

**FAIRCHILD WESTON
SYSTEMS INC.**

FAIRCHILD WESTON
Schlumberger

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

Vol. VII, No. 9

OCTOBER, 1985

WHAT A PERFECT DAY FOR OUR FAMILY PICNIC

Some 2000 employees and family members gathered at Elks Park on October 19 for a festive afternoon at the Company Picnic. They enjoyed barbecued ribs and chicken, hamburgers, hot dogs, baked beans, potato salad, beer, soft drinks, and This Can't Be Yogurt.



There were clowns, balloons, a mime, carnival games, a greased pole to climb, sack races, three legged race, diaper derby, toddlers race, face painting, a dog chomp, Bingo, volleyball, horseshoes, tug-of-war, the popular "Drench 'Em" booth, prizes, gifts, and music.



"We owe special thanks to all the volunteers and Committee members who helped to make this a very successful Picnic," said Personnel Representative Dexter Nash, who coordinated the event.

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JEAN RIBOUD DIES M. VAILLAUD IS NOW SCHLUMBERGER HEAD

Jean Riboud, for 20 years Chairman and Chief Executive Officer of Schlumberger Limited, died of cancer on October 20 at his home in Paris. Mr. Riboud stepped down from his position as head of Schlumberger in September due to illness.

On September 11, the Schlumberger Limited Board of Directors elected Michel Vaillaud Chairman, President and Chief Executive Officer. He was President and Chief Operating Officer since 1982.

Jean Riboud was born November 15, 1919, in Lyons. He had degrees from the Faculté de Droit (law school) and Ecole des Sciences Politiques of Paris. He served as a Lieutenant in the French Army in the early part of World War II. Later he joined the French Resistance, was captured, and survived two years in the Buchenwald concentration camp until released by the American forces in May, 1945.

He joined Schlumberger in Paris in May, 1951, as Assistant to Marcel Schlumberger, a cofounder of the group. In 1957 Mr. Riboud was made responsible for the company's operations outside North America. In May, 1965, he was elected President and Chief Executive Officer, and in March, 1972, he was elected Chairman of the Board.

Mr. Riboud is survived by his wife Krishna, a son Christophe, and three grandchildren. He is also survived by two brothers and three sisters. Funeral services were held in France and a memorial service was held in New York City on October 25.

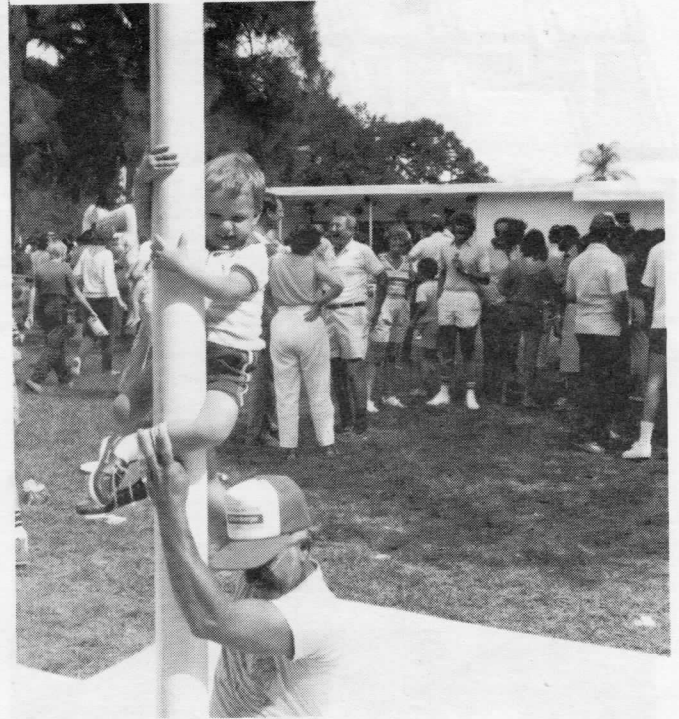
A New York Times obituary on October 22 described Mr. Riboud as "an articulate, elegant Frenchman and a Socialist whose closest friends included artists, writers and President Francois Mitterrand..."

"Over those years (as head of Schlumberger) he expanded the company from its base as the world leader in testing oil wells into a diversified enterprise with a focus on technology,

(Cont'd on Page 3)

AN EQUAL OPPORTUNITY EMPLOYER M/F/H/V

LOTS OF ACTIVITIES MADE FOR A BUSY PICNIC DAY



WINNERS

SACK RACE: Jeremy Cook, Kristina Englund, Jimmy Veigel; Sheldon Horton, Kerry Smith and Byron Horton.

THREE-LEGGED RACE: Jimmy Veigel & Andy Cupicha; Butch & Matt Veigel.

