- 1 TITLE DISSOLVES TO FULL-SCREEN BLOWUP OF FOLLOWING:
- "Perfect competition exists where there are no barriers to business interactions and companies are able to compete freely. Their respective standings in the marketplace are based solely on the abilities and performances of each company."

Adam Smith, economist

FADE IN

3 EXT. STANFORD UNIVERSITY CAMPUS -- Hewlett-Packard runners

MUSIC: "RIDE LIKE THE WIND" by Christopher Cross A group of five H-P runners are jogging together in a tight pack in a heavily wooded area, preferably on grass. They are talking among themselves and possibly laughing and joking. It should be obvious they are having a good time. They are not wearing any official team uniforms, but one or two of them may be wearing a H-P t-shirt.

4 EXT. STANFORD UNIVERSITY STADIUM
SOUND: AVAILABLE SOUNDTRACK OF CHEERS & SCREAMS

Cut to flashes of Corporate Cup competition. Very brief snatches of finish line shots, award ceremonies, muscles pulls, crowd participation, lighting of the torch, baton exchanges, shooting the starting gun and man who pulls chain off bell.

FADE IN

- 5 EXT. STANFORD UNIVERSITY GOLF COURSE -- H-P RUNNERS SOUND: NATURAL SOUND OF RUNNERS CONVERSING
 - The same group of H-P runners are now jogging together on Stanford University Golf Course. They are still in a tight pack and are show/running up a long fairway, possibly a hilly one. They are running toward camera.
- 6 EXT. STANFORD UNIVERSITY GOLF COURSE -- NARRATOR Sitting under a tree -- looking very casual in running attire -- is narrator. The pack of H-P runners have been running toward him and once they are past him, camera focuses on narrator.
- 7 FROM HIS POV
 Narrator watches H-P runners cruise past him, turning his head to follow them up fairway.
- 8 CLOSK SHOT -- NARRATOR RETURNS TO CAMERA

NARRATOR

These runners aren't in training for the the Olympic Games as we have come to know them. Nope. These runners are your basic, everyday group of weekend athletes, just like you and me. But they are in training for a meaningful, unique kind of competition that is every bit as exciting to them as the Olympics are to world-class athletes.

9 LONG SHOT -- H-P RUNNERS

NARRATOR

What this group of runners -- from the Hewlett-Packard Corporation -- are in training for is the Corporate Cup National Relays Championship.

10 CLOSE SHOT -- NARRATOR RETURNS TO CAMERA
NARRATOR

These Corporate Cup Relays are, if you will, the Olympics of corporate fitness. It is a competition that had to happen sooner or later and it is an event -- a spectacle really -- whose time has finally come.

- CLOSE SHOTS OF CORPORATE SIGNS & INSIGNIAS:
 Occidental Life, Standard Oil of California, Delta Airlines,
 Presidio, Ft. Ord. Texas Instruments, Hewlett-Packard,
 National Semiconductor, Montgomery Securities, Ruby
 Tuesday, Pacific Telephone, Pacific Gas & Electric, Mostek,
 Los Angeles Times, U.S. Postal Service, Petroleum Wholesalers,
 City of Austin, General Electric, Numisco, Westinghouse, Stanford
 Research Institute, Lockheed, Ball Corporation, Hooker Industries
 and Ford.
- 12 EXT. STANFORD UNIVERSITY GOLF COURSE CLOSE SHOT OF NARRATOR

NARRATOR

These companies as well as 100 others battled their way through seven tough regional meets around the country for the right to travel to Palo Alto. California and compete in the 1981 Corporate Cup National Relay Championships. This is the pinnacle of Corporate Cup Competition. This is the biggie. For many of these athletes, it's their first opportunity to compete in an event of national significance. The emphasis is on the teams -- the companies the athletes represent. There aren't any events open to individuals. Everything is team or company-oriented. Personal glory must take a backseat to the good of the team.

13 CLOSE SHOTS OF CORPORATE SIGNS & IN SIGNIAS:

IBM, Coort, Synanon, Security Pacific, Sunset, Quasha Lipton, TRW, Kransco, Arco, Exxon and Bank of America.

14 EXT. STANFORD UNIVERSITY GOLF COURSE CLOSE SHOT OF NARRATOR

NARRATOR

While the intent and purpose behind the concept of the Corporate Cup Relays is to encourage and publicize employee fitness, the showplace of the Corporate Cup is the National Championship meet, and The teams that have battled their way through the regionals to Palo Alto are deadly serious about winning. Maximum performance is the goal of all the teams that make it to the championship. Some of the companies that are national or even international in scope accomplish this maximization by constructing a contingent of employees from several different regions. Although they may not even know each other they are united in their desire to win the national championship. Texas Instruments, for instance, imported Kris Stebbings all the way from Bedford, England for the championship meet and Stebbings, a former top-notch steeplechaser, paid off with key points in the mile team race and the open relay.

15 EXT. STANFORD STADIUM CUT TO BRIEF GLIMPSE OF STEBBINGS COMPETING

16 EXT. TEXAS INSTRUMENTS HEADQUARTERS (DALLAS) -- JIM BAGLEY BAGLEY

We definitely take our running very seriously here at TI. We have an awful lot of runners here and quite a few who are very good and very serious about it. We are definitely fitness-minded at TI because at the because it's plain and simply good for business. Studies have shown that a physically fit employee is less likely to be sick or absent from work and his mind is going to be clearer for work. Running plays a very big role in our whole fitness concept here and the Corporate Cup is the focus of all that running. It doesn't help us sell more calculators, but it really gives our employees who participate a sense of being on the same team. We think the Corporate Cup is an exciting concept and we have every intention of competing was NCX+ year.

17 EXT. STANFORD UNIVERSITY GOLF COURSE • CLOSE SHOT OF NARRATOR

NARRATOR

The rules are quite simple. For the 1982 Corporate Cup Relays, any employee who was hired prior to March 1, 1982 and who works a minimum of 32 hours per, week is eligible to compete for his company. The regional championships for 1982 are scheduled for the weekend of June 26 and 27 in eight locales -- Palo Alto, Los Angeles, Chicago, Denver, Dallas, Minneapolis, Atlanta and New York. There are ten track races; 7, of which are relays. Additionally, there is also a 10 kilometer road race for men and a five kilometer road race for women. Team scoring is cumulative. Fifteen points are awarded for first place, 12 for second and so on. A team member can enter up to three events, but no more. Also, teams don't necessarily have to enter all events to qualify for the team championship but it helps since every team that finishes an event gets at least a point.

