



SANGAMO WESTON

Schlumberger

SANGAMO WESTON, INC
DATA SYSTEMS DIVISION
P O BOX 3041
SARASOTA, FLORIDA 33578

NEWS ABOUT SANGAMO WESTON, SARASOTA

VOL. III, NO. 11

OCTOBER, 1981

SHIPMENTS OF \$5,000,000 IN OCTOBER SET NEW HIGH FOR SWS PRODUCT LINE

Shipments in the SWS product line are expected to reach a new high of over \$5,000,000 for the month of October, according to Frank Bloechl, SWS Projects Program Manager. This record SWS shipment consists mainly of 19 CSU systems -- considerably higher than the previous one-month high of 13 systems.

"This achievement is a credit to all employees involved in SWS production," said Pat Kindred, Director of Operations. "It has required a considerable effort, and they have done an outstanding job."

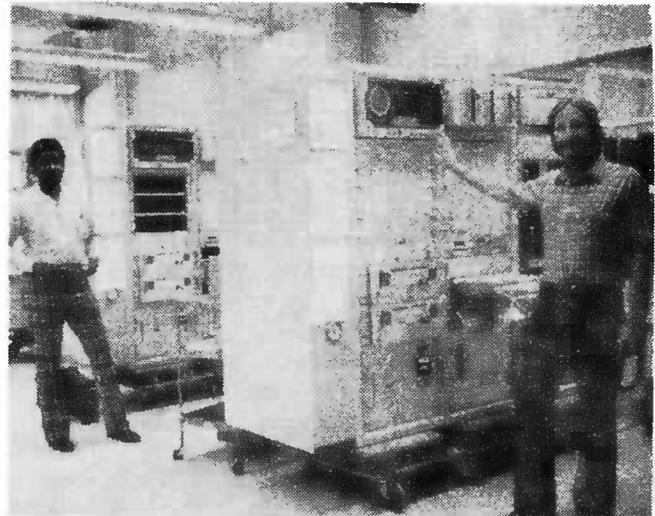
With improved scheduling, we are now shipping systems throughout the month, rather than making the majority of our shipments near the end of the month, Bloechl said. In addition to the efforts put forth by the entire SWS production team, AMAPS material planning also contributed significantly to achieving this record shipping volume.

During 1981, CSU (Cyber Service Unit) system shipments are expected to reach 139 systems, plus a large quantity of spares, Bloechl reports.

"We are also scheduled to ship over 130 CSU systems in 1982," Bloechl stated. "Every time we roll one of those big blue Schlumberger systems to shipping, we are adding to

our sales and to Schlumberger's ability to provide better service to their customers. Let's keep them rolling -- or, as the Houston Oilers' fans say, 'Luv ya Blue!'"

(See page 2 for a salute to the employees who made it possible to achieve this new record.)



Technicians Jim White and Rich Hubbard with Cyber Service Units during test prior to shipment to Schlumberger Well Services.

FAMILY PICNIC IS NOVEMBER 7

IT'S FAMILY PICNIC TIME. The big annual picnic event for employees and their families is scheduled for Saturday, November 7, from 11 a.m. to 5 p.m., at the Royal Coachmen Resort, south of Sarasota.

The menu (all you care to eat) will feature an old fashioned barbecue -- ribs and chicken, plus potato salad, baked beans, cole slaw, beer and soft drinks. Food will be served from 11:30 a.m. to 4 p.m., or until we run out!

There'll be games, prizes, music, and an exciting new event -- a dunking tank, with some hardy Managers

agreeing to serve as targets for dunking. Activities include swimming, miniature golf, tennis, softball, volleyball, horseshoes, tug-of-war, bingo, and more.

For the youngsters there'll be a Moon Walk, and many other games and prizes.

Admission to the Picnic is by ticket only. Please return your ticket request form to your Supervisor by October 30. Tickets will be distributed to employees at work during the week of November 2.

Y'ALL COME!

