

"Marketing/Sales V-P Named at Nitron"

"Electronics News" (November 1, 1983)

## EX-INTERSIL EXECUTIVE

# Marketing/Sales V-P Named at Nitron

CUPERTINO, Calif. — One-time Intersil vice-president of marketing and sales Edwin Turney has been named vice-president of marketing and sales of Nitron, Inc., which has been pulled from the brink of bankruptcy by a fresh infusion of venture capital.

Reporting to Nitron president Richard Forte, also a one-time Intersil manager, Mr. Turney replaces Robert Miller, who has been shifted to a new post as vice-president of Nitron's Systems division.

Mr. Forte said that, with the infusion of new investment through private placements and the conversion of debt to equity, Nitron can now be viewed as a start-up venture.

The company's financial woes began a year ago when its principal customer, video gamesmaker Astrocade, began experiencing cashflow problems. When Astrocade filed for Chapter 11 in December, 1982, Nitron ceased operations and reorganized under a bailout plan that converted \$12.5 million in debt to equity and raised an additional \$7.5 million from private backers.

Mr. Forte said Nitron has "totally written off 'Astrocade inventory of \$12 million, although the company will sell off that inventory to anyone who wants to buy it. 'I don't want Nitron to ever be touched again by the video game industry,'" Mr. Forte said.

Nitron is expected to continue its custom data encryption IC business, under which it manufactures classified products for the National Security Administration.

The firm will use its 3-micron silicon gate CMOS process to manufacture the 2K x 8-bit 6116 static RAM designed by Integrated Device Technology, which used Nitron's facilities under a technology exchange agreement to develop that part. Under a similar pact with Exel Microelectronics, Nitron will have

rights to Excel's forthcoming CMOS 8030, a serial communications controller. Although Excel is not providing Nitron with the EEpROM process it also plans to develop at Nitron's facility, Mr. Forte said his company will develop its own EEpROM technology. He indicated it will represent a different process from the MNOS process Nitron has used in the past to make low density EEpROMs.

In addition, Nitron expects to use its CMOS process to enter the gate array marketplace.

Nitron officials disclosed that former company chairman Sam Nissim has severed all direct responsibility for the firm although he remains a major stockholder and a consultant. Mr. Nissim and Nitron have been named in a Securities and Exchange Commission complaint charging that the company projected unrealistic revenues from the Astrocade contract and failed to correct them when substantial problems developed with that contract (EN, Oct 10).

The new marketing vice-president Mr. Turney had been operating a consultancy prior to his appointment. He was marketing and sales vice-president of Intersil from December, 1976, through September, 1981. He had held a similar post 2 years earlier at Electronic Arrays.

Earlier, Mr. Turney was a co-founder of Advanced Micro Devices, where he served as vice-president of sales and administration from 1959 to 1974. Before that, he spent 6 years at Fairchild and 4 years at Philco.