

PULSE



The EMR-Telemetry News
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A YEAR-END MESSAGE -- FROM OUR GENERAL MANAGER



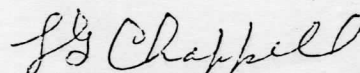
TO ALL EMPLOYEES:

Reflecting on EMR-T in 1969, we can definitely say, "It has been a challenging year." The whole aerospace industry has had a setback due to the reduction in Government funds. EMR-T was affected when we received notice at midyear of the cancellation of our MOL contracts. A quick and aggressive response by the people of EMR-T resulted in the recovery of over one-half of the business lost.

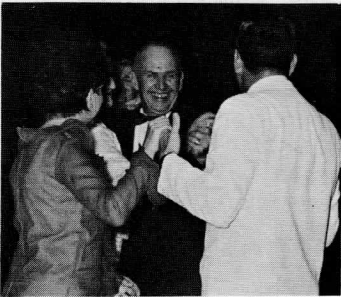
We did not meet all of our objectives for the year but we managed to make a modest profit, increase our shipments over last year, introduce over 20 "new" products to the marketplace, more than double our microcircuit lab output, and over-all we improved our methods of doing business. The people who made all of the above possible were recognized, for a new Growth Plan and the revised and improved Pension Plan were introduced. Your company, due to the good people involved, made progress in 1969.

Next year is the beginning of a new decade and with it will come exciting challenges and opportunities. Our plans for the future are based on growth and we need all of you to continue your best effort. We will be developing new products for new markets while continuing to provide our existing clients with the best products in the telemetry industry. We are looking forward to a prosperous 1970.

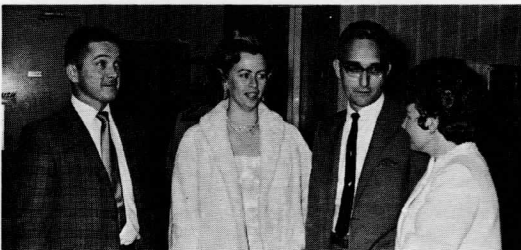
I sincerely thank you for your support and cooperation in 1969, and wish you and your family a very Merry Christmas and Happy New Year.


L. G. CHAPPELL

CHRISTMAS DANCE-- GALA START FOR HOLIDAY SEASON



Over
600 EMR-T
employees and
guests filled the
Sarasota Motor Hotel
Convention Center on
December 5 for a gala start
of the Christmas holiday season.
Andy Foppe, of EMR-T Customer
Service, took these pictures of the
festivities -- and, as the photos attest,
it was
a very
success-
ful party.



CHILDREN'S YULE PARTY AT THEATER TOMORROW

EMR-Telemetry's annual Children's Christmas Party is scheduled for tomorrow morning, December 20, at the Florida Theater in downtown Sarasota. Doors open at 9, and the movie starts at 9:30 a. m. Jolly Old Santa will be there to distribute gifts for the youngsters under 12.

The company-sponsored party is free to the children of all EMR-T employees. Film fare includes a cartoon, and a full-length movie, "The Trouble with Angels." "Tickets are required to assure that we will have enough gifts for the youngsters," says Chairman Walt Knopik, "so please bring your tickets on Saturday."



MORE MICROCIRCUITS ORDERED BY WESTON

Weston Instruments, Newark, N. J., has placed an order with EMR-Telemetry for 5000 thin film microcircuits. The tiny precision resistor microcircuits are produced in our Microelectronics Laboratory.

This quantity of 5000 microcircuits is a follow-on order similar to the 2000 thin film resistor networks ordered by Weston Instruments several months ago. The little EMR microcircuits are being used in Weston Instruments' new Model 1240-- a 3-1/2 digit multimeter described in a recent issue of Electronics magazine.

EMR-T's flat one-inch-square microcircuits are highly reliable precision thin film microcircuits designed to withstand as much as a thousand volts applied across the microcircuits. Delivery extends into 1970.

