



STANFORD PARK DIVISION • 1501 Page Mill Road, Palo Alto, California, Telephone 415 857 1501, TWX 910 373 1267
Mail Address: Post Office Box 10151, 94303-0866

MBA Admissions Office
Graduate School of Business
Stanford, CA 94305

Dear Admissions Officer:

I recall my days at Stanford Business School with a great fondness, fresh out of the Air Force, and the Atomic Energy Commission. Actually I came in through the backdoor by means of Fred Terman's MSEE/Adm program. From the bombastic Theodore Kreps, railing at us to THINK, "you Republican sons of Big Businessmen", to the socially-conscious law courses of Harry Rathbun, it was a lifetime experience for me.

Starting at HP in 1958, I spent most of the 60s working with and reporting directly to John Young, in my opinion, the preeminent Stanford MBA. I was Marketing Manager for his Microwave Division which was probably his first big success story. In that capacity, I interviewed dozens of MBAs and hired many from schools across the country. I also watched the ebb and flow of HP's attitudes toward MBAs in this technology business as it grew from infancy.

Why do I tell you all this? It's because in 32 years of watching and counselling young people, I think I have become a fairly good judge of character and business competence. And with that experience, I recommend Cathi Merigold highly. As you will see from the details on your form, I am quite complimentary of her. And with good reason, I believe. In the 10 plus years I've known her, I have watched her mature into a confident, articulate and successful person at HP.

I also heard reports from friends of mine who observed Cathi during her HP European tour. And specifically how she dealt with the male-chauvinism so typical of European business environment. She was cool, professional, and happily proved her worth in spite of that over-riding attitude. She showed a humor and flexibility so important in those situations.

Her most recent success here in Palo Alto was as Project Leader for a major field training seminar where the worldwide sales force of 1000 engineers came to SFO, and our division competed for attention among 15 others for the time of the field force. Our division's effort, which involved a highly creative 30 minute video tape, got rave reviews. If there is any remaining doubt about Cathi's capability, I suggest you ask her for a copy of the tape she was responsible for.

Finally, I'll be perfectly honest about it. I favor extra efforts to educate and promote women in business, especially it seems to me, in the high-technology end of it. In our microwave end of things, there are still strong vestiges of male-dominance. I highly recommend Cathi to your school. (My school). You will not be disappointed.

Sincerely yours,

A handwritten signature in dark ink, appearing to read "John Minck".
John Minck

3-27-89