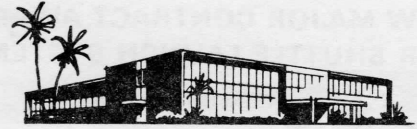


PULSE



FAIRCHILD WESTON

Schlumberger

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

NEWS ABOUT DATA SYSTEMS DIVISION

VOL. VI, NO. 3

MARCH, 1984

NEW MAJOR CONTRACT AWARDED FOR SHUTTLE LAUNCH SYSTEM

Data Systems Division of Fairchild Weston Systems Inc., has been awarded a contract, through NASA-Kennedy Space Center, to supply a large Launch Environment Instrumentation System in support of the Space Shuttle Program at Vandenberg Air Force Base, California. The contract is valued at over \$4 million, with delivery scheduled for May, 1985.

The Programmable Signal Conditioning and PCM Data Acquisition System will support the Shuttle launch scheduled for the last quarter of 1985 from the Vandenberg Air Force Base location. Our equipments will be used for signal conditioning and encoding, recording and quick-look of data just prior to and during lift-off of the Shuttle. The data involves temperature, vibration, acoustics, and pressure measurements.

This Launch Environment Instrumentation System is similar to the LETF (Launch Equipment Test Facility) van-mounted system currently being readied for delivery to NASA-Kennedy Space Center. The NASA-Vandenberg system includes over 400 Model 420 Signal Conditioning Amplifiers, and other 400-series equipments, plus four Model 4 Data Recorders, and two EXPRT systems.

(Continued on Page 2)



LEIS contract kick-off meetings involved (clockwise from extreme left) Art Palmer, Dave Walker, Linda Walker, Art Kelley, Earl Studenwalt, Erwin Lawson, Barry Birnhak, Chuck Griffin, Ken Rosser, Aubrey Butts, Peter Myers, John Sekishiro, Lt. Susan Ferkau, Max Grundvig, Wiley Dunn, Bill Claus, George Figg, and Joe Williams (left foreground).

IMPROVED PENSION BENEFIT ANNOUNCED TO EMPLOYEES

Improvements and changes in our Employee Pension Benefit were announced by General Manager R. J. Keller this month. The Pension Plan changes are effective January 1, 1984, for active employees of Data Systems Division of Fairchild Weston Systems Inc., who are participants in our Pension Plan.

Informative meetings to explain the new Pension improvements are scheduled to be held during April for all Sarasota employees.

Highlights of the plan are summarized below. However, the legal text of the plan will be considered final and binding for all calculations, definitions and rulings.

- * TYPE OF PENSION PLAN - Changed from final pay plan to a career average plan; eliminated 30-year maximum of pensionable service. Pensionable service calculated to age 65; maximum pensionable service is 40 years.
- * RULE OF 85 - No reduction for early retirement when age plus service equals 85. Minimum age of 55 required. (Cont'd on Page 2)

TELEMETRY SYSTEM ORDERED BY BOEING

A new order has been received from The Boeing Company for a Telemetry Data Reduction and Display System. Boeing is purchasing the system for the Air Force Space Division, for delivery to Edwards Air Force Base, California. The initial contract is valued at over \$1,000,000.

"The telemetry front-end requires our new 8000-series products, and utilizes the full capability of our Model 715 Multiplex Processor," said Applications Engineer Dick Vorce. The Telemetry System is to be used on the ASAT program. ASAT stands for anti-satellite missile.

Team members on this System include Program Manager Sue Sutherland, Project Engineer Mike Witchey, Julian Cecio and Carl Steineckert, of Sales, and Applications Engineer Dick Vorce.

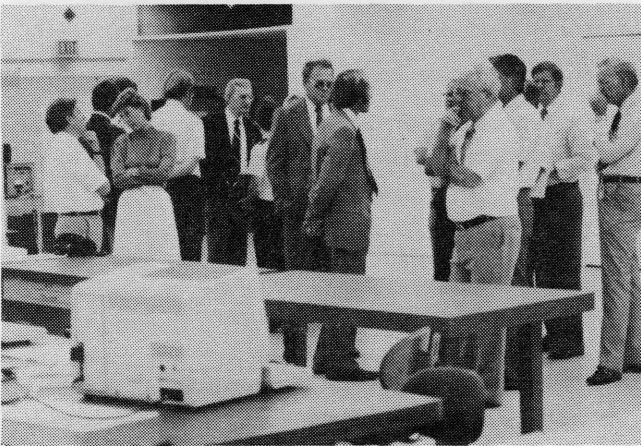
AN EQUAL OPPORTUNITY EMPLOYER M/F/H/V

NEW MAJOR CONTRACT AWARDED FOR SHUTTLE LAUNCH SYSTEM

(Cont'd from Page 1)

