



LORAL
Data Systems

P.O. Box 3041
Sarasota, FL 34230
(813) 371-0811



Happy Holidays to All

VOLUME XI, NO. 4

DECEMBER 1989

To All Employees:

My Staff and I wish you and all your loved ones a happy and healthy holiday season and new year.

1989 was a traumatic year as our parent corporation of 31 years sold us. This was not done because Data Systems is a poor business. On the contrary, Data Systems had the best year in its history. Schlumberger made the strategic decision to exit the defense business and we were sold in a package deal with all of Fairchild Weston.

I was extremely pleased with the strength that was exhibited by our employees during the sale process. Most businesses falter to some degree when they divert so much energy to the sale process. Data Systems didn't skip a beat. This is because we have so many loyal, hardworking employees and we have a strong organization. I congratulate all of you!

We were fortunate to have been purchased by Loral because they believe in our business and, for the most part, will not interfere with us. They have the resources to assist our growth into the future and are prepared to help if we need them.

Sales increased 18% over 1988 and we are entering 1990 with a backlog of approximately 6 months. This year we hired 86 people including 41 who were converted from contract to employee status. We will continue to selectively hire new employees.

With the budget deficit, and Perestroika and Glasnost breaking out in Russia, it is certain that the Defense Department's budget will decrease over the next 5 years. The questions are how much and how fast? Regardless, we are well postured to weather the storm. More than half of our business does not depend on the Defense Department. The remainder will most likely remain flat. The overall prognosis is that 1990 will be another very good year.

Have a happy holiday season and rest up. Return ready to make next year a big success.

Joe Keller
Joe Keller
President



SANTA'S CHRISTMAS EVE

*'Twas the night before Christmas and all through
the town.*

*No noses were frozen, no snow fluttered down.
No children in flannels were tucked into bed.
They all wore their shorty pajamas instead.*

*To find wreaths of holly was not very hard.
For holly trees sprouted right in the backyard.
In front of the house were Daddys and Moms,
Adorning the bushes and coconut palms.*

*The slumbering kiddies were dreaming in glee
And hoped they'd find water skis under the tree.
There weren't any chimneys but that caused no gloom,
For Santa came in through the Florida Room.*

*He stopped at each house, stayed only a minute.
And emptied his sack of the stuff that was in it.
Before he departed he treated himself, to the glass of
papaya juice left on the shelf.*

*Then he turned with a jerk and bounced back to
the car,
Remembering still he had to go very far.
They all know that Santa was well on his way.
In a Mercedes Benz instead of a sleigh.*

*And soon he arrived and started his work,
He hadn't a second to linger or shirk.
He whizzed up the highways and zoomed up the roads,
In his little old auto, delivering his load.*

*The tropical moon gave the city a glow
And lighted the way for Santa below.
As he jumped from the car he gave a weak chuckle
He was dressed in bermudas and an Ivy
League buckle.*

*He shifted the gears and stepped on the gas,
And up Highway 41 he went like a flash.
And I heard him exclaim as he went on his way,*

**"MERRY CHRISTMAS SARASOTA,
I wish I could stay."**

The Credit Union Board of Directors is happy to announce a fourth quarter dividend of 5-1/2%. This results in a 10 month's rate of 5.625% (A.P.R.) for 1989.

In other news, the Board announces the retirement of the Credit Union Manager, **Lillian Conway**, after more than 13 years of dedicated service in this office. We will all miss Lillian, as she has been more than a Credit Union Employee. Her earlier company background in Data Processing and Accounting filled her earlier seven years.

Lillian has been a counselor, mentor, teacher and most importantly, a friend to all who passed through the Credit Union doors. Our Credit Union members join with the Board of Directors in extending a heart felt appreciation for Lillian's years of dedication and wish her a very happy retirement.

As with any ending there is always a beginning. The Board of Directors would like to officially announce our new Credit Union Manager, **Ernestine Anderson** who came to us after years of experience in the Accounting Dept. The Credit Union Board has full confidence in Ernestine and ask other members to join with them in welcoming her and wishing her success in her new position.

