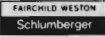




**FAIRCHILD WESTON
SYSTEMS INC.**



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

**BEGINNING OUR 31ST YEAR
OF PROGRESS IN SARASOTA**

VOL. X, NO. 3

MARCH, 1988

FWSI SELECTS A REALTOR TO MARKET PLANT PROPERTY

Initial steps have been taken to place the Data Systems Division property on the market, preliminary to making a decision about moving our plant to a new location.

"Schlott, Inc., Realtors have been selected to handle the marketing of our property," Controller Dick Dobbyn said. "However, employees should understand that if no satisfactory sale can be arranged, we may stay in our current location."

Preliminary planning is now underway to determine our future facility requirements — how much building, and how much land is needed to meet our anticipated future needs. If and when a satisfactory offer is received for the sale of this property, we will then proceed with detailed plans for a new site.

It is our intention to remain in this general area, within commuting distance for our employees.

"The relocation will happen only if the sale and move makes good business sense," the Controller said. "It may take a couple of years before the sale and move occur, and in the meantime we will keep employees informed."

Data Systems Division's current location consists of 90 acres and a building of approximately 290,000 square feet. We have been in our present location since 1957.

MEN'S SOFTBALL TEAM HAS A WINNING RECORD

Fairchild Weston's Men's Softball Team has a great record of nine wins and one loss as of mid-March. The team plays in the Sarasota County League at Fruitville or Bee Ridge Parks, and the game schedule is posted at bulletin boards.

Members of our Team are: Coach Mike Harris, Jim Azukas, Butch Branson, Bruce Biggs, Paul Connett, Ken Counce, Mike Erdahl, Ron Frank, Tom Greinke, Alex Hamilton, Dave Hart, Mike Havrilla, Bob Heaton, Sr., Mike Heaton, Rick Mowrey, Jim Robinson, Fritz Rummery, Dan Smith, Robin Speidel and Joe Yeager.

ENERGY SAVINGS AWARENESS CONTEST WINNERS SELECTED

Evelyn Christian (Recorders Assembly) and Andrew Zarling (SPS) are the winners in the final month of the Energy Savings Awareness Contest sponsored by The Great Industrial Facilities (TGIF) Employee Involvement Team. (cont'd on Page 2)



Evelyn Christian received congratulations from TGIF Team members Rob Crawley (at left) and Dan Konieczka (right) for her winning estimate of our February electric power usage.



Facilities Manager Mike Eisenbise (left) presented a \$100 U.S. Savings Bond to Andy Zarling (SPS) for his winning suggestion in the TGIF Team's Energy Savings Awareness Contest. Beth Jenkins, Manager of Cost Accounting & Financial Planning, congratulated the winner and the TGIF Team for contributing to cost savings awareness.

AN EQUAL OPPORTUNITY EMPLOYER M/F/H/V

MANY EMPLOYEES MARK SERVICE ANNIVERSARIES IN MARCH

Twenty-six employees have major service anniversaries during March, ranging from five to 30 years. Special anniversary greetings to Joe Barnett, Emma Green, Stu Ulfers, and Delta Wildermuth who are observing a quarter of a century of service, and George Phillips and Margaret Herbst who completed 30 years with our company this month.

Happy anniversary, folks!



Celebrating major service anniversaries: Emma Green, Stu Ulfers, Delta Wildermuth, and Joe Barnett (each with 25 years of service); George Phillips and Margaret Herbst, both marking their big 30th anniversaries with our company.

ENERGY SAVINGS AWARENESS CONTEST WINNERS SELECTED

(Cont'd from Page 1)

Evelyn's estimate of \$51,210.62 for our February electricity bill was mighty close. The actual bill was \$51,000.20! Evelyn captured a \$50 U.S. Savings Bond for her prize.

Andy Zarling's suggestion for energy savings was: "Install motion detectors in conference rooms, break rooms, and other rooms that are not normally used continuously, which turn lights on and off according to what they detect."