Participating in the LEIS contract kick-off meetings here this month were: Chuck Griffin, Art Palmer, and William Claus, of NASA; Lt. Susan Ferkau, USAF, Vandenberg AFB; Barry Birnhak and Ken Rosser, of PRC; Max Grundvig and John Sekishiro, The Aerospace Corp.; Aubrey Butts and Peter Myers, of Martin Marietta; and Joe Williams and George Figg, Defense Contract Administration Services Quality Assurance management.

Wiley Dunn is Program Manager for this System. Members of the proposal and negotiation team included Art Kelley, Dorothy Watson, and Earl Studenwalt, along with Sales personnel Jim Clements and Wyatt Bishop.



Visitors toured the plant and had a demonstration of the McClellan system (above) during the LEIS contract kick-off meetings the week of March 19.

CONGRATULATIONS!

KEVIN MURPHY (Accounts Receivable) and Anita Horst were married on March 10 in a Sarasota church wedding.

CHRIS GATES (Telemetry Systems) became Mrs. MARK LAWSON (Sheet Metal) in a Bradenton wedding on March 16.

ROBIN SPEIDEL (Data Recorders Test) and his wife Michelle welcomed their son, Robin Stanley II, on March 14, at Manatee Memorial Hospital. Young Robin weighed in at 7 lb. 4 oz.

CPR CLASSES CONTINUE

In-house CPR training classes are taught regularly for employees by Occupational Health Nurse Debbie Graham. This month five additional employees were added to the group of Data Systems Division employees trained in cardio-pulmonary resuscitation. We now have a total of 17 fellow employees who have been trained in CPR. More classes will be taught in the future for employees in various sections of the plant.

IMPROVED PENSION BENEFIT ANNOUNCED TO EMPLOYEES

(Cont'd from Page 1)

- * **EARLY RETIREMENT** - Increase of percentage of pension benefit payable for early retirement (ages 55-64) for employees not meeting rule of 85.
- * **PENSION FORMULA** - Starting 1/1/84, an active participant's pension calculation will be based on the career average formula of 1.2% of the first \$12,000 of pension admissible salary earned, and 1.7% of pension admissible salary over \$12,000.
- * **PRE-RETIREMENT DEATH BENEFIT FOR SPOUSE** - If you should die while actively employed by the company, after you are age 55, and a participant in the Pension Plan, the Plan provides for lifetime payments to your surviving spouse of 50% of your Pension Benefit, at no cost to you.
- * **PENSION ADMISSIBLE SALARY** - changed to base salary, plus any commissions, and no overtime.

NOTE: Employees who have had a break in service must consult with our Benefits Office on an individual basis to determine if any of the Pension changes are applicable.

For employees who have been participants in our Pension Plan prior to 12-31-83, a special calculation will be used to establish your Pension Benefit for the period prior to 1-1-84. This calculation, and other details of the Pension Benefit Plan, will be explained at the informative meetings in April.

"These Pension Plan improvements demonstrate our company's continuing effort to offer good benefits as part of our total compensation package for all employees," Personnel Director Linda McKinney said. "Members of management are always very pleased when we are able to announce improvements in our Employee Benefits Program. These improvements are only possible when all employees work together to make our company prosper."

DATA RECORDERS GROUP SALES MEETING HELD

Data Recorders Sales personnel and Sales Representatives from around the country met in Tampa March 21-23 for their National Sales Meeting. Some 25 Salesmen and Sales Reps met with Data Systems Division experts for sales and applications training on the Models 80, 80T, 9 and 15 Recorders. Information on new products, product improvements, and marketing strategy was presented to the Data Recorders Sales group.

