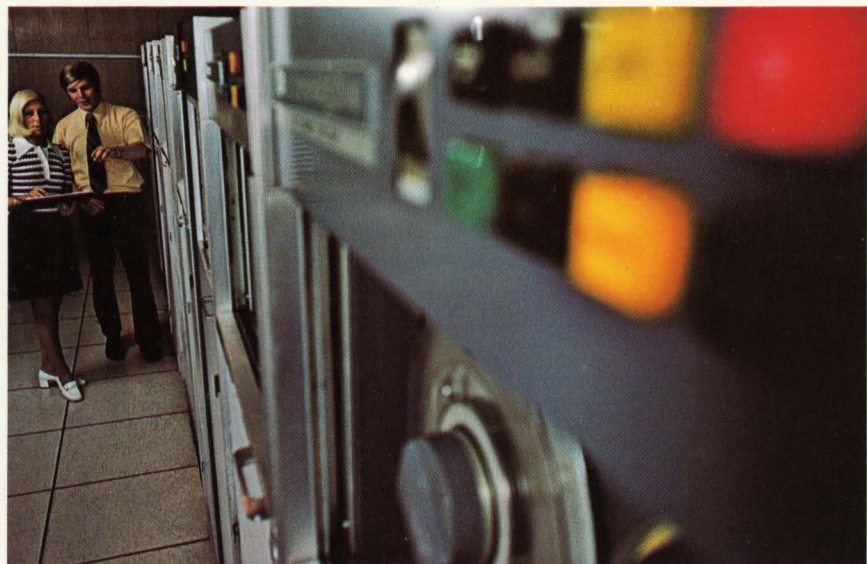
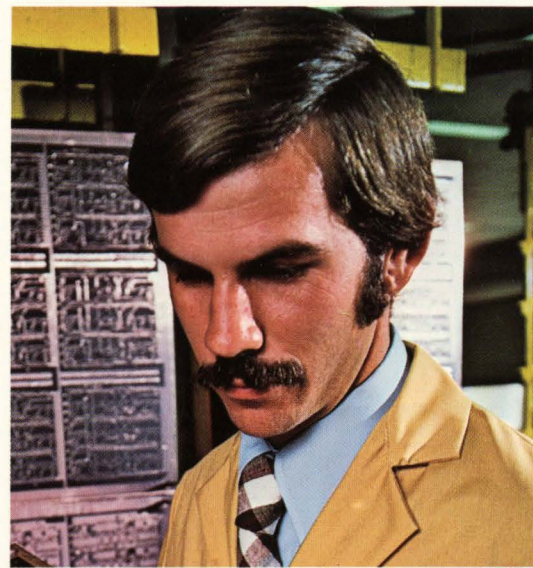


# Consider Burroughs

*...where people make the difference*





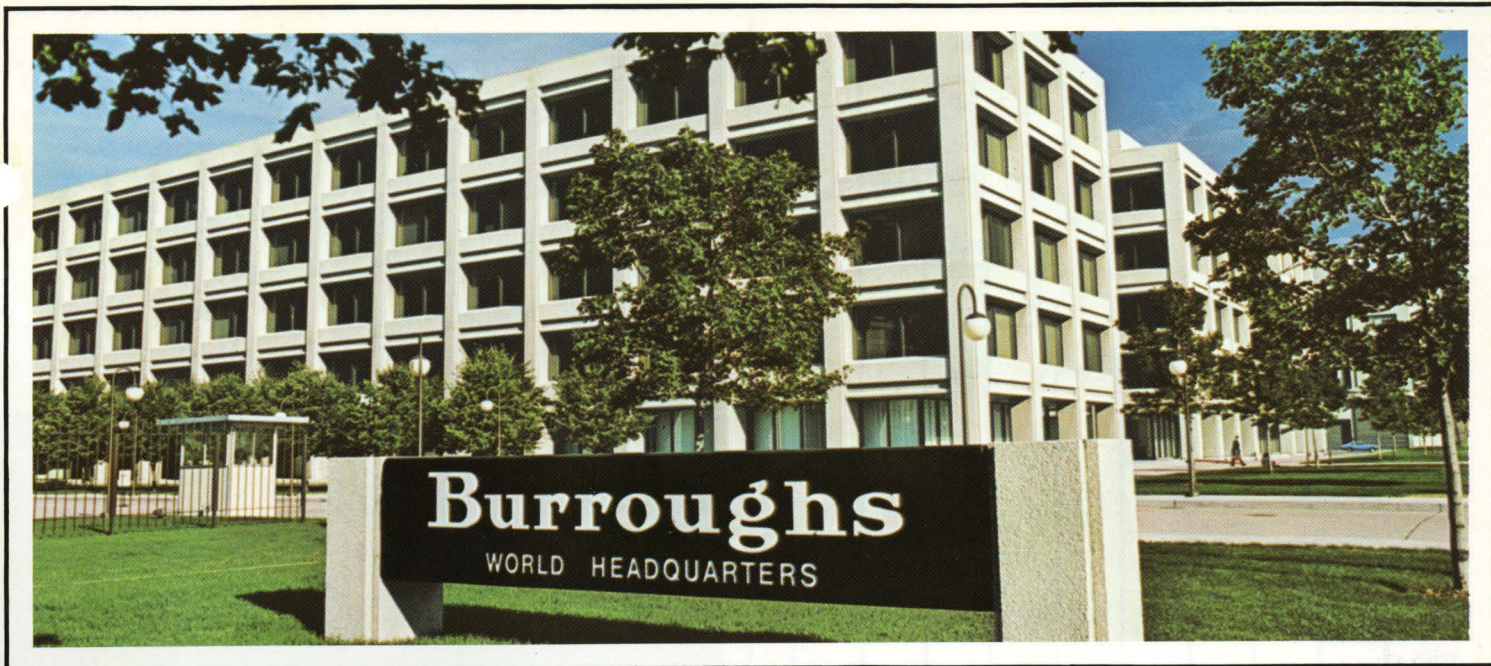
Ray W. Macdonald was born in Chicago in 1912, and graduated from the University of Chicago School of Business Administration in 1935. He joined Burroughs as a salesman in the Company's Chicago office shortly after his college graduation, and in 1939 he was transferred to the Sales Division at Burroughs headquarters in Detroit. Two years later Mr. Macdonald joined the Company's Export Department and in 1948 was named Export Manager. In 1953 he was appointed General Manager of Burroughs international operations, and was named Vice President and Group Executive of the newly formed International Group in 1957. Two years later he was elected to the Board of Directors of the Company. Mr. Macdonald was named Executive Vice President in March 1964, and was elected President of Burroughs Corporation in January 1966. He was elected Chairman of the Board in November 1973.

In a relatively short period of time, the computer has revolutionized information handling and has affected all of our lives in one way or another. In science, education, medicine, industry, commerce, and in many other areas that make up our modern society, the computer is opening new doors and allowing us to take significant steps forward toward greater efficiency, productivity, and higher living standards.

At Burroughs, we take great pride in being a major contributor to these developments. In addition to pioneering many computer concepts that have now become industry standards, we have placed particular emphasis on making the computer easier to use, so that its power and capabilities can benefit the greatest number of people.

Ours is an exciting and challenging business. A business which has become synonymous with rapid and far-reaching change. A business which has much to offer innovative men and women seeking a stimulating and rewarding career.

Ray W. Macdonald  
Chairman of the Board  
Burroughs Corporation



# *Burroughs Corporation*

## *...where people make the difference*

The products of human intelligence are most important in those organizations engaged in the practical application of inventions and discoveries to new products and systems. Such organizations are often referred to as the "intellectual industries," and Burroughs is acknowledged as a technological leader of such an industry—electronic data processing.

The data processing industry is one of the giants of the modern world. Many forecast that it will be the world's largest before the turn of the century. Burroughs is a leading member of this industry. The Company recognizes that such leadership is heavily dependent on the selection and placement of well-educated, motivated people in an environment where individual creativity is given maximum encouragement and recognition.

### *A company that does many things*

Burroughs had its beginning in 1886 with the invention and first practical production of the adding machine, the technical marvel of its day. Today, Burroughs is a worldwide company engaged in the design, manufacture,

and marketing of a wide range of products for recording, storing, computing, processing, and communicating data. These products span virtually the entire field of information processing. They range from very large-scale computer systems to electronic calculators, and from a variety of custom products to business forms and office supplies. Burroughs has 56 engineering and manufacturing centers located in ten countries. The Company's products are marketed in more than 120 countries through a worldwide network of more than 900 offices.

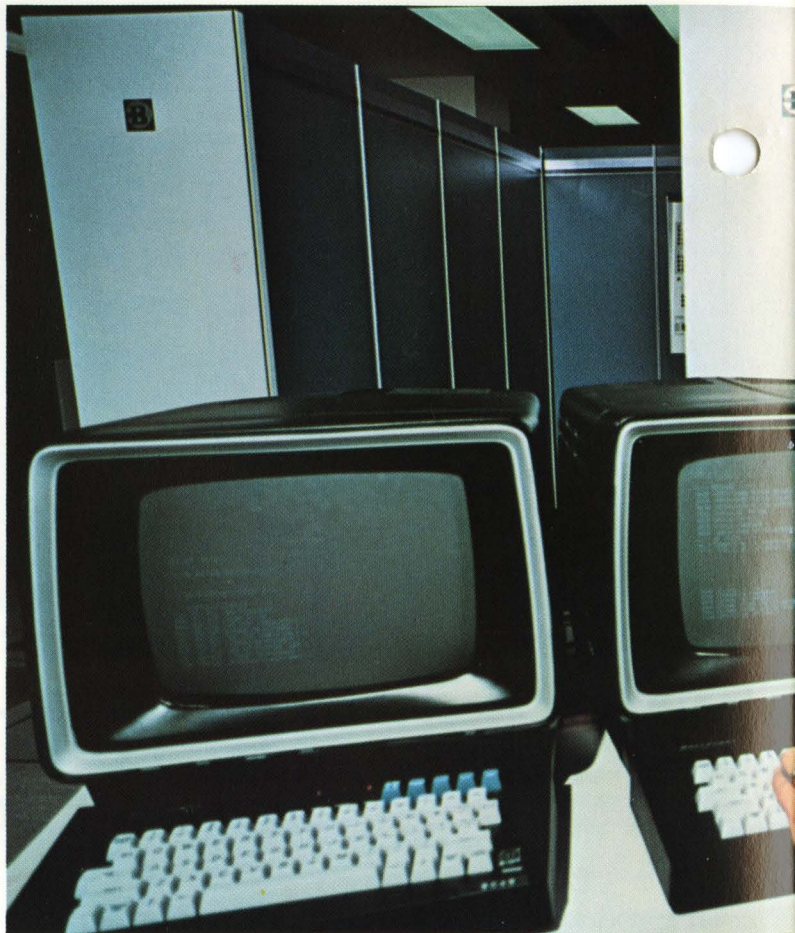
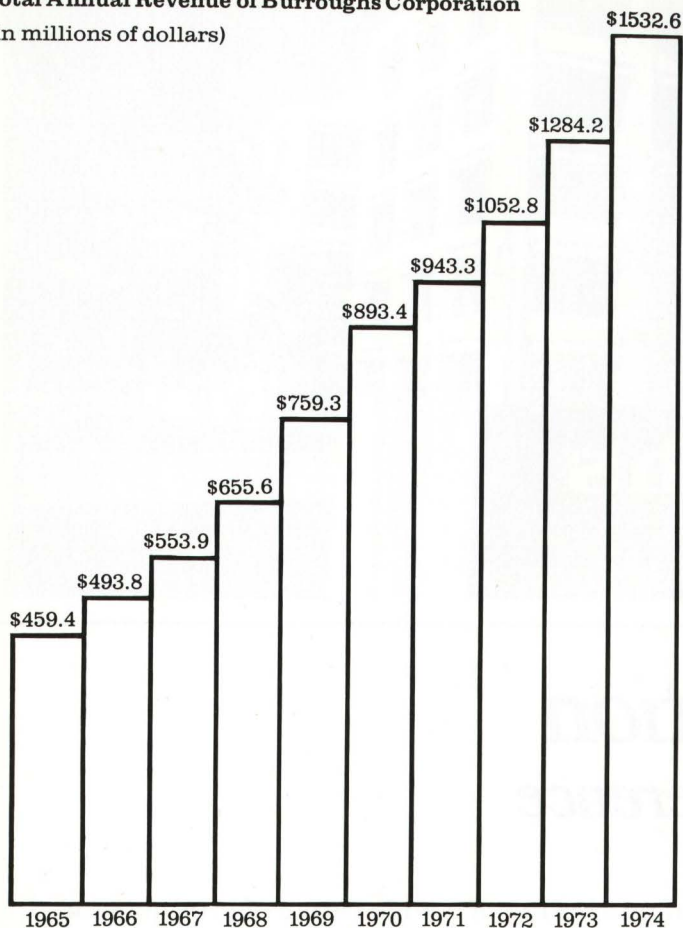
The organization of the Company is made up of a Corporate staff and eight operating groups:

The **Business Machines Group** is responsible for marketing Burroughs equipment and systems in the United States. The Group employs more than 12,900 people, and its field organization consists of four marketing regions, 22 district offices, and more than 300 sales and customer support offices throughout the United States.

The **International Group** markets the Company's equipment and systems outside the United States. It also has responsibility for the

### Total Annual Revenue of Burroughs Corporation

(in millions of dollars)



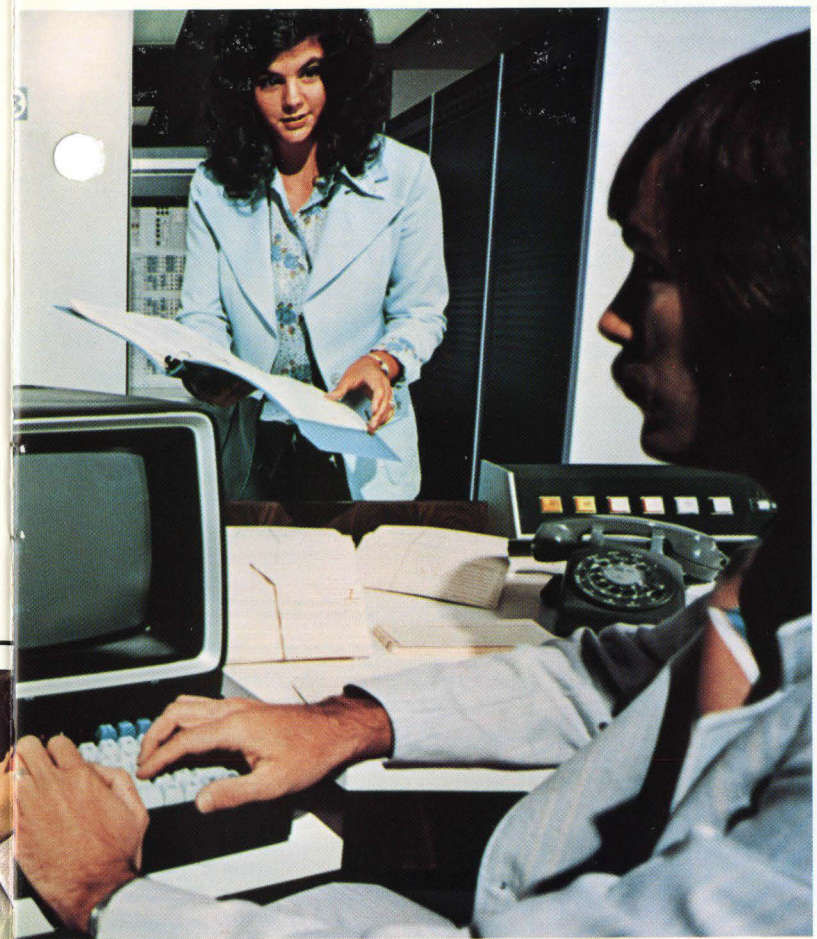
manufacture and marketing of business forms and supplies products in international markets. The Group employs some 11,600 people and markets the Company's products through 320 offices of 35 subsidiary companies and 84 offices of 43 major distributors.

The **Federal and Special Systems Group** is responsible for marketing the Company's equipment and systems to the United States Government. It also has responsibility for the engineering, manufacturing, and marketing of custom systems and products, read-out devices, and data display sub-systems. The Group employs some 1,600 people in its engineering and manufacturing operations and nearly 900 in its sales and service organizations.

The **Business Forms and Supplies Group** designs, manufactures, and markets, in the

United States, a wide range of forms, office supplies, and document encoding, signing, protecting, and disbursing equipment. These products are marketed through nine district and 162 sales offices, and more than 1,600 people are employed in the Group's marketing organization. The Group also employs more than 2,200 people in its manufacturing operations.

The **Computer Systems Group** is responsible for the engineering and manufacture of large, medium, and small-scale data processing systems, and for the development of related operating system software. The Group employs some 3,800 people.



The **Peripheral Products Group** is responsible for the engineering and manufacture of a wide range of peripheral equipment used with Burroughs data processing systems. These products include data file sub-systems, line printers, punched card equipment, and document reader-sorters. The Group employs approximately 3,100 people.

The **Small Systems Group** has responsibility for the engineering and manufacture of business mini-computers, terminal products and systems, encoding equipment, and small application machines, such as electronic calculators. The Group employs some 8,900 people.

The **Components Group** designs and manufactures electronic components for use in Burroughs systems and equipment. These include integrated circuits, printed circuit boards and other interconnection devices, memory systems, and power supplies. The Group employs approximately 3,600 people.

## *Many kinds of talented people are needed*

Burroughs Corporation is made up of men and women working around the world. From Fiji to Sweden, from Kenya to Hong Kong, they bring a cultural variety that spans most of the earth's races, religions, nationalities, and languages.

The size and scope of Burroughs activities require a diversity of talented people, and great emphasis is placed on the selection of outstanding men and women. The Company provides an extensive range of excellent career opportunities for such people in marketing, engineering, manufacturing, and finance, as well as in a variety of administrative positions.

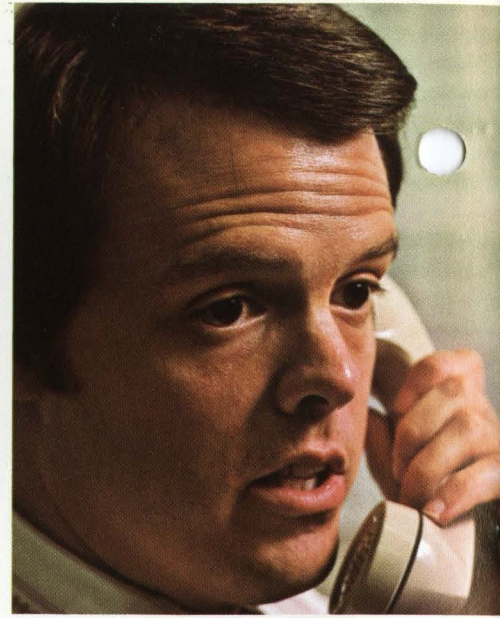
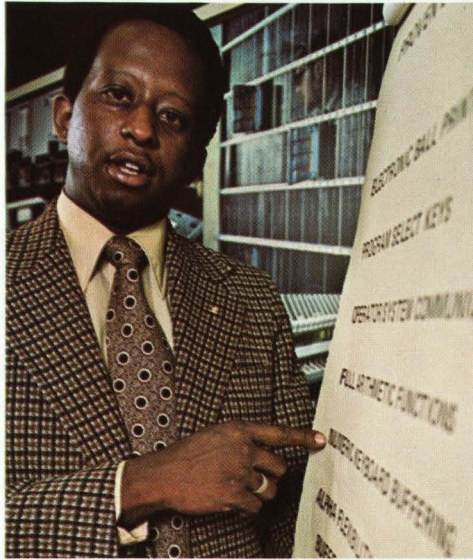
In marketing, for example, opportunities are available in direct sales and in a broad spectrum of customer support activities, such as systems analysis and planning, program product development, management system design, and technical field engineering.

In engineering and manufacturing, the Company offers a wide choice of career opportunities in such areas as computer hardware and software design and development, component design and development, industrial engineering, printing technology, production control, and quality assurance.

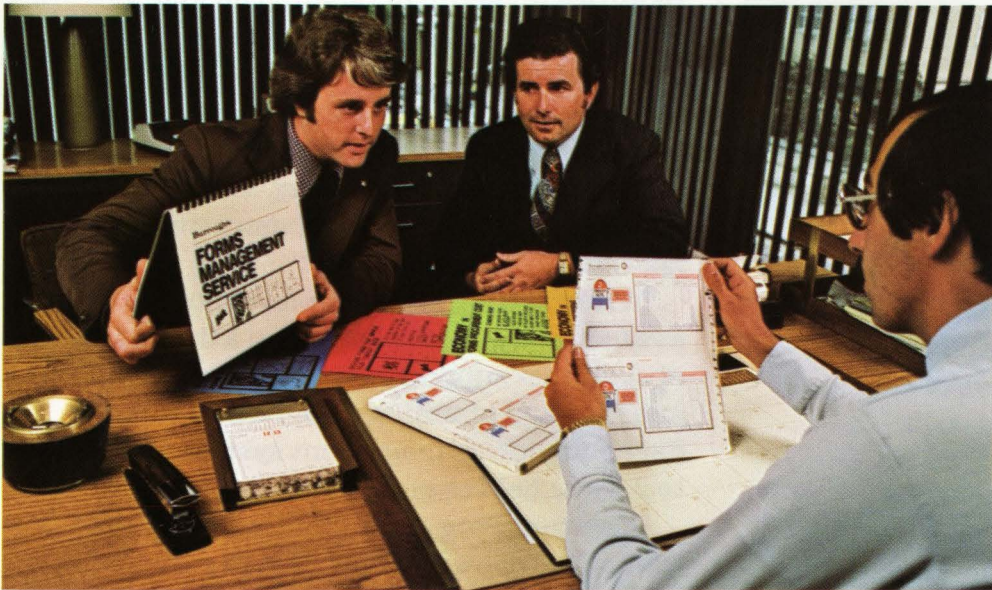
Opportunities in finance include financial analysis, management systems, accounting, and tax analysis. In administration, opportunities range from employee and industrial relations to law, and from purchasing to public relations.

