

# PULSE



SANGAMO WESTON  
**Schlumberger**

SANGAMO WESTON, SARASOTA  
P. O. BOX 3041  
SARASOTA, FLORIDA 33578

NEWS ABOUT SANGAMO WESTON, SARASOTA

Happy Holidays December 1978

TO ALL EMPLOYEES:

As we prepare to enter a new year and implement our plans for 1979, each of us probably does some reviewing of the current year's activities. For EMR Telemetry, this was a banner year -- in growth, business volume, in the transfer of the Data Recorder people and products to Sarasota, and in our profit picture.

Expansion and improvements in our plant facility are now quite evident, and tremendous growth in employment has been accomplished. These dynamic changes have placed heavy responsibility on many EMR employees, and I want to commend those of you who have exerted the extraordinary effort to reach those goals. I also want to welcome the many new employees who have joined EMR this year.

I look to 1979 for continued growth in business volume and increased research and development activity. A realigned organization, recently announced, will give us new impetus toward product line responsibility. I ask your continued cooperation in 1979 to meet the new challenges.

To you and yours, my sincere wishes for health, happiness and a joyous holiday season.

Thank you for your loyal efforts, and may 1979 bring prosperity to you and EMR.

Sincerely,

A. J. Martin

## OPEN HOUSE IN 1979

When can your family visit our plant to see the completed renovations? "We're hoping to have Family Open House in February or March, if all goes well," Personnel Director Phil Casesa says.

## CHRISTMAS DANCE WELL ATTENDED

Some 500 employees and spouses or dates made merry at the annual Christmas gala held at the Shriners Club Saturday, December 16, reports Wendy Schroyer who was in charge of the Dance arrangements. The Free Spirit Band played for dancing.



## IT WAS A VERY GOOD YEAR -- AND A BUSY ONE

It's been a big year. In growth, in business, renovations, changes. Here are some highlights:

Employees -- Our employment has doubled over the past 18 months to nearly 1100 employees at year-end. Not all are new employees, however. There are 248 employees with 10 years of service, or more.

Business -- Really booming. Total orders for 1978 are 40% over budget and 160% greater than 1977. Total business (shipments) for 1978, about \$38,000,000-- more than double the 1977 shipments. Profitability looks good, pending year-end results.

Data Recorders -- For Sangamo Weston's Sarasota employees, 1978 had another big plus -- the addition of a product line of very sophisticated instrumentation data recorders and the addition of a group of fine gentlemen and ladies who transferred from Springfield, Ill. Some 56 Sangamo Electric employees, plus their families have broadened our technical ability as a company, and provided us with new friends -- both here and in the field in Sales and Service.

Building Program -- Major expansion and improvements in our facility are now entering the final phase. We have added 90,000 square feet of space in the new section, and renovations continue. Target date for completion of the improvements is March, 1979.

Director of Operations Norman Siegel gives us some details: An industrial designer was engaged to help make our facility a cheerful, pleasant place to work. Notable improvements include our colorful cafeteria...outdoor eating areas (north, south and west of the building)...upgrading outside areas including plantings, outdoor lighting, parking areas illumination, sprinkling systems. (Incidentally, plantings come with a one-year replacement guarantee.) Some of the landscaping utilized trees and shrubs from other parts of our 90-acre property to make the plantings

attractive but not extravagant...Offices and hallways are being repainted. Offices will be carpeted and new tile floor covering placed in other areas. Total floor covering will be nearly 300,000 square feet...All new work benches...All chairs will be replaced by new chairs in decorator colors. (The old ones have been sold.) Furnishings continue to be repainted and new desk tops installed...Our machine shop now has "color-coded" equipment -- cream-colored lathes, blue mills, lavender drill presses and green grinding equipment.

### SWS BUSINESS VOLUME INCREASES

"We are entering our sixth year of building oil well logging equipment for Schlumberger Well Services of Houston, Texas," reports Frank W. Bloechl, Program Manager for SWS Projects. "The business has increased from \$100,000 in 1973 to a multi-million dollar level in 1978 and will double that figure in 1979."

SWS provides oil well logging services to drillers all over the world. The logs tell the well driller what the possibility is of locating oil or gas, and what yield may be expected.

"In Sarasota we are building complete Cyber Service Units (CSU) -- complete systems, controlled by computer, which receive data from the well hole, analyze it, and display the data on a special fiber optic CRT screen," Bloechl explains. "The data is automatically photographed on long strip charts and analyzed in the field by highly qualified SWS Engineers. The oil company then makes a decision as to whether to continue drilling or abandon the hole -- a decision based largely on the SWS Engineer's report."

As oil and gas become harder to find, exploration increases and holes have to be drilled deeper -- some deeper than 25,000 feet. This means more work for SWS field crews and for companies such as Sangamo Weston, Sarasota.

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## JUST CALL US "SANGAMO WESTON, SARASOTA" FROM NOW ON

SANGAMO WESTON, SARASOTA is now our proper business name. This revised company identity and our realigned organization relate to the product lines the company has.

As SANGAMO WESTON, SARASOTA, our three major product line businesses operating within the Sarasota facility will be identified as:

**EMR DATA SYSTEMS** -- includes Data Acquisition, Data Reduction, U.S. Government and Weather Data products and systems. S. K. Morgan has been appointed Director - Data Systems.

**SANGAMO DATA RECORDERS** -- instrumentation tape recorders. A. J. Martin is acting Director - Data Recorders.

**INDUSTRIAL SYSTEMS** -- formerly supervisory control or remote monitoring and control products. D. K. Turrell is appointed Director-Industrial Systems.

Starting in January, 1979, our letterheads, brochures and advertising will utilize SANGAMO WESTON, SARASOTA with the corporate logo, and the identities as follows:

Sangamo Weston, Sarasota -- general communications common to the facility.