TELEMETRY SALES FORCE LOOKS AT PERFORMANCE, FUTURE

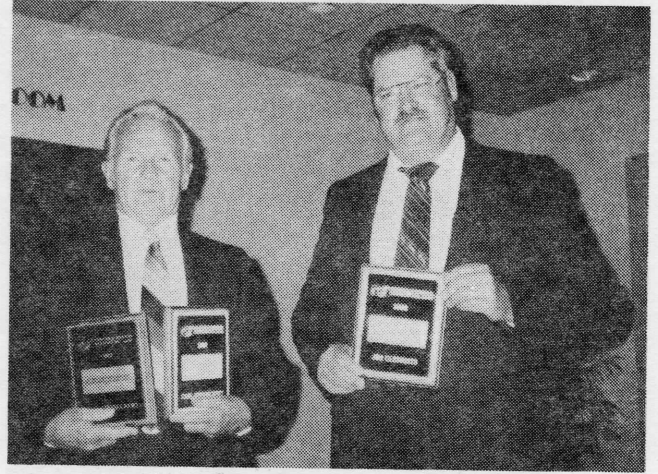
Telemetry Sales personnel from around the nation met in Orlando for their Annual National Sales Meeting March 12-14. The group was briefed on business projections and received technical training on a variety of new products.

Salesmen were cited for achievements in 1983. Jim Clements, of our Huntsville, Ala., Sales Office, and Carl Steineckert, of our Lancaster, Calif., Sales Office, were presented awards for their outstanding achievements.

"Although we did not attain all of our sales goals, 1983 was a good growth year, and 1984 promises to be an outstanding year for Telemetry sales," said Wyatt Bishop, National Sales Manager. "Our Sales personnel appreciate the support they receive from all the departments which enables us to bring in more orders."

General Manager Joe Keller and Telemetry Director Bud Hinkel headed the Sarasota group which briefed the Sales personnel on the Division's 1983 performance, business projections, and new R&D projects. The Sales group also received training on the new 8000-series product line, and

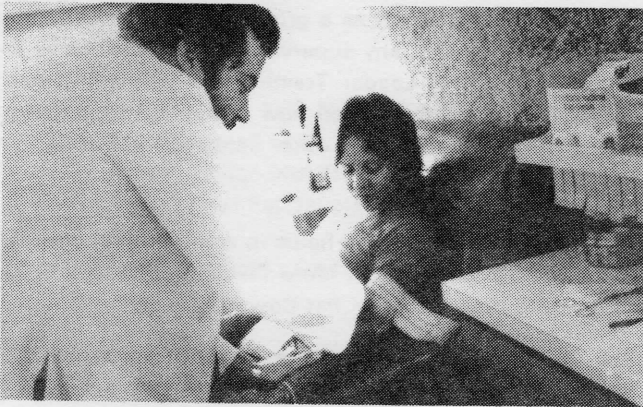
the new 5 megabit EXPRT. Steve Hoff briefed the group on the Model 9 Data Recorder, and EDCS (Error Detection and Correction System).



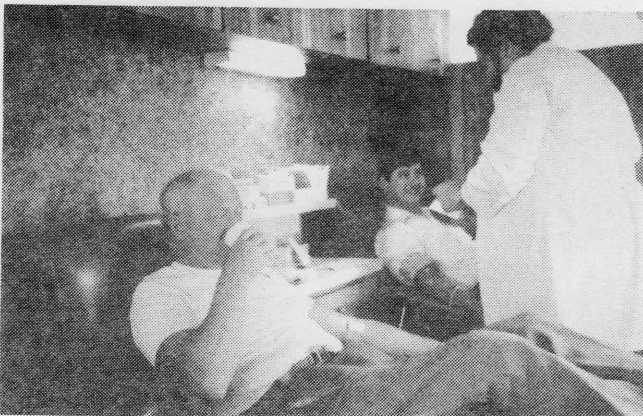
Carl Steineckert (left) with his awards for Sales and Service orders, and Jim Clements (right) with his Top Sales award.

94 VOLUNTEERS OFFER BLOOD FOR COLLEAGUES

When the Lower West Coast Bloodmobile visited Data Systems Division this month, 94 of our fellow employees volunteered to give blood to help others.