An Equal Opportunity Employer M/F/H/V

\$5,000,000 IN SWS SHIPMENTS DURING OCTOBER -- A SALUTE TO THE EMPLOYEES WHO MADE IT POSSIBLE

These signatures-- from the many employees who work on SWS projects in various departments-- symbolize our pride in the quality of SWS work produced, and a job well done.

Wayne McCombs	Richard Neigel	Hazel B. Taylor	Anna Schuman	Dennis Butler	Jeff Norris	Susan K. Morris
Therly Baron	Joseph Vongler	Sally Jones	Faye Smith	Theresa Hughes	Bladonna Mink	Shirley Star
Don H. Samson	Edward Elverson	Hatmyng Duke	Lyle Bragg	Chen Gate	Don Case	Becky Lindsey
Richard L. Hall	Robert Paul	James Smith	L. Harris	Fatty Jones	D. B. Guadagni	James H. Stalder
George Vester	Shirley P. Cobb	Woodie Lewis	Jonnyard McWhorter	Wayne Evans	Frank M. Holmes	John Stalder
James E. Homborg	Harold Palek	David Walker	Helen Jacobs	Mary Jane	Marc K. Katarian	Star Jeanette
Frank Blood	Chilly Stalter	Betty Barr	Ann Stinton	Margaret G. Dill	Theresa	Lillian Egan
Charlene Parrell	Donald Papant	Cleo Brown	Judy Stoby	Allyene McCoy	Verian Williams	Buel Stang
Phil C. Lygath	Don Stover	Wanda Roberts	Emma S. Brown	Zuelya Christian	Simon Kerner	Willie Moninger
James W. White	William A. Knack	Pearl Manning	Orlando D. Balle	Monica Kaskowaty	Jan Sutter	Agnet Ellis
Franklin E. Glak	Robert T. Grodoo	Orlando D. Balle	Wanda Roberts	Peggy Woodruff	Conny Smith	Dave Umbello
ROBIN S. SPEIDEL	Stan Pathway	Alan K. Kinn	Ernestine Day	Josephine Young	Lila Sandiford	John S. Sweeney
Lucille McEhee	Long Hallard	Ernestine Day	Ernestine Day	Marjorie Lee	Nathaniel Johnson	Carolyn Cox
Steve Thaggard	Billy Fisher	Ernestine Day	Ernestine Day	William Johnson	Angela J. Fox	Judy Reeves
Shirley Terry	Greg Williams	Ernestine Day	Ernestine Day	Marta Howard	Evelyn Busbee	Phil Garcia
Kina Van Sant	Ludwick B. B. B.	Ernestine Day	Ernestine Day	Margaret Kasper	Bert H. T. T.	Carol Waters
Vivian S. S. S.	Norin Henderson	Ernestine Day	Ernestine Day	Ann Bennett	Mallorie Houston	Jan Pope
Fite Ballerani	Paul D. Huffman	Ernestine Day	Ernestine Day	Diane Harrison	Shirley K. K.	Jan Pope
Doris Joubert	John Blaggy	Ernestine Day	Ernestine Day	Martha Lamb	Kathleen	Jan Pope
Sharon Stook	Sam Vito	Ernestine Day	Ernestine Day	Marilyn E. Hillman	Edith McDowell	Jan Pope
CARMEN DROSON	Helen D. D.	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Ruth Dantler	Roy Rogalicki	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Wilma Baldwin	John Sundman	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
John D. Wilson	E. E. Williams	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Shirley Chaffet	Betty White	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Alva McKinney	Ben Ratz	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Etta Williams	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Lynne Fisher	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Robert Thomas	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Betty Hunt	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Edna Brown	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Melrose Lymer	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Thelma Shirley	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Meredith Baudet	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
William Smith	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Shirley Stern	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Rose Routong	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
BOB WIDENER	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Steve Crouch	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Dan Mickelson	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Juanita Malloy	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Vivian Owen	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
R. L. Sumner	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Maie Jose	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
Ellen Buschette	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope
BILL FREUND	Edna Brown	Ernestine Day	Ernestine Day	Anna Gant	Edith McDowell	Jan Pope



To all these employees, and those whose signatures we missed, congratulations on achieving a new record.



