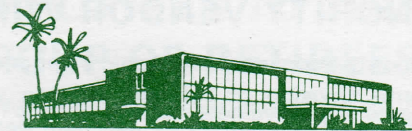


PULSE



FAIRCHILD WESTON

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

Schlumberger

NEWS ABOUT DATA SYSTEMS DIVISION

VOL. V, NO. 12

HAPPY HOLIDAYS

DECEMBER, 1983



TO ALL EMPLOYEES:

My staff joins me in wishing you and your families a joyful holiday season and much happiness and good health in the new year.

Our business progress during the past year has been in the areas of stability, consolidation of product lines and business segments, and targeting of our marketing efforts.

We survived the loss of the Wireline and Industrial Systems product lines because the remaining product lines grew 20%. Our business plans are in place and being executed. We look forward to a continuing growth rate of 20% per year over the next three years and a return to profitability. Our markets remain strong and we have introduced new products in all of our business segments which have received excellent customer acceptance.

The continuing growth of our Quality Circles program has provided us with the environment to work together to be successful. We have started a long-range plan to renovate our physical plant. There will be ongoing renovations in various parts of the building the next year, and on into the future. These facility improvements will make a better impression on customers and enhance the pride we take in our work and our working environment.

Our factory is being consolidated to improve product flow and reduce costs. We are adding automatic and semiautomatic production and test equipments. As a result, we will continue to improve efficiencies, utilization, and productivity. These costs savings will allow us to hire more people as our business grows.

I am confident about our abilities and optimistic about our future. Looking ahead, we can anticipate a solid, successful 1984.

I wish to thank all of our employees for your efforts and support during 1983. Enjoy your holidays, and return refreshed and ready to meet the challenges and opportunities of the new year.

R. J. Keller
General Manager

December, 1983



AN EQUAL OPPORTUNITY EMPLOYER M/F/H/V



MINORITY VENDOR WINS AWARD OF RECOGNITION

A Minority Supplier of electronic components to the Data Systems Division of Fairchild Weston was awarded a certificate of recognition for excellent performance as an "Outstanding Disadvantaged Vendor, 1983." The certificate was accepted by Frank Ritchelli, Vice President of Pan American Electronics, of Pompton Lakes, N.J.

Pan American Electronics was nominated for the award by our Procurement Department. The vendor was cited for fostering the advancement of minority economic development by the Florida West Coast Minority Purchasing Council.

Gary Bowers, of our Procurement Department, serves as Small Business Liaison Officer for our Division. Fairchild Weston has joined with 29 other companies in the Florida

"NAME THE SNACK AREA" DRAWS CLEVER ENTRIES

A ribbon-cutting ceremony on December 5 inaugurated a bright new centrally-located snack area for employees. The new break area is serviced by vending machines, and supplements our regular Cafeteria.



Malcolm Unsworth cuts the ribbon to open our new Snack Area.

Entries are now coming in for a new name for the Snack Area. Among the many suggestions employees have submitted so far are:

The Breakaway	The Oasis
The Pub	The Eatery
Sugar Heaven	Bits & Bites
The Inn Between	Malcolm's Munchie
Wometco Expresso	Dexter's Diner
Elbow Room	Quick Stop
Digestible Comestibles	Joe's Place
The Fairbreak Room	Byte House
Kaiser's Korner	The Brown Bagger
La Cuisine des Machines	Gulp & Gallop
Malcolm's Market	The Orange Bird
The Lunch Box	Omega Room
Intervals	Nibbler's Corner

And there are many others! The judges have their work cut out for them in selecting the winner.

West Coast Minority Purchasing Council (an affiliate of the National Minority Supplier Development Council) to promote and encourage minority businesses.

Pan American Electronics qualifies as a minority vendor by having 51% or more of the company owned and operated by a minority -- in this case, Hispanic.



Procurement Manager Mike Lockwood (left) and Senior Buyer Dan Toler (at right) presented Minority Supplier Award to Frank Ritchelli, Vice President of Pan American Electronics.

OUR MEN'S SOFTBALL TEAM WINS DIVISION 1ST PLACE

The Fairchild Weston Men's Softball Team finished first in their Division and are now competing in the League Championship playoff. After getting off to a slow start this season (0-4) the men won 12 straight to capture first place in the White League Division.

Congratulations to the team and the loyal fans who cheered them on.