EMR Data Systems -- specific communications relative to Data Acquisition, Data Reduction or Weather Data products and systems.

Sangamo Data Recorders -- specific communications relative to the Recorder product line.

Industrial Systems -- specific communications relative to the Industrial (Supervisory Control) products and systems.

### WORD PROCESSOR HELPS

A new CPT Word Processing System is now in operation in our Technical Publications Dept. Bob Buckholz, Marge Bonner, Carol Byrne, Jo Ann Navitsky and Barbara Scheffer have all been trained on the new system. This newsletter was prepared on the new word processor -- a great improvement.

### SIGNIFICANT CONTRACT COMPLETED FOR PACIFIC MISSILE TEST CENTER

A major contract was completed this year with Grumman Data Systems to furnish the Pacific Missile Test Center, Point Mugu, Calif., with a telemetry formatting subsystem. The contract was valued at well over \$2,000,000. Our equipment forms part of a larger system which gives the Navy the capability of acquiring and interpreting data on national defense and space programs such as the Trident missile program. Frank Bost was Program Manager and Roy Paxton Project Engineer -- with lots of help from many colleagues.

### ORIGINAL SCULPTURE CREATED FOR US BY COLLEGE STUDENTS

A large two-piece sculpture, symbolizing Sangamo Weston's involvement in sophisticated electronics, has been placed at the entrance to our main lobby. The work was commissioned by Sangamo Weston, Sarasota and created by the monumental sculpture class of New College, University of South Florida.

Ten students who worked on the project originated the idea for the sculpture, built a small model, and won the commission to build the work. Made of ferro-cement, the sculpture consists of two pieces, nearly nine feet tall and about half that wide. The surfaces are imprinted with the designs of electronic parts and circuitry produced and assembled here.

Jack Cartlidge, Assistant Professor of Fine Arts at New College, USF, responded to an inquiry from Norman Siegel of Sangamo Weston, Sarasota, about an appropriate sculpture for us. "The project is a nice example of industry, fine arts and education working together," Siegel said.



**INDUSTRIAL SYSTEMS EQUIPMENT  
DELIVERED TO INDIA AND FAA**

Seven FAA Surface Wind Monitor Systems were put into service in 1978 by Sangamo Weston's Industrial Systems group, according to Don Turrell, Director-Industrial Systems. The locations are airports in Tampa, Atlanta, New York's JFK, Boston, Houston, Denver and Oklahoma City. The system monitors surface winds on landing runways to predict "wind shear" -- a major shift in wind speed or direction which would affect a landing aircraft. "An order for 17 additional systems in 1979 has been received," Turrell said.

Another 1978 Industrial Systems contract involves delivery of equipment to India. "Project Titan Phase I equipment included 3200 hardware and a PDP11/03 Master Station controlling six offshore oil and gas drilling/production platforms in the Indian Ocean, 120 miles northwest of Bombay," Turrell said. "The system monitors and provides remote control capabilities for 400 points on each platform. Additional hardware scheduled for delivery in July, 1979, consists of a fully redundant PDP11/34 computer system, color graphic CRT displays and the new SUPCON DOS Software System."

**SPORTS HIGHLIGHTS FOR 1978**

The EMR Men's Softball Team came up with a nine-game winning streak to zoom in for a 2nd place trophy... The Women's Softball team reports, "We may not have had the best win record, but we had a lot of enthusiasm and fun." ...Now in first place in the Merchants League is the EMR-sponsored Men's Bowling Team. On the team are Jerry Belveal, Joe Faso, Eric Hogberg, Walt Knopik, Don Norris and Tom Toler...Some 40 employees plus friends are now enjoying the Mixed Bowling League at South Gate Lanes, Wednesdays, 7 p.m. We have 16 teams. Be sure to come root for your favorite team.

**WELCOME DATA RECORDERS**

When the Sangamo Data Recorder product line came to Sarasota, many employees wondered what kind of tape recorders these machines are. Jerry Ramsey, Director of Sales for Data Recorders, supplies some background:

They are very complex instrumentation data recorders used in a research environment -- biomedical research, aerospace applications, and by auto manufacturers, NASA, oil companies for geophysical and seismic research, power utility companies, and other research applications...The price tag for these sophisticated data recorders can be from \$25,000 to \$125,000 each. The tape recorders can accommodate simultaneously 7 tracks, or 14, 21, 28 up to 48 tracks -- analog and digital and high density recording (HDR)...With new technology, these data recorders can put 33,000 bits of information per inch per track. Growth projection for tape recorders is estimated at 12% per year.

And Sangamo Weston, Sarasota is now the only company in the world with both telemetry and tape recorder capability in one company, Gerry says. WELCOME DRD!

**WHERE DID THE TIME GO?**

Congratulations to our 20-year employees who received their gold watches and service awards in 1978: Marcel Dagenais, Gene Harbert, George Phillips, Margaret Herbst, Roland Olson, Joe Lehmann, Pervis Sanders, Larry Dunham, Joe Faso, Everett Emrick, Skip Brawn, Richard Dungan.

If you think 20 years is a long period of service, how about Hank Franz (39 years), Bill Wilson (37), Bob Johnson (35), Bob Heaton (31), Bill Kessler (28), Eldon Andrews, Maurice Calvert & Charles Flatley (all 27 yrs). Don Wilson (26), Don Parker & John Moore (25), Florence Johnson & Jack Boehner (23), Jim Stein, Ron Connolly, Bill Black, Chris Freeberg, Virgil Wessendorf, Stan Sniffen & Tom Mussatt (all at 22 yrs). In 1977, there were 43 employees who received their 20-year service award watches.