WELCOME TO OUR NEW FAIRCHILD AVIATION RECORDER COLLEAGUES

During the next few weeks, our new colleagues from Fairchild Industrial Products, Commack, N.Y., will be joining us in Sarasota. Pictured here are five individuals who are coming to Sarasota as part of the transfer of Fairchild Aviation Recorder product lines to this plant. The Fairchild Cockpit Voice Recorders (CVR) and Digital Flight

Recorders (DFDR) will be produced in Sarasota. Another product, the Fairchild Flight Data Recorder, will continue to be manufactured by the West Coast Fairchild operation in Los Angeles, California. General Manager S. Kent Morgan will head the new business segment as Acting Director for Aviation Recorders.



Hans Napfel
Engineering



Hans Kaiser
Production



Charles Grouse
Sales/Marketing



Barry Hawkins
Sales



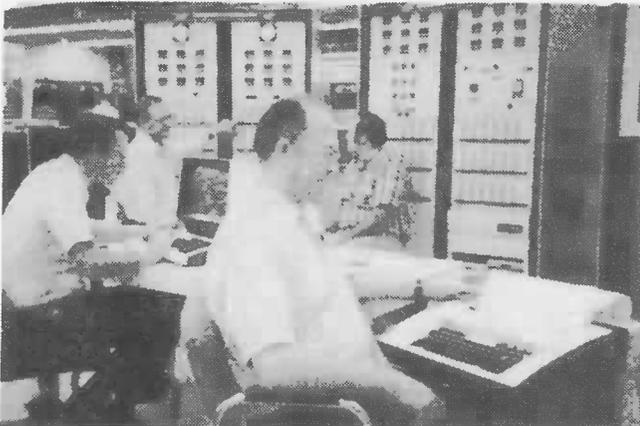
Carl Palkovich
Service

POWER SYSTEM GOING TO PORTLAND, OREGON

A new Supervisory Control System from Sangamo Weston's Industrial Systems group will soon be going to the City of Portland, Oregon, to assist that city's electric utility to monitor and operate power generating equipment located at the Bull Run River reservoirs and dams.

Our master station will be installed at the Portland General Electric Company's power house, located about five miles from the sites of two new power generators now being installed for the City of Portland's electric power system. The two Sangamo Weston Supervisory Control System remote units will be placed at two new dam sites. Telemetry data about water levels, kilowatts, volts, etc., will be relayed to the master station for evaluation and display.

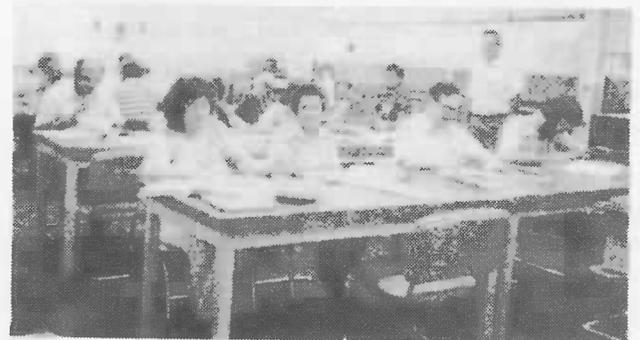
The Industrial Systems team includes Project Engineer Walt Knopik, Project Technician Bruce Putman, Al Pisacane, Darrell Powell, Allan Ross, and George Phillips' Systems Assembly group.



Jerry Baker, of Portland General Electric Company, and Sam Lewis, of the consulting engineering firm CH2M Hill for the City of Portland. In background are Walt Knopik and Bruce Putman, of our Industrial Systems group.

EMPLOYEES TAKING COURSE ON FORTRAN PROGRAMMING

Nineteen employees are attending an in-house class in FORTRAN programming being taught Wednesday evenings by Ray Paul, Principal Software Engineer in our Industrial Systems group.



Instructor Ray Paul, with his FORTRAN students, during mid-term exam.