OUR CHAMPIONSHIP SOFTBALL TEAM -- Kevin Murphy, Dave Hart, Robin Speidel, Ben Robinson, Wayne Brinton, Rick Mitchell, Manager/Coach Pat Parrish, Rob McLendon, Joe Yeager, Tom Greinke, Dan Toler. Missing from this photo are Maurice Gritzman, Tom McCarthy, Jim Norman, Rick Shotto, and Mark Woods.

FOR AIR FORCE PROGRAM AVIATION RECORDERS RECEIVE MAJOR ORDERS

Two new orders were received during November for quantities of Fairchild Aviation Recorders to be utilized on a new U.S. Air Force program. The orders are from Gates Learjet and Beech Aircraft Company, and reached a total value of nearly \$2.5 million.

Our Digital Flight Recorder and Cockpit Voice Recorder were selected by the two suppliers to the U.S. Air Force for the Operational Support Aircraft (OSA) program. The orders call for a total of 120 sets of recorders, with delivery extending into 1984 and part of 1985.

Forty of the Beech Super King Air turbo-prop aircraft (military designation C12F) are scheduled for delivery in 1984, beginning in March. The Gates Learjet 35 (military designation C-21A) is a turbojet, and has been ordered in a quantity of 80 aircraft, with delivery beginning in March, 1984, and extending into 1985.

Equipments we are supplying include the Fairchild CVR Model A100A, which can operate on aircraft DC power. The Digital Flight Recorder is our P/N 17-M604-00, a modified unit to accommodate the aircraft Central Air Data Computer (CADC) systems. It was the ability of Fairchild to provide this special option within the time frame of the contract which helped us to win out over our competition.

Members of the Proposal Team for these two contracts included Charlie Grouse, Marketing/Sales Manager for Aviation Recorders; Barry Hawkins, who prepared the technical and price proposals and performed liaison and contact work with the customers throughout the eight months period; and Hans Napfel, Director of Aviation Recorders Engineering, who worked closely with the customers in determining the exact CADC specifications and headed the effort to provide technical solutions.

"Our unique solution to the problem enables us to supply the same recorder to both customers," Hans Napfel said. "Not only will we be able to perform well for this program, but we will also be a giant step ahead in the development of an expanded parameter Recorder to meet future FAA requirements," he noted.



Gates Learjet C-21A turbojet for the Air Force OSA program will have Fairchild Aviation Recorders on board.



Beech Super King Air C-12A turbo-prop (similar to the C-12F) which will utilize our Aviation Recorders for U.S. Air Force Operational Support Aircraft program.

TELEMETRY-DATA RECORDERS SYSTEM SOLD TO CANADA

The Communication Research Council of Canada has placed an order with Data Systems Division for a telemetry/data recorders system for use in research on radar pulses. CRC is a Canadian government research agency. The value of this Fairchild Weston system is over \$600,000.

Our system will be utilized in research which calls for recording high speed radar pulses and reproducing them for data filing. Analysis will be done on selected data at slower rates. Equipment in the system is nearly equally divided between telemetry units and data recorders.

Telemetry equipment included in the system features 8000 series Synchronizers, plus special design of a controller unit for the tape recorders. Other future applications are foreseen for this new controller unit.

Data recorders in the new system are the Model 10 Laboratory Recorder/Reproducer and the Model 15 Airborne Severe Environment Recorder. An important part of the system is our advanced Error Detection and Correction System. EDCS performance provides the amazing data integrity of one error per 10 billion bits.

Participants on our proposal team for this order included Harry Durrett, Dave Clark, Gary Schumacher, Guy Ellis, Steve Hoff, and George Zimmerman.

CONGRATULATIONS!

TINA BUSS (Data Processing) and her husband Greg welcomed their baby daughter, Rebecca Christine, on December 9. Becky weighed in at 6 lb. 1 oz.

ROBIN SPEIDEL (Data Recorders Test) and Michelle McCormack were married on December 8 in a home wedding in Sarasota.

QUALITY CIRCLE PROGRAM CELEBRATES A YEAR OF PROGRESS

Employees celebrated a year of Quality Circles progress during the week of December 5 with displays, a birthday cake, and employee awards in recognition of Quality Circle accomplishments.