A \$100 U.S. Savings Bond was Andy's prize for his winning suggestion in the TGIF Energy Savings Contest suggestion.

"Evaluating suggestions is not easy, but I felt Andy's suggestion was unique among those submitted," said Mike Eisenbise, Facilities Manager. "It is feasible to implement, with effective and noticeable results."

There were 33 thoughtful, constructive suggestions for cost effective ways to save energy. Some suggestions were submitted by a number of employees -- ranging from "turn off the lights" to proposing a work week of four 10-hour days.

It is planned to implement Andy Zarling's suggestion in the near future. Watch for the "Employee Team Involvement Project" sticker which will be posted wherever this energy savings suggestion is installed.

Other energy savings ideas will continue to be implemented as our Facilities personnel work with employees throughout the plant to achieve efficiencies and savings.

Happy anniversary to: Loraine McFarlin, 10 years; Elizabeth Byrd, 10 yrs.; Wayne Stankovitch, 5 yrs.; Teresa Smith, 5 yrs.; Joe Yeager, 5 yrs.; Preston Cox, 15 yrs.; Bob Lahmers, 10 yrs.; Iris Thompson, 10 yrs.; Jeff Morrow, 5 yrs.; and Rob Crawley, 10 yrs.



Observing service anniversaries in March are Dave Clark, 10 years; Karen Lewis, 10 yrs.; Francis Wozniak, 10 yrs.; Jean Wilson, 5 yrs.; Josefina Nunez, 5 yrs. Missing from these photos: Barbara Boucher, 10 yrs.; Arline Cifaldi, 5 yrs.; Jim Hornberger, 10 yrs.; Bill Kirby, 10 yrs.; Alice Wright, 5 yrs.

NEW ENVIRONMENTAL TEST LAB IS A MAJOR ADDITION

A major new addition to our facility is Reliability Engineering's Environmental Test Lab which is now operating in a new 1,800 square foot area near the Machine Shop and our Mail Room. This Lab provides the capability to simulate extreme environmental conditions which our products may experience in the field -- temperature, humidity, vibration, shock and salt atmosphere.

It is even possible now to combine all of these environments into one test chamber for the ultimate in "environmental simulation." Environmental testing is in addition to regular in-process inspection which our electronic equipment undergoes during manufacture.

Environmental testing is frequently required in major programs such as USH-32, Paramax and TLQ. This type of testing is used for engineering design evaluations, qualification testing, and manufacturing burn-in of completed products and subassemblies sold as spares.

New environmental testing equipment in the Lab is microprocessor-controlled. Investment in this Environmental Test Lab now enables our Division to conduct more testing in-house. This offers better control and allows us to perform larger volume testing. In most cases, it is more cost effective than having to go to outside sources. Some very specialized tests require the use of outside independent testing labs.

A special room was designed and built to accommodate the requirements of the Environmental Test Lab, calling for installation of water pipes, and major electrical installations. Work was mainly done by our own in-house Maintenance personnel in cooperation with Reliability Engineering.



Luis Sandoval with Tensile Stress Tester which pulls materials such as CVR tapes, springs, and also tests weld strength, etc.

Chuck Warren, Luis Sandoval and Robin Speidel, of Quality Assurance, have been involved in the successful design, installation and operation of this new facility. The Environmental Test Lab will play an important part in enhancing the quality and reliability of our products and systems, and in screening out potential defects which might cause problems in the field.



Foreground is "shake" table which performs sine and random vibration testing. Large chamber in background is one of several chambers used for temperature, humidity and vibration tests. Behind Luis Sandoval are amplifiers which drive the shaker. Range of testing: Humidity (20% - 95%); Temperature (-100F to 350F); vibration, up to 100g, depending on load.



Luis Sandoval with salt fog chamber which simulates the salt atmosphere which shipboard equipments would experience. Actual tests are performed on samples of the materials used in the equipments.

