



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

NEWS ABOUT SANGAMO WESTON, SARASOTA

Vol. II, No. 5

APRIL/MAY, 1980

NEW 'XPRT' LINE IS NOW BEING SHOWN TO CUSTOMERS

'XPRT' -- a new acronym to Sangamo Weston employees -- is the catchy term our EMR Data Systems people are using for a new series of telemetry equipment. 'XPRT' is short for eXpandable Processor for Reduction of Telemetry. The products are identified by 1700-series model numbers.

The XPRT products were introduced to Data Systems sales people at the Lake Tahoe sales meeting recently, and the response was enthusiastic. 'Several of them commented that it was encouraging to see such a good new product line introduced by snappy and colorful literature,' reports Jud Strock of Applications Engineering. 'Some potential XPRT customers have seen the XPRT also, and it appears that we have a winner,' Jud says.

The XPRT products are a family of printed circuit cards that can be selected to make up the customer's desired system configuration. This concept minimizes special system design and makes it easier to build and stock standard equipments in manufacturing. R & D design team members included Robert Williams, Jack Bishop, Bev Kitaoka, Ty Rigdon and Phil Potts.



Jim Graham with the XPRT-1

LTD-- NEW BENEFIT INTRODUCED



Our newest benefit -- a Long Term Disability Income Plan -- received serious attention from employees. Pictured is one of the ten groups of employees who met in the Cafeteria to hear details about the LTD Program. All employees who are currently on the active payroll, and who have been with the Company for one month, are eligible to sign up for the LTD Plan during the month of May. If you have any questions about LTD, please call Ruth LaCroix, Ext. 526.

AUTO SAFETY TESTING USES OUR EQUIPMENT

Equipment from EMR Data Systems has been delivered to Ford Motor Company for testing and calibrating dummies used in automobile crash tests. Data is collected from the instrumented dummies during car crashes into a barrier at Ford's Dearborn, Mich., facility.

Earlier, other EMR equipment had been supplied to the auto maker for collecting the data during the actual crashes. The total system is being integrated for Ford Motor Company by Ford's Aero division. This project is part of the testing program in preparation for the installation of airbags in cars starting about 1982.

GRADUATING ?

June is graduation month. Our June issue of PULSE will highlight news and photos about employees and members of their families who are graduating. A handy form will be available (through Supervisors) for your use in reporting your news items.

An Equal Opportunity Employer M/F

INTRODUCING THE EMPLOYEES IN MATERIAL STORES

Our Material Stores group (Stock Room), under the supervision of Bill Thompson, coordinates the receipt, storage, and disbursement of over 35,000 inventory items, representing over \$6.5 million. Included are materials for Data Systems, Data Recorders, Industrial Systems, and SWS production. In addition, all the supplies to support manufacturing -- such as raw metals and chemicals -- are handled by Stock Room personnel.

With the implementation of 'AMAPS,' a computer system which will allow us to look forward and anticipate our future material needs, the accuracy of the inventory records becomes vital. This is accomplished by good Stock Room security and through cyclic inventories taken every day by Stock Room personnel. We have improved our inventory accuracy from 45% to over 90% in the past year.



Don Parker

Don Parker
Manager, Material Control



Components and materials for Data Systems and Industrial Systems equipment are handled by: Mimi Taylor, Group Leader Murph Getgood, Lilly Matarazzo, Don Howk, and Chuck Obenauer.



Data Recorders materials are handled in the Stock Room by (foreground) Renee Bertucci, Shirley Wilde, Group Leader Bunny McFarland, and (standing, background) Nancy Warren and Dan Deakin.



Rita McCrea and Penny Haller issue stock items and assist fellow employees who are 'customers' at the Stock Room window. John Fierstos is at right.



In the SWS Section of our Stock Room, Group Leader Chris Gates is at the computer terminal used for AMAPS data. At the window, Susie Kennedy serves 'customer' Judy Mewes. At right, Rick Hope and Louise Schmitt are handling SWS P.C. boards.