GREASED POLE: Kristina Englund, Selena Williams, David Witchey, Larry Sotomayor, Matt Veigel, Corina Olmstad, Troy Bertran, Tony Veigel, Steve Tibbs, David Ewing.

DIAPER DERBY: Susan Ghalieh, Samer Ali and Bridgette Havens.

TODDLERS RACE: Brittany Gerack, Tiffany Kitaoka and Tara Venneman.

VOLLEYBALL: Bruce Templeton, Scott Rowe, Richard Mowrey, Jim Robinson, Carl Bolger, Woody Hamilton, Ralph Portuondo, David Johnson.

TUG-OF-WAR: Men's Team -- George Bennett, Craig Bolger, Paul Coyas, Jerry Sahagian, Mike Petersen.

TUG-OF-WAR: Women's Team -- Chris Govaars, Peggy Huestis, Lori McClenithan, Beth Putnam, Carol Waters.

HORSESHOES: Jeanette and Bill Gardner

DOOR PRIZE WINNERS:

Portable TV - Dave Long

Stereo Radio/Cassette Recorder - Jim Fillion

Refrigerator - Bill Whaley

Telephone Answering System - Sandie Woods

Golden Apple Dinner Theater Tickets - Pearl Jennings

\$50 Maas Bros. Gift Certificate - Chuck Arterton

IMPROVED CAD/CAM SYSTEM WILL SOON BE INSTALLED

A major advancement in improving Data Systems Division's Printed Circuit Board design is underway. The proposal to upgrade our CAD/CAM system has been approved, and action taken to obtain new equipment for the new IBM CAD system. (CAD/CAM stands for computer-aided design and computer-aided manufacturing.)

"We are involved in 150 new designs a year for printed circuit boards, and about 350 printed wiring board design changes a year," said Greg Purdom, Manager of our Design and Drafting Department. "We looked at ways to reduce the time required to introduce new products, and also ways to improve the accuracy of our drawings. Our present CAD system is used 24 hours a day, five days a week, for printed circuit board design work, so we need an expandable, updated system to meet the needs of the next few years, or longer."

Other considerations which were looked at included: better interface with Computer-Aided Engineering workstations; data exchange between Sarasota and other locations; service for the hardware and software; and improved P.C. Board technology, such as surface mount, true multilayer, multiwire and wire wrap interfaces.

This new IBM CAD/CAM system involves a Model 4361 Computer, to be installed in our MIS (Management Information Services) computer facility, and a software package called CBDS (Circuit Board Design System). Our current FutureNet and VALID computer-aided engineering stations can upload schematic information into this new system -- a real time-saver.

New terminals in our CAD area will include four 19" color raster terminals, a "D" pen plotter and line printer. Our present Computervision system will be phased out over a two-year time period. The current users of the Computervision CAD system will be trained to use the new IBM system for the design and documentation of printed circuit boards.

Delivery and installation of the new equipment is expected during mid-November. The implementation schedule also calls for training and advanced education on the system extending into 1986.

"The IBM 4361 mainframe for the CADS System will be located in the MIS Operations facility and will remotely provide computational power and disk storage for the IBM 5085 workstations in the CADS room," said Dale Dennis, Manager of MIS. "MIS Operations personnel will be responsible for the Operating System and running the mainframe.

"We expect that the availability of materials data, cost, and business information during the development phase of new



products and systems will contribute to a more competitive position in our product marketplace," Dale said.

"MIS currently provides information services to Engineering, Design & Drafting, and Manufacturing in parts selection, bill of materials development, product costing, ECO processing, and production implementation. The IBM CADS System is one more step toward a truly integrated design, development, documentation, and manufacturing start-up cycle," Dale said.

Future PULSE stories will follow the installation and development of this exciting new step in CAD/CAM systems at Data Systems Division.

JEAN RIBOUD DIES M. VAILLAUD IS NOW SCHLUMBERGER HEAD

(Cont'd from Page 1)

including electronic instruments, semiconductors and computer-aided design systems. The company had revenues of \$6.4 billion last year..." the article continued.

MICHEL VAILLAUD

Michel Vaillaud, 53, joined Schlumberger in 1973 as Vice President to coordinate the Measurement & Control operations in the United States. In 1975, he was elected Executive Vice President and manager of Measurement & Control-Europe, and, in 1981, he was made responsible for Oilfield Services worldwide. In 1982, he was elected President and Chief Operating Officer.

Prior to joining Schlumberger, Mr. Vaillaud held various positions in the French government: Director of the Petroleum Administration in the Ministry of Industrial and Scientific Development Director of the National Center of Oceanic Exploration, and Chairman of the French National Office for Aerospace Research.

Mr. Vaillaud is a graduate of Ecole Polytechnique with a degree in mining and petroleum engineering.