Displays in the Cafeteria showed Circle projects and progress. Video tapes were run to give all employees a view of the Circle members making their presentations. General Manager Joe Keller presented pins and certificates to 120 Quality Circle members, in recognition of the efforts of the Circle members toward improving our work environment, in problem solving, and other work benefits.

General Manager Joe Keller commended the spirit among Quality Circle members which has promoted team work and a willingness to work hard to accomplish their goals.

Quality Circle Facilitator Tom Hackett expressed his appreciation to several groups who contributed to making the Circles Anniversary Week a big success.

"First, I would like to thank the Circle members. Their enthusiasm and hard work have benefited the Circle members, their departments, and the company," Tom said.

"Second, a huge thank you goes to the Circle Leaders who guided their Circles through the Review preparations and displays while performing their regular jobs during a busy month.



Improved wire lists project is illustrated in these "before" and "after" photos from the MsWITS Quality Circle. Elizabeth Byrd poses for the "before" shot. Mary Peterson shows the improved wire list in this "after" view. →

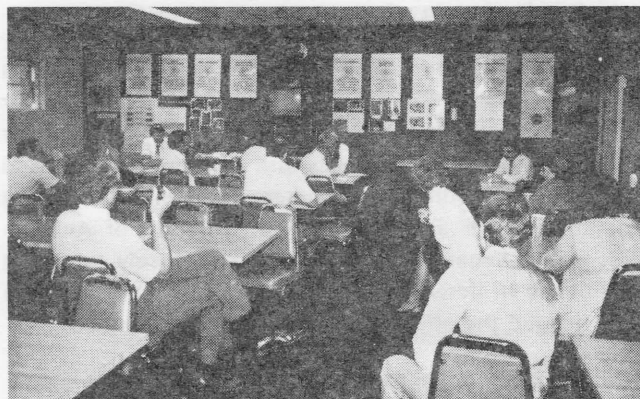
"Third, the Advisory Committee deserves much credit. Their constant support and time-consuming attendance at the Circle Reviews and the Anniversary activities portray the management support of Quality Circles that is essential for success," Tom said.

The Advisory Committee is currently made up of General Manager Joe Keller, Controller Gray Cozart, Operations Director Malcolm Unsworth, Quality Assurance Director Ray McPartlin, Dave Clouse, Mike Gerack, Bob Wallace, and Dexter Nash.

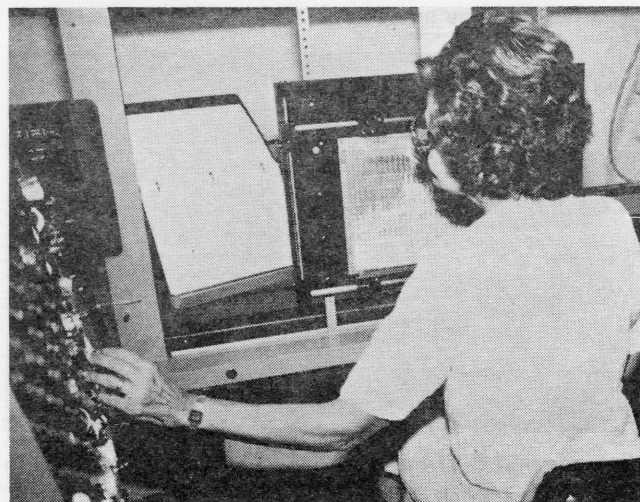
"Special thanks go to two individuals who were instrumental in bringing Quality Circles to Fairchild Weston -- Ray McPartlin and Dexter Nash," Tom noted. "This anniversary celebrates the vision, understanding and accomplishments that Fairchild Weston people have demonstrated in working together for the future growth and success of our employees and our company."



Members of our 12 Quality Circles created displays of their Circle projects for the Quality Circles Anniversary Week celebration. Here are some views of a few of the Circle projects and the Anniversary activities.