The Stock Room's Inventory Support Group includes Harriet Fincher, Supervisor Bill Thompson, Melody Dilung, John Sapp, and John Elliott. Missing from photo is Barbara Dietz.
(Cont'd on Page 5)

LETTER OF APPRECIATION

Department of Transportation
FEDERAL AVIATION ADMINISTRATION
National Aviation Facilities
Experimental Center
Atlantic City, New Jersey 08405

April 25, 1980

Mr. Antony Martin
Sangamo Weston, Sarasota

Dear Mr. Martin:

We are presently anticipating delivery of the final version of the Sangamo Weston software program that is used for operation of the Federal Aviation Administration's (FAA) Low-Level Wind Shear Alert System (LLWSAS).

This will effectively complete a close association between personnel of this division and your Industrial Systems Group. This association has resulted in a highly successful telemetry system for the detection of surface wind shear in the airport terminal area. This type of wind shear had been identified by the FAA and the National Safety Transportation Board (NTSB) as the prime culprit in a series of commercial aircraft accidents. Within a short span of time, we progressed from drawing board to active system installation and operation at 24 airports with 34 more due for installation.

Sangamo Weston has played a most commendable role in this contribution to air safety. Your equipment has demonstrated a proven reliability and your service and diligence in helping to overcome developmental problems has been outstanding.

Certainly many of your employees have contributed. However, we do wish to cite several whom we can personally acknowledge as exemplary.

William Hardman, your Marketing Manager, has consistently shown genuine concern for our progress and never failed to respond or deliver. Few people in 'marketing' positions have such a solid technical knowledge of their equipment line as Mr. Hardman.

Lou Coldren, the FAA Program Manager, is perhaps the most versatile systems engineer that we have encountered. From start to finish, Mr. Coldren was the mainstay of our effort. He was always dedicated to getting the job done correctly.

Bob Petrey, your Customer Service Manager, was instrumental in attending to field installation difficulties. His hours were long and arduous, intermeshed with travel and

home office duties. We know of many instances when Mr. Petrey worked 'above and beyond.'

These employees are a credit to your organization. We would gladly steal them from you if we could, but their loyalty to Sangamo is apparent.

Please convey our appreciation to them and to the other contributory elements at Sangamo for what we consider a job well done.

Sincerely,

Lawrence Langweil

Acting Chief, Airport Development Division, ANA-400

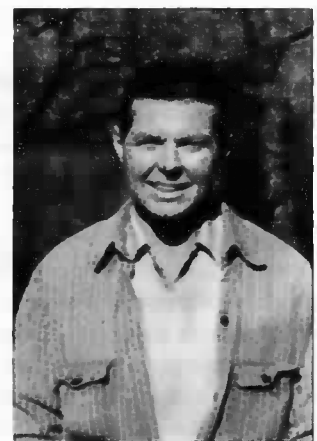
TOP SALES PEOPLE WIN AWARDS AT SALES MEET

EMR Data Systems Sales personnel met at Lake Tahoe April 28-30. They were introduced to the new 'XPRT' series products; 'XPRT' training sessions were conducted, and awards were presented to top Sales people.

Top Sales Award went to Carl Steineckert, of our Lancaster, Calif., office, who booked over \$4 million in 1979. Bob Murphy, of our Southfield, Mich., Sales Office, was runner-up with a solid \$2.6 million in orders. Both Salesmen received shares of Schlumberger stock. In addition to Steineckert and Murphy, the following Data Systems Salesmen were Quota Busters, surpassing their sales quota for the year: Terry Miller, of Irvine, Calif.; Cal Brewster, Albuquerque, N.M.; Jim Clements, Huntsville, Ala.

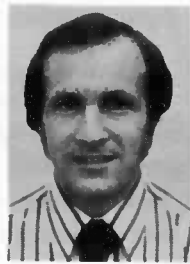


CARL STEINECKERT



BOB MURPHY

APRIL & MAY ANNIVERSARIES



Anniversary greetings to Horace Mink (left), of our Paint Shop, who joined us May, 1970, and to Stan Baron, of SWS Test, who has been with the Company since April, 1965. At right, Julian Cecio, of Customer Service, Lancaster, Calif., marked his fifth service anniversary in April.