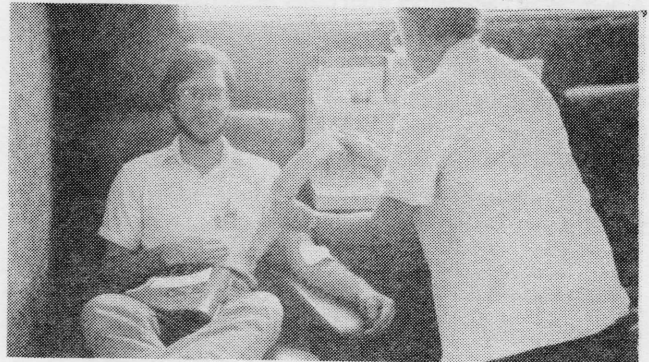
Patty Lehman was ready to give blood.



Horst Scheller (foreground) had just finished giving his blood, and John Elliott was about to become a donor.

A letter of thanks from the Blood Bank said they particularly enjoy coming to our plant because our employees are always enthusiastic, and the drives are so well organized. Congratulations to all who participated!

Remember whenever you and your family, or any of our Retirees, need blood, just call Nurse Debbie Graham, Ext. 559, and the needed units of blood will be transferred from our Blood Bank account to the appropriate hospital -- thanks to our fellow employees who care.



Donor Wayne Stankovitch being prepared by the Blood Bank Nurse.

GIVE BLOOD -- AND BE A WINNER!

Terri Workman, of EDC, was one of our Blood Donors this month when the Bloodmobile visited our plant. Like so many donors, she dropped her entry into the box for a drawing for two tickets to the Bandits USFL football game at Tampa Stadium on March 26.

On March 23 her phone rang, and you guessed it. Terri was the happy winner of two tickets to the game -- her first trip to Tampa Stadium.

QUALITY CIRCLES LEADER TRAINING WORKSHOP HELD

Twenty-five Quality Circle Leaders, potential Leaders and Facilitators from Data Systems Division and from sister companies participated in an intensive Leader Training Workshop in Sarasota March 12-15.



General Manager Joe Keller addressed the Quality Circle Leader Training Workshop attendees at the Monday kick-off session.

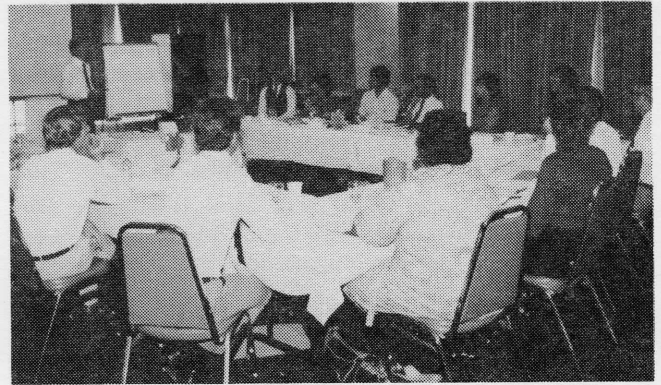
"The major purpose of the Leader Training Workshop was to familiarize current and potential future Circle Leaders with the concept of Quality Circles and the Quality Circle tools used in problem solving," said Tom Hackett, Quality Circle Facilitator for Data Systems Division. "The second portion of the Workshop consisted of advanced training sessions and exchange of ideas among experienced Circle Leaders and Facilitators."

A number of Facilitators from other Schlumberger companies shared their Circle experience with the Sarasota participants in the Leader Training Workshop. They were Facilitator Chris Guenther, Assistant Facilitator Danny Knight, and Circle Leader Quinteen Nations, from Sangamo Energy Management Division, Oconee, S.C.; Facilitator Gary Keith, from Schlumberger Well Services, Houston, and Facilitator Ronni Austin, from Fairchild Weston, Syosset, N.Y.

"These Facilitators greatly enhanced the training process by adding new insight and a high level of professional instruction to our Training Program," Hackett said.

Sarasota attendees included Pat Bowers, Wayne Brinton, Evelyn Christian, Bernie Cori, Bill England, Gene Flagg, Phil Ingram, Mike Lockwood, Alyene McCoy, Mike Mace, Jim Norton, Greg Purdom, Rob Ramey, Ben Robinson, Ray Shuford, Shirley Smith, Ellis Speicher, Jerry Stubbs, and Carol Waters.

"I was especially impressed with the teamwork and esprit de corps which developed among the Leaders as the Workshop progressed," Tom Hackett said.



Circle Leader Workshop participants reviewed problem-solving techniques with Facilitator Tom Hackett (standing).