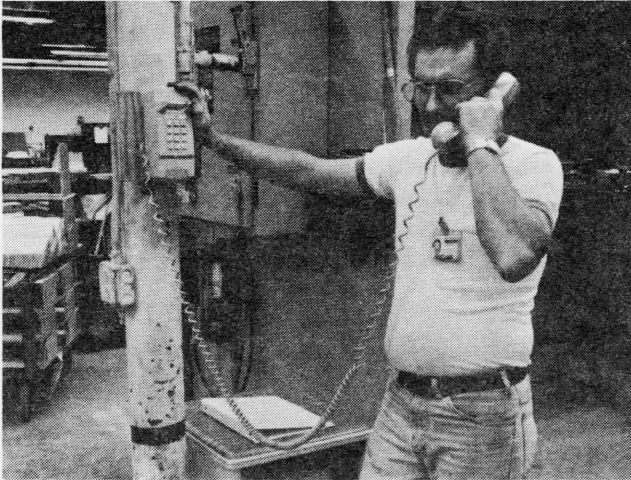


Quality Circle Anniversary Week celebration in the Cafeteria featured project displays, cake and coffee, and awards of pins and certificates to Circle members.



QUALITY CIRCLE PROJECTS

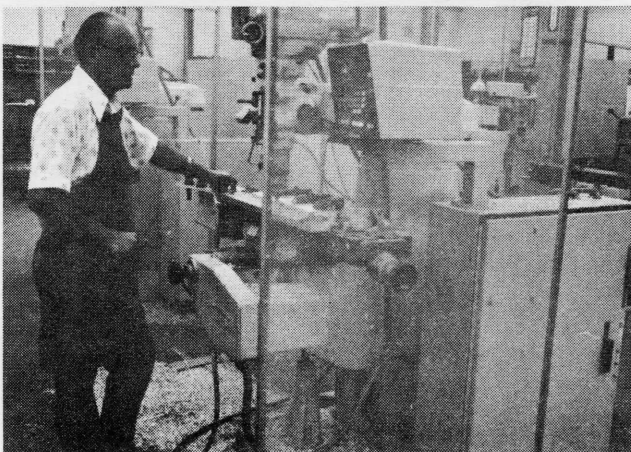
(Cont'd from Page 4)



A strategically-placed telephone "hot line" was a big improvement in the Sheet Metal Shop, thanks to one Quality Circle project. Phil Stockton demonstrates the convenience.



Pat Wetjen and Mae Vann demonstrate the convenient new Wire Rack for use and storage of wire -- another Quality Circle project.



A portable protective screen was one of the projects of the Machine Shop Quality Circle. The screen confines chips to the immediate area around the machine, making for improved safety and easier clean-up. Fred Spreen is pictured with the screen.

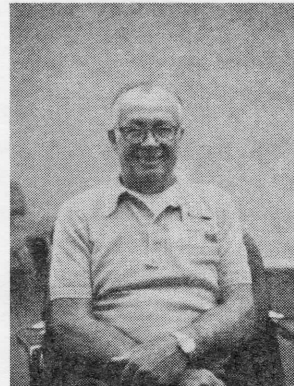
TWO EMPLOYEES TO JOIN OUR GROUP OF RETIREES

Two long-time Fairchild Weston employees are preparing to begin their retirement.

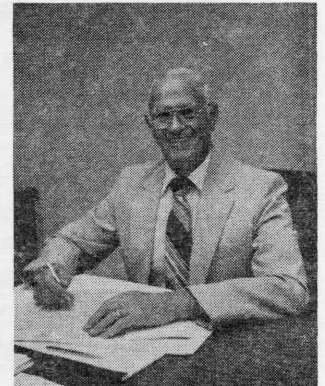
Armand "Shorty" Cheramie, who celebrated his 20th service anniversary with the company this month, is leaving the Maintenance and Traffic areas, where he has recently been our expert in preparing shipping crates for our equipment.

Shorty knew our plant well even before he joined our Plant Engineering Department. He helped build the original building, as an employee of the construction contractor. The Louisiana native and his wife Gaynell are looking forward to being together and perhaps doing some traveling.

"I'd like to tell all you beautiful people that it was a pleasure working with you all these past twenty years!" is Shorty's cheerful adieu to his friends and colleagues at Fairchild Weston.



Shorty Cheramie



Dutch Fonteine

M. C. "Dutch" Fonteine, Manager of Plant Engineering and Maintenance for the past ten years, will begin his retirement shortly. Dutch and his wife Louise have some exciting travel plans for trips to Hawaii, then Europe, and in 1985, a freighter trip around the world.

A veteran Plant Engineer with Libby McNeill & Libby prior to joining our company in 1973, Dutch is a native of the Netherlands. His interesting background included service in the Dutch Navy which took him to many far-off ports and enabled him to learn several languages. He served as a Navy purchasing agent and translator for Malayan languages during World War II.