QUESTIONS & ANSWERS

Q. How many employees have signed up for our new Long Term Disability Income Plan benefit?

A. Before we went to press, over 900 employees had already signed up.

Q. What happens if I don't sign up for LTD during May? Can I sign up later?

A. Yes, you can sign up later. But you will have to submit evidence of good health to the Insurance Company, and any pre-existing condition would not be covered for the first 12 months. If you sign up during May, 1980, there is no physical or pre-existing condition clause--an advantage for you. New employees will have to wait 30 days to be eligible to sign up.

Q. I received a statement from the hospital showing that I owe them some money. But when I was in the Emergency Room, they said they would file with the Insurance Company. What should I do?

A. The bill was sent to our Insurance Office. When the bills arrive in our Insurance Office, they are held until the employee submits the required blue Benefit Request Form, together with any other charges that will be billed directly to the employee. Until you fill out the blue Benefit Request Form, we cannot file a claim, and you will continue to receive statements from the billers. So please fill out the blue form.

LETTERS



The Data Recorders Field Sales force of the Eastern Region would like to take this opportunity to express its thanks to all those people involved in the manufacture, test, and engineering of the four Sabre X's delivered to Fort Meade.

The acceptance of those Recorders has thus far gone very smoothly. The customer is very impressed with the Sabre X performance. Your efforts have played a big role in cultivating a lucrative account that we have had very little success with in the past. Again, thank you for your efforts.

Bill Vernooy

Eastern Regional Manager

CONGRATULATIONS!!



SENG TAN (Systems Engineering Section) and his wife Tu announce the arrival of their son, Jeffrey, born March 28, 8 lb., 7 oz.

SHIRLEY LEE, of Assembly, and her husband Tony are the proud parents of a baby boy, Thomas Franklin, born April 16, and weighing 6 lb., 11 oz. The baby's grandmother is Ernestine Ray, of Inspection.

DEBBIE LAHMERS (Systems Assembly) and Dave Lahmers had their daughter Heather Anne arrive on April 29th, weighing 8 lb., 5 oz.

GAIL SALTER, of Assembly, and her husband Glenn welcomed their daughter, Dixie June, on April 5, at 5 lb., 15 oz.



CHIP VOSS, of our General Assembly group, married Pamela Sue Sutton on April 5.

BARBARA SWOMLEY (Stock Room) became Mrs. Robert Dietz on April 18th, in a wedding ceremony at sunset on Turtle Beach.

ANNA STRINGER (Accounting) and RON BARTON (Traffic) were married on March 22. Ron's dad, Barry Barton, is in Applications Engineering.

INTRODUCING EMPLOYEES IN -- OUR STOCK ROOM (cont'd)



Handling bulk storage for the Stock Room are (left) Dan Michelson and Henry Lamb.



Receiving and packaging standard parts in the Stock Room are Billie Godwin and Eugene Kennon.



Joe Yeager and Bob Obenauer handle sheet metal and other raw metal stock for our Stock Room.



Incoming SWS materials are received in the Stock Room by James Woodward and Al Balleroni.

BOWLING WINNERS

Sangamo Weston League Bowlers celebrated the end of the season at their bowling banquet on May 3 at the Eagles Club. Individual trophies and team money went to the winners. Congratulations to:

FIRST PLACE TEAM Rebecca & Russ Phillips; George & Kathy Jacobs

HIGH AVERAGE Orley Vanderwest, 179

HIGH THREE GAMES Scratch: Orley Vanderwest, 648; Doris Pruitt, 609. **Handicap:** Jeff Norris, 741; Marilyn Johnson, 690.

HIGH SINGLE Scratch: John Wooster, 263; Candy Miller, 223. **Handicap:** Paul Copen, 281; Camille Gutermuth, 267.

MEN'S SOFTBALL

Our Men's Softball Team was in first place in their Division as PULSE went to press, with a record of 16 wins and 2 losses. If they keep up their winning ways, they should be headed for the playoffs starting the first week of June.