FADE IN

18 EXT. TEXAS INSTRUMENTS HEADQUARTERS
As Rio King, TI coach, speaks several runners are seen looping around 2½-mile TI track in background.

KING

My name's Rio King and my job here at Texas Instruments is as a software design engineer. Since I coached track for a few years at the University of Texas branch in ballas, I was sort of nominated to be the running coach here at TI. Our running club here at TI is called the Texin Striders. We've competed in the Corporate Cup to and I'm proud to say we've won it be the the the years. It's no great secret what wins it for us -depth. We have an awful lot of very good runners -- both men and women -- and we're not really weak in any of the events. I think we scored in every event and that way works a lot better than doing well in one event and not even running in something else. Also, since a lot of us are engineers here at TI, we tend to take a very technical approach to the Corporate Cup. By that I mean, we work out splits for everyone

19 * EXT. STANFORD UNIVERSITY GOLF COURSE CLOSE SHOT OF NARRATOR

NARRATOR

Before you start thinking that the Corporate Cup is all scientific spiles, well, think again. Certainly, it is a highly competitive atmosphere but there is plenty of fun, sportsmanship and comradery that takes place. Consider if you will the year Banker's Trust of Maria Maria Ciax brought out a team from New York City. It seems in the off-track hours members of the team spent much of their time in their hotel's hot tub. What better place to get to know someone -- in fact. half-miler Jill Becker and miler Rich Schlicher will gladly attest to that. Although both worked in Banker's Trust huge New York City office, so did 12,000 others and they had never met .-until their chance encounter in the hot tub. The next night they went out together and eight months later they were married. Apparently, not all the success stories are on the track.

20 EXT. STANFORD UNIVERSITY GOLF COURSE -- H-P RUNNERS

MUSIC: "RUNNING TO FIND YOU" by Rossington-Collins Band

The group of H-P runners are shown jogging back down the fairway, past the narrator. The camera follows the group of runners. THE POV then has runners jogging toward camera in super slow motion. Camera lingers on them.

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21 EXT. STANFORD UNIVERSITY GOLF COURSE -- H-P KUNNERS

Who competes in the Corporate Cup?

Just about anyone who wants to. By that I mean, runners of every level of ability. Many people first got started in running because of the stimulus of training for the Corporate Cup. Others, stepped up their training as they prepared for the Cup.

Not that all Corporate Cup participants are mere novices or joggers. Hardly. A former world-record holder participated one year. Several national-class runners competed in 1981 including:

Cut to flashes of following runners: Maseraker afterkhand

22	Matt Yeo of the Lockheed Corporation;
23	Tom Marino, a former Southwest Conference
	5000-meter champion and an excellent road
	racer from Dallas, who now works for
24	Mostek; Bill Clark, who has competed in
	every Corporate Cup championship for General
	Electric, and was second to Amby Burfoot
	in the 1968 Boston Marathon.
25	Ron Harmon of the Ball Corporation is
	fine marathoner and won the '78 Denver
26	Marathon. The Kurtis brothers Doug
	and Dennis-from the Ford Corporation
	are both excellent road runners. Doug
27	has clocked a 2:14 marathon. Wes Wesseley
	of Delta Airlines is known as the
	Delta Duster and has won the Grandfather
	Mountain Marathon in North Carolina.
	One of the top women in Corporate Cup
28	Relays was Eileen Claugus, a member of
	the California State Employees team. Eileen
	is one of the top women marathoners in the
	country and was second in the world cross-country
	championships a few years back. Another
	top woman who has garnered national honors
29	is Alice Trumbley of Montgomery Securities.
	She was an All American for 800 meters
	nt the University of California at Berkeley.

NARRATOR

Although there were several top runners who were standouts, one of the concepts behind the Corporate Cup is that the star is the team; these aren't teams of stars. Typifying the team spirit -- the esprit de corps -- were two Corporate Cup veterans from two teams that symbolize what the Corporate Cup Relays is all about.

31 EXT. HEWLETT-PACKARD CORPORATE HEADQUARTERS -- NARRATOR
Hewlett-Packard was founded 42
years ago and was one of the pioneering

years ago and was one of the pioneering companies in hand-held computers.

Located in the San Francisco Bay Area, Hewlett-Packard dominated the minicomputer and calculator market until the mid-1970s when Texas Instruments challenged H-P with its own low-priced computers and calculators. Both H-P and TI are extremely fitness-minded corporations and not surprisingly, these combatants in the marketplace were tabbed as the favorites to take national honors at the 1981 Corporate Cup Relays National Championships.

DISSOLVE

FADE IN

32 INT. HEWLETT-FACKARD CUPERTINO DIVISION -- HANK LAWSON'S SECTION

Hank Lawson is seated at his computer terminal, punching away at the keyboard. His cubicle is decorated with posters, a Corporate Cup trophy and running paraphernalia. On his desk, is an equipment bag with a pair of running shoes sticking out.

Lawson turns in his chair from his terminal to face the camera.

LAUSON

Hi. My name is Hank Lawson and I am a senior programmer analyst here at Hewlett-Packard in Cupertino, California. What I'm doing right now is sending out a memo on the Corporate Cup to my data base of about 500 runners, companywide. We did extremely well in the Corporate Cup in 1981. I picked us to finish no better than fourth and we surprised everyone by coming in second to Texas Instruments. The other day I was checking my dope sheet and with a few breaks we could have finished just a point back of TI, but even so I was really happy with the way things turned out.

INT. HEWLETT-PACKARD -- HANK LAWSON

Lawson stands up and walks to a cluster of computers that are nearly adjacent to his cubicle.

LAWSON

We finished fourth in the 1980 National Championships and Texas Instruments was awesome and you had to figure that they'd win it again in '81. I definitely think I learned something from them in '80. The previous year -- '79 -- they had finished fourth and one of their coaches had told me that all they did was go out and search out the really good runners within their company and they found some darn good ones too. Heck, they found some guy who worked for them in England who was an excellent runner. I thought to myself, 'Dammit. If they could spend the time and effort to go clear across the Atlantic to find a runner, I'm going to do the same thing. I was really psyched up so I spent the next two months after the 1980 championships looking for runners within Hewlett-Packard.