NEW ORGANIZATION ADDRESSING WORLDWIDE RECORDERS MARKET

Two major Recorders units — one in France and one in the U.S.A. — are now working together more closely as part of the same organization managed by Joe Keller, Senior Vice President and General Manager of the Communications Systems Group.

In Velizy, France, Claude Vatinelle, Vice President, Data Acquisition Recorders Division (DAR), manages the Recorders product line. In Sarasota, Carl Aquilino, Director for Recorders - U.S., is in charge of our Recorders design, engineering, sales and marketing.

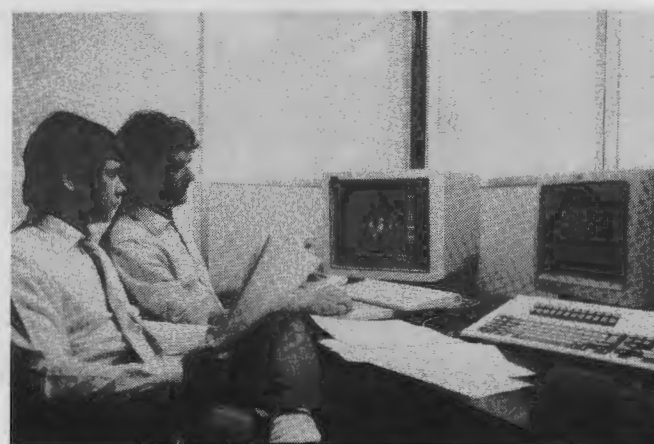
"We have an opportunity now to blend the technology, expertise and talents of two groups into a dynamic approach to the Recorders market on a worldwide basis," Joe Keller said. "Both are multimillion dollar operations, and both have great potential for contributing to the growth and profitability of this segment of our business."

With an ocean between the two groups, and some differences in language, culture and management style, there will be efforts to focus the common goals into one goal. The two groups have joined together to work toward "world" products instead of local, regional or national products.

This approach will benefit both the French and USA operations in joint efforts, such as the Model 15 Airborne Recorder/Reproducer. In the case of the Model 15, the product was available through Velizy, and some customers were available through Sarasota's Sales and Marketing efforts. Working together, this cooperation resulted in contracts valued at over \$13 million in the United States over the past two years.

Because much of the U.S. market requires a prime or second source in America, we are now in the process of transferring the Model 15 manufacturing to Sarasota in cooperation with our sister company in France.

Other joint ventures underway include magnetic heads for Instrumentation Recorders, and working towards becoming partners in the Rotary Scanner Recorders technology.



Schlumberger Industries Engineers at Computer Aided Design (CAD) work station in Velizy.



Aerial view of Schlumberger Industries Velizy facility, of over 200,000 square feet. Building at right is where magnetic Recorder heads will be produced.

PHOTOS COURTESY OF M. DEVAL, OF VELIZY, FRANCE.



Model 15 in foreground with automatic testing system in background at the Velizy facility.



Cooperative efforts have been in the works for some time. Claude Vatinelle was in Sarasota as Director of the Sarasota Recorders operation for several years. More recently, numerous trips between Velizy and Sarasota have enabled personnel from both units to exchange information and become acquainted with the way the two operations conduct business.

Leon Head, Staff Engineer in Recorders, Sarasota, has recently spent many months in France, working with his Velizy colleagues. He is assisting DAR in the development of hard-tipped aluminum body heads.

"My efforts there have been personally rewarding, and I have been extended every courtesy from all people involved," Leon Head said. "Not being able to speak or understand French has been frustrating while living in France. But English is the official language of Schlumberger, so I have very little difficulty communicating with DAR employees. The excellent talents of my co-workers in Velizy have made it all worthwhile. Their striving for perfection is a constant challenge for me."

As part of the same organizational change, Telemetry has become a worldwide entity. Yves Hamonic, Director of Telemetry, France, reports to G. Aldrich, Director of Telemetry, U.S. Telemetry Worldwide reports to Data Systems Division in Sarasota, under Vice President and General Manager Carl Schleicher.