The following pages describe in greater detail the various career opportunities available throughout Burroughs. They offer excellent and rewarding career development paths to appointments of greater responsibility.

**William Watkins** is a Product Manager for the Business Machines Group's Great Lakes District, headquartered in Detroit. After attending Wayne State University and Detroit Institute of Technology, he joined Burroughs in 1969 as a Sales Representative. He was promoted to Territory Manager in 1970, to Zone Sales Manager in 1972, and to Selected Accounts Manager in 1973. He was named to his present position in 1974.



Above: **William Woolley**, Systems Analyst, Business Machines Group, Mission Viejo, California plant (BS, Mathematics, Southern Methodist; MS, Mathematics, New Mexico State).



Left: **William Dunne** (left), Territory Manager, Business Forms & Supplies Group, New York City (BA, History, Kean) seated next to **William Coakley**, Branch Manager.

# Burroughs Marketing People

Burroughs products are in use throughout the world in organizations of every size and practically every line of business. More than 26,000 Burroughs people are employed in the marketing of these products worldwide. About a third of them are involved in direct sales, and two-thirds are engaged in a wide range of customer support activities.

Successful marketing at Burroughs requires a thorough understanding of the Company's products and what they will do for users, together with an in-depth knowledge of customers' business operations. Burroughs marketing personnel are provided with extensive training, which continues throughout their careers with the Company. This, together with the broad experience gained in field

**Lea Hepler** is Branch Systems Manager for the Business Machines Group in Washington, D.C. She received a BS in Mathematics from the University of Richmond in 1964, and joined Burroughs as a Sales Technical Representative in 1969. She was promoted to Branch Systems Manager three years later.



operations, provides the specialized knowledge required to serve the needs of Burroughs users.

The Company's marketing organization has been growing dramatically over the past few years. In 1969, for example, the number of our marketing employees was 20,000, compared to more than 26,000 today. There is every reason to expect that this growth will continue as Burroughs further expands during the years ahead.

To sell data processing systems, equipment, and related products requires a special type marketing person—someone with intelligence, imagination, a well-developed sense of logic, and a certain amount of creativity. The training is rigorous, but the

rewards are very attractive and include a high degree of job satisfaction.

You begin your Burroughs sales career as a Marketing Representative. After a period of branch training and working with more experienced sales personnel, you are given direct responsibility for a specific product line. Within a relatively short time, and after further periods of training, you should be managing your own territory, with responsibility for a much broader range of Burroughs equipment and systems. From then on, there are many parallel courses of advancement open to you as your product knowledge and marketing experience grow.

Your early sales career will follow a similar pattern whether you're selling computers and business machines, or business forms and supplies, or if you are working with the marketing organization of our Federal and Special Systems Group, whose major customer is the United States Government.

Preferred academic backgrounds for people seeking direct sales positions at Burroughs are bachelor's or master's degrees in Business Administration, Accounting, Marketing, or Computer Science. Some courses in Computer Science and Accounting are preferred. People with master's degrees in Computer Science or MBA's with computer orientation can move rapidly into training on advanced data processing systems upon joining the Company.

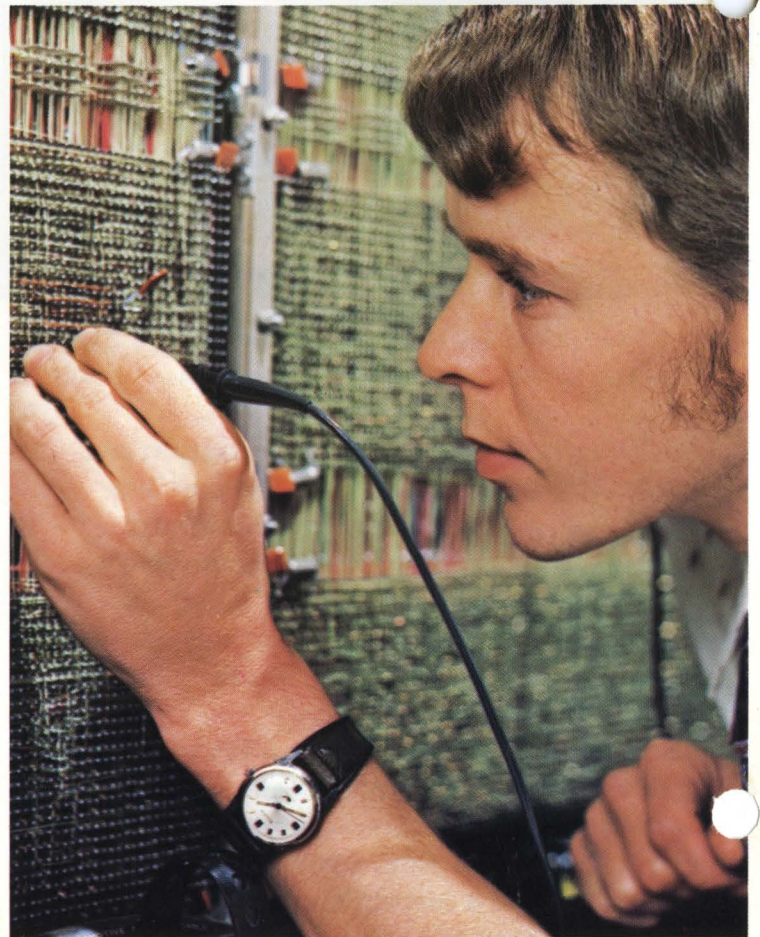


**Georgette Schneider** is Manager of Program Products Distribution for the Business Machines Group at World Headquarters in Detroit. She joined the Company in 1969 as a Systems Support Representative after receiving a BA in Mathematics from Vassar the preceding year. She was appointed Senior Systems Support Representative in 1971, Supervisor of Systems Support in 1972, and to her current position in 1973.

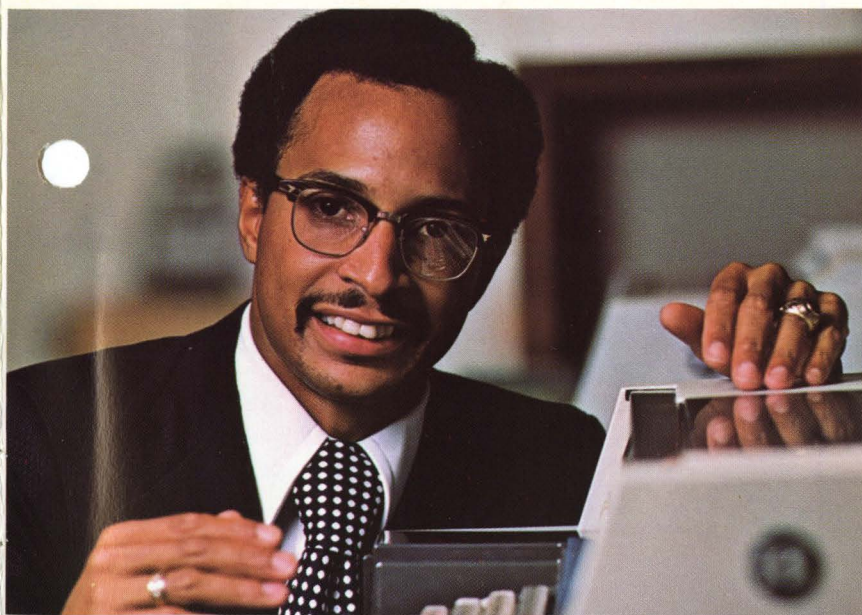


Above: **Terry Riddle**, Manager of Financial Management Systems, Business Machines Group, Detroit (BS, Business Administration, Oklahoma).

Right: **William Berlin**, Senior Field Engineer, Business Machines Group, Detroit (BS, Mechanical Engineering, Michigan State).

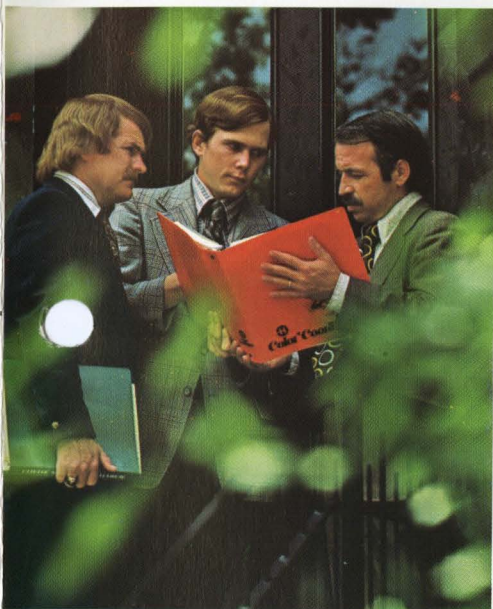






Left: **John Poston**, Marketing Representative, Business Machines Group, Detroit (BS, Business Administration, North Carolina A&T).

Below left: (from left) **Mike Narcavage**, Marketing Representative (BS, Marketing, Florida Atlantic); **Larry Crevey**, Territory Manager (BS, Economics, Georgetown); **Sid Bowman**, Branch Manager (BS, Economics, Maryland)—Business Forms & Supplies Group, Washington, D.C.



**Joel Knight** is Director of Medium and Small Systems on the Corporate Product Management staff in Detroit. He received a BS in Mathematics from the University of Georgia in 1957, and joined Burroughs in 1961 as a Sales Technical Representative. After holding a progression of marketing positions both in the field and at Business Machines Group headquarters, he was appointed Product Manager for Small Systems on the Corporate staff in 1971 and to his current post in 1974.

## *Burroughs Marketing People*

There are many challenging marketing careers in addition to direct sales. Marketing at Burroughs is a team effort, involving specialized skills in a number of related areas that combine to provide our customers with an extensive range of support services.

For example, as a Systems Specialist, you would work closely with Marketing Representatives in the technical aspects of sales presentations and provide guidance on system installations. As a Systems Analyst, you would be concerned with in-depth surveys of customers' business operations from the

# Burroughs Marketing People

point of view of establishing the most efficient computer installation. As an Applications Analyst, you would be working on the development of software program products for use with Burroughs equipment.

Preferred academic requirements for these customer support marketing positions include either a bachelor's or master's degree in Computer Science or Mathematics, with some business orientation, or a degree in Business Administration with heavy emphasis on Computer Science.

Filling another important customer support function are more than 11,000 Burroughs Field Engineers, the skilled technicians who work with customers to ensure the efficient installation and operation of their equipment.

For positions in computer field engineering, preferred requirements include a bachelor's degree in Electrical or Mechanical Engineering or Technology.