HEALTH HAPPENINGS

One of our long time employees, **Jud Strock**, underwent eye surgery on December 9th to replace a cornea in his eye. We are pleased to report right now that Jud is home and doing well.

Because of this, Jud is somewhat of a celebrity in that Channel 13, Tampa was involved in the transportation of this cornea from a donor in Tampa, the cornea was flown in a refrigerated container, from Tampa to Sarasota, taken by van to the hospital and placed under refrigeration until the operation.

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FOUR ASH-33A UNITS READY FOR SHIPMENT

On June 28, 1988 Loral Data Systems received a contract from Naval Air Systems Command (NAVAIR) for a quantity of seventeen (17) AN/ASH-33A digital tape recorders. This quantity was increased to thirty-nine (39) systems when NAVAIR exercised additional options in November, 1988. The total value of the contract is now \$4.6M.

These systems are installed in P3-C Navy four engine turbo prop aircraft.

The mission of the aircraft is to detect, track, localize and destroy enemy submarines.

The ASH-33A's purpose is to load the P3-C central computer CP901 with the complete flight program and to receive all navigational data during flight.

An ASH-33A system is comprised of one control unit, two magnetic tape units and twenty (20) tape cassette cartridges.

The contract is a build to hardware program where NAVAIR supplied a complete system that we had to clone. The engineering drawings were to be used only as reference with the hardware taking precedence over all drawings, specifications and other documents.

The ASH-33A operates in conjunction with an AN/AQH-4 which is an acoustical recorder similar to the AN/AQH-7 recorder we are also under contract to build. The navigational data from the ASH-33A and the associated data from the AN/AQH-4 is displayed simultaneously on an acoustical data processor. From this data the operator can determine what type of submarine they have located and its position. From there the P3-C carries out its mission.

I am pleased to say that we, at Loral Data Systems, have recently completed three major milestones in this program.

First, we have developed the capability to produce printed circuit boards to Weapons Specification 6536. This soldering specification is extremely difficult and we are one of just a few companies in Florida capable of meeting this specification.

Second, the Navy has approved our first article test allowing us to proceed with production.

Lastly, the first production units are complete and we plan to ship four systems in December.

Pictured below is one of the systems to be shipped along with photos of the team of employees who worked on this project.



Back Row: L to R: Linda Dudley, Tamra Tornai, Sandy Halverson, Louis Sandoval, Kemp Mednick and Judy Franzone. Middle Row, L to R: Wilma Bohon, Larry Foster, and Woody Griggs. Front Row: Clara Lemacks and Frank Bloechl.

GREAT AMERICAN SMOKEOUT!

Do you want to quit those nasty cigarettes, etc? Do you have a buddy you want to help quit? Would you adopt a smoker just for 24 hours, and give them TLC to help get them past that tough first day?

The American Cancer Society held its annual "Great American Smokeout" day this past November 16th. If that interested you but you let it slide by, now is your golden opportunity.

Each year many people stop smoking for good on the GreatAmerican Smokeout day. The process is simple; decide to quit for just 24 hours. Many smokers learn that they CAN live without smoking and extend those 24 hours to 48 hours and soon they become the biggest winners by being quitters.

Now that we have adopted a new policy to make Loral Data Systems "Smoke-Free", we want to continue to extend a helping hand to our friends at Loral who want to become "Quitters".

This is a challenge to non-smokers. "Adopt a smoker" and see a friend through those 24 hours. Offer them mints, carrotsticks, encouragement, and anything it might take to help your friend pass 24 hours smokeless. I'd like to see all of Loral become involved in supporting this plan. For more information, adoption papers, etc., please call Ext. 5559.

Submitted by Debbie Graham, R.N.,C.O.H.N.

INTERNAL HOT LINE:	EXTENSION 6869
INTERNAL CONTACTS:	MARK MUSTICO
	EXTENSION 6917
ALL OTHERS: ROYAL BECHTOLD:	EXT. 5544
LORAL CORP.: BOB LAPENTA-	212-697