The FORTRAN class, which is offered through Manatee Junior College, is good for credit in the college's Data Processing Technology department, and is one of four college-level courses currently being offered at Sangamo Weston for employees, with the Company paying full costs.

FORTRAN is a widely-used computer programming language, especially in engineering and science. Student programs written in FORTRAN are run on the Company's Data Processing Lab computer, a DEC PDP-11/70.

In addition to FORTRAN programming, other in-house courses now offered to employees in cooperation with MJC are: Technical Report Writing, Spanish I, and Finance for Non-Financial Managers. Plans are underway for new courses to be taught in-house for next semester. Your suggestions for new courses are welcome. Please call Garry Gierlicz, Personnel, Ext. 524.

NEW TAX LEGISLATION PROVIDES OPPORTUNITY FOR YOUR OWN INDIVIDUAL RETIREMENT ACCOUNT

Changes in tax legislation recently passed by Congress will provide new opportunities for financial benefits for most employees. Your own retirement planning could get a good boost through more liberal regulations governing Individual Retirement Accounts effective in 1982.

For tax years beginning after 1981, new rules apply to the establishing and financing of Individual Retirement Accounts, known as "IRA's."

First, the amount of contributions to an IRA that may be deducted by an individual is increased substantially.

Second, an individual who is an active participant in any qualified employer plan is now permitted to establish an IRA and deduct contributions to that plan on the same basis as an individual who is not an active participant in such a plan.

Third, the rules regarding contributions to spousal IRA's have also been liberalized. The new deduction limits provide an individual with a maximum annual deduction of \$2,000. For an IRA set up jointly with a nonworking spouse, the deductible ceiling is \$2,250.

If an individual retirement plan is created, money paid into the plan is deductible and the earnings on the money paid into the plan are exempt from tax. The money set aside, and the earnings thereon, will not be taxed until it is distributed to the individual after age 59-1/2. Distribution will usually be after retirement when the individual tax rate will be lower. There are substantial penalties for early withdrawal.

The establishment and funding of IRA's can involve the services of banks, savings and loan associations, insurance companies, regulated investment companies, or other financial organizations.

Within our own Company, Sangamo Weston and Schlumberger Benefit specialists will be examining the ramifications for employees and the Company of the new tax legislation. It will be some time before changes in benefits, due to the change in the tax law, could be fully evaluated.

As more information of interest to employees becomes available, it will be communicated to employees through PULSE, Direct Line and bulletin boards.

PLAN NOW TO BENEFIT FROM NEW TAX & IRA RULES

What can you, as a Sangamo Weston employee, do to start your financial planning for 1982 in order to take advantage of the benefits provided by the new tax legislation? Here are some tips:

1. List your assets, including your personal savings and retirement plans.

Remember your Company benefits and other assets, such as:

- Company-paid pension plan
- Schlumberger Contributory Investment Growth Plan
- Credit Union
- U.S. Savings Bonds
- Schlumberger Stock Purchase Plan
- Personal savings, investments.

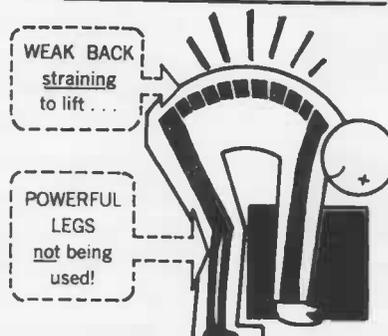
2. Review your Income Tax status. Look at your 1980 Income Tax Return, and estimate what tax benefits an IRA plan could have for you.
3. Watch for more news about the new tax legislation, and IRA's. Articles are appearing in financial news columns about potential benefits.
4. Study and compare IRA investment opportunities with commercial banks, Savings & Loans, stock brokers, insurance companies.
5. Evaluate your income, assets and liabilities.
6. Budget and plan realistically.

SAFETY TIPS FOR SMART EMPLOYEES

HOW A "PRO" USES HIS POWER:



AN UNTRAINED PERSON:



USE THE POWER IN YOUR FEET:



PHIL POTTS PROMOTED TO ASSOCIATE ENGINEER

Phil Potts was promoted from Technician A to the position of Associate Engineer in Telemetry Research & Development this month in recognition of his demonstrated technical ability. The advancement was made in accordance with the Associate Engineer Progression Program procedure adopted earlier this year.

