



The EMR-Telemetry News
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INTRODUCE NEW PRODUCT IN DISCRIMINATOR LINE



Three production units of a brand new product, the Model 287A-03 Subcarrier Discriminator, are shown here as they were readied for demonstration this week to a potential customer.

Pictured with the units are Project Engineer Charles Butler and Senior Engineering Technicians Luke Brendle and Harry Durrett, of Telemetry Products Engineering.

Incorporated in the new Discriminator are features such as state-of-the-art components and building techniques, plus a number of customer-oriented features. The new product is very competitively priced, and has some unique options: integral sample and hold feature, and an all-electronic automatic calibration capability.

"The new Model 287 will serve as our main offering for data reduction station-type customers," said Dick Vorce, of Marketing. Dick and Ray Clafin, of our Boston area sales office, are demonstrating the units this week to Sikorsky Aircraft, Stratford, Conn.

GALT MORGAN NAMED ACCOUNTING MANAGER

Galt Morgan joined EMR-Telemetry this week as Manager of Accounting. He comes to Sarasota from Schlumberger Limited's Internal Audit Department, New York City.



Galt Morgan

Born in Calgary, Canada, Mr. Morgan holds a certificate of Chartered Accountant (the Canadian equivalent of Certified Public Accountant), awarded in 1966. He was employed by the accounting firm of Peat, Marwick, Mitchell & Co., prior to joining Schlumberger of Canada in Calgary in 1967. In April, 1969, he moved to Schlumberger Well Services in Houston, Texas, where he was an Accounting Supervisor until he joined the SL Internal Audit Department in Houston in November, 1969. He transferred to SL in New York City November, 1970.

His duties during the past two years have included conducting internal audits and consulting on internal accounting problems at various Schlumberger companies in this country and abroad.

Mr. Morgan and his wife, Shirley, met in Houston, and they plan to make their home in Sarasota.

YULE BUFFET SCHEDULED

With the Christmas Dance only a month away, plans are being firmed up by Dance Chairman Frank Bost and his Committee.

A Breakfast Buffet following the dance will be served in the lobby of the Convention Center at the Sarasota Motor Hotel this year, with seating at tables in the Convention Center. Watch for bulletin board announcements about reservations and tickets.

Remember the date: Saturday, Dec. 11, 9 p. m. to 1 a. m., Sarasota Motor Hotel, music by Tony Swain's Combo.

TRAVELERS RETURN

Dick Ridgewell, of Instruments Marketing, has recently completed a European sales tour which took him to England, France, Germany, Italy and Sweden. He demonstrated the EMR Arbitrary Function Generator which uses a punched tape program to control complex hydraulic fatigue testing machines. Several British and German companies expressed interest in the machine to offer with their fatigue testers.

Also returned from England is Jim Spaihts, Design Engineer in Instruments, who has been living in England for nearly a year. Jim has been helping our sister company, Solartron, in developing a new Frequency Response Analyzer which will be built at Solartron and EMR during 1972.

CHRISTMAS CLUB PAYOUT

Some 56 smart savers at EMR-T who have Credit Union Christmas Club accounts will be able to pick up their Christmas Club checks on December 1 at the Credit Union Office, according to Treasurer Ruth LaCroix. Christmas Club accounts earned 3% interest, too.

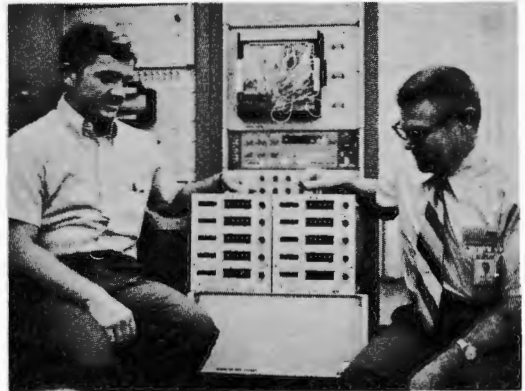
And if you find that Santa needs some financial aid, see your friendly Credit Union for a Christmas Shopping loan!

DECIMAL DISPLAY UNITS TO TEST NEW AIRCRAFT

Initial units of a new EMR Decimal Display, specially designed for Lockheed-California, have been delivered to the West Coast company for use in testing the new L-1011 commercial jet aircraft and other new planes.

Lockheed has ordered eleven of the new Decimal Display units for use in telemetry test data reduction for quick-look purposes. Design activity centered in Telemetry Products Engineering, with Bill Gregory as Project Engineer.

In addition to these special units, Lockheed has recently placed orders totaling more than \$250,000 for a wide variety of EMR-T standard products to augment the large EMR computer-controlled telemetry system which EMR-T installed at Palmdale, Calif., in June, 1970. This test instrumentation system is currently maintained by Wally Jones under a Lockheed service contract with EMR-T.



Senior Engineering Technician Gary Schweinsaupt and Senior Engineer Bill Gregory show the first two Decimal Display units shipped to Lockheed-Calif.

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

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A SCHLUMBERGER COMPANY

INDUSTRIAL MARKETING TRANSFERRED TO EMR-T INSTRUMENTS ORGANIZATION

General Manager L. G. Chappell recently announced the transfer of our Industrial Marketing activities from EMR-T's Marketing Organization to our Instruments Organization headed by Earl Channell.