HAPPY BIRTHDAY TO OUR CIRCLE PROGRAM -- CELEBRATING

In the three years since the Quality Circle program was established at Data Systems Division, participation has expanded to more than 180 employees in 18 Circles.

As part of the celebration of three years of progress, PULSE is saluting the "charter" members of our original Circles. These employees have been active in Circles since the initial Circles were founded:

STOCKROOM CIRCLE: Bernie Cori, John Elliott, Rita McCrea

TELEMETRY TEST CIRCLE: Bill England, Richard Healy, Doyle Jones

RECORDERS TEST: Phil Ingram, Joe Yourkoski

TELEMETRY ASSEMBLY: Sandra Bacon, Pat Bowers, Elizabeth Byrd, Rita Keen, Pat Wetjen

TAPE ENGINEERING: Bob Hughen, Roy Kitaoka, Wayne Lockwood, Tom McCarthy, Frank McGowan, Ellis Speicher and Francis Wozniak

MACHINE/FAB SHOP: Helen Duthe, Jim Huffman, Mark Stone, Don Stover, Eldon Andrews

Some of these Circles pioneers and members of the Advisory Committee have commented on what Circles have meant to Data Systems Division, to our fellow employees, and to the participants themselves. Thanks to each of you for your comments, and for sharing your efforts and your words --

WHY WOULD YOU ENCOURAGE PEOPLE TO BECOME INVOLVED IN CIRCLES?

"To enable them to see what can be accomplished when several employees really desire to work together and succeed." - Tom McCarthy

"It would involve them in improving both the efficiency and environment of their own work areas." - Joe Yourkoski

"If employees are interested, they can learn and contribute a great deal toward solving problems." - Helen Duthe

"To voice their needs and opinions on Circle projects." - Pat Wetjen

"It has created a good working atmosphere for the members in learning how to work together and deal with others." - Pat Bowers

"It's a good way for someone to come out of their shell. Also to get more deeply involved in our jobs. I think it makes us more sensitive to each other." - Rita Keen

"It gives employees a chance to work on projects that no one else seems to have time to work on, and earn the distinction of being a doer and not a complainer." - Bill England

"People should become involved in Circles because it affords the chance to work on and solve problems outside of normal work responsibilities." - Ellis Speicher

"Very definitely. It can lead to some measure of personality growth, as well as encouraging the employee to do a better job for FWSI by giving each of us a better insight into the workings and problems of the company, and hence stimulating job interest." - Richard Healy

"Although the processes may seem slow, they are still faster than the normal system for changing our working conditions." - Doyle Jones

HOW HAS THE CIRCLE PROCESS BEEN A LEARNING EXPERIENCE FOR YOU?

"I have learned that Management people and Production people can work out their problems if there is more communication between them." - Elizabeth Byrd

"I have learned to use a step-by-step procedure for problem solving, instead of hit or miss." - John Elliott

"I have learned a great deal about brainstorming, fishbone diagrams, and problem solving -- many things I would not have gotten into without being in the Circle." - Helen Duthe

"Through communicating and working with fellow employees I have learned that problems which seem out of reach can be solved for the benefit of all." - Joe Yourkoski

"Learning to put several people's thoughts and ideas together goes beyond Fairchild Weston. Therefore, learning to do this with more ease has been a plus for me." - Rita Keen

HOW HAVE YOU BENEFITED FROM YOUR PARTICIPATION IN CIRCLES?

"We have completed several projects that have benefited our Department -- our wire list project, and the Department layout." - Pat Bowers

"By enjoying the solution to problems which have been achieved by working with several fellow employees." - Tom McCarthy

"I have learned how each department affects the others. Being a mechanical assembler I deal with the other departments a lot so this was especially helpful to me." - Rita Keen

"It has given me the opportunity to work with a group in ways and in an environment not normally found in everyday work." - Ellis Speicher

THREE YEARS OF PROGRESS

HAVE YOU OBSERVED GROWTH AND DEVELOPMENT IN FELLOW CIRCLE MEMBERS ?

"Some members are quicker to make constructive suggestions, where in the past they wouldn't say anything." - Pat Bowers

"They are speaking out more when improvements are needed." - Sandra Bacon

"Most members have fears of standing up to give a presentation to the Advisory Committee which is made up of people they don't have frequent contact with. Yet through the Circle training and a number of rehearsals they always present themselves very well. At least no one has fainted in our Circle." - Bill England

(Cont'd on Page 6)

CIRCLE PROGRAM GROWING AND UNDERGOING CHANGES

Quality Circles at Data Systems Division are celebrating three years of accomplishment. As the Circle program grows, some changes are taking place.

"These changes can be attributed to the dynamic forces behind Employee Involvement throughout the American workplace," explains Circle Facilitator Freddie Masse.