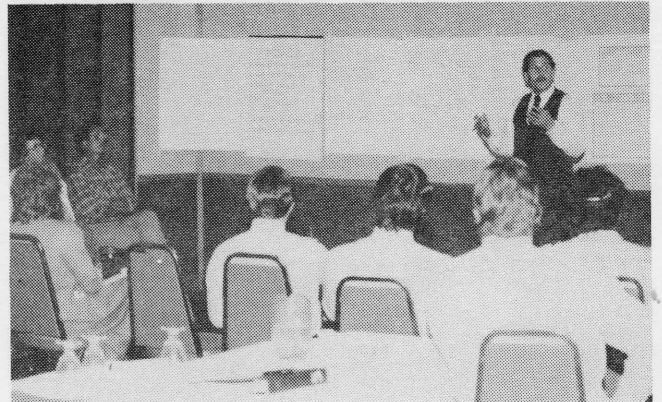
Some of the participants in the Leader Training Workshop provided individual comments on the Quality Circle process:

"During the Leader training, we had to participate in both individual and group presentations. The support and cooperation gained from the other members of the group was outstanding." -- Rob Ramey

"It is the Leader's responsibility to make sure that each Circle member contributes to their Circle's success. The key to being an effective Leader is the ability to take a group of individuals, each with their own personal needs and goals, and have them perform as a group. This is basically the same challenge that any supervisor or manager faces in everyday life. The Leader Training we just completed allowed us to share ideas on how to achieve total group effort with Facilitators from other Schlumberger units." -- Ray Shuford

"The Circle Leader training helps in working with people, and in trying to get them more involved with decisions concerning their work." -- Pat Bowers

The Quality Circle Program was first introduced in Data Systems Division, Sarasota, in 1982. We now have 14 active Quality Circles involving well over 100 active members -- and more to come.



Facilitator Chris Guenther, of Oconee, S.C., discussed the merits of the group's presentation.

CADD SURVEY LOOKS AHEAD TO MODERN CAD/CAM SYSTEM

Our Computer-Aided Design and Drafting (CADD) group has been in operation since late 1979. Recently a CADD Steering Committee was formed to examine the CADD functions and look into plans for the future.

There are many new, improved and automated systems available to assist with Engineering design and Manufacturing operations. Among the most modern tools are systems known as CAD/CAM (Computer-Aided Design/Computer-Aided Manufacturing). Our own CADD group serves many areas and is always looking for ways to improve CADD service and productivity.

After the CADD Steering Committee was formed in June, 1983, it was decided to conduct an in-house survey to achieve two main objectives:

- Analyze CADD's activities to date
- Determine potential applications for CADD throughout our operations.

Results of the survey highlighted several significant areas. Here are a few brief excerpts from some of the responses:

- Q. What five repetitive tasks do you feel could be automated by using CAD/CAM?
- A. Schematic generation
PC Layout on CADD
NC Programming and tape generation or program download
Mechanical design and drawing generation
Wire list and net list generation
- Q. What additional tasks are candidates for automation or computerization?
- A. Design analysis and circuit simulation
Schematics
PC Layout and design
Manpower loading charts, scheduling and status reports
Mechanical assembly and detail drawings
Shop floor reporting system
- Q. How do you envision the flow of information throughout the plant in an ideal situation? How about in ten years?
- A. All technical and business information would be available from a plant-wide network of remote terminals which interface to a central data base or bases. All updates would be on-line, all changes on-line, and all information on-line to those who need it.

This short summary is, of course, only a small part of the whole questionnaire and the responses. Interested employees may wish to discuss the potential of CAD/CAM systems

with Greg Purdom, CADD Supervisor, or Dave Clouse, Manager, Design and Drafting.

The CADD Survey closes with a statement:

"It is hoped that the report will provide a baseline for the establishment of an integrated and efficient CADD/CAM system at Fairchild Weston which will become more responsive to the current needs of the company and will anticipate a growing use of automation to make the company a more viable entity in the marketplace."