In addition to travel, Dutch's future plans include an effort to improve his duffer status on the golf course.

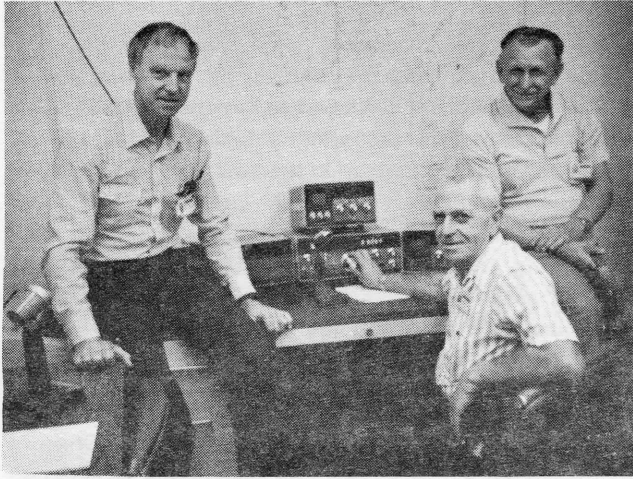
Good luck to you, Shorty and Dutch.

SAFETY RECORD GROWS

Our safety record has now reached over 369,000 hours without a lost-time accident, thanks to YOUR safety awareness. Safety practices help all of us avoid painful injuries. WORK SAFELY - PLAY SAFE!

AMATEUR RADIO CLUB OFFERS FREE SERVICES

Members of the Fairchild Weston Amateur Radio Club, serving as Santa's messengers, have offered to transmit Christmas messages to family and friends of employees.



Amateur Radio Club members Chris Freeberg, Clarence King, and Eric Hogberg at the Club's Ham Station.

This voluntary, free service is offered as a community service by the Ham Radio enthusiasts. In past years, as many as 300 messages were sent and received during the holidays, the Hams report.

The Amateur Radio Club celebrated its fourth anniversary in November. When the Club started, all equipment was furnished by members. Today the Club owns one complete single sideband transceiver with a station console, station monitor and rotary antenna and crank-up tower. The Club also owns an Intell 8 Mod80 computer with printer, plus two all-band receivers for code practice use, according to Eric Hogberg, President of the Club.

The group also has self-study courses in AC circuits, DC circuits, semiconductors, electronic circuits, digital techniques, a Novice Amateur License course, a General Amateur course, and a Microprocessor course complete with trainer.

"Our membership has varied from a peak of 32 to the current eight members. We are looking for people who are interested in any phase of today's electronics -- especially those interested in learning about computer programming and hardware, and those interested in obtaining their Amateur license," Eric said.

Membership in the Amateur Radio Club is open to any Fairchild Weston employee. Members have free use of all Club equipment and all self-study courses. The group's current goals are 1) to obtain a small gasoline power source

to enable the Club to act as an emergency radio station during storms or any emergency; and 2) to marry the computer to the transceiver to provide computer-operated services, such as radio teletype and high-speed code operation.

Further information may be obtained from any of the Club members: President Eric Hogberg, Vice President Woody Griggs, Secretary/Treasurer Chris Freeberg, Skip Brawn, George Emigh, Clarence King, Jim Massing, and Elbert Warren.

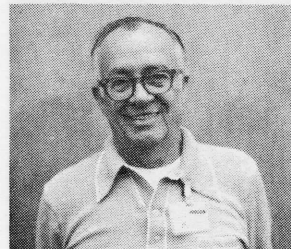
ANNIVERSARY GREETINGS!

Happy anniversary to the employees who are observing major service milestones during December. Included are four five-year anniversaries, three 10-year milestones, and Armand Cheramie's big 20th service anniversary this month.

Bob Clement, of Field Service, is based in our Lancaster, Calif., office, and marked his tenth anniversary with the company this month. Armand "Shorty" Cheramie completed 20 years of service on December 9. Congratulations, all!



Congratulations to Terri Workman (5 yrs.), Bill Whaley (10 yrs.), Phil Ingram (5 yrs.), Jan Ammen (10 yrs.), Augie Kotlewski (5 yrs.) and Woody Griggs (5 yrs.).



Armand Cheramie



Bob Clement