34 INT. HEWLETT-PACKARD -- HANK LAWSON He returns to his computer terminal.

LAWSON

Eventually, I compiled a data base of 500 H-P people who were at least interested in running in the Corporate Cup. We had six teams compete in the regionals -- five ran in the Bay Area regionals and one of our teams from Illionois ran in the Chicago regional. So from the regionals we had a pretty good idea of who could run what and what time they could run. Basically, our 32-member team was chosen strictly by times. I guess you could say it was kind of an all-star team, but nearly the entire team was from the Bay Area. We did have one runner from San Diego, one from Chicago, one from Colorado and two from Oregon. The girl from Chicago -- Linda Gill -was really a key member and luckily for us, she was coming out to San Francisco for some training courses and it just worked out perfectly. H-P did pay the way down here for one of the runners from Oregon. We try to avoid doing that kind of thing. Not because of the money involved, but because H-P doesn't want to set a precedent.

35 EXT. HEWLETT-PACKARD -- PARCOURSE TRACK -- HANK LAWSON Hank is standing next to a parcourse station as H-P runners jog by.

LAWSON

Hewlett-Packard is a real fitness-minded company which makes it a pleasure to work here. This Parcourse has nine stations and there's a one and a half mile loop around the company grounds. A lot of the people here use it at lunch. We have flex time so you can take up to two hours to get a workout in. As for myself, my legs aren't awake in the morning and I like to have a beer or two after work so I put in eight to 12 miles at lunch. It's really nice because we have complete shower facilities so you don't come back to work all wiped out and smelly.

EXT. HEWLETT-PACKARD -- VOLLEYBALL COURTS -- HANK LAWSON 36 H-P employees are playing volleyball in background.

LAWSON

These courts are usually filled between 10:30 and two everyday. It's a great release and makes the rest of the day go that much faster. Across the street, there is a tennis and racquetball club which we have access to.

37 EXT. HEWLETT-PACKARD -- FRONT OF BUILDING -- HANK LAWSON

LAWSON

Hewlett-Packard was founded 42years ago by William Hewlett and David Packard who were xa Stanford engineers that and they developed an oscilloscope for Walt Disney Studios. Initially, the company was involved with making electronic measuring equipment. Eventually, H-P began to dabble in the computer market field and in the early 1970s made a big killing in small calculators. In fact, we dominated the market in hand-held calculators until Texas Instruments began to challenge us with lower-priced models. When the minicomputer market began to take off, Hewlett-Packard already had solid footing and now our computer group is responsible for fifty percent of our business. The computer group is one of our major driving forces and I believe it's where most of our potential growth will happen.

LAWSON

Although Hewlett-Packard is a worldwide company, we are headquartered in Palo Alto, California and there are 25 divisions in the Bay Area alone. My division is the information networks division and our job basically is to write the software for the H-P 3000 which is our main computer.

39 INT. HEWLETT-PACKARD -- HANK LAWSON'S CUBICLE -- LAWSON

LAUSON

I am 27 years old and from Palo Alto. I graduated from Gunn High School in 1973 and in 1978 from San Diego State with a degree in computer sciences. I started running when I was in the eighth grade primarily because my father used to be a pretty good runner -- he ran a 4:15 mile in 1935 -and I figured if he was good at it. I might be too. In ninth grade, I had a real good running coach by the name of # Forest Jameson and he got me hooked on running. He really knew how to motivate us and our ninth-grade team was first in the nation in the two-mile cross-country postal competition. I wasn't a particularly great runner in high school or college, but I was always on very strong teams. When I was going to San Diego State, I worked at H-P during the summer and as soon as I graduated, I was hired here. It's the only job I ever had. As I said earlier, I am a senior programmer analyst in the finance department.

40 INT. HEWLETT-PACKARD -- HANK LAWSON'S SECTION -- LAWSON Hank Lawson is strolling around his section, looking over programmer's shoulder, which Hank is talking to either camera or programmer.

LAWSON

Basically, I'm in charge of getting the month-end reports out in time. I am a systems supervisor in charge of the system that support when users. All of our stuff is computerized; we don't have anything done by hand. When the clerks enter information, they enter everything through a terminal and they run a program and that kicks out all the the the the reports they want which also does all the balancing. My primary responsibility is to make sure that the computers don't go down or break and that the programs don't do something funny with the information which sometimes happens if there's a bug in it that we mixture don't know about .If there is a bug, we fix it and make sure the reports get out on time to the users. I also train the users how to use the computers. I really enjoy my job. There's a lot of responsibility and there's a lot of user interface and I like working with people.

Lawson is seen interfacing with one of his programmers. Hank demonstrates to programmer how to punch the program into terminal.

LAWSON

I have three programmers who work under me. I make sure they all know what they're doing. I oversee everything and make sure they're doing their job properly. We do have slow periods every month and during them, I'll think up projects for the programmers to work on. The slow periods are great for me because it gives me a chance to go down to the lab and check out the new software they're developing. It's a great opportunity to try our new computers out.

41 EXT. HEWLETT-PACKARD PARCOURSE TRACK -- HANK LAWSON Hank is seen jogging very slowly and comfortably on the track.

LANSON

There are about 500 people in this division and about 60,000 people worldwide so theoretically, I had that large of a pool of people to draw from. I selected the team for the national relay championships along with Glen McCarthy who is kind of my counterpart at the H-P facility in Santa Rosa. Gen# started a ritual in Santa Rosa of meeting his runners at a local track every Tuesday and Thursday nights and this year we instituted that also. We'd go to Foothill College and I'd give workouts, time people and run with them for encouragement. I think it helped develop a team unity among the people from around here.

Hank stops jogging and does some light stretching on grass.

LAWSON

Our overall strategy going into the national championships was just to compete hard and let the chips fall where they may....sorry, that's a little computer joke. Not a very good one either. We did have a strategy though and that was we didn't want to have to triple people like we did in 1980 because it wiped them out too much. The only problem was that if our strongest runners didn't triple it might weaken us in the other events. So, we decided to emphasize the events we do best in and just go for all the points we could in those events. I actually started formulating strategy and pulling our team together in March. It took a lot of time to get all the information I needed and tabulate the times.

42 INT. HEWLETT-PACKARD LOCKERROOM -- HANK LAWSON Hank is sitting on bench with towel draped over his neck as if he has just finished his workout.

