



The EMR-Telemetry News

Sarasota, Florida

Vol. IV, No. 12

31 October, 1969

EMR-TELEMETRY EQUIPMENT TO BE EXHIBITED IN JAPAN

Equipment from EMR-Telemetry will soon be flying to Japan for an Advanced Aerospace Equipment Exhibition at the U. S. Trade Center in Tokyo. Sponsored by the U. S. Department of Commerce, the exhibition runs from November 17 through 22, and will feature aerospace equipment of about 18 American firms. EMR will be the only telemetry exhibitor in the show.

EMR-T equipment to be demonstrated at the Tokyo exhibition includes 4000 Series Modular equipment, Model 4142 Tunable Discriminator, Model 2746 Decommutator, and Model 2795 Simulator.

Peter M. Smith, of Applications, will be on duty with our equipment at the show, along with EMR-T's Japanese representatives, Marubun Company. On the way to Tokyo, Peter's business trip will include a number of stops in Europe to coordinate EMR-Telemetry export activities and discuss new business opportunities with our European marketing representatives.

JOIN GOLF LEAGUE... EMR-T men and women are invited to sign up for the Tuesday night Par 3 Golf League, sponsored by the EMR Employees Association. Play starts Tuesday, November 4, at 6:30 p. m., at Par 3 on U. S. 301. The cost is only \$1.50, plus tax, per week, and there will be prizes, too. Call Arnie Rounds, 246, or Judd Bodycote, 328, to sign up.

MORTON COHEN APPOINTED NATIONAL SALES MANAGER

Morton H. Cohen moves from our Silver Spring, Md., area office to Sarasota this month to assume his new position as National Sales Manager for EMR-Telemetry. He will supervise the sales effort of our Field Sales staff throughout the country, and reports to Marketing Manager Shelby D. Bass.

Mort joined EMR in 1957 as a circuitry design engineer in Ridgefield, Conn., and moved to Sarasota with the company. Between 1958 and 1960 he was employed by Epsco, Boston, and United Aircraft, Hartford, M. H. Cohen in telemetry and space systems marketing. He rejoined EMR in 1960 and served as district sales manager in Washington, D. C., for three years. During 1963-1964 he was a principal officer of Tek Counsel, Inc., a Maryland sales and marketing consulting firm.



Since 1964, Mort has been based in the EMR-T Washington, D. C., area and has served as Eastern Area Sales Manager with responsibility for EMR-Telemetry sales in the Northeast quadrant of the nation.

Mort received his BSEE and MSEE degrees from the University of Connecticut. The Cohens are the parents of three children and will make their home in Sarasota.

NEW GADGETS HELP WITH INTRICATE ASSEMBLY WORK

As our skilled Production Assemblers can testify, assembling EMR-Telemetry's many products is an intricate job. Designs change... wiring gets more complex... components get smaller. Along with this growing complexity comes an ever increasing need to find better ways to assemble the products.

To help find new assembly techniques, EMR-T has a group called Production Engineering, Engineers and Technicians in this group, headed by Don Buffington, assist Production in the continuing effort to improve EMR-T's production capability. They evaluate new methods and new production aids, working to improve the flow of work and to lower manufacturing costs. And, after the kinks are ironed out and the initial newness wears off, Assemblers often find these new devices make their work easier.

Some of the new items currently being evaluated are pictured here:

Flat Pack Insertion Tool

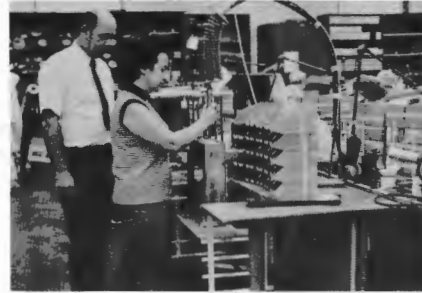


Stella Albritton uses plastic insertion tool to pick up tiny flat packs from the stack and insert them in printed circuit card she holds.

Tiny flat packs (integrated circuits) have 14 thin wire leads, and look like a mechanical spider. The many "legs" have to be inserted in matching tiny holes in printed circuit cards. A new gadget, called a Flat Pack Insertion Tool, saves time and frustration in this operation.

The little flat packs are stacked in sequence in a standing plastic tube. The flat packs drop down, one at a time, at the Assembler's convenience. She can grasp the flat pack with the insertion tool which automatically aligns the leads to the hole pattern, making insertion very easy. This new gadget is a handy aid and a labor-saving device for the Assembler, and more have been ordered.

Pneumatic Screwdriver



Engineer Bob Bush, of Production Engineering, evaluates pneumatic screwdriver used by Evelyn Busbee in George Keegan's Assembly area.

A pneumatic screwdriver, with magnetic pickup of the screws, helps considerably in the never-ending job of mechanical assembly. A single product--say a 4000 series drawer--has many sub-assemblies, and, when complete, has a multitude of screws. The pneumatic screwdriver speeds up the job and should help lower the cost of this part of the assembly operation. Lower costs are vital to improve EMR-T's competitive position.

