer for Sound, Inc., Chicago, Ill. Served 3 years with U.S. Navy as electronic technician on naval radar. Previously, attended University of Washington.

CONSULTING ENGINEER  
(NON-RESIDENT).....JAMES H. GREENWOOD

Mr. Greenwood has been chief engineer of Radio Station WCAE, Pittsburgh, Pa. and has been associated with the station since 1932. In 1942 he took leave of absence from the concern to serve for 3 years with the U.S. Navy.

CHIEF  
DRAFTSMAN.....GEORGE MANDELL

2 years chief draftsman of Magnecord. Previously with Lytle & Canon (industrial engineers) Chicago, Illinois. Served with U.S. Navy after 5 years association with Wells Gardner & Co., Chicago, Illinois.



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### MAGNECORD CONTRIBUTIONS

#### TO INDUSTRY

In addition to the development of high fidelity magnetic recording equipment for the broadcast and other commercial industries, Magnecord, Inc. has undertaken many specialized projects of design and production.

1. In 1947 special apparatus was designed and produced for exhibits of the Museum of Science and Industry of Chicago. These included recording and reproduction systems for the Aluminum Corporation of America, Sears, Roebuck and Company, the Wyeth Chemical Corporation and others.
2. Magnecord has also designed and produced special stereophonic recording equipment for Harvard University and the Naval Research Laboratory.
3. During 1949, the concern was instrumental in the design and production of the Krasno-Ivy Flicker Photometer for early prognosis of heart disease.
4. Recently, the Minnesota Mining and Manufacturing Company placed a development and experimental contract with Magnecord for their new "Thermo-Fax" (trade-mark) duplicator. This unit is now being used by a government agency (classified) for the duplication of printed matter by a new, one-step, dry process of six seconds duration. Quick and easy, it replaces the conventional photostatic technique.



5. At the present time, Magnecord is fulfilling a Navy Department contract for specialized magnetic recording equipment. This is in addition to a developmental project which has been awarded to Magnecord by the Government, but at the request of the agency cannot be outlined in this prospectus.

The company is also engaged in several self-sponsored development projects for new models for its professional recorder lines....Some for the near future, others involving advanced magnetic recording techniques on a long range basis.

THE HISTORY & ORGANIZATION  
OF MAGNECORD, INCORPORATED

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THE HISTORY & ORGANIZATION  
OF MAGNECORD, INCORPORATED





R. L. LANDON

J. S. BOYERS

R. J. TINKHAM

C. G. BARKER

The corporation was founded in 1946 by four men, Messrs. Tinkham, Boyers, Landon and Barker, previously connected with the Armour Research Foundation of the Illinois Institute of Technology in Chicago. The organization was financially aided by a group of Madison, Wisconsin businessmen.

While at Armour, these four men had been instrumental in the development of magnetic recording as it is used today. Skilled in the art of magnetic recording, they saw the opportunity to be the first in a new and highly promising field for magnetic recording;--that of the development and production of high fidelity magnetic recorders for commercial and industrial use. Previously, semi-professional magnetic wire recorders had found their way into consumer and commercial markets, but no company had offered a moderately priced high fidelity magnetic recorder for professional use. With this as their goal, these men resigned from Armour and organized Magnecord, Incorporated. In 1946 they secured the necessary license from the Armour Research Foundation to manufacture.

In four short years, the corporation has grown from a complement of 10 persons to a well-organized and efficient manufacturing concern employing over 125 people. Today, high quality equipment and widespread distribution have established Magnecord as the leader in its



field. In addition to having distributed more recorders to the Professional market than all other equipment manufacturers combined, Magnecord is also the only recorder of its kind which has been accepted on the current Federal Supply Schedule. The Treasury Supply contract awarded to Magnecord is effective until June 30, 1951, and enables the open purchase of our equipment by government agencies without the necessity of competitive bidding.

The gross sales of Magnecord for the first fiscal year of 1946-1947 were 15,000 dollars. In their fourth fiscal year just completed (1949-1950) gross sales were in excess of one million dollars! However, the present order rate, plus increased production indicates that gross sales may double for the present fiscal year of 1950-1951.

#### MAGNETIC RECORDING --A NEW INDUSTRY

It should be borne in mind that the magnetic recording industry as we know it today, is extremely young.....completely undeveloped less than a decade ago. In view of its tender age, there are comparatively few engineers qualified, much less engaged in, this new industry today. Of these few, Magnecord can offer some of the