LAWSON

During the spring, I was mainly doing distance work for a marathon on Memorial Day but since I knew the Corporate Cup was coming up every Tuesday and Thursday I'd meet the Aggie Runnning Club at a track and do some speed training with them. After my marathon which was not a very good race for me, I moved heavily into more speedwork to sharpen for the Corporate Cup. I trained with a quartermiler which was great for me. I had endurance and he had speed so we just did a lot of repeat quarters at 60-second pace. I would never have been doing as much speed training if it wouldn't have been for the Corporate Cup. It really motivated me to work on my speed. I kind of looked at it like I was training for the European track circuit. I was only doing 50 miles a week, but it was a very high quality. And it really paid off too. I set four personal bests during the summer which is largely attributable to all the speedwork I put in for the Corporate Cup. I set two personal bests in the Corporate Cup -- 14:22 for three miles and Jids for two miles. I also set personal bests in an all-comers meet with an 8:30 9:09 for 3000 meters and I finally broke two minutes with a 15:58 half mile. The training I did for the Corporate Cup really paid off in my other running because I was in such good speed shape. Inwas capable of running a 4:15 mile and 31:30 10-k.

Sounds like I'm blooding my horn too much.

No Way! 16

INT. HEWLETT PACKARD -- HANK LAWSON & HERSHEL JENKINS Hank is shown leaving lockerroom and making his way back to his cubicle when he runs into Hershel.

LAWSON

(as he is walking)

The Corporate Cup was actually started by Runner's World Magazine in 1979 and their intention was to promote corporate fitness and stimulate employee involvement. It's really a unique kind of concept and you really have to be the people at Runner's World for getting this Corporate Cup going and then promoting it to the scale it has become.

appland

Hank meets and greets Hershel.

LAWSON

Are we going to run together this weekend Hersh?

JENKINS Sure. Do about 15?

LAWSON

Sounds good. I was just talking about what a great concept we think the Corporate Cup is. Didn't you run in the very first national championship?

JENKINS

I sure did. I pulled a muscle in one of the races and had to scratch from the rest of the meet, but I still got a good feeling for the Corporate Cup right from the beginning. When Runner's World first came to talk to us about competing in the Corporate Cup, I thought "Well I compete in road races all the time. How is this going to be any different?" But it is different. When I run a road race, I'm basically running for myself. With the Corporate Cup, I really have the feeling that I'm running for something I believe in. It's a good feeling. I also like the team atmosphere. LAWSON

I know what you mean Hersh. The spirit of the Corporate Cup is an important part of making it such a great event. Sure the competition is very serious -- everybody wants to win -- but there is also the atmosphere of a big party. But still, we want to win a national championship very badly -- and we will. Our chances improve every year we compete.

JENK INS

I think it hurt us that we didn't have a president's relay/team simply because we don't have enough upper management on our team yet.

or executive relay

LAWSON

We have to get more upper management involved. That's part of the whole Corporate Cup concept too -- that a fit executive is a better executive. It's been tough on us not having more executives on our team. That gives Texas Instruments a big edge right there, but Hersh in three years we are going to be hot. We have a lot of super runners right now who qualify as executives in every single way but one: They're not 30 years old yet. When they reach 30, look out for Hewlett-Packard. Plus, these same executives will have more and more power within the company and then we'll have even greater support for the Corporate Cup as well as for our fitness and running programs. That's what I'm really hoping for.

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WARRAROR (Voiceover)

The father of the Corporate Gup Belay concent is Bob Anderson, editor and publisher of Runner's World Marazine. Bob is a staunch proponent of physical fitness in general, and for his contributions to encouraging fitness in America, he was named one of America's outstanding young men by the Japanes.

EXT. STANFORD UNIVERSITY OF A COURSE -- BOB ANDERSON CLOSE STOT OF ANDERSON SITTED UNDER A TREE FOLLOWING HIS WORKOUT

ANDERSON

Our offices are just a few miles away from here in Mountain View. It's funny when I first started Runner's World Magazine in 1966 I never envisioned that running would become as popular as it is today. Back then, runners were few and far between. But a few years ago things began to change. Running became a more accepted pastime and gradually it grew to the point where there are now 30 million runners in the United States alone. That's phenomenal.

46 EXT. STANFORD UNITERBUTY COLF COURSE -- BOR ANDERSON TIGHT SHOT OF ANDERSON WALKING ALONG THE COLF COURSE

ANDERSON

It became apparent to us at the magazine that even though there were now millions of Americans who were out on the streets running everyday there were still millions of sedentary people who did very little --if any -- cardiovascular exercise. We asked ourselves how can we reach these people and get them involved in running as well? After giving this a lot of thought, we decided to po through the corporations -- America's strength -- to try and join forces to get people moving in the right direction. Since the Olympic Games is the greatest event in sports, we felt we could borrow that approach and apply it to a form of corporate competition -- running competition. It was our feeling that this competition -- the Corporate Cup-- would not only encourage those people who were already running, but it would also motivate those nonrunners to get involved and maybe start tunning. Basically, that's the entire idea behind the Corporate Cum: we want to promote cardiovascular fitness. We believe that a physically fit worker and executive is a better person for it. And a physically fit person can make a greater contribution not only to society but to his company. That's what Corporate Cup is all about.

EXT. STANFORD UNIVERSITY STADIUM -- NARPATOR
CLOSE SHOT OF NARRATOR WHO SHOULD BE SEATED

* AMIDST A SIMULATED CROWD. THAT IS, THE STAULATION
SHOULD BE THAT THE CORPORATE CUP IS IN
PROGRESS WHILE HE IS TALKING.

NARRATOR

The national championships is actually a two-day affair. Saturday is reserved primarily for heats and preliminaries, while Sunday nearly all the finals are contested. The lone final held on Saturday -- and the first final of the championship -is the women's five kilometer road race. One of the best aspects of the running movement has been the burgeoning numbers of women who participate. This was exemplified by the women's road race where nearly 200 women took part. Leno Grapley of Mivanced Mero Perices of Sunnyvete, California won the race as she edged Becky Simme of Hewlett-Packard by a scant five seconds.

EXT. STANFORD UNIVERSITY CAMPUS -- NARRATOR VOICEOVER FOOTAGE OF MEN'S ROAD-RACE FIELD LINED UP AT STARTING LINE

NARRATOR (VOICEOVER)

The men's road race -- a 10 kilometer, or 6.2 mile race -- kicked off activities on Sunday. This would be the day when the championship would be decided and every point would be critical. The men's field was a large one. More than 300 runners from all over the country took off on 10,000-meter tour of the beautiful Stanford University campus.

