



CONTACT: Michael J. Mulvihill
Manager, Product Publicity

COMMUNIQUE

PRESIDENT REAGAN PRESENTS NATION'S HIGHEST EXPORT AWARD TO ACCURAY CORPORATION

October 4, 1982 (Columbus, Ohio, U.S.A.)... During his visit to AccuRay Corporation today, President Reagan presented the \$110 million manufacturer of computerized automation systems with the prestigious President's "E Star" Award.

Instituted by the Secretary of Commerce in 1969, the "E Star" Award recognizes the continued contribution of persons, firms or organizations for their efforts to increase United States exports. It is the highest award granted an organization by the U.S. Department of Commerce.

A 1973 recipient of the "E" Award, a preliminary step towards the more prestigious "E Star" Award, AccuRay Corporation is the first organization to receive the "E Star" Award during President Reagan's term in office.

AccuRay Corporation's annual shipments to customers located outside of the United States has grown from 19 percent in 1970 to 55 percent in 1982. Since 1977, this accounts for over \$252 million in Company revenues that have favorably impacted the U.S. balance of trade.

AccuRay Corporation markets, manufactures and services computer-based process management systems for the forest products, metals, plastics and tobacco industries.

From one Quality Leader to Another...



President Ronald Reagan Visits AccuRay Corporation — October 4, 1982

President Reagan Acknowledges AccuRay — The Quality Company

During his visit to AccuRay Corporation's worldwide headquarters, President Ronald Reagan praised the company's Associates for their contribution to Quality, Technology, and Export Excellence.

The President arrived at AccuRay about 12:50 p.m. on Monday, October 4, 1982. After a brief greeting by David Nelson, Christopher Campbell, and Robert Swenson, the President joined over 420 Associates in the main cafeteria for lunch. Immediately following lunch, he presented AccuRay with the "E Star" Award for export excellence. He then took a brief tour of the manufacturing area before departure.

AccuRay Corporation was chosen for a Presidential visit because it is a successful high technology employer that has increased profitability, improved worker productivity, and contributed to the U.S. balance of trade during the time when the nation is experiencing an economic downturn. The President's comments on each of these areas:

On Quality

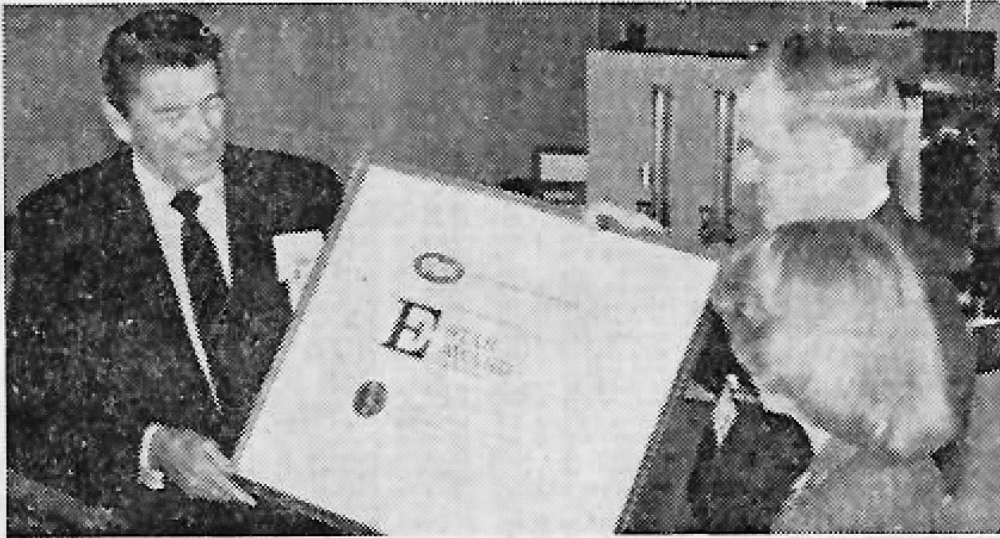
"I understand now the meaning of your words 'The Quality Company', with quality programs, quality products, and quality people. And, I think that's what making America number one again is all about."