Quality Circles originated in Japan to involve employees in identifying and solving quality-related problems, and Quality Circles were introduced in the United States around 1972. American companies were acutely aware of toughening competition and the need for improved productivity and quality. They jumped on the Quality Circle bandwagon, and Quality Circles became widespread in this country, she said.

"Companies quickly realized that employee participation is the essence of Quality Circles," Freddie continued, "and through employee involvement, improvements could be made in many areas--- communication, morale and productivity, as well as quality. Soon companies started tailoring

ADVISORY COMMITTEE MEMBERS TALK ABOUT CIRCLES

"The Quality Circle program is still very young, but the initial results are encouraging. Many Circles have implemented plans and made recommendations which have improved our products, processes and work environment. Involving our employees in the decision-making process can only continue to make us better and help the Division grow, which in turn benefits us all. I believe strongly in the Circle process and feel the best is yet to come." - Ray McPartlin, Operations Director.

"One of the most important benefits of the Quality Circle program is the creation of a framework for decision-making by the people most knowledgeable of the problems to be

FROM THE GENERAL MANAGER

Over the past three years our Circle Program has grown to involve over 180 employees, and 18 departments. This continued growth of Circles, and the increasing complexities of problems addressed, is indicative of the pride and dedication of our employees.

I am impressed with the resourcefulness and teamwork of our personnel, which is evident during management presentations. Your inputs demonstrate the tremendous people power we have here at Fairchild Weston. Congratulations on your third Anniversary... Keep up the good work !

*R.J. Keller
General Manager*

Employee Involvement Programs to meet the needs of their employees and their company goals.

A professional organization to which we belong, called the International Association of Quality Circles, was founded in 1977 to provide information and assistance to companies involved in employee participation programs. It now appears that this association will soon be changing its name --- most likely to the "International Association for Employee Involvement" --- which better describes its role, Freddie said.

"Here at Fairchild Weston's Data Systems Division, a similar evolution is taking place," she said. "Quality Circles were introduced here in 1982. After considerable communication and training, the initial seven Circles were established, representing employees from the same work area.

"Today we have 180 employees in 18 Employee Involvement Circles," Freddie said. "Some of our Circles cross departmental lines, and others are cross-functional. But all have the same goal --- improvement through participation."

solved. To maintain our competitive advantage in the marketplace, our product cost, performance and delivery must continue to improve. The Circle groups are doing this admirably." - Dick Dobbyn, Controller

"There are many tangible and intangible benefits realized because of Circles. Most contributions focus on procedures or method improvements. The people directly involved are the true experts. They can fix problems ! If we are to be successful as a Division, there are opportunities for everyone to be involved in decision-making policies." - Dexter Nash, Personnel Representative.

CIRCLE PROGRAM CELEBRATING THREE YEARS OF PROGRESS

(Cont'd from Page 5)

HOW HAVE CIRCLES IMPACTED OUR ORGANIZATION ?

"Circles have helped employees to express themselves -- how they feel about things in their area, and how to improve them in the future." - Helen Duthe

"The Circle Program has boosted morale." - John Elliott

"They have helped speed up changes the employees have wanted and would like to see happen, so that in the future they will feel better about their work place." - Doyle Jones

WHAT HAS BEEN THE MOST CHALLENGING ASPECT OF CIRCLES FOR YOU ?

"Assuming leadership of our Circle has been the most challenging and rewarding aspect of Circles for me." - Joe Yourkoski

"Management Presentations. They prove that Management cares about what I do." - John Elliott

"Seeing Circle projects that have been accomplished and benefited us all." Pat Wetjen

WHERE DO YOU BELIEVE OUR EMPLOYEE INVOLVEMENT ACTIVITIES CAN LEAD US IN THE FUTURE ?

"More involvement means more pride in the work place, more profits for the company, and benefits for all." - Bill England

"With continued work between management and employees at a level of understanding for both, the benefits should be very good for everyone." - Doyle Jones

NEW WORKSTATIONS LAYOUT IN TELEMETRY ASSEMBLY



New layout for workstations in Telemetry Assembly was a project proposed by the Ms.Wits Circle.

An improved layout in our Telemetry Assembly group, proposed by the Ms. Wits Circle, has been put into effect and is meeting the Circle's goal of creating better access to work areas and safer working conditions.

The workstations were turned in the opposite direction and more space allotted for the aisles. This improvement allows carts to move materials easily from workstations to QC and the Test area. Members of the Department commented on the changes:

"I think it's fantastic. I have more room and more privacy, so I can concentrate on my work better. It also seems quieter."
- Faye Bragg

"I like it. It's roomier and people can pass through with carts without causing a lot of commotion." - Kathy Wilson

"We have more room to get in and out with our work. I just plain old like it ! I'm happy !" - Nina Van Tassel

"I like it. It looks good because we are all facing the same way." - Shirley Chalfant

"I would like to face in the opposite direction, but I like the layout." - Eva Perez

Department members and Circle members expressed thanks to the Plant Maintenance personnel for rearranging the area.