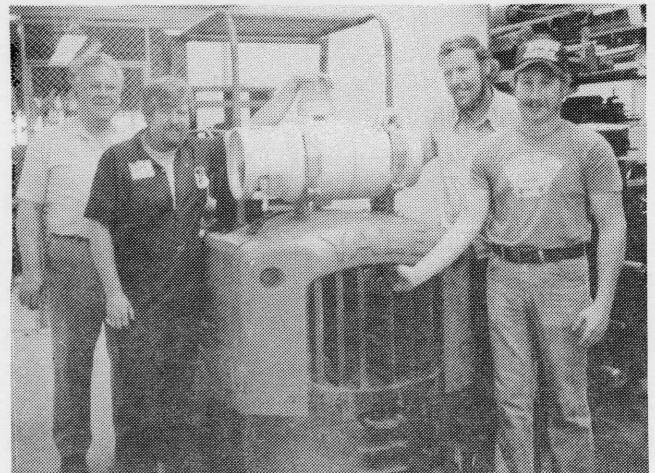
SAFETY IMPROVEMENTS ADDED TO FORKLIFTS

New safety modifications are being added to three forklift trucks by our own Machine Maintenance personnel. The safety updates include a number of changes which make the forklifts safer and better for use both inside and outside our building.

The improvements are: change from gasoline fuel to propane to avoid exhaust fumes; a flashing strobe light to alert employees that the forklift is in operation; a red stop light; a loud back-up beeper when the forklift is in reverse; a repositioned and modified overhead safety cage, and a fire extinguisher mounted on each forklift.

Some of the changes involved innovative new design work. All of the improvements are being done in-house by our own employees to enhance our safety practices in a cost-effective way.

Working on the project are Larry Stewart, Nevel Christie, and Don McCrea, of Machine Maintenance, and Mark Stone and Bill Whaley, of our Sheet Metal Shop.



Safety improvements on the forklift are demonstrated by Nevel Christie, Larry Stewart (hand on strobe light), Don McCrea (hand on propane tank) and Mark Stone (indicating location of stop light).

LETF VAN-MOUNTED SYSTEM IS NEARING COMPLETION

Work is nearing completion on a large system being installed in the huge NASA Instrumentation Van currently parked outside the West end of the Systems Engineering Section of our building.

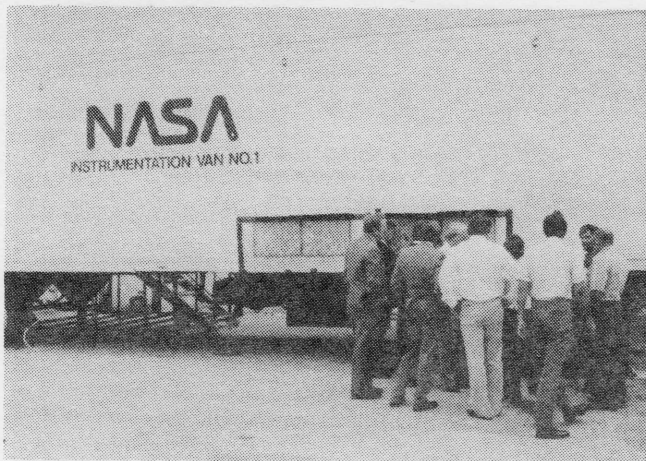


At the NASA LETF System computer console, Programmer Kathy Bossert, and Program Manager Dick Haase with Project Technicians Vic Boucher and Bill Cox in the background.

Inside the van, the Launch Equipment Test Facility Data Acquisition System is taking shape. The LETF system is scheduled for completion in April, and will be delivered to NASA Kennedy Space Center.

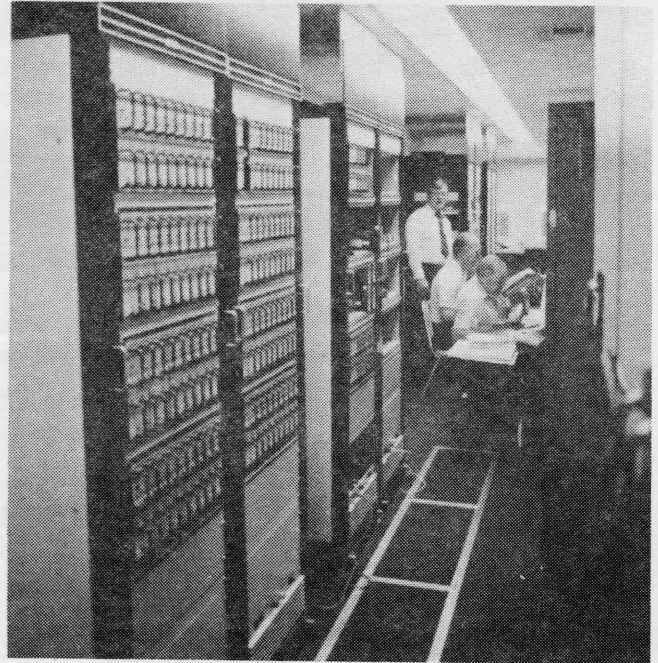
In addition to the van-mounted system, the NASA-KSC Launch Equipment Test Facility contract also calls for us to supply a Data Processing System which will be housed in a Kennedy Space Center building.