The Progression procedure outlines the specific steps required for promotion from a salaried nonexempt position to exempt engineering positions. Minimum criteria for such promotions include:

- Two years of service with Sangamo Weston, and a total of five years of technical experience.
- Two years of technical schooling, or ten years of technical experience.
- Demonstration of greater responsibility than Technician A work, plus some project or engineering function responsibility.
- Written recommendation by the employee's manager, and technical interviews with two other Engineering managers, plus review by the Organization Manager, Personnel Manager and General Manager.
- Familiarity, experience and ability in 14 areas of technical knowledge and project management.

MARCEL DAGENAIS BECOMES ONE OF OUR EARLY RETIREES

When Marcel Dagenais, Supervisor of Sangamo Weston's Traffic Department for many years, elected early retirement this month, he announced he was moving to Loveland, Colorado, to go to a big job-- babysitter for his grandchildren. In Colorado, Marcel and Frances Dagenais will be reunited with their sons, Rod and Dwight, and their families, including five grandchildren.



Marcel joined our company in January, 1958, moving to Florida from Northern Ontario. "I've only had three jobs in my whole working career," Marcel noted. "Running a drug store; working in a gold assay office in Timmons, Ontario, Canada, and 23 years with our company in Sarasota." He advanced from driver to Material Control, and then Supervisor of Traffic, where he headed the group responsible for Receiving and Shipping.

"I've always enjoyed my work and will miss so many wonderful friends here," Marcel said. Marcel's cheerful presence will be missed by his numerous friends at Sangamo Weston. Good luck, good friend.



Phil Potts (center) is congratulated on his promotion to Associate Engineer by F.V. Hinkel, Telemetry Product Line Manager (at left), and Jon Altenbernd, Manager of Telemetry R & D.

Phil Potts joined the Company in Sarasota in 1967 as a Test Technician. He subsequently worked in Systems and Telemetry R & D on a variety of projects, including the White Light Coronagraph, Water Quality Monitoring, Cable Communications System, and telemetry standard products. His technical experience has involved analog, digital and microprocessor technology.

Phil and Ann Potts are the parents of a son, Bradley, and a daughter, Frances. In his spare time, Phil enjoys working with his home-built microprocessor and the telescope he built in 1970.

ANNIVERSARY GREETINGS

Major service anniversaries are being observed during October by seven of our colleagues. Congratulations to:



Hank Zarnoski (15 yrs.), Pearl Jennings and Al Marion (10 yrs.), Ollie Stone and Frances Justice (5 yrs). Missing from this photo are Wayne Brinton (20 years) and five-year employee Larry Edwards, of Telemetry Sales, Cupertino, Calif.

CONGRATULATIONS!

Ron and Marilyn Johnson's new son, Aaron Joseph, weighed in at 5 lb., 10 oz., on October 13. Ron is in Data Recorders Marketing and Marilyn in Data Recorders Test

INTRODUCING OUR PLANT SECURITY GUARDS

The Guards who provide the plant security for Sangamo Weston's facility in Sarasota are employees of Burns International Security Services, Inc. Their responsibilities include buildings and grounds security, traffic and visitor control, and telephone switchboard coverage when telephone operators are not on duty.

In addition to their regular, round-the-clock security patrol, the Guards alert the appropriate managers, local law enforcement authorities, or emergency services when an emergency occurs. The Guards also have security clearances to enter areas where classified work is done. Our Guards and security system always try to give courteous service to the Company, its employees and visitors.



Lieutenant Karl Foltz
Burns Security Services



Raymond K. Bramel and Manny Brown.



Guards Larry Ritchey and Cliff Hayter. Cliff Hayter and Lt. Karl Foltz are also former employees of EMR.



Harold W. Batley and Raymond R. Morin.



Francis Hawley and Ed Parus.



George W. Bell