Left: (from left) **Albert Braveboy**, Named Account Representative (BS, Economics, Howard); **Carolyn Conn**, Named Account Representative (BBA, George Washington); **Charles Evans**, Manager of General Products (BA, Liberal Arts, Amherst; MBA, Pennsylvania)—Federal & Special Systems Group, Washington, D.C.

ow: **Judy Baliman**, Selected Account Manager, Business machines Group, New York City (BS, Computer Science, N.Y.U.).

Below far left: (from left) **Michael Fields**, Account Manager (S.U.N.Y.—Farmingdale); **Linda Sarles**, Selected Account Manager (BBA, Baldwin-Wallace); **Timothy Kelly**, Account Manager (BBA, St. John's)—Business Machines Group, New York City.

Below left: **Ellen Pettigrew**, Marketing Representative, Business Forms & Supplies Group, Miami, Florida (BA, Political Science, Miami).



**Howard Vroon** (left) is Manager of Application Development for the Business Forms & Supplies Group in Detroit. After attending Calvin College, he joined Burroughs as a Marketing Representative in 1965, and advanced to Zone Manager in 1966 and to Branch Manager the following year. In 1969 he was named Sales Development Manager, and he assumed his current position in 1974. **Peter Murphy** (right) is Director of Marketing Services for the Business Machines Group in Detroit. He began his career with the Company in 1959 as a Marketing Representative after receiving a BS in Economics from Hofstra. He went on to hold various management positions at the branch, district, and regional levels. He was named Manager of Business Management Systems in 1973 and was promoted to his present position in 1974.

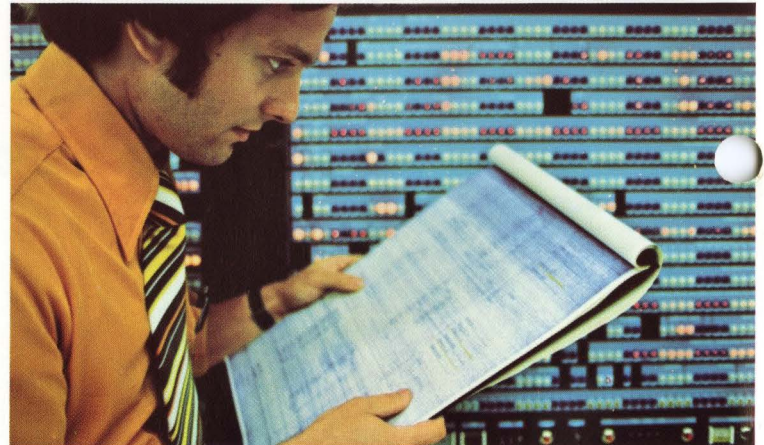


**Herm Natanblut** is Manager of Advanced Air Traffic Control Systems for the Federal & Special Systems Group at the Great Valley Laboratories near Philadelphia. He received a BEE from Cooper Union in 1961 and joined Burroughs as an Associate Engineer in 1963. He advanced to Engineer in 1964, to Senior Engineer in 1968, and to Project Engineer in 1969. He was promoted to his current position in 1973. **Sheryl Menacker** is an Associate Engineering Programmer (BA, Mathematics, La Salle).

## Burroughs Engineering People

Because of the very close interdependence that exists between engineering and manufacturing, we include both activities in each of our production centers throughout the world. This arrangement facilitates the exchange of information and experience between engineering and manufacturing personnel, enabling each to benefit from the other's expertise.

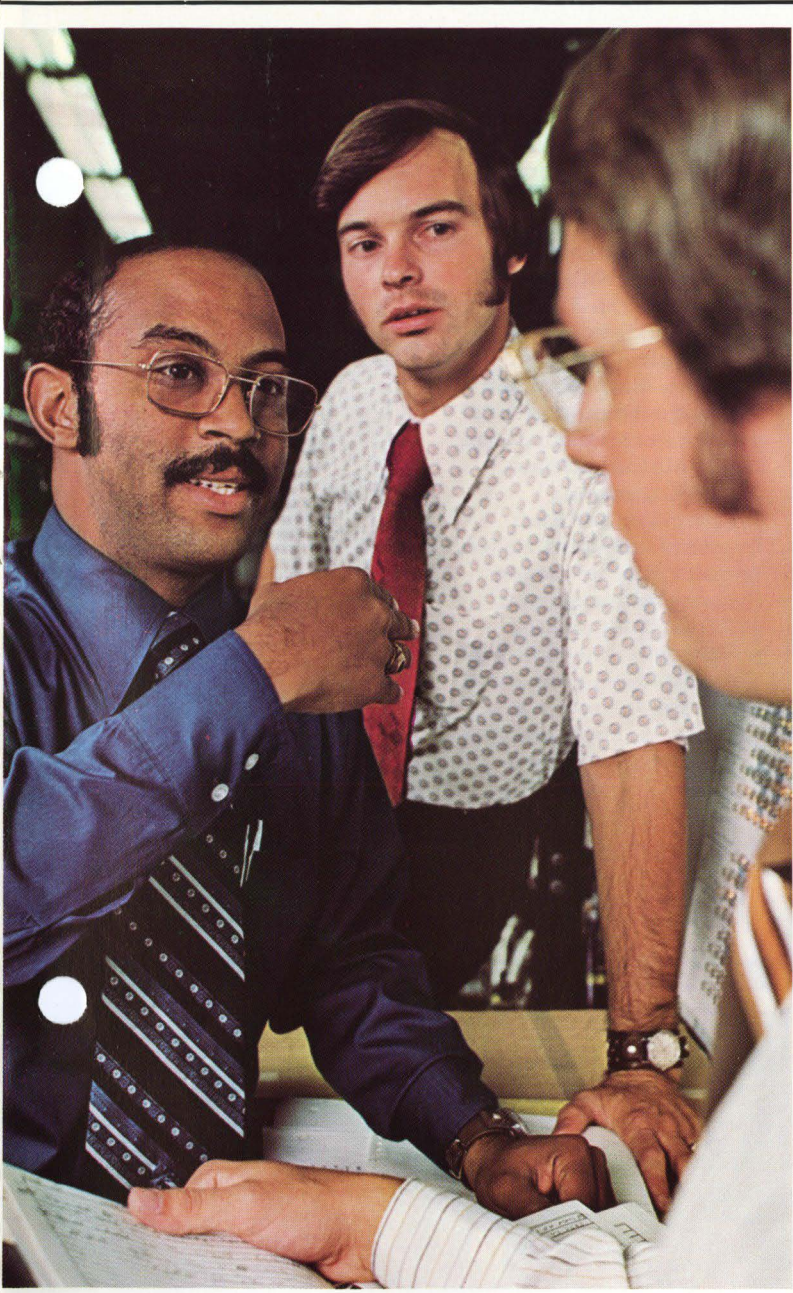
As you can see from the chart on page 11, our expenditures on product research and development have increased significantly over the years. Our research and development programs have resulted in the introduction of many of the most creative design concepts in the data processing industry, and have



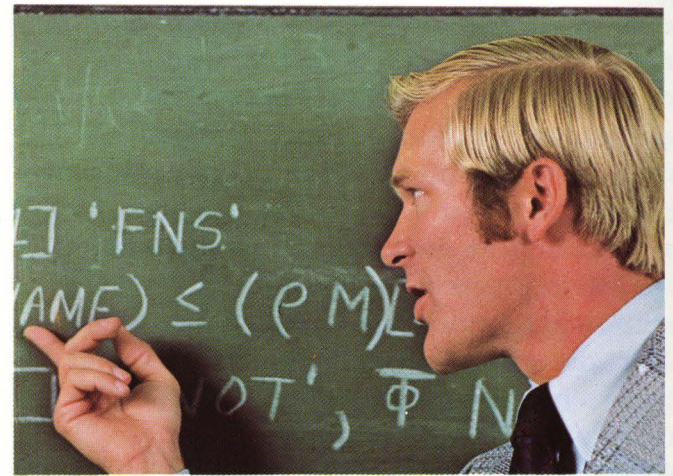
Above: **Thomas Sarnowski**, Associate Engineer, Computer Systems Group, Tredyffrin, Pennsylvania (BS and MS, Electrical Engineering, Cornell).

Above right: (from left) **Tony Hicks**, Engineer (BS, Electrical Engineering, California State Polytechnic); **Ronald Quave**, Associate Engineer (BS, Engineering Science, Florida State; MS, Computing Science, Texas A&M); **Robert Leamy**, Engineer (BS, Engineering, U.C.L.A.; MS, Electrical Engineering/Computer Science, California, Berkeley)—Computer Systems Group, Mission Viejo, California.

Right: **Delbert Kunert**, Assistant Engineer, Federal & Special Systems Group, Plainfield, New Jersey (BS, Electrical Engineering, Monmouth).

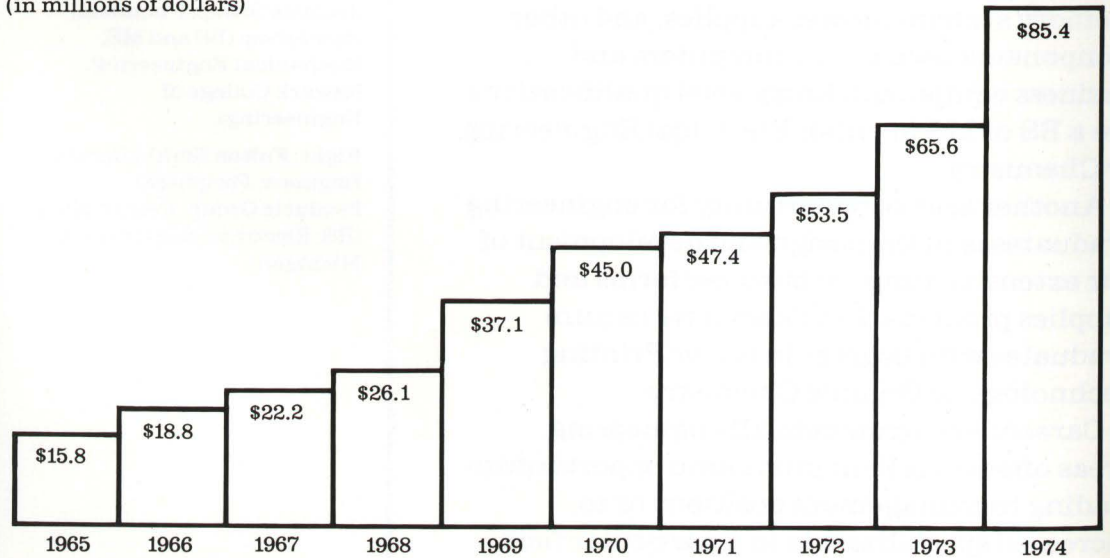


**Stephen Schmidt** is Manager of Small Systems Technology on the Corporate Engineering staff. After attending the Air Force Academy, he joined the Company in 1966 as an Associate Systems Representative. He was promoted to Scientific Programmer in 1967, to Senior Scientific Programmer in 1968, to Manager of Operation Systems in 1971, and to his current position in 1973. He received an MS in Computer Science from the University of Southern California in 1969.