PULSE - The EMR-Telemetry News
M. E. Herbst, Editor

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After full evaluation, pneumatic screwdriver stations will probably be spaced at intervals throughout the Production area.

Cable and Harness Station

Wiring the front panel switches, the controls, and the intricate interior electronics of our new products, such as the 4000 series, calls for some pretty fancy cabling and wiring--especially when some spots are hard to reach. A separate station has recently been set up where this type of harness assembly can be done as a complete unit. The whole wiring "network" can then be incorporated in the product by joining the wires to the front panel and to the rear connectors. Wires are tagged with labels printed out by computer.

This pre-cabling method simplifies the internal wiring operation and makes for more uniformity. Physical improvements are planned for the new cabling station in the near future. Meantime, the cable set-up method is already proving to be beneficial for Assemblers and for better product wiring.



Assembler Tillie Erberfeld at cabling set-up station in Production. Engineer Frank Bloechl (left) and Technician Arden Mellott, of Production Engineering, examine a finished harness assembly ready for final wiring in the telemetry product.

EASTERN SALES OFFICES MOVE, JOIN WITH EMR-C

Three major office moves have been made in the Eastern Sales Area this month. The moves are part of a continuing effort to strengthen combined EMR-Telemetry/EMR-Computer joint efforts and to provide more effective customer coverage and service, according to Mort Cohen, EMR-T National Sales Manager.

In Silver Spring, Md., EMR-T's Eastern Area Office has relocated to a new suite of offices adjoining the existing EMR quarters. In addition to accommodating increased EMR-Computer manpower, the new quarters feature improved service facilities manned by W. L. Biles, recently-hired Senior Field Technician, revamped literature and proposal areas, and a jointly-used Xerox and Telex room.

Tom Antzack, formerly of our Dayton Sales Office, has been appointed Area Manager for the EMR-T Eastern Sales Area, effective November 1, 1969. He joined EMR in 1958, and most recently served as District Sales Manager in Dayton, Ohio.



T. G. Antzack

In a related move, the Dayton office has been closed and moved to a combined EMR-Telemetry/EMR-Computer office in St. Louis, Mo. This office is located near Lambert Field, and is only minutes from McDonnell Douglas Corp., a major EMR-T customer. A new EMR-T District Sales Manager will be named shortly.

In the Northeast, EMR-T's Boston District office was recently relocated to a joint facility in Waltham, Mass. Ray Clafin continues as EMR-T District Manager for the Boston area. The new office is more centrally located with respect to EMR-Telemetry and EMR-Computer customers.

L-1011 - A GLIMPSE INTO THE FUTURE OF AIR TRAVEL

Pictured here are views of Lockheed-California Company's L-1011 jetliner--super jet of the 1970's. EMR-Telemetry was recently awarded a contract for an advanced computer-controlled processing system to handle flight test telemetry data from Lockheed's new L-1011 commercial jet airliner. (See Pulse, Oct. 17, 1969.)

The EMR system, scheduled for delivery to Lockheed in Palmdale, California, in mid-1970, combines an EMR 6040 Computer, EMR telemetry modules, and software. In addition to the ground data processor system, EMR will also supply Lockheed a quick-look van-mounted mobile telemetry station and a satellite quick-look FM telemetry station.

These L-1011 photos, from Lockheed-California Company, give us a glimpse into the future of air travel --



L-1011 Coach-- Main coach section of new Lockheed 1011 TriStar jetliner will bring first class roominess to air travelers beginning in 1971. Panoramic view of full-scale mockup illustrates spacious two-abreast seating throughout cabin, two convenient aisles, high ceiling and overhead storage compartments above window seats. Center aisle seats are divided by coat rack modules which add to privacy. The pitch from seatback to seatback is a full 36 inches.



L-1011 TriStar-- Designed to meet tomorrow's air travel requirements, the new Lockheed 1011 jetliner will enter airline service in 1971. The 600-mile-per-hour L-1011 trijet will handle from 250 to 345 passengers in a spacious cabin nearly 20 feet wide--with roomier seats, more stretch and storage room and freedom of movement along twin aisles. Food carts loaded in the underfloor galley will speed service. The wide-cabin L-1011 will operate on short, medium and transcontinental range flights where the bulk of air travel growth will occur during the 1970's and beyond. Extended range versions will span the oceans.

NAMES IN THE NEWS

THIS ONE GOT AWAY... Feeding the fish and turtles in the EMR-T pond is a popular lunchtime sport. Regular noontime fish-feeders include Bill Black, Stan Sniffen, Bob Ireland, Dave Middleton, Tom Fultz, Ken Eden, Dennis Garbutt and Mike Gerack. Recently Dennis almost became the biggest fish in the pond. Trying to lure the fish closer to eat from his hand, he lost his footing and fell in. Quick action by Mike Gerack saved Dennis from his fishy fate, but he got a little damp around the edges.

EMR-T's Flag Football Team completed the season with a record of three wins and four losses.