The two complex systems include a wide variety of equipments -- a DEC VAX 11/780 computer, over 150 Model 420 Signal Conditioning Amplifiers, a Model 715 Processor, three EXPRT systems, four Model 4 Data Recorders, and other items.



This giant 40-foot-long van houses a Launch Equipment Test Facility Data Acquisition System soon to be delivered to NASA Kennedy Space Center. Visiting customers are pictured as they inspected the van-mounted system recently.

Many employees throughout the plant have participated in bringing all the components together for this large LETF contract valued at nearly \$3,000,000.



Inside the huge NASA Instrumentation Van, work is nearing completion on the LETF (Launch Equipment Test Facility) system. In the foreground are some of the Model 420 Signal Conditioning Amplifiers which are part of the large system.

GOLF LEAGUE STARTING

Attention all Golfers! The Fairchild Weston Golf League 1984 season is scheduled to start on May 1. All interested teams and substitutes should call Rick Mitchell, Ext. 339, by April 10 for details.

ANOTHER SAFETY PROJECT

Another Plant Safety improvement was completed this month in our bulk chemical storage facility located just west of our Shipping/Receiving dock.

The newest safety features include a 10-foot cyclone fence, with an emergency exit, an accidental spill retention basin, and an emergency shower in the chemical storage area.

"All of our Safety precautions serve as a continuing reminder that safety awareness is important for all of us," said Safety Director Bill Shaw. "The Safety Committee invites your suggestions to eliminate safety hazards in all areas of our working environment."

SAFETY AWARENESS PAYS

Data Systems Division employees have reached a safety record of over 229,000 hours without a lost-time accident this month -- thanks to YOUR safety awareness. Practicing safety and avoiding painful injuries helps all of us. Keep up the good work, and watch our safety record grow.

NEW RETIREES SAY GOODBYE TO FRIENDS

FRANK GUINN, Senior Technical Writer, has elected early retirement this month after a total of 19 years with our company. He is also a retired Colonel with a total of 33 years of active or reserve Army service.

Frank and his wife Margaret have two daughters and a son. Frank is Mr. Fix It around the house and plans to complete some past-due projects.

"I'd like to say I'm going to take a cruise around the world on the QE2, but I'll settle for a week at the World's Fair in New Orleans, along with visiting my daughters there," Frank said.



FRANK GUINN

CLARENCE KING, of our Telemetry Test Department, retired this month after nearly 21 years of service with our company in Sarasota. He joined us as a Tester in April, 1963, and advanced to Senior Test Technician.

A native of Rhode Island, Clarence is a World War II Army veteran and former Prisoner of War in Italy and Germany. Clarence and his wife Mary Irene are the parents of two daughters and a son. A long-time amateur radio enthusiast, Clarence now expects to have more time for his ham radio hobby.

DONNA MAHLER, of Production Control, also joined our growing list of early retirees this month. Donna recently completed 18 years of service in our Material and Production Control areas.

ERNIE POWELL, of our Plant Maintenance Group, bid his colleagues goodbye this month to begin retirement, after over 13 years with our company. Ernie is a native of Memphis, Tenn., who first came to Sarasota while in the Service during the '40's. He is a Signal Corps veteran, and served in the Burma/China/India theater during World War II.

Ernie and his wife Ruby plan to remain in our area. He's looking forward to enjoying fishing, gigging for frogs, and rooting for his favorite baseball team, the St. Louis Cardinals.



ERNIE POWELL

One of our new Retirees said, "I want to thank a lot of very nice people at Fairchild Weston for letting me be their friend."