**Annual Burroughs Expenditures for Research and Development**

(in millions of dollars)



# Burroughs Engineering People

provided Burroughs with a tremendous flow of advanced new products.

Ours is an innovative business, and we know that our continuing success depends heavily upon the quality of our people. We look for men and women who have an open approach to product design and development, rather than those with fixed ideas and ways of doing things.

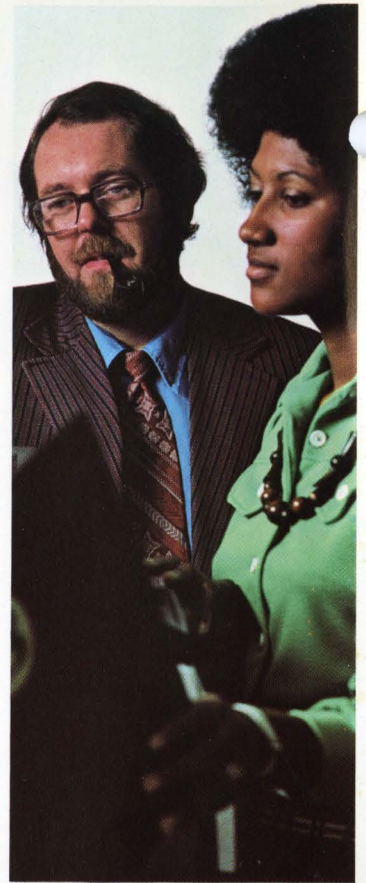
There are several ways in which you can begin your engineering career at Burroughs. For example, you can join one of our computer system and peripheral equipment design teams, which have hardware and software responsibilities for advanced projects in system development and integration, machine architecture, circuit design, and engineering programming. Typical requirements include a BS or MS in Electrical Engineering, Mechanical Engineering, or Computer Science. Applicants with other technical degrees that include a heavy concentration of computer courses may also qualify.

Alternatively, you can join our component engineering activity, where we have major programs for the design and development of integrated circuits, interconnection devices, memory systems, power supplies, and other components used in our computers and business equipment. Entry level qualifications are a BS or MS in either Electrical Engineering or Chemistry.

Another area of opportunity for engineering graduates is in the design and development of our extensive range of business forms and supplies products. In this area we require graduates with degrees in either Printing Technology or Organic Chemistry.

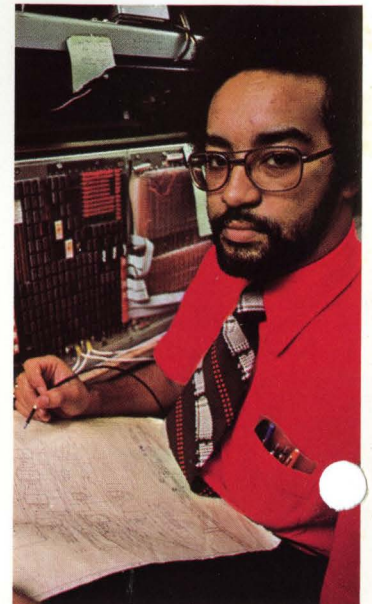
Career development in all engineering areas offers excellent promotion opportunities leading to management positions or to increased specialization in a particular field.

**Glyn Jones** is Manager of Language and Systems Applications for the Computer Systems Group at Mission Viejo, California. He received a BS (in 1955) and an MS (in 1956) in Mathematics from the University of Wales and studied at U.C.L.A. in 1957 as a Fulbright Scholar. He joined Burroughs as an Associate Mathematician in 1960 and subsequently held positions as Mathematician, Senior Mathematician, Senior Engineering Programmer, and Staff Engineer—Systems. He was named Project Manager, Systems Development in 1972, and to his present position later the same year. **Bonnie Allison**, a student at Southern University, is participating in Burroughs Cooperative Education Program.



Above: **George Przybylek**, Engineer, Federal & Special Systems Group, Plainfield, New Jersey (BS and MS, Mechanical Engineering, Newark College of Engineering).

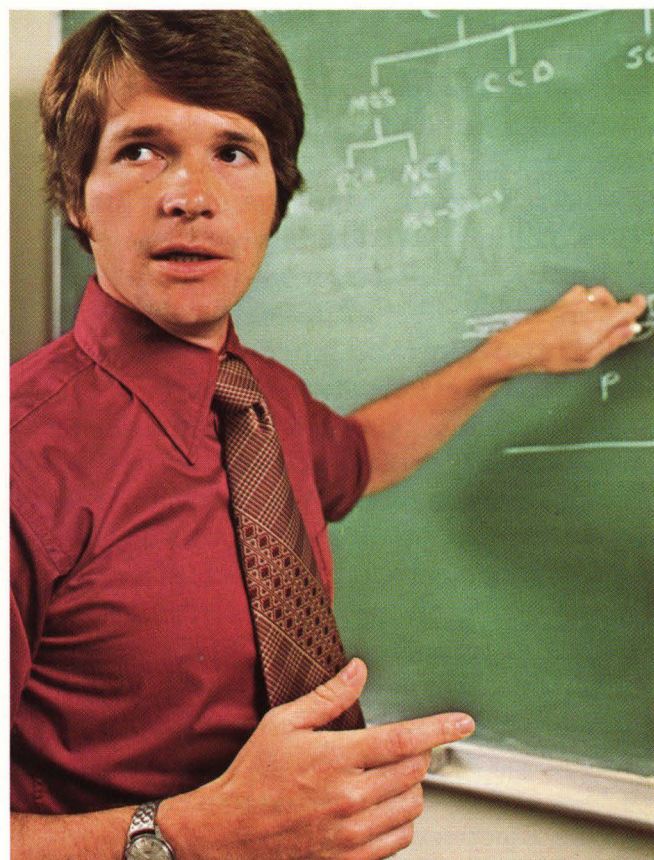
Right: **Fulton Smith**, Design Engineer, Peripheral Products Group, Detroit plant (BS, Electrical Engineering, Michigan).





Left: **John Williams** (left), Senior Chemist (BS, Chemistry, S.U.N.Y. — Albany; MS and PhD, Organic Chemistry, Clarkson). **Michael McElligott** (right), Chemist (BS, Chemistry, S.U.N.Y. — Brockport; MS, Organic Chemistry, Rochester) — Business Forms & Supplies Group, Rochester, New York.

Below left: **Susan Abrahamson**, Assistant Engineering Programmer, Computer Systems Group, Tredyffrin, Pennsylvania (BS, Mathematics, Hartford).



**Kent McCune** is Manager of Advanced Semi-Conductor Engineering at the Components Group plant in Piscataway, New Jersey. He joined Burroughs as a Staff Engineer in 1973 after receiving a BS in 1964, an MS in 1966, and a PhD in 1969 — all in Electrical Engineering and all from the University of Tennessee.



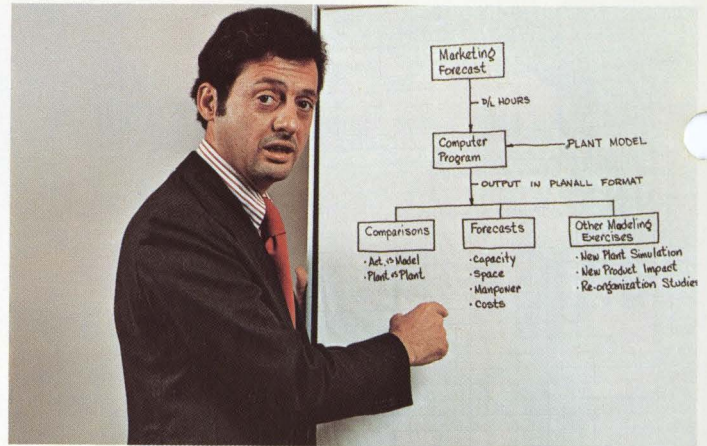
# Burroughs Manufacturing People

Listed on page 17 are the 56 Burroughs engineering and manufacturing locations throughout the world, and there are several more in the planning stage. A high degree of product specialization exists in these plants, and each is responsible for the engineering and manufacture of a small group of related products or components.

As a result of this specialization by product, we have a relatively large number of small to medium-sized plants, rather than a few giant facilities. This allows considerably more opportunity for managers to assume plant management responsibilities early in their careers. It also allows better communications and closer association between plant management and production employees.

Your choice of career opportunities in the Burroughs manufacturing organization is extensive. Our plants range from those manufacturing electronic calculators to others engaged in the production of some of the world's largest computer systems—from the manufacture of very advanced electronic components to producing high-quality business forms and supplies.

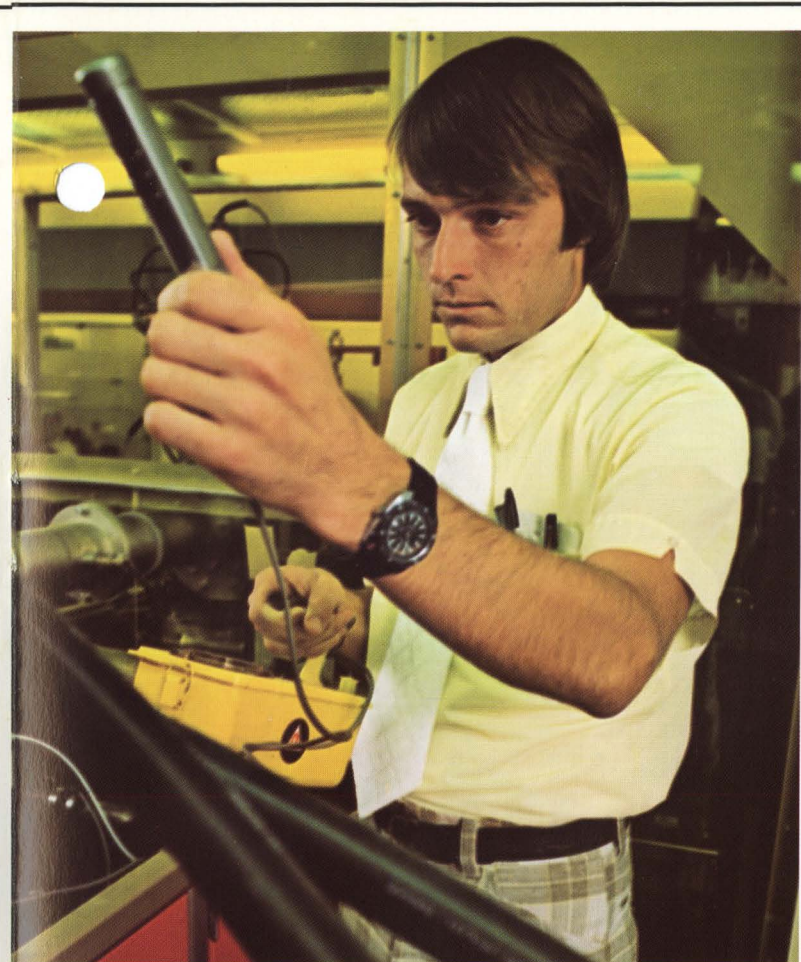
For men and women with degrees in Industrial, Electrical, or Mechanical Engineering, there are opportunities as Quality Assurance Engineers, Product Control Specialists, and Industrial Engineers. In our component plants, degrees in Chemistry or Physics are required for process engineering positions. People with degrees in Printing Engineering are needed in our business forms plants.