EXT. STANFORD UNIVERSITY CAMPUS
CUT TO ACTION FROM ROAD RACE. INCLUDE SHOTS OF MITCH
KINGERY, DOUG KURTIS, DENNIS KURTIS, WES WESSELEY,
BROCK HINZMAN, RON HARMON, HANK LAWSON, HERSCHEL
JENKINS AND BILL MEINHARDT. MUSIC: PAT BENATAR "HIT ME WITH YOUR BEST SHOT"

NARRATOR VOICEOVER (OVER ACTION FOOTAGE OF RACE) Mitch Kingery, a 25-year-61d busboy at Harvey's Casino in Stateline, Nevada, took an early lead in the road race and never relinquished it. It really wasn't much of a surprise that Mitch won; he had raced on the same course several times and won the Region 1 championship on the very same course. Mitch, who won with a time of 30:48 to lead Harvey's to the team title, set several national age-group records for the marathon when he was a teenager. He was also a fine collegiate cross-country runner at California Poly at San Luis Obispo.

50 EXT. STANFORD UNIVERSITY CAMPUS CUT TO FINISH LINE FOOTAGE NARRATOR (VOICEOVER)

The Ford Motor Company placed second in the the road race with the Kurtis brothers in second and fourth place. A fine showing by this talented duo from Detroit. Rodale Press of Emmaus, Pennsylvania was third in the team standings as Budd Coates was third individually and Pat Corpora was 24th. In the masters division, for those runners 40 years or older, General Electric's Bill Meinhardt was 22nd overall and first master.

EXT. STANFORD UNIVERSITY CAMPUS
FINISH LINE FOOTAGE OF LAWSON AND JENKINS TALKING TO EACH OTHER

NARRATOR (VOICEOVER)
Meanwhile, solidly lodged in 20th and 21st place was Hewlett-Packard's own dynamic duo of Hank and Herschel. Seven and eight notches down were Texas Instruments' Pat Halliburton and Dave God in. The battle between these two corporate giants for Corporate Cup supremacy had begun.

LANSON VOICEOVER) We felt that one of the keys for Hewlett-Packard to do well was to get off to good start in the two road races. Our women did real well. In fact, they did better than expected by getting third place. The pressure was OP Hershel and myself. Hershel is a very good road runner -- one of the best in the Bay Area. He's been with H-P for 15 years, but it wasn't until we started competing in the Corporate Cup three years ago that we ever met. I was expecting him to run the road race in the low 31s and I was expecting to run low 32s. We figured if we could do that we could take second place. We knew there was no way we could beat Harvey's. We worried about the Kurtis brothers from Ford, but we also knew they were tripling and might $N^{\circ T}$ be going all out. Unfortunatley, we didn't do that hot. I went out really fast -- too fast -- and died. Hersh didn't have a good day either. A lot of people thought we were running together, but it was just a coincidence that we finished 20th and 21st in almost identical times. The rest of our team ran pretty well which made me happy. We placed four other men in the top 45 so I was pleased overall.

52 EXT. STANFORD STADIUM -- AWARDS CEREMONY FOR 10-KILOMETER ROAD RACE -- HARVEY'S CASINO TEAM

NARRATOR (VOICEOVER)

The Harvey's team, which placed first, fifth and 10th, didn't have a lot of time to celebrate after collecting their medals. Most of the team members work swing shifts in the casino and had to be back at Lake Tahoe for work by four.

53 EXT. STANFORD STADIUM

FOOTAGE OF OPENING CEREMONIES
WES WESSELEY CARRYING TORCH AROUND TRACK

NARRATOR (VOICEOVER)

The opening ceremonies are always a highlight of the Corporate Cup. The torchbearer this year was Wes Wesseley of Delta Airlines and he truly exemplifies the spirit of the Corporate Cup. Better known as the Delta Duster in the Atlanta area from where he hails. Wes has competed in every Corporate Cup. Usually, he runs in the maximum of three events. but this year he was nursing a hip injury that had developed several weeks before. After running the road race and finishing a highly respectable sixth. Wes was barely able to run but he limped his way around the track to the podium to light the flame that burned throughout the competition. EXT. STANFORD STADIUM -- FOOTAGE OF MILERS WARMING UP
AND STRETCHING IN PREPARATION FOR MEN'S MILE TEAM RACE
MUSIC: "RUNNING ON EMPTY" BY JACKSON BROWNE
AFTER SOME GENERAL FOOTAGE OF MILERS, THE RUNNERS ARE
CALLED TO THE STARTING LINE

NARRATOR (VOICEOVER)

Somewhat similar to international track-and-field competition, the mile is the glamour event of Corporate Cup competition. It's the one event everyone can relate to and since it's the first race on the track, the tone for the entire meet can often be set by the mile. Momentum is critical in Corporate Cup competition and all the leading contenders were hoping to get off to fast start in the mile.

STARTER
On your mark, set -- GUN!

MORE FOOTAGE OF THE ACTUAL RACE WITH SAME MUSIC AS ABOVE

NARRATOR (VOICEOVER)

Since most of the milers were running in one and sometimes two other events, the mile was something of a strategical race. Also, like all Corporate Cup races, the mile was not really an individual event. That is, it was a team race and the two runners' times were totaled for scoring purposes and the team with the lowest total time would get the coveted 15 points that went to a winning team.

MORE FOOTAGE OF ACTUAL RACE WITH CUTS TO CHEERING FROM STANDS

NARRATOR (VOICEOVER)

Peter Mugg of Security Pacific took the lead for the first quarter mile which was reached in 65 seconds. That's not considered particularly fast and the huge field was bunched up. The second quarter was run at a similar pace before Chet Bieganski, a strong front-runner from General Electric in New York, took over and picked up the pace.

dur

MORE FOOTAGE OF RACE AND TOM WALSH RINGING BELL FOR BELL LAP

NARRATOR (VOICEOVER)

Bieganski was pushing the pace for all he was worth because he knew that Steve Jawor from Medical Equipment Services of Naperville, Illinois was tucked in right behind him. Bieganksi knew all too well that Jawor is the mile nationaliccord and possesses a great finishing kick which he soon demonstrated. Steve, wearing the red, white and blue of Medical Equipment Services, ran the final quarter mile in under 60 seconds and pushed to the tape in a winning time of 4:16.3. Equally important, was Steve's teammate Glenn Behnke came in sixth and their combined time of 8:38 gave them a comfortable five-second margin over Security Pacific. Texas Instruments finished very strong with Englishman Chris Stebbings in fourth and Bob Troutman in eighth place. That duo gave TI 10 valuable points, which made their total 20, but that was only half of Hewlett-Packard's total of 40.