On Technology

"We hear so much from defeatists in Washington who've given up on America. They say we can no longer compete, we've lost our leadership in productivity, and our best days are behind us. Let them come to Columbus and watch the power of this 'high tech' revolution unfold — and see you leading America into the twenty-first century — and proving our best days are still to come."

On Export Excellence

"Export expansion and a healthy economy will come from firms like yours, accepting the challenge to seek export markets. I congratulate you for your outstanding record and leadership."



'E Star' award to AccuRay

Highlight of President Reagan's visit to AccuRay Corp. last week for company officials came when he presented David Nelson, AccuRay president and Pat Cremean, export/import specialist, with the U.S. Department of Commerce "E Star" award. It recognizes exporting excellence and was the first ever presented personally by a president.



PRESIDENT REAGAN WITH IN'S DON DANISON





October 11, 1982

Dear AccuRay Associate:

It has been one week since President Ronald Reagan visited us and the sense of pride we all feel is still very real. We are gaining recognition as The Quality Company -- with quality people, products, and programs.

A photographic memento is enclosed for you to serve as a souvenir of a very special day. Please take a moment to read the words on the back of the photograph. What the President had to say about AccuRay's quality, technology and export excellence should make us all proud -- and should encourage each of us to renew our personal efforts to keep AccuRay in a leadership position.

In the near future, we will distribute other items of interest about President Reagan's visit. For now, we should like to extend our personal thanks to every associate for your efforts in making AccuRay - The Quality Company.

Best wishes to you and your family.

Sincerely,

A handwritten signature in cursive script that reads 'David L. Nelson'.

David L. Nelson
President

DLN:ksw

COMMUNIQUE

ACCURAY CORPORATION'S QUALITY ACTION TEAM

President Reagan will be wearing an AccuRay Quality Action Team button presented to him by Christopher J. Campbell, executive vice president of AccuRay Corporation and the originator of AccuRay's Corporate Quality Program back in 1977.

The Quality Action Team is comprised of 50 AccuRay employees from diverse areas throughout the Corporation who have been placed into three distinct Quality Action Team segments since July of 1982. The common goal of these teams is to dramatically improve the quality of AccuRay computerized process control systems by concentrating on areas targeted as having the most impact upon product quality. What these groups and the entire Corporate Quality Program mean to AccuRay products is a reduction in field failures and improved use of the system's control capabilities to improve the customer's return on investment.

SERVICES QUALITY

The objective of the Services Quality Action Team is to eliminate field system failures. In order to accomplish this objective, the team has been looking into a wide spectrum of field activities and problems to determine the exact cause of field system failures i.e. design, manufacturing, implementation, environment, etc.

VENDOR QUALITY

The Vendor Quality Action Team is concerned with improving the reliability of AccuRay systems by improving the quality of purchased system components. According to studies, 55 percent of field failures for long-life products, such as AccuRay systems, can be traced to components purchased from outside vendors. At AccuRay Corporation, 13 components accounted for 71 percent of all AccuRay system failures from January through November of 1981. Of these 13 components, nine were purchased from outside vendors.

In an effort to improve the quality of these purchased components, the Vendor Quality Action Team has been meeting with 24 major vendors to work out quality criteria for components entering AccuRay's manufacturing facility. At present, the top seven suppliers to AccuRay have established stringent quality criteria which have already had a significant effect upon end product quality. The team's goal is a 50 percent reduction of incoming and final test failures of vendor components by December 31, 1982.

ENGINEERING/MANUFACTURING QUALITY

According to the same study analyzing the origins of field failures for long-life products, 30 percent of these failures are manufacturing related and the remaining 15 percent are design related. Therefore, the Engineering/Manufacturing Action Team's primary objective is to improve product designs and manufacturing processes in order to impact 45 percent of the end product quality over the system's lifetime.