**Larry Guido** is Director of Industrial Engineering on the Corporate Manufacturing staff at World Headquarters in Detroit. He began his career with Burroughs in 1952 as a Design Engineer after receiving a BS in Mechanical Engineering from C.C.N.Y. He was appointed Supervisor of Product Engineering in 1957 and promoted to Manager of Manufacturing Research Engineering in 1960. He was named Manager of Industrial Engineering in 1963 and assumed his present position in 1970.



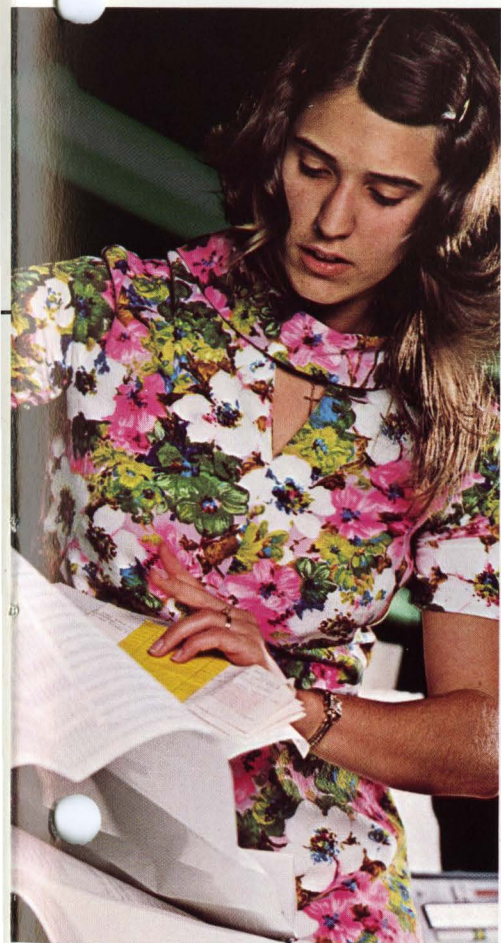




Left: **Terry Kinner**, Assistant Plant Engineer, Components Group, Rancho Bernardo, California (BS, Manufacturing Engineering Technology, Arizona State).

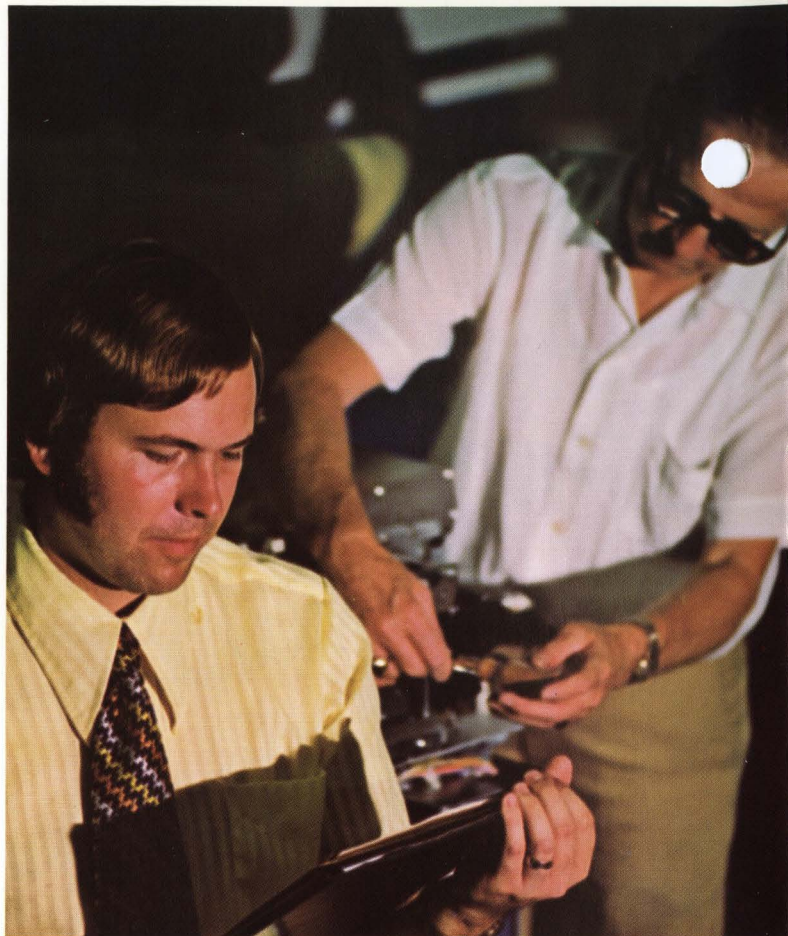
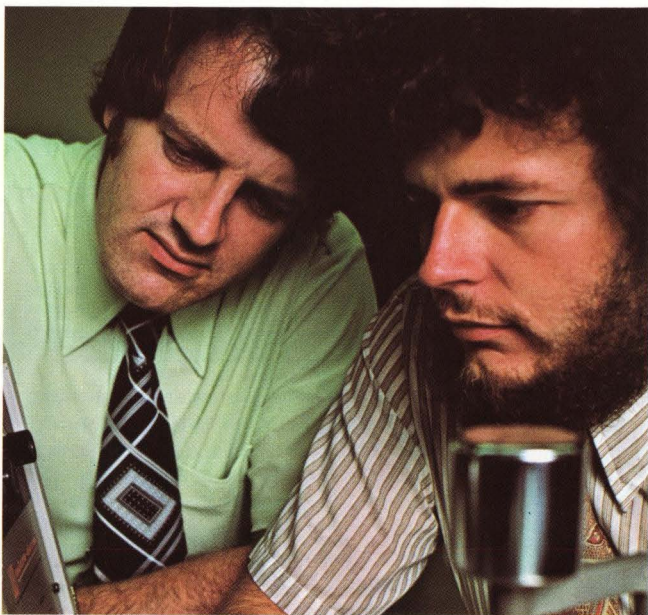
Below far left: **Tom Williamson**, Supervisor, Web Press Production, Business Forms & Supplies Group, Rochester, New York (BA, History, Niagara).

Below left: **Catherine Jakcsy**, Associate Industrial Engineer, Small Systems Group, Plymouth, Michigan (BS, Applied Mathematics, Michigan).



**Jack Mortimer** is Manager of Industrial Engineering Services at the Computer Systems Group plant in Downingtown, Pennsylvania. He received a BS in Electrical Engineering from Drexel University in 1964 and joined Burroughs as a Manufacturing Engineer in 1966. He was promoted to Senior Manufacturing Engineer in 1968 and to his present position in 1974.

**John Burke** (left) is Manager of Product Assurance at the Computer Systems Group plant in Tredyffrin, Pennsylvania. He received his BS in Electrical Engineering from Drexel University in 1968 after working as a co-op student at Burroughs for two years. He joined the Company full-time as an Associate Engineer in 1968 and was promoted to Engineer the following year. He advanced to Section Manager, Product Assurance in 1971, Senior Engineer in 1972, Manager of Quality Assurance in 1973, and to his present position later in 1973. **Richard Meyer** (right) is Manager of Product Evaluation at the Tredyffrin plant. He received a BS in 1967 and an MS in 1968 in Physics from the University of Pennsylvania. He began his career with Burroughs in 1969 as Supervisor of Support Labs. He was promoted to Manager of Product Reliability in 1971 and to his current job the following year.



# *Burroughs Manufacturing People*

Left: **Thomas Snider** (left), Manager of Production Control, Small Systems Group, Plymouth, Michigan (BS, Foreign Trade, Detroit).

Below: **Steve Gibbs**, Manager of Bipolar Process Engineering, Components Group, Rancho Bernardo, California (BS, Electrical Engineering, San Diego State).

Below left: **Ed Solarz**, Assistant Manufacturing Engineer, Federal & Special Systems Group, Downingtown, Pennsylvania (BS, Mechanical Engineering, Villanova).



#### Burroughs Engineering and Manufacturing Locations

##### California

Canoga Park  
Carlsbad  
City of Industry (2)  
Goleta  
Mission Viejo  
Pasadena  
Rancho Bernardo  
Westlake Village

##### Colorado

Denver

##### Connecticut

Danbury  
Tolland

##### Florida

Coral Springs  
Hollywood

##### Kentucky

Bardstown

##### Maryland

Salisbury

##### Michigan

Detroit  
Plymouth

##### Missouri

Kirksville

##### New Jersey

Carlstadt  
Park Ridge  
Piscataway  
Plainfield

##### New York

Rochester (2)