TIGHT SHOTS OF ANYONE FROM MEDICAL EQUIPMENT SERVICES

NARRATOR (VOICEOVER)

Medical Equipment Services is one of the smallest companies in the Corporate Cup, but are perennially one of the toughest. Based in Naperville, Illinois, which is also the site of North Central Illinois University, a power in NCAA Division III cross-country. Not coincidentally, several Medical Equipment Services employees also ran at North Central including Jawor, a 4:07 miler, and Behnke. Company president Dick Ruzika frequently works out with the Central team and when they graduated several were hired by Ruzika.

belle.

MORE FOOTAGE OF RACE

NARRATOR

Coasting along comfortably behind Hooker in second place was John Cook of Petroleum Wholesalers. He handed the baton off to company vice president Richard Osburn who went to the University of Texas -- at El Paso on a track scholarship. Osburn had increased his training for the Corporate Cup but had aggravated an old hamstring injury. Still, he finished his half-mile leg in 2:15.

MORE FOOTAGE OF RACE

NARRATOR (VOICEOVER)

At this point, things looked grim for the oilmen and it appeared that not only was their championship in jeopardy but so was their national record. Jim Stack of Montgomery Securities had run a phenomenal 2:03 half-mile leg to give his team a commanding lead going into the final quarter-mile leg. Stack passed off to Tom Weisen and he forged an even greater lead over Petroleum Wholesalers' Richard Meek. But coming into the final turn, with a scant 200 meters to go, Weisen cramped and pulled over to the side of track. As he bravely tried to jog in, Meek sped by him to secure the oilmen's victory. Weisen, despite the pain in his left thigh, was able to cross the finish line and give Montgomery Securities eight important points for fourth place. Petroleum Wholesalers defended their title and lowered their own national mark by nine seconds.

56 EXT. STANFORD STADIUM -- INTERVIEW WITH WEISEN WEISEN

My leg just locked up on me; I just cramped. What can I say?

NARRATOR

The starting line for the Open Relay looked like a virtual who's who of Corporate Cup track. This is the race whose all the big guns are wheeled out for. Some of the studs on the starting line were:

CUT TO FLASHES OF FOLLOWING RUNNERS
NARRATOR (VOICEOVER)

Matt Yeo of Lockheed, Brad Hawthorne of Standard Oil, Tom Marino of Mostek, Steve Jawor, the fine miler, from Medical Equipment Services, General Electric's Eill Clark, Ron Harmon of the Ball Corporation, Doug Kurtis from Ford, Atkins Chun of Pacific Gas & Electric and Brock Hinzman of Stanford Research Institute.

RETURN TO NARRATOR IN STANDS

NARRATOR

Even though the open relay usually turns into several races within the race, it consists of a 3-mile, 2-mile, 1-mile, another 1-mile and ½-mile legs. The national record was set the previous year by a Texas Instruments team which included Tom Marino who had switched Companied and was now running and working for the Mostek Corporation.

STARTER CALLS RUNNERS TO LINE AND FIRES STARTING GUN. FOOTAGE OF OPENING 3-MILE LEG.

NARRATOR (VOICEOVER)

A lot of the interest in this race centered on Marino, a 25-year-old data processor who won Dallas' White Rock Marathon in 1979. Marino, who has run 10,000 meters in a national-class time of 28:34, was obviously the swiftest runner in the 3-mile leg. But Marino couldn't be merely satisfied with leading his leg of the race. Since Mostek couldn't quite match the depth that Lockheed and Texas Instruments had, Marino knew it was his responsibility to open up as big a lead as possible to provide some cushion for the runners who would follow.

MORE FOOTAGE OF OPENING LEG

MUSIC: "STRATOSONIC NUANCES" by Blue Mitchell

NARRATOR (VOICEOVER)
Cautious of the warm California
sun, Marino took the field through
a conservative first mile of 4:30
with Doug Kurtis and Matt Yeo close
on his heels. Marino slowed the pace
even more on his next mile, but he
also began to forge a slim lead.

TIGHT SHOTS OF MARINO LEADING
MUSIC: SAME AS ABOVE

NARRATOR (VOICEOVER)
Marino appeared to be gliding around the Stanford track as effortlessly as a man out for a Sunday stroll. Using a graceful, flawless technique, Marino pulled away on the third mile to open up nearly a minute lead over Yeo of Lockheed. Marino's three-mile time was an outstanding 13:47.

FOOTAGE OF MARINO PASSING BATON NARRATOR (VOICEOVER)

Running the second leg for
Mostek was Steve Mudgett, who
was not quite in the same class
as Marino. Doggedly pursuing
Mudgett was the other Kurtis
brother -- Dennis -- who cut
three or four seconds from Mostek's
lead every lap.

FOOTAGE OF MUDGETT PASSING BATON TO WAYNE WAHLGREN

NARRATOR (VOICEOVER)

It was anybody's race as the runners began the one-mile legs.

FOOTAGE OF ONE-MILE LEGS

MUSIC: "ROCK 'N ROLL NEVER FORGETS" by BOB SEGER

NARRATOR (VOICEOVER)

Mostek's Wayn e Wahlgreen paced the first mile leg with a solid 4:43 effort that opened up some ground on Ford and Lockheed. Somewhat overlooked at this point was a gutty Texas Instruments team which was moving up slowly through the pack. TI needed to come away from the Open Relay with some points or their national championship might be in jeopardy.

FOOTAGE OF MOSTEK' PASSING BATON TO JIM McHUGH MORE FOOTAGE OF RACE

NARRATOR (VOICEOVER)

Running the final one-mile leg for Mostek was Jim McHugh who increased his team's lead with a fine 4:28 mile.

FOOTAGE OF McHUGH PASSING BATON TO RAUL RAMIREZ MORE FOOTAGE OF RACE

NARRATOR (VOICEOVER)

By the time, Jim McHugh passed the baton to Raul Ramirez the final issue was no longer in doubt. Still, Raul applied the coupe de grace with a very good time of 2:04 for the final half mile.