MACHINE SHOP CIRCLE HAS BEEN REORGANIZED

"Close Tolerance" is the name of the newly restructured Circle representing our Machine Shop. The team is rotating Circle Leadership on a quarterly basis.



Close Tolerance Circle members are Fred Krase, Brad Jones, Kathy Ling, Ralph Krueger, Billy Fincher, Helen Duthe and Paul Shetler.

BENEFITS Q & A

- Q. Is treatment at a walk-in clinic covered by our insurance at 80% or 100% ?
- A. Treatment at a walk-in clinic is covered under our medical insurance coverage at 80% of reasonable and customary charges-- after you have met your deductible. (Remember your deductible is \$100 per person per year, or \$200 for your annual family deductible.)
- Q. Is it correct that Outpatient Surgical Facility charges are covered at 100% ? What are the surgeon's charges ?
- A. Outpatient Surgical Facility charges are covered at 100% of reasonable and customary charges -- after you have met your deductible. The physician's surgery fee is covered at 80% of reasonable and customary charges, after the deductible, on inpatient or outpatient basis.
- Q. What about coverage on pre-admission tests ?
- A. Pre-admission tests, done on an outpatient basis, are paid at 100% of reasonable and customary charges, after you have met your annual deductible.
- Q. What about other medical charges ?
- A. Other covered medical expenses are subject to the deductible, whether treated at a walk-in clinic, doctor's office, or hospital--and are paid at 80% of reasonable and customary charges.
- A CAUTION:** Remember that if you go to the Hospital Emergency Room FOR A NON-EMERGENCY, payment is at 50% (after your deductible).

TELEMETRY SYSTEM SOFTWARE DEMONSTRATED AND INSTALLED

Just returned from a successful trip to Japan are Project Engineer Phil Potts and Software Project Engineer Jon Mather, who spent two weeks completing the integration of the software system for a complex telemetry/computer system which includes our Model 8380 Display Station.

The software system is part of the new telemetry equipment delivered to Marubun in Japan some months ago. The model 8380 Display Station, and two racks of equipment, which included our Models 720, 8330 and 8350, are being used to update a very large telemetry/computer system supplied to the Japanese National Space Development Agency (NASDA) eight years ago. The system was installed on the Island of Tanega.

In the accompanying photo, Jon Mather (right) is shown briefing some of our Applications Engineers and other in-house Telemetry specialists on the Model 8380 Display Station and software as delivered to Marubun in Japan.



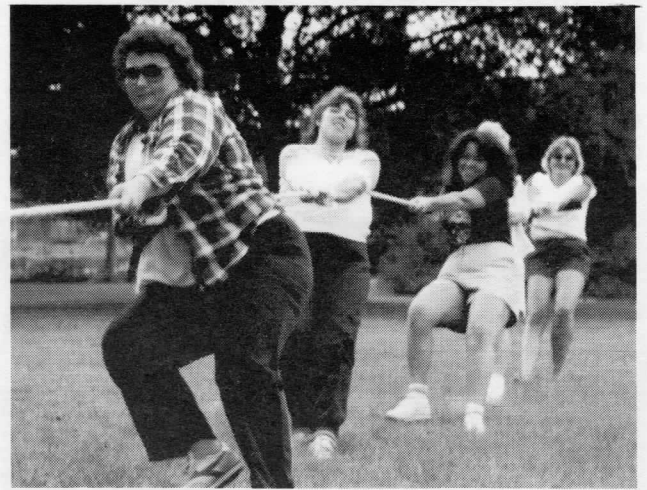
Jon Mather (right) gets some undivided attention. In semicircle, Scott Blair, Barry Barton, Bud Hinkel, Mike Hutchinson, Phil Potts, Gary Schumacher, Harry Durrett, Mark Gilmore, Joel Weber, and seated in foreground, Jud Strock.

SEE YOU AT THE GYM !

How about meeting at the gym for some basketball? Ralph Portuondo and Rick Mowrey have arranged for the use of a gym, through the courtesy of Brookside Middle School, on Monday evenings, from 6:30 to 8:30 p.m.

"It's first come, first served, and basic schoolyard atmosphere, just for the camaraderie and exercise," Ralph explained. "We have one long court and two shorter courts, and we rotate teams as needed." For more information, please call Ralph Portuondo, Ext. 5177 or Rick Mowrey at Ext. 5493.

FUN FOR EVERYONE AT OUR BIG FAMILY PICNIC



CONGRATULATIONS

STAN SMITH (Signal Processing) and his wife Sharon are the proud parents of a baby boy, Steffen Karl, born on October 10. He weighed in at 8 lb. 13 oz.