NEW WALL IN TEST

That new wall in the Data Systems Test Department is for testing Industrial Systems products. The wall will be used to mount Industrial Systems products in the system configuration that will be used by the FAA (Federal Aviation Administration) to fill their needs around the country at many airports for the Low Level Wind Shear Alert System.

'These products are from our Model 3200 Series, assembled by employees in Pat Bowers' and Margaret Dill's Assembly Departments,' Test Supervisor Bill England explains. Now that there is a wall to hang the units on, the System testing can be done in our Manufacturing Test Department. Previously the System testing was done in the Engineering area. We will be delivering 34 systems over the next twelve months, with good prospects for follow-on business.

WOMEN'S SOFTBALL

Team Manager Evelyn Christian is proud of her hard-working softball team. 'We expect to do much better next season,' Evelyn said.

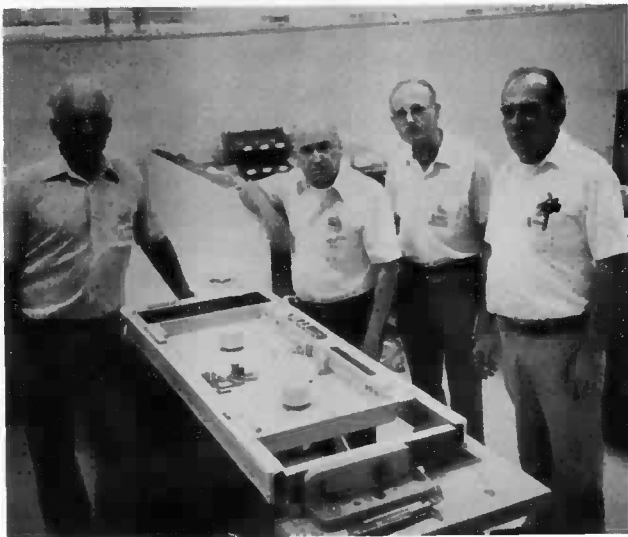
DATA RECORDERS TEST MOVES INTO NEW ROOM

Our Data Recorders Test Department has moved into new quarters -- a specially-constructed, environmentally-controlled facility where temperature, dust and humidity can be controlled for testing the sensitive Sangamo data recorders. A part of the new facility is also devoted to precision mechanical assembly of the tape decks.



Pictured at Test Stations in new Tape Recorder Room--Left, Walter Holmes with Manufacturing Engineer Jim Guthrie; top right, Kevin Rolfe and Terry Hurst; far right, Tom Koszoru; foreground, Bill Young.

Plant Maintenance and Engineering employees completed the special facility in just under three months without interrupting the normal work flow in the Data Recorders Test and Assembly areas. Work is now underway on rearranging the nearby Tape Recorder Assembly areas. This phase of the move will include modifying electrical hook-ups and moving work benches for the tape recorder electronic and cabinet assembly groups.



In our new Tape Deck Assembly area, pictured around a Sabre IV deck assembly are: Bill Freund, Supervisor Hank Franz, Vic Letterman, and Dick Krawetz. Missing from photo is Herb Hasty.



Another view of Tape Recorders Test Stations -- Foreground, Miguel Abreu Suarez; center, Paul Muenster; at right, Chuck Collins.

NEW RETIREE



Pearl Reissig, of Reprographics, elected to begin early retirement in April, after more than 19 years of service with Sangamo Weston in Sarasota. Pearl plans to take some time off to rest and relax. She shares her husband's interests in boating, fishing and target shooting. 'I've enjoyed working here and I'm going to miss the people, but it will be nice to get away from the daily job pressures,' Pearl said. Have fun, Pearl.

**FIDDLE
FADDLE
PADDLE**



Fifteen Sangamo Weston couples headed out to Arcadia for a half-day canoe trip on the Peace River recently. The outing was organized by Tom Thomas, of Quality Assurance, who says he's willing to plan a similar outing again. He will post a notice on bulletin boards for those who are interested.