FOOTAGE OF RAMIREZ FINISHING
NARRATOR (VOICEOVER)

Mostek's winning time of 35:09 destroyed the national record by 30 seconds. Lockheed was second and they were also under the old national mark and Texas Instruments grabbed third place and 10 valuable points from Ford. Probably the key man for TI was Chris Stebbings once again. His 9:20 two-mile leg brought TI back into contention.

59 EXT. STANFORD STADIUM -- NARRATOR -- SITTING IN STANDS NARRATOR

The Pyramid Relay is the only race in the Corporate Cup where men and women must race against each other. In the other open races, men and women can compete but the men naturally dominate. However, in the Pyramid Relay there are five relay legs and a minimum of two of those legs must be run by female members of the team. As a result, the Pyramid has traditionally been one of the most exciting of all the events. This year was no exception.

FOOTAGE OF RUNNERS WARMING UP ON TRACK NARRATOR (VOICEOVER)

The Pyramid Relay consists of five runners. The relay legs are a somwhat odd blend: a quarter followed by a half-mile, three-quarter mile, another half and a quarter wraps it up. That final quarter is usually the decisive leg.

STARTER CALLS TEAMS TO LINE AND BANG! RACE IS UNDERWAY
MUSIC: "AFTER MIDNIGHT" by Eric Clapton

FOOTAGE OF OPENING QUARTER

NARRATOR (VOICEOVER)

Strategy is often the key to winning the Pyramid. By strategy, I mean you have to find two fast quartermilers -- preferably women -- to lead off and anchor your team. Westinghouse led off with Kathy Byrnes who blitzed the field with a hot 61-second opening quarter. Not far off the pace was Carolyn Dunklar of Pacific Gas & Electric and Terry Gonzalez of Texas Instruments.

MORE FOOTAGE AND BATON PASSES

FOOTAGE OF FINAL BATON PASS TO ANCHORPEOPLE

NARRATOR (VOICEOVER)

FG&E was saving its best
for last -- anchorwomen

Marsha McKinley -- but IBM
had a superwoman of their
own -- Mary Lchner. McKinley
received the baton first, but
with a couple of hundred meters to
go Lehner pulled up even
with McKinley.

CUT TO CROWD CHEERING WILDLY
SOUND: ANNOUNCER PEANUT HARMS DESCRIBING FINAL SECONDS OF RACE
HARMS

If you're sitting down, you're asleep.

NARRATOR (VOICEOVER) Believe me, nobody was sitting down. McKinley held on to just barely edge Lehner and the IBM by three-tenths of a second in what was one of the most exciting races in Corporate Cup history. Equally significant, was the fact that Texas Instruments was beginning to assert itself. Their third-place finish gave the Texans another 10 points and they moved to within seven points of leader Hewlett-Packard who were beginning to fade.

EXT. STANFORD STADIUM -- NARRATOR -- SITTING IN STANDS NARRATOR

One facet of the running boom that has really taken off is the masters' movement. That is, runners who are 40 years or older. Masters runners have their own national and international championships and most road races have masters divisions. Similarly, the Corporate Cup also has a masters' relay which consists of three legs -- a half mile, quarter mile and another half mile.

FOOTAGE OF DELTA AIRLINES TEAM WARMING UP
NARRATOR (VOICEOVER)

The Delta Airlines team has always been one of the stronger teams in Corporate Cup Competition. Their team for the Corporate Cup was culled from the ranks of 350 active club members -- 100 of those are pilots. Vice president of the club is Jack Kelly who was also one of the members of their fine masters' team.

STARTER CALLS RUNNERS TO LINE-- BANG ! -- THEY'RE OFF
MUSIC: "SKY PILOT" by Eric Burdon & The Animals
FOOTAGE OF LEAD-OFF LEGS

NARRATOR (VOICEOVER)

A good lead-off leg is critical in the masters' relay and both Al Venanzi of Delta and Fernie Montanez from PG & E provided their respective teams with 2:09 half miles.

MORE FOOTAGE/ MORE MUSIC

NARRATOR (VOICEOVER)
But Delta began to assert
itself on the quarter-mile
leg as Daryl Neidlinger ran
a 57-second quarter, while Don
Williams of PG & E could only
counter with a 60-second effort.

MORE FOOTAGE AND BATON PASSOFF TO ANCHORMAN JACK KELLY

NARRATOR (VOICEOVER)
The final lap honors went to
Jack Kelly who applied the
finishing touches to Delta's
new national record with a fine
2:06 half mile. Kelly spent part
of his time in Palo Alto working
to organize a world airlines
running championship. His goal is
to have a Corporate Cup for the
world's airlines, possibly in
New York City's Central Park.

- 61 EXT. STANFORD STADIUM -- INTERVIEW WITH DELTA TEAM
- 62 EXT. STANFORD STADIUM -- NARRATOR -- SITTING IN STANDS

NARRATOR
Paralleling the rise of the masters' movement is that of the women runners.

FOOTAGE OF WOMEN RUNNERS

NARRATOR (VOICEOVER)

Just 10 years ago, women weren't even allowed to run in the most prestigious of American road races -- the Boston Marathon -- but now some recent studies have shown that the women actually outnuber male runners. Even though that's somewhat hard to believe, the ranks of women who are taking to the roads is increasing every day. Just look at the fields of some races. New York City's marathon had over 2500 starters and the Bonne Bell championship race for women and the had nearly 6000.

FOOTAGE OF WOMEN WARMING UP FUR START OF WOMEN'S RELAY

NARRATOR (VOICEOVER)
The women's relay consists of
three women running a quarter-mile,
half-mile and another quarter-mile
leg. This race had special significance
for Texas Instruments. With only four
events remaining on the schedule, TI -- which
was lodged in second place behind HewlettTackard -- had to make its kinggrik
patented big push to the top. Exceptionally
strong in the women's relay, TI knew it
was crucial to win all 15 points.

FOOTAGE OF STARTER CALLING WOMEN TO LINE -- BANG ! -- THEY'RE OFF

NARRATOR (VOICEOVER)
Going strictly by form charts,
the strong team from Montgomery
Securities of San Francisco had
to be considered the favorites.
In the regionals, the MS team of
Vicki Randall, Jan LeCocq and former
University of California star Alice
Trumbley had set the pending national
record. The only problem was that
Alice, an Olympic Trials participant,
VAS recovering from a stress fracture
a nd had not been training.