These joint ventures and cooperative efforts will be an ongoing way of life for the two locations in the months and years to come.



ANIUSH-33 (V) 2 Configuration of Model 15 built for the Naval Avionics Center Indianapolis

WELCOME ABOARD TO OUR NEW FELLOW EMPLOYEES

It's a pleasure to welcome the new employees who have joined Data Systems Division recently. These are our new colleagues who will be helping to work toward meeting our company goals.

We're happy to have you on the FWSI team. Welcome aboard!



KATHRYN M. CATER
Sr. Security Spec.
Security



PAUL CONNETT
Assoc. Sci. Programmer
Telemetry Software



MARK A. HANLEY
Technician
Signal Processing



WILLIAM ICELY
Technician
Plant Maintenance



DENNIS KAMIN
Sr. Sci. Syst. Analyst
Telemetry Software



CLIFF KIRCHOF
Environmental Engr.
Plant Facilities



TERRY MILLER
Principal Sales Engr.
Domestic Sales



DIANA D. MONTGOMERY
Technical Writer
Telem. Tech. Pubs.



MARK MUSTICO
Sr. Contr. Admin.
Signal Processing



BHARAT PATEL
Sci. Systems Analyst
Telemetry Software



DAVE PERKINS
Sci. Systems Analyst
Signal Processing



MARK ROBISON
Principal Engineer
Equipment Recorders

EMPLOYEE INVOLVEMENT TEAMS SHARING NEWS OF THEIR WORK

Our Employee Involvement Teams (formerly known as Quality Circles) are now sharing news about their work with all employees through an Employee Involvement Bulletin Board. The display, located in the hall near the Cafeteria, will provide information by a different Team every other month.

Each display will feature a Team project, showing problems and solutions which the Team has worked on or is currently undertaking.

FAIRCHILD KEEPING PACE

"Employee Involvement Teams are currently using a process which is different from the original Quality Circle method in many ways," Facilitator Phil Luquette said. "The process is called The Roadmap to Problem Solving and leads the Team through a very natural progression of steps."

First the Team, Supervisor and Manager of the Team's area work together to formulate a goal which, when achieved, will have a positive impact on employees, the department, and the company. Then the Team, Supervisor and Manager brainstorm together for problems which, if solved, will help them achieve their goal.

Once a problem is selected, it is then analyzed, data gathered, and brainstorming for solutions takes place. Next a solution is chosen, approval is gained from the proper level, a plan is developed and then implemented.

"This process is less structured than the original

Quality Circle method and moves along much more quickly," Phil said.

Some of the benefits that Employee Involvement Teams have realized are:

- Enhanced Communication
- Cost Reductions
- Cost Avoidances
- Change in Methods
- Improved Quality
- Increased Involvement

If you would like more detailed information about the process or have some questions, please call Phil Luquette, Ext. 5532.

REEL PROBLEMS TEAM DISPLAY

The current display at the Employee Involvement Teams bulletin board shows some of the projects which the Reel Problems Team has tackled. Their Team projects have included: parts bins; desoldering station sound dampener; gauge blocks; test fixtures; EDCS number buttons; 220 volt AC outlets to center test stations; Model 80-TA monitor chassis cabling; cable racks; test boards; aviation prints; Model 9 ECO on test variable capacitor on FM reproduce board; rechargeable flashlights; burn-in rack for Aviation Recorders.

The Reel Problems Team members (representing Recorders Test) are: Bob Carlson, Dave Dowding, Jed Duncan, Scotte Kavanaugh, Ken Lamers, Mark McClure, Leigh Paul, Mike Phillips, Billy Seiffert, Steve Troyan and Joe Yourkoski.



Leigh Paul (at left) and Bob Carlson, of Reel Problems Employee Involvement Team, display the Team's bulletin board featuring some of the projects the group

has undertaken. Team members contributed ideas, and Leigh Paul and Mark McClure designed the display around photos by Leigh.