JOYCE WILLIAMS (Aviation Recorders Assembly) and JOE KOSCIELNY (Paint Shop) were married October 10 in a home wedding in Sarasota.

JOE PANARELLO (Data Link Development) and his wife Lynne welcomed their baby daughter, Jacqueline Marie, on October 1. She weighed 8 lb. 1 oz. at birth.

BRAD JONES (Machine Shop) married Debra Turner on September 21st in a church wedding in Sarasota. Our own ART HALLETT (Telemetry Software) wrote and sang a special love song for the couple's wedding, and played the flute, accompanied by a pianist.

DICK VAN DEUSEN (Signal Processing) and his wife Chris are the parents of a baby boy, William David, born on October 20. He weighed in at 7 lb. 11 oz.

DEAN NORFLEET (Telemetry Test) and HILLARY WILLIAMS (P.C. Board Assembly) were married on October 5 in a Michigan church wedding.

PAT GOUX (Signal Processing) and his wife Nancy welcomed their son Steven Christopher on October 23. Steven was six weeks early and weighed 4lb. 12 oz. at birth.



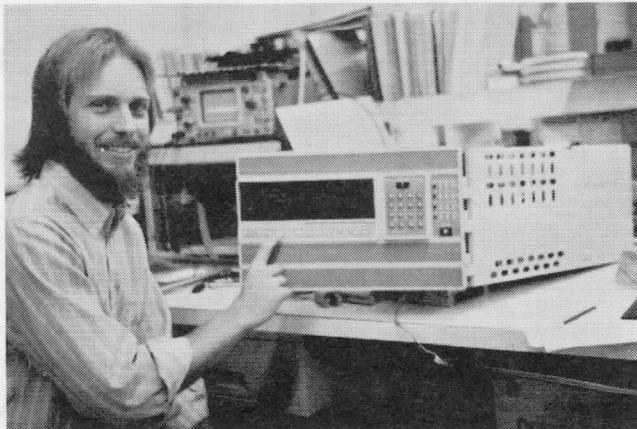
United Way

**YOUR CONTRIBUTION HELPS
27 AGENCIES TO HELP PEOPLE.
.... THANK YOU FOR CARING !**

OCTOBER SERVICE AWARDS PRESENTED TO EMPLOYEES



Ron Vick of Customer Support (based in the Panama City, Fla., area) received congratulations and his ten-year service award from Jimmy Matthews during the Customer Support meetings in Kansas City in October.



Don White, of Telemetry Test, observed his fifth service anniversary with our company October 6. Don is pictured with the Model 8340 Telemetry Expander Unit.

LIFE INSURANCE REMINDER

November is the month for you to enroll in the Supplemental Life Insurance Plan which allows employees to purchase additional life insurance coverage on yourself, your spouse and children.

The Open Enrollment Period for this Schlumberger Life VEBA plan is during the month of November, with the supplemental life insurance becoming effective January 1, 1986. For details about the cost and the amount of insurance available to you, please call Benefits Coordinator Alma Sanger, Ext. 5526.

Remember, this Supplemental Life Insurance Plan is optional -- and it is in ADDITION to the regular life insurance coverage which our company provides to all employees as one of your employee benefits, at no cost to you.

NEW CONTRACT AWARD FOR RPV DATA LINK

RPV? What's an RPV?

An RPV is a Remotely Piloted Vehicle, more appropriately called a UV, or Unmanned Vehicle.

Our Telemetry group has been awarded a new contract to provide demonstration equipment to fly in a small unmanned air vehicle. The contract is valued at about \$1,000,000.

"This is an exciting application of our telemetry experience," said Bill Hardman, Data Link Program Marketing Manager. "We are on the threshold of a new field of military robotics - unmanned vehicles. Because the U.S. has a high regard for human life, much of the nation's military cost is to support men and women in the Services and to provide the best protection for them in high threat missions. The use of robotics will help save lives and reduce the cost of maintaining our military defense position."

RPV's (Remotely Piloted Vehicles) are actually robots designed to perform a range of functions which in the past have been performed by conventional, manned vehicles. For example, a photo reconnaissance mission can be very dangerous during time of conflict. A robotic vehicle can be preprogrammed or remotely guided to perform such missions. Undersea vehicles and even robotic tanks are being developed to perform tasks that are either hazardous or at a lower cost.

Fairchild Weston Systems is becoming involved in these programs by providing the critical data link between these robotic vehicles and the person who controls the vehicle system and receives data from it.

The Data Link Marketing Staff has been involved with the Military Services (Air Force, Navy and Army) and the vehicle manufacturers for over a year to define requirements. Engineering has proposed a unique design approach to solve many of the communications problems at an affordable cost, and much interest has been generated.

An Engineering "Tiger" team has been formed to get a demonstration system into the air by early summer of 1986, to meet critical flight tests for key users in the U.S. and overseas.