##### Ohio

Cincinnati

##### Pennsylvania

Downingtown (3)  
Great Valley  
Paoli  
Tredyffrin

##### Texas

Dallas

##### Virginia

Rocky Mount

##### Belgium

Liege  
Seneffe

##### Brazil

Santa Amaro  
Veleiros

##### Canada

Greenfield Park  
Scarborough  
Winnipeg

##### Colombia

Bogota

##### France

Louviers  
Pantin  
Villers-Ecalles

##### Germany

Niederstotzingen

##### Mexico

Guadalajara

##### Philippines

Manila

##### United Kingdom

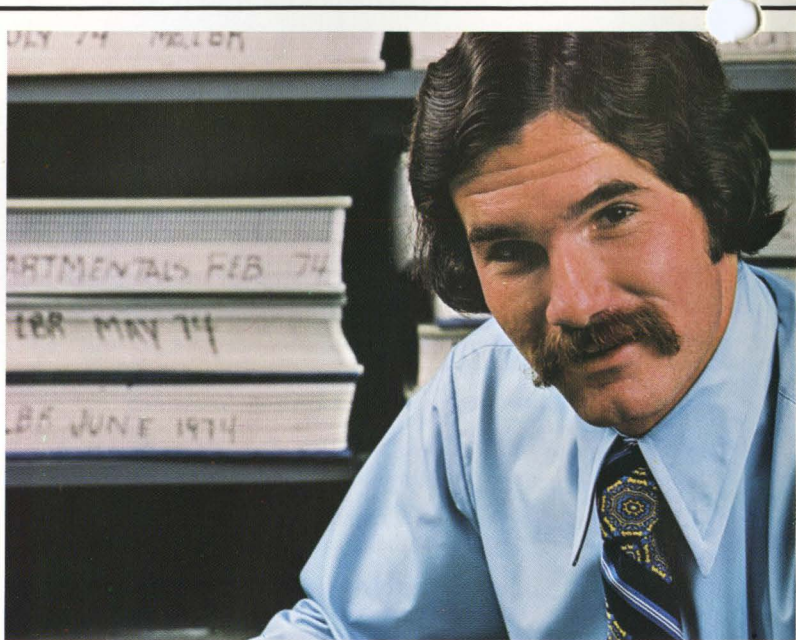
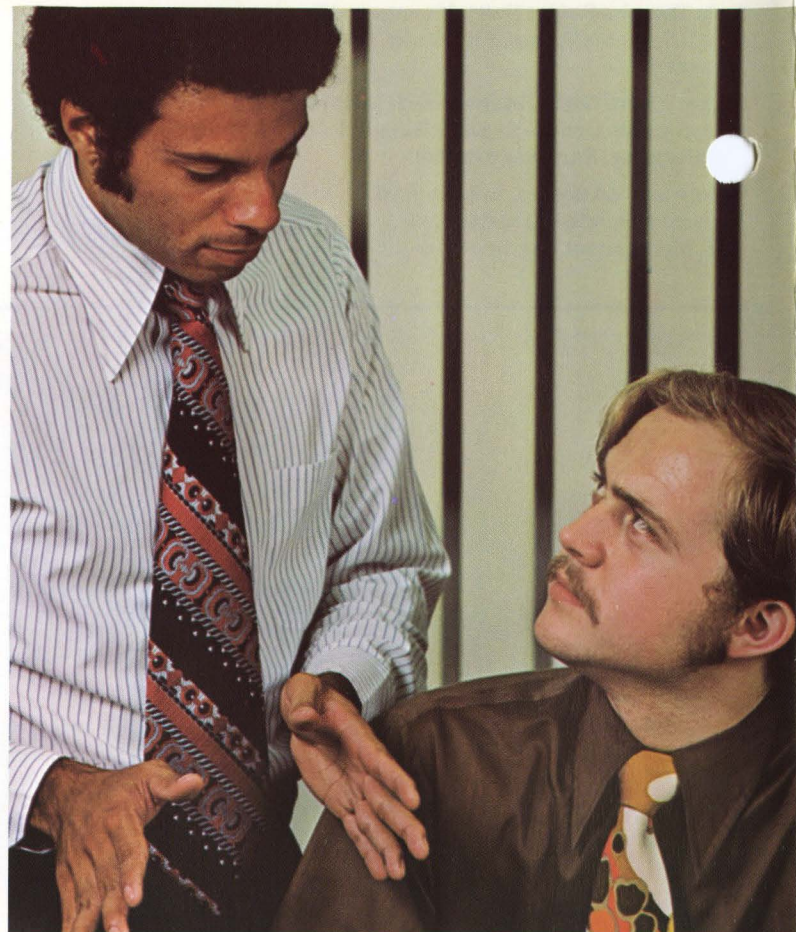
Aylesbury  
Cardiff  
Cramlington  
Croydon  
Cumbernauld  
Glenrothes  
Strathleven  
Stroud

# Burroughs Financial People

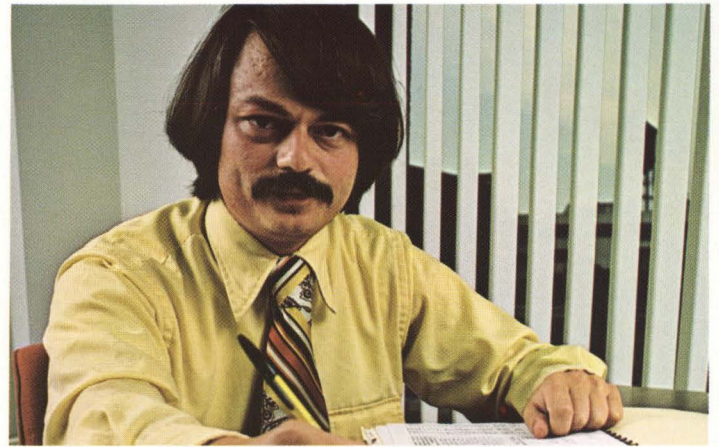
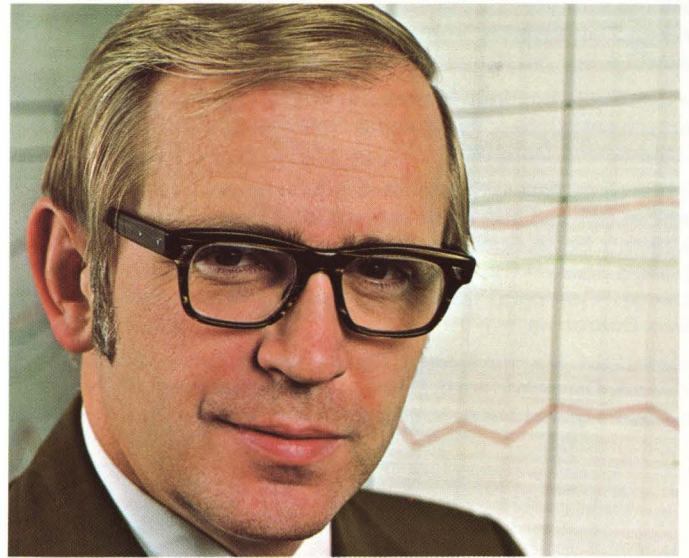
Burroughs is a fast-growing organization, and we are continuing to add to our staff of financial people. Because of our Company's high degree of decentralization, a very wide range of financial positions is available at the corporate, group, and plant levels.

People with financial training are closely involved in the management of our business and provide the specialized knowledge required in such areas as financial forecasting and control, financial analysis, general and cost accounting, internal auditing, and tax analysis and compliance.

A bachelor's or master's degree in Accounting or Finance is required for these positions, and, because the Company makes extensive use of computer systems in its financial and management systems, knowledge of computer technology is also preferred.



**Robert Sack** is Controller of the International Group, which is headquartered in Detroit. After receiving a BS in Accounting in 1957 and an MBA in 1958 from Michigan State, he joined Burroughs as an Economic Analyst. In 1960 he was promoted to Senior Economic Analyst and three years later became Manager of Financial Analysis in Switzerland. He returned to the United States in 1964 as Manager of Economic Planning and in 1970 became Controller and Secretary for Burroughs in the United Kingdom. He was promoted to his present position in 1973 and appointed Assistant Corporate Controller, an officer of the Corporation, in 1974.



Above far left: **Edward Mahoney** (left), EDP Audit Specialist (BBA, Cleveland State; MBA, Harvard). **John Cramer** (right), Associate Auditor (BBA, Notre Dame)—Corporate staff.

Far left: **Michael Nash**, Associate Financial Analyst, Peripheral Products Group, Westlake Village, California (BS, Accounting, California State, Fresno).

Left: **Ann Davis**, Cost Accountant, Federal & Special Systems Group, Paoli, Pennsylvania (BBA, Texas Southern).

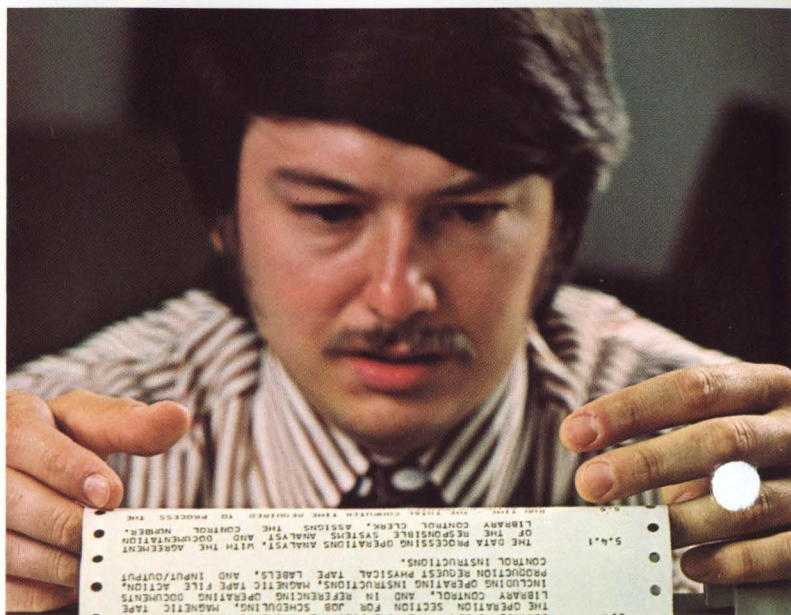
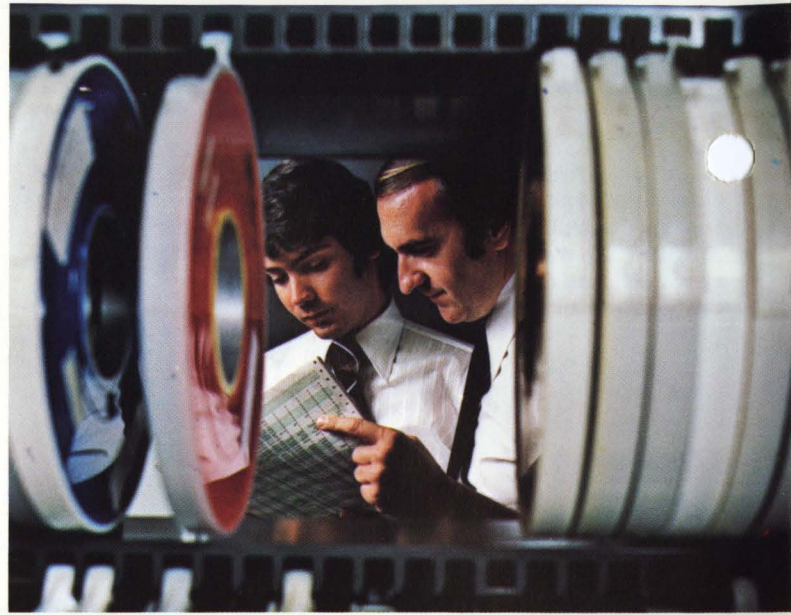
Above: **Donald Musselman**, Financial Analyst, Small Systems Group, Plymouth, Michigan (BS and MBA, Michigan State).

Right: **Anthony Madrigale** (left), Associate Management Systems Analyst (BS, Management, St. Joseph's; MBA, Drexel). **Don Brierley** (right), Data Processing Supervisor—Federal & Special Systems Group, Paoli, Pennsylvania.