EMPLOYEES TO BENEFIT FROM NEW GROWTH PLAN

Details of a new Schlumberger Contributory Investment Growth Plan have been distributed to all EMR-Telemetry employees. The new plan is effective January 1, 1970, and is available to all EMR-T employees after one year of service.

The plan combines:

- contributions by EMR
- voluntary savings by employees
- matching contributions from EMR at the rate of 25%
- increased EMR contributions when profits warrant
- earnings of the Trust fund

"The Schlumberger Contributory Investment Growth Plan and the Schlumberger Retirement Plan are important company benefits designed to help you cope with the problem of building a 'nest egg' for your retirement," General Manager Leo G. Chappell said. "These benefits, along with your own personal investment plan, will assist you in building a more secure future. Through this Growth Plan, employees will share in EMR's growth and profitable expansion," he noted.

Your completed application card and beneficiary designation should be returned to your Department Manager by December 31. If you choose to be a contributing participant, payroll deductions will begin January 5, 1970.

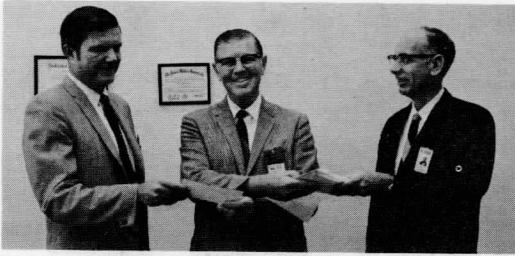
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M. E. Herbst, Editor

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THE SEASON FOR GIVING---



Mr. Paul L. Stannard (center), Executive Director of the Sarasota County United Appeal, accepted EMR-Telemetry's contributions to the United Appeal last week. O. W. Noble (left), Manager of Personnel and Services, presented a check for EMR-Telemetry's corporate contribution, and R. W. Ireland (right), Manager of Security and Services, turned over a packet of pledges and cash contributions from EMR-T employees. Our United Appeal contribution this year--from employees and from the Company--totaled \$8,354. The dollar amount was slightly higher than last year, although the number of individuals who participated was lower.

CREDIT UNION DECLARES

5-3/4% DIVIDEND FOR 1969

EMR Sarasota Employees Credit Union's Board of Directors has declared a 3% dividend for the last half of 1969. This makes a total 1969 dividend rate of 5-3/4%, when combined with the 2-3/4% dividend declared for the first half of the year.

In addition, a 5% interest refund will be paid to borrowers for the second half of 1969. The dividends and interest refund will be credited to your Credit Union account as of December 31, 1969, and statements will be mailed to ESECU members by mid-January. Watch for announcements of the Credit Union's annual meeting to be held in January.

SARASOTA FACILITY SERVES EMR-COMPUTER CUSTOMER

EMR-Telemetry served as a training center for customers of EMR-Computer, Minneapolis, recently when a group of DuPont personnel spent two weeks in Sarasota for a Software Training Course.

A special schedule was arranged to permit the EMR-Computer customers to use our Data Processing Lab's EMR 6130 Digital Computer facility for the software training which EMR-C offers its customers. The training class was held in Sarasota at the customer's request.

Instructors for the course were EMR-C's Gene Dahler, Manager of Education, and Don Luger, Software Instructor.

The DuPont visitors came from Wilmington, Delaware, and Houston, Texas. E. I. DuPont De Nemours & Co. has purchased an EMR 6135 Digital Computer for a process control application.

SCHLUMBERGER OFFERS STOCK FOR FRENCH FIRM

Plans for Schlumberger Ltd. to acquire Compagnie des Compteurs, a French electrical company specializing in meters and automation equipment, have been reported in the financial press.

The transaction, subject to approval by the Board of Directors and Stockholders, is expected to involve the offer of one share of Schlumberger common stock for each two Compteurs shares -- 940,000 shares at about \$92.25 per share, or approximately \$87 million. Compteurs' 1969 sales are reported to be \$220 million.

Schlumberger, a world-wide oil well service and electronics concern, is EMR's parent company.

Merry Christmas and a Happy New Year