AT THE ITC

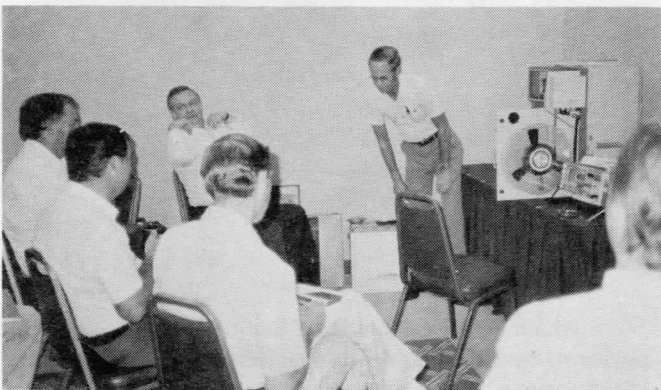
Data Systems Division's Telemetry group is well represented at the 1985 International Telemetry Conference in Las Vegas, October 28-31. This technical conference offers our Sales, Marketing and Engineering personnel an opportunity to display new products and our extensive telemetry line to potential customers. Details will appear in the next issue of PULSE.

CUSTOMER SUPPORT GROUP MEETS IN KANSAS CITY

Members of our Customer Support group met in Kansas City, Missouri, during the week of October 7 for a series of communication and training sessions. Don Roberts briefed the Customer Support personnel on business plans, and inputs from Field employees gave our in-house staff a better understanding of the Field problems.

"The group was divided into two separate two-day sessions, and attendance was purposely mixed so that representatives from the Eastern area and the Western area had an opportunity to get acquainted," Don Roberts said, "and at the same time we had coverage for our customers' needs in the field."

Training sessions offered the Customer Support people more information about our 8000 series Telemetry products and the Model 9 and 15 Instrumentation Recorders. Personnel Representative Dexter Nash discussed performance appraisals and benefits, such as the 401(k) Savings Plan, and the employee's role in our medical cost containment program.



Seventh inning stretch, during training session -- Bob Clement, Lancaster, CA.; Lyle Head, Livermore, CA.; Larry George, Fredericksburg, VA.; Tom Bell, Albuquerque, NM; Jerry Stubbs, Sarasota; and Paul Muenster, Oxnard, CA.



Row 1 -- Steve Vickers, Lancaster, CA; Rick Phillips, Sarasota; Russ Tatman, Wheaton, MD; Joe Lazarony, Manchester, NH. In Row 2 -- Paul Fleischer, Sacramento, CA and Harold Rice, Lancaster, CA. Standing at right, Don Roberts and Janice Maus, of Sarasota, and Chet Reynolds, Lancaster, CA.

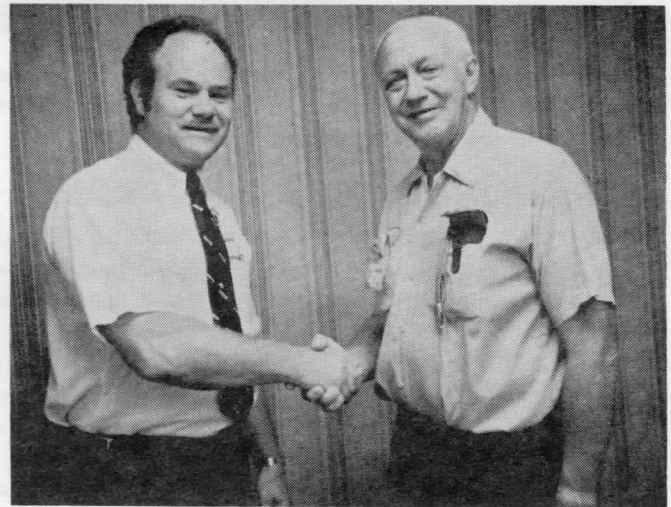
"Communications and training sessions are a key to improving an already very effective Customer Support group," said Carl Schleicher, Director of Telemetry. "1985 has been a good year for Customer Support, particularly in terms of an increasing backlog, customer satisfaction and profitability. I expect 1986 to be even better."



Row 1 - Wally Jones and Mark Polasek, Lancaster, CA.; Jim Apperson, Detroit, Mich. In row 2 -- Darrel Forrest, Rocklin, CA and Dave Rice, Lancaster, CA. In Row 3 -- Wilbur Long, Lancaster, CA and John Ingro, Albuquerque, NM.

SALUTE TO NEW CITIZEN

Horst Scheller of our Plant Maintenance Department was sworn in as a U.S. citizen on September 27 in Tampa. The native of Germany was born in Berlin. He has been a resident in this country since 1968, and joined our company in 1977.



New citizen Horst Scheller at right is congratulated by Supervisor Jim Norton.