That statement sums up the sentiments of Data Systems Division employees. We at Fairchild Weston thank you, our Retirees, for being our friends. You will be missed.

QUALITY ASSURANCE MANAGERS HOLD SESSIONS IN SARASOTA

Quality Assurance Managers from sister companies in the Measurement and Control-North America group of Sangamo Weston convened their sixth meeting on March 8-9 in Sarasota. The QA Managers meet to share ideas and experiences with the goal of improving the effectiveness of the Quality Assurance functions throughout the Corporation.

Attending were representatives from Weston Controls, Sangamo Energy Management, Sangamo Company Limited, Fairchild Weston, Sangamo Capacitors, Engler Instruments EMR Photoelectric, Weston Instruments, and Sangamo Weston, Inc.

Presentations were made by Maurice Gritzman on Software Quality Assurance, Tom Hackett on Quality Circles, and Ray McPartlin on Quality Cost Reporting and ANSI Standard Y14.5 Dimensioning and Tolerancing.

Ray McPartlin, Director of Quality Assurance at Data Systems Division, was elected Chairman of the group and will serve in that capacity for two years.

Other subjects covered during the sessions included the Operations Management Training Program, Automated Quality Data Collection, Quality Assurance Engineer and Inspector Training, Juran on Quality Improvement, Procurement Quality Control, and Calibration Services.

The meeting concluded with a plant tour of our facility on March 9. The group plans to meet next at FWSI, Syosset, N.Y. in October of this year.

ANNIVERSARY GREETINGS

Happy anniversary to the Data Systems Division employees who are marking major service milestones during March.



Seated: Pat Zieschang, Evelyn Christian, and Brenda Cunnien, all observing their fifth service anniversaries. Standing, Ed Mongillo (10 years); Curt Dyke (currently completing 10 years); Bob Heaton, Jr., and Art Tackman, both rounding out five years of service.

Pictured below are Jim Clements, of our Huntsville, Ala., Sales Office, with five years of service; and Dick Crete and Lee Ibsen, both of Signal Processing, completing ten years with our company.



JIM CLEMENTS

DICK CRETE

LEE IBSEN

SOLDER TRAINING PLANNED TO MEET MIL STANDARDS

David J. Walker, Quality Engineer, recently completed a two-weeks intensive course on Training for High Quality, High Reliability, Soldering Technology. The course, taught at Redstone Arsenal, Huntsville, Ala., qualifies Dave as an Instructor/Examiner.

The training is part of Data Systems Division's plan to establish a Solder Training School to meet military standards requirements for certain military contracts. It is expected that selected individuals will begin to undergo this soldering training within the next few weeks.

EMPLOYEES CAN NOW JOIN YMCA FITNESS PROGRAMS VIA PAYROLL DEDUCTIONS

Data Systems Division employees are now able to join the Sarasota Family YMCA's wide range of programs through easy weekly payroll deductions. The cooperative arrangement allows employees to select the Fitness Programs preferred by employees and their families, and enroll through low weekly payments.

Over 30 employees have already signed up through this convenient Employee Group Membership Plan. The opportunity for joining via payroll deductions is available to all Sarasota employees on a continuing basis, as long as there is sustained employee interest in the program.



Interested employees met in our Cafeteria on March 8 with representatives of the Sarasota Family YMCA for an orientation meeting. Fitness Director Jim Purdy and Senior Program Director Dave Sherk described the YMCA Programs available to employees and their families through our Employee Group Membership Plan.

For more information about the YMCA Employee Group Membership Plan, employees may call Personnel, and speak to Debbie Graham, Dexter Nash, or Alma Sanger. Membership sign-up cards are available in Personnel to indicate that you wish to start weekly payroll deductions. You may designate the Fitness Program preferred by you and your family.

LOCAL APICS GROUP VISITED OUR PLANT

Data Systems Division was host to a local APICS group on March 21 for a plant visit. Some 34 members of APICS (American Production and Inventory Control Society) toured our facility and were briefed by hosts Chuck Arterton, Karen Bailey, Gary Bowers, Pat Bowers, Bernie Cori, Bill England, Chris Hopkins, Ray Joseph, Hans Kaiser, John Kerwin, Don Parker, Hal Roberts, Bob Wallace, and Carol Waters.

The local APICS group includes representatives from some 25 companies in the Sarasota-Bradenton-Venice area.