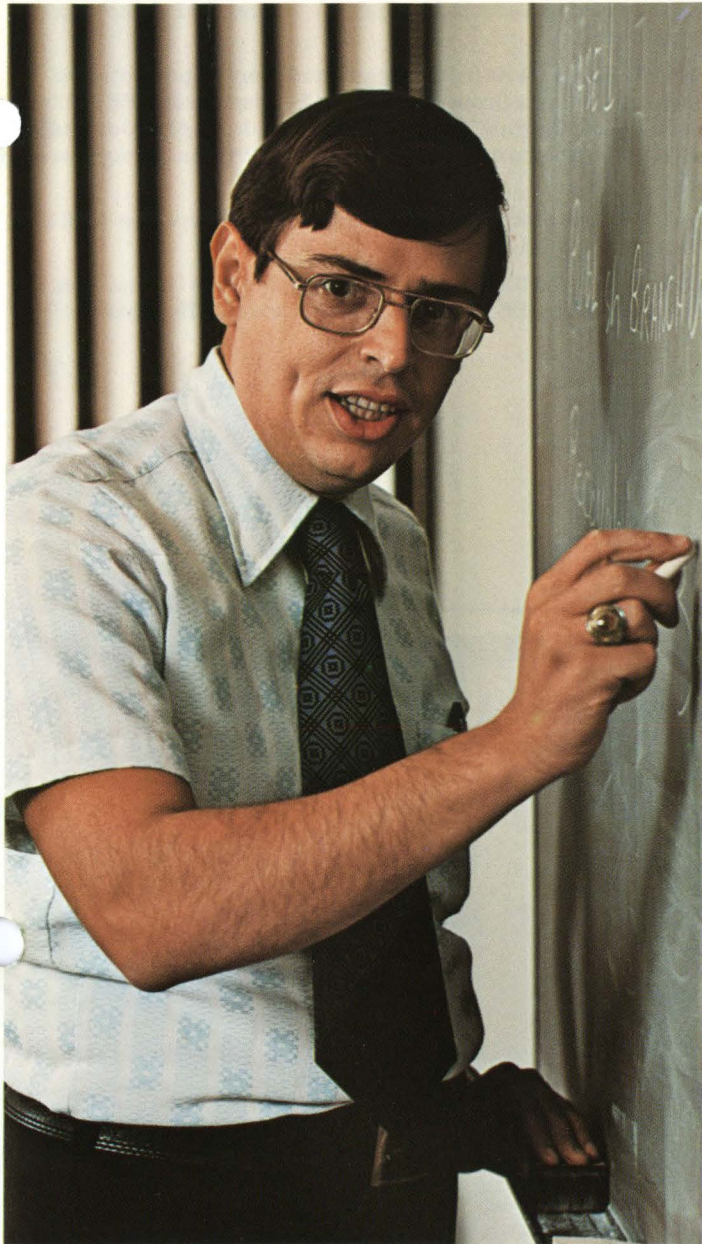
Below: **Diane Barbour**, Management Systems Analyst, Components Group, Piscataway, New Jersey (BA, Mathematics, Douglass).

Middle right: **James Stromsness**, Management Systems Analyst (BS and MS, Management Information Science, California State, Sacramento). **Heather Gilbert**, Management Systems Analyst (BS, Mathematics, Stanford; MS, Computer Science, Wisconsin)—Computer Systems Group, Mission Viejo, California.

Below right: **Warren Brown**, Manager of Business Planning Systems, Corporate staff, Detroit (BS, Mechanical Engineering and MBA, Michigan State).



# Burroughs Financial People



**Richard Ciaramitaro** is Manager of Management Systems for the Business Machines Group in Detroit. He received a BS in Electrical Engineering from the University of Detroit in 1965 and an MBA from the University of Michigan in 1967. He joined the Company in 1967 as an Associate Systems Analyst and advanced to Management Systems Analyst in 1968. In 1969 he was named Supervisor of Management Systems and assumed his current assignment in 1973.

Management systems is one of the fastest growing activities at Burroughs. The major responsibility of management systems personnel is the design, development, implementation, and operation of the business information systems used worldwide by Burroughs. Management Systems Analysts are located at corporate and group headquarters, in our manufacturing plants, and in many of our subsidiaries and larger marketing offices.

The entry level position in this area is Associate Management Systems Analyst. Well-qualified, self-motivated people will find unusually good opportunities to gain experience and exposure to the varied aspects of an organization in which information processing is a vital part of its very way of life. Preferred degree requirements are a master's in Computer Science or an MBA with computer science orientation plus an undergraduate technical degree.

# Burroughs Administrative People

Below left: **Amelia Hakim**, Personnel Research Analyst, Business Machines Group, Detroit (BA and MA, Industrial Psychology, Wayne State).

Below: **William Davis** (left), Senior Personnel Representative, Computer Systems Group, Tredyffrin, Pennsylvania (BS, Political Science, West Virginia Tech) with co-op students **Alix Duvalsaint** and **Stephen Shepard** (Pratt Institute) and **William Wong** (Georgia Tech).

Right: **William Hooth**, Senior Staff Attorney, Corporate Staff (BA, History and JD, Michigan).

Far right: **Ken Walker**, Buyer, Computer Systems Group, Mission Viejo, California (BS, Business Administration, Pepperdine).



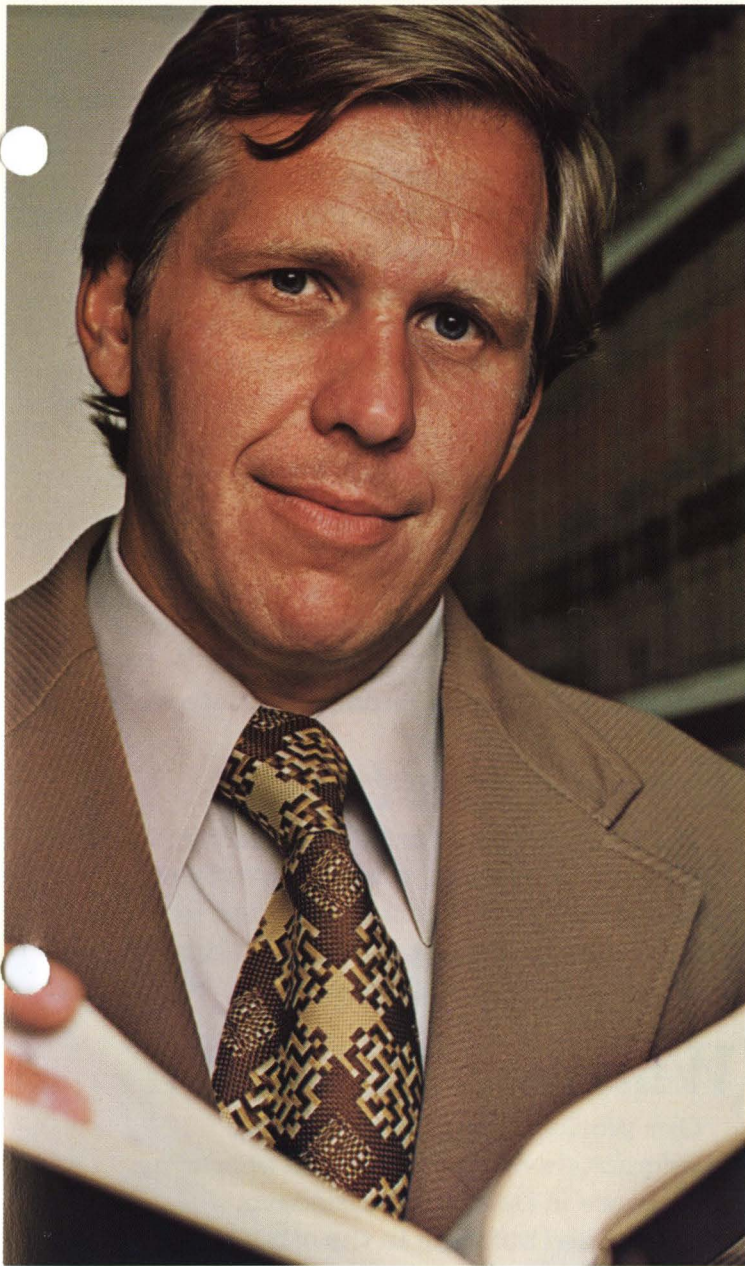
As with any large, expanding organization, Burroughs has a growing requirement for well-trained administrative people to assist at all levels of management. Administrative positions, covering a wide span of Company activities, are available in many geographic locations: at our World Headquarters in Detroit; at our group headquarters in Detroit, Paoli, Pennsylvania, and Rochester, New York; at most of our production facilities; and at many marketing offices.

We offer excellent career opportunities in such areas as employee and industrial

relations, economic analysis, advertising, public relations, law, patent law, purchasing, and real estate management.

The preferred qualification is a bachelor's or master's degree in the particular area of specialization.





**Neil Jackson** is Director of Advertising and Public Relations for the Business Machines Group at World Headquarters in Detroit. After attending Wayne State University, he joined Burroughs in 1961 as a Producer/Photographer. He advanced to Audio-Visual Manager in 1962 and to Senior Public Relations Representative in 1964. He was named Advertising Manager in 1967 and assumed his current position in 1972.



# *Working at Burroughs*

To work in one of the intellectual industries is not to work at an ordinary job. At Burroughs, you will be at the forefront of advancing human knowledge.

This kind of job takes a special type of person. Everyone who works for Burroughs is carefully selected, and our standards are very high. Our objective is to provide every employee with the opportunity to utilize fully his or her abilities, and our practice is to promote from within the organization. Career advancement is related to individual ability and demonstrated performance, and periodic appraisals provide each Burroughs employee and management with the opportunity to monitor his or her progress and discuss objectives.

There are many interesting and rewarding career paths open to you at Burroughs—flexible paths that allow for changes in career objectives. We have employees who have started their careers in one field and subsequently moved into a new field where they have progressed to senior positions.

## *Salaries*

Salaries are directly related to responsibility and performance, and we have a program of regular salary review. Ranges and guidelines are also constantly studied to ensure that the Burroughs remuneration program is competitive with those of other intellectually oriented companies.

## *Employee benefits*

The program of benefits available to you in addition to your salary is a progressive and significant one—and one that is constantly reviewed to make certain that it continues to be among the best in our industry. It includes a comprehensive health care plan for you and your family, with surgical, medical, prescription drug, and maternity benefits,

plus life and accident insurance, a stock purchase plan, and a retirement income program.

Most interesting, perhaps, to people working in an intellectual industry, is our broad program of educational aid. We feel it is particularly important for you to broaden and deepen your intellectual attainments, and we will repay the cost of any approved courses and programs leading to advanced degrees. Since most of our larger plants and offices are located in areas where there are also many top-rank colleges and universities, this is a benefit that a great many Burroughs people have used to good advantage.

Our Cooperative Education Program, which is described in detail in a separate booklet, offers opportunities for many college students to begin their Burroughs careers before they complete their regular undergraduate work.

## *Equal opportunity*

Burroughs is an equal opportunity employer. This is not something to which we simply give lip service. Our policy has long been to hire, reward, and promote people without regard to race, color, religion, national origin, age, or sex.

## *Where we are located*

Our World Headquarters and the headquarters of six of our eight operating groups are in Detroit, in a modern, well-planned building in the city's New Center area. Two of our largest manufacturing plants are also in Michigan. A number of our plants are concentrated, along with those of many other companies in the intellectual industries, in Southern California, Pennsylvania, and New Jersey. The headquarters of our Business Forms and Supplies Group is in Rochester, New York, and our Federal and Special Systems Group is headquartered in Paoli, Pennsylvania.

On page 17, we have listed the locations of our engineering and manufacturing plants in this country and abroad. Burroughs also has some 800 marketing offices in the United States and overseas.



# Burroughs

WORLD HEADQUARTERS

## *How to apply*

Burroughs representatives call at many university campuses throughout the academic year. The best way to find out more about us is to make an appointment with one of them through your College Placement Office. Or, if you would like to contact us directly, write:

Manager, Professional Employment  
Burroughs Corporation  
Burroughs Place  
Detroit, Michigan 48232