Horst and his wife "Uschi" were a famous rollerskating night club act in Europe. "We even performed for Queen Elizabeth at Buckingham Palace," Horst reports, "and met the Queen."



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HEALTH LINE

By DEBBIE GRAHAM R.N., C.O.H.N.

The Florida Clean Indoor Air Act, (Chapter 85 - CS/HB 281) has become effective as of October 1, 1985. This bill preempts all local smoking ordinances. It's a fact of life now in Florida, and one which we all must recognize as a positive step toward protecting the health of every citizen.



Problems are bound to come up when a new policy regarding smoking habits is implemented. It's natural for everyone to be a bit edgy and here are some tips to help us all help each other.

FOR NONSMOKERS ONLY

...Be selective about when to make an issue of ambient smoke.

...Remember to hate the "sin" but love the sinner." It's the smoke you really hate, not the smoker.

...If you feel embarrassed about raising the question about smoking, admit it. Present yourself as someone who is sensitive to others.

...Give the smoker the benefit of the doubt by assuming he or she is concerned.

...Talk to the smoker in a good natured way. If a smoker has lit up in a nonsmoking area, she or he may have forgot, or didn't know. (Many smokers light up without really thinking about it)

...If you have a physical condition that is aggravated by smoke, mention it.

...Don't express personal feelings about whether people should smoke or not; simply express the fact that you are bothered by the smoke.

...Don't wait until the smoker is well into his or her cigarette - and you are tense and angry - before you say something. Speak up as soon as he or she lights up.

...Offer compliments - in advance and afterwards - for considerate smoking.

...In group situations, depersonalize the smoking issue by making it an early part of your agenda. Solutions can include dividing the room in half, or requiring smokers to step outside the room to smoke.

...Consider a comparable situation for you. How would you feel if you were asked (or told) not to do something you enjoy/need, but which annoyed others? What is it like when there's something you want to stop doing, but can't? Have you ever done something annoying to others simply out of habit? Put yourself in the smoker's place.

FOR SMOKERS ONLY

...Consider quitting. ("There's no time like the present").

...Don't smoke in poorly ventilated areas.

...Avoid smoking in front of children. (They're susceptible to your example and also to the irritant effects of second hand smoke.)

...Avoid smoking in the presence of someone who is sick (e.g. hospital room or doctor's office waiting area.)

...Ask to sit in the "smoking section" of restaurants and planes.

...Don't smoke in meeting rooms; leave the room if you need a smoke.

...Always use an ashtray. Don't throw your cigarette butts out of your car window or on the sidewalk.

...Ask before lighting up when in another person's home, car or office area.

...If cigarette smoke clings to your coat (and it probably does), don't hang it near other peoples' coats.

...Make every smoke a conscious act; always check to see if you're in a smoking area before taking out your cigarettes.

...People who drive and smoke tend to have more car accidents; if you must smoke while driving, be very careful.

...Consider a comparable situation for you. How would you feel if you were forced to breathe something that made you sick, or that made you uncomfortable? Put yourself in the nonsmoker's place.

THE SMOKER AND NONSMOKER CAN BE FRIENDS.
Courtesy of Aetna Life Insurance Company

SOURCES OF HELP IF YOU ARE CONSIDERING QUITTING

American Cancer Society
(listed in local directories)

American Heart Association
(listed in local directories)

American Lung Association
(listed in local directories)

Smokenders (For profit organization)
Memorial Parkway
Phillipsburg, N.J. 08865

Seventh Day Adventist Church
5-day Plan To Stop Smoking
6840 Eastern Avenue, NW
Washington, DC 20012

Stop Smoking Center Sarasota/Manatee
6350 Tamiami Trail
Sarasota, Florida
(For profit organization)

Sarasota Memorial Hospital
Manatee Memorial Hospital
Blake Hospital
Doctors Hospital
(Call for information)

Personal physician -
Ask him for information on
Nicorette gum, or other programs
he/she recommends.

Many local hypnotists offer programs for smoking cessation. This of course is a profit business, and results vary from person to person.

THE GREAT AMERICAN SMOKEOUT !!!

NOVEMBER 21 ST -- Sponsored by the AMERICAN CANCER SOCIETY _____

O.K., Fairchild Westoners ! Let's all get together and join hands, smokers and nonsmokers and make the Great American Smokeout a reality in our facility.

For 24 hours, smokers pledge not to smoke. All nonsmokers ADOPT a smoker friend and help them "survive" through the whole day. Adoption "papers" are exchanged, and nonsmoking aids will be distributed to everyone interested.

Let's make this an entire plant effort. All of America will be in the "same boat" as smokers struggle to take a breath of "clean air", aided and encouraged by their nonsmoking friends.

Remember, the date is NOVEMBER 21 ST. See Debbie in the dispensary for all the paraphernalia and all the details.

Watch your T.V. for details too !