TWO NEW EARLY RETIREES LOOK FORWARD TO HAVING TIME TO . . .

Mauri Calvert (Industrial Engineering) and Margaret Herbst (Personnel) are our two newest early retirees, and both say they are looking forward to "having time to do the things I want to do."

MAURI CALVERT has 37 years of service with our company, starting with Sangamo in Springfield, Illinois, and transferring to Sarasota in 1978, when the Data Recorders group moved here. His work has ranged from the early time keeping activities in Springfield to Machine Shop support responsibilities. His Manufacturing Engineering and Industrial Engineering duties included Numerical Control Programming, creating Machine Shop Fab process sheets, standards, and assisting in tooling decisions.

Mauri's winning personality and ability to work with others has enhanced his contributions to our operations. He is a respected colleague who will be missed by his fellow employees and friends.

As he starts enjoying his leisure, Mauri plans to spend some time on his hobby of woodworking, a little gardening and some travel.



MAURI CALVERT



MARGARET HERBST

MARGARET HERBST rounds our 30 years with Data Systems Division in Sarasota and starts early retirement on March 31. She has worked in Personnel during the past 20 years, combining various Personnel activities with her post as Editor of PULSE, our employee newsletter. Earlier she was an Executive Secretary in Research and Engineering, and at EMR headquarters.

"It has been a lot of fun, and I'm going to miss all the fine folks and wonderful characters we have at Data Systems," Margaret said. "I'm counting on you all to phone and fill me in on the latest news -- but please don't call before 9 a.m.!"

She looks forward to having free time for fun, a little travel, and the opportunity to do some volunteer work -- after her chores are done.

TELEMETRY INSTRUMENTATION ORDERED BY LOCKHEED KSC FOR NASA LAUNCH FACILITY

Work is underway on two contracts for Lockheed-Kennedy Space Center to supply telemetry instrumentation which will be used by NASA to monitor Shuttle launch facilities at the Cape. Value of the two contracts totals over \$1.9 million.

One contract, valued at over \$1,000,000, involves quantities of Model 420 Instrumentation Amplifiers and associated hardware. These units will be used in updating and replacing earlier EMR 200-series equipments which we delivered to the Cape about 20 years ago, according to Wyatt Bishop, Sales Engineer on this contract.

"Similar Model 420 units were delivered to the Cape several years ago as part of the Permanent Measurement System and expanded instrumentation for launch pads and the Mobile Launch Platforms, and we have received very favorable comments from the users," Wyatt said.

In a separate order from Lockheed KSC, a contract valued at over \$850,000 calls for Model 600 series PCM telemetry equipments in twelve 48-channel Data Acquisition Systems. The systems will be mounted in the Mobile Launch Platforms to acquire strain measurements from the aft skirt of the solid rocket booster during the stacking process.

These Model 620 Signal Conditioner Amplifiers and associated PCM equipment were ordered on a compressed schedule which was successfully met, thanks to a special effort by numerous employees. Ten systems have been delivered, with the final two scheduled to ship in March.

Mike Erdahl is Project Engineer and Don Worthington is Project Technician. Jerry Belveal has Program responsibility, assisted by Ed Rodgers. Other major contributors on these Lockheed contracts include Dorothy Watson, of Applications Engineering; Wyatt Bishop, of Sales; employees in George Phillips' Systems Assembly area and Pat Bowers' Production area; Dan Toler, Dick Dungan, Donna Watkins, Bill Gibson, plus others whose support has made it possible to meet a difficult schedule.

CONGRATULATIONS!

FUAD ALI (Telemetry Systems) and his wife Hana are the happy parents of a new daughter, Lilah. She arrived on March 12 and weighed in at 7 lb. 4oz.

DAVE SCHMIDTMAN (Aviation Recorders Sales) and his wife Dawn welcomed their new baby girl on March 16. Jessica Marie weighed 7 lb. 7oz. at birth.