"This change will allow Shelby Bass and his Aerospace Marketing and Sales organization to devote 100% of their time in 1972 to increasing our traditional business," Mr. Chappell noted. "Our Vehicle Test System and Water Quality Monitoring type marketing and sales functions are more like the Instruments operations than our Aerospace operations, so we have augmented the Instruments group by the addition of personnel involved in Industrial Marketing/Sales."

Ed Moller, Bill Hardman and Tom Antzack, of Industrial Marketing/Sales, have been added to the Instruments Marketing and Sales staff. "This consolidation is designed to increase our overall sales," Mr. Chappell said.

"The bulk of our growth in sales in 1972 is expected to come from the Industrial/Instruments Organization, and I feel quite confident that this Organization will meet their objective of \$2.6 million in orders in 1972," Mr. Chappell said.

Earl Channell, Instruments Organization Manager, explained that "breaking into new markets is slow and painful at best."

"Consolidation of the Instruments and Industrial Marketing and Sales activities will help us apply more effort to the new areas of Water Quality Monitoring and Vehicle Test System sales while achieving increased Instruments sales effort," Mr. Channell said. "The jobs of identifying the products for Industrial Sales and identifying the right customers have been done. Now we're going to concentrate on achieving the desired sales volume."

MATT CHASE RETIRES

Mathew F. Chase, who retired from his position in Plant Engineering last week, is now the second EMR-T employee to retire under our Schlumberger Retirement Plan. Matt completed ten years with the Company in August, and celebrated his 65th birthday last month.



Matt Chase

Under the revised Schlumberger Retirement Plan, employees are eligible for benefits in the Company-funded Retirement Plan after ten years of continuous service.

A native of Auburn, N. Y., Matt and his wife Helen have three children and three grandchildren. "One son, Brian, is a Math teacher at Riverview High School, and our other son is the manager of a finance company in New York State," Matt relates. "And our daughter, Gladys, is married and lives in Sarasota."

Before joining EMR in 1961 Matt worked on big construction projects across the country, and held a master plumber's license. He served in the U. S. Navy during World War II. Matt says he's looking forward to having more time for gardening, fishing, and may renew his interest in photography.

Good luck, Matt. We'll miss you.

LUCKY WINNERS

Ken Triplett, of Material Control, and his wife Daisy are the lucky winners of a week's trip to Hawaii. "Our daughter filled out a form and dropped it in the Woolco contest entry box," says Ken, "and the next thing we knew we were notified we'd won the trip." Date for the vacation has not been decided yet.

61% OF EMR-T EMPLOYEES GAVE TO UNITED APPEAL

Combined company and employee contributions to the United Appeal campaign reached just over \$7,000 in this year's drive, according to Ernie Wright, Chairman of the in-plant team of solicitors.

"Percent of employee participation went up to 61% this year," he said, "although the total dollar contributions from employees decreased slightly."

Another EMR team of solicitors is currently assisting in the community-wide United Appeal campaign by calling on businesses in the area. Participating are: General Manager L. G. Chappell, Chairman of the Business and Industries Section of the United Appeal Campaign; Team Captain J. E. Eames, I. M. Barbree, R. A. Bechtold, R. O. Jones, S. K. Morgan, J. A. Wachob, R. J. Walter. Jim Eames reports the team has called on 37 area businesses.

MARTIN-MARIETTA BUYS EMR INSTRUMENTS UNITS

EMR-T's Instruments Organization has been awarded an order by Martin Marietta Corp., Orlando, for a quantity of Frequency Response Analyzers for use in sophisticated missile systems.

The Model 1410 Frequency Response Analyzers will be utilized in production testing of the guidance control system for the missiles. The EMR units are scheduled for delivery during 1972.

ANNIVERSARY GREETINGS

Included among the 36 EMR-T employees marking service anniversaries this month are four of our colleagues observing major anniversary milestones of 5, 10, and 15 years. Happy anniversary to:

- 1956 - Martha M. Feil
- 1961 - Claude Howard, Dick Vorce
- 1966 - Jerry Schultz

BASS, BYRD VISITING AEROSPACE CUSTOMERS

Marketing Manager Shelby D. Bass and Clarence G. Byrd, Manager of Research and Engineering, are visiting major EMR-T aerospace customers throughout the nation.

"We are spending a week in each Salesman's territory, calling on clients and discussing our products and future business outlook," Mr. Bass explained. "Our aims are to gain a better understanding of the needs of our aerospace clients, and to exhibit our interest in their business."

Some 25 client companies have already been visited in a series of trips with Carl Steineckert, in the Lancaster, Calif., area; Ray Claflin, in the Boston area; and Ross Tilton in the Denver area. The two Managers expect to visit the remaining areas between now and year-end.

EMR WAS THERE

EMR-Telemetry was well represented at the recent annual dinner meeting of the Economic Development Council of Sarasota.

Some of our equipment was set up and on display, thanks to Gerry Breyton, of Marketing. Then, when the "Manufacturer of the Year" received his award at the EDC affair, it was presented by our Manufacturing Manager Norman Siegel, President of the Sarasota County Manufacturers Association.

And, by coincidence, the award recipient was ex-EMR employee Wally Lund who now heads his own business called Automotive Electronics, Inc. Wally was a Production Foreman here 1957-1963.

ATTEND CONFERENCE

Bill Hardman and Tom Antzack, of Industrial Marketing, attended the Pollution Measurement and Control Conference in Boston last week. The sessions were part of IEEE NEREM (Northeast Electronics Research Engineering Meeting).