MORE FOOTAGE OF RACE -- CUT TO SECOND LEG

NARRATOR (VOICEOVER)

The Texas Instruments women, on the other hand, had been training diligently on their home track. Kathleen Matustik, who many considered to be the most valuable member of TI's team, demonstrated why on her half-mile leg as she gave anchorwoman Terry Gonzalez a big lead. Still, Gonzalez had to hold off the formidable charge of Alice Trumbly who gallantly tried to run the Texan down.

FINISH LINE FOOTAGE

NARRATOR (VOICEOVER)
With the 15 points TI got for
winning -- not to mention another
national record -- the Texas team

Vaulted past Newlett-Packard

What miles

63 EXT. STANFORD STADIUM -- NARRATOR -- SITTING IN STANDS NARRATOR

With only three events remaining, many of the entrants in the men's 3000-meter team race were just a little bit fatigued from an already long day of cheering and running. They knew, however, they would have to dig deep for that extra bit of strength in the 3000. The scoring in the team race is simple: The two runners with the fastest combined times win 15 points.

FOOTAGE OF START OF RACE

NARRATOR (VOICEOVER)

Many of these same runners in the 3000 had already chased Tom Marino of Mostek around the Stanford Stadium track in the open relay and now, just a few hours later, they were doing it all over again.

RACE FOOTAGE -- FOCUS ON MARINO MUSIC: "CRIME OF THE CENTURY" by Supertramp

NARRATOR (VOICEOVER)

As expected, Marino was an easy winner in 8:27 which is the equivalent of a 9:04 two-mile. An excellent time considering the heat and the fact that he had already run 3000 meters in the open relay.

FINISH LINE FOOTAGE

NARKATOR (VOICEOVER)

Finishing in a surprisingly strong second place, was Tom Raynor of Ruby Tuesday, a Memphis-based restaurant company. However, Marino and Jim McHugh garnered top honors -- as well as another national record. The Hank and Hershel Show -- Hank Lawson and Hershel Jenkins of Hewlett-Packard -- were within a second of each other to pull down 12 big points for second place.

NARRATOR

Although Hewlett-Packard and General Electric were within striking distance of Texas Instruments with two events remaining, those two final races -- the women's 800-meter team race and the executive relay -- were TI's strongest.

FOOTAGE OF WOMEN 800-METER RUNNERS WARMING UP NARRATOR (VOICEOVER)

The Texans had two very strong entrants in the 800 -- Kathleen Matustik, who had already demonstrated her speed and strength in the women's relay and the road race, and Betsy Hydock, who was well rested for the final women's event.

FOOTAGE OF START -- BANG! -- THEY'RE OFF

NARRATOR (VOICEOVER)

Not that Matustik had a walkover. Hardly. Montgomery Securities was the national-record holder with Vicki Randall and Alice Trumbly. Also, looking strong was Jan Brandt from the Adolph Coors Company of Golden, Colo. Although Brandt had the fastest qualifying time on Saturday, Matustik had rested as a teammate did the honors for her.

FOOTAGE OF RACE

NARRATOR (VOICEOVER)

Matustik once again demonstrated that in Corporate Cup competition she has no equals. Not being satisfied with just a mere win, Matustik pushed the pace and opened up a big lead before winning in a fine time of 2:17. Brandt was second in 2:21 and Betsy Hydock was a second back giving Texas Instruments another national record.

EXT. STANFORD STADIUM -- NARRATOR -- SITTING IN STANDS NARRATOR.

Even though the issue was 'no longer in any doubt, no one could accuse TI of resting on its laurels. Champions seldom do.

FOOTAGE OF START -- BANG! -- OF EXECUTIVE RELAY

NARRATOR (VOICEOVER)

The executive relay is the final event of Corporate Cup competition and unitary one of the most executives.

The team is composed if four executives who are at a level of manager or higher who are also 30 years or older. The relay consists of four legs -- a two-mile, a one-mile, a half and a quarter-mile leg.

FOOTAGE OF FIRST LEG OF EXECUTIVE RELAY

MARRATOR (VOICEOVER)

As might be expected, Texas Instruments is a powerhouse in this event. One of their stalwarts -- Keith Farr -- led off for TI and built an insurmountable lead with a tremendous 9:35 two-mile time.

Bill Clark of General Electric, a one-time.

American record holder, tried staying with Farr but wasn't quite up to the task. Bob Darling of the Presidio about made a valiant effort to stay close to Farr but couldn't hold the pace.

FOOTAGE OF BATON PASS

NARRATOR (VOICEOVER)
Rich Donaldson of TI didn't do
too badly either. His 4:34 mile
increased the Texans' lead and though
Jim Doran of GE tried to challenge,
he could not. Bob Marshall's 2:09
half mile and Mike Leaks final quarter
of 54.4 capped off TI's awesome foursome.
Not only did their time of 17:13 lower
their own national record by 6½ seconds,
but their winning margin over GE was
12 full seconds.

FOOTAGE OF TI TEAM CELEBRATING, CARRYING THEIR BANNER AROUND THE TRACK AND CONGRATULATING EACH OTHER

FOOTAGE OF TI TEAM ON VICTORY STAND ACCEPTING MEDALS

MUSIC: "WE ARE THE CHAMPIONS" by QUEEN

NARRATOR (VOICEOVER)
Indeed they are. Texas Instruments'
victory was highlighted by three
national records and numerous personal
records. It was the Texans second straight
national championship and they promise
to defend it next year in Palo Alto

FOOTAGE OF HEWLETT-PACKARD AND GENERAL ELECTRIC ON VICTORY STANDS

Ju ly 24 and 25.

NARRATOR (VOICEOVER)
The battle for runnerup honors went to Hewlett-Packard which moved up from fourth a year ago. General Electric, which was second a year ago, dropped down a notch to third. PG & E and Montgomery Securities tied for fourth-place honors.

MONTAGE OF CORPORATE CUP ACTION

NARRATOR (VOICEOVER)
Already, running teams from around the country are making plans for the 1982 Corporate
Cup Relay Series. If you or your company is interested in participating, contact ScottMacTavish: at Runner's World
Magazine, 1400 Stierlin Road in Mountain View, California 94043 for more information. The 1982
Corporate Cup will be bigger and better than ever before. Get involved and become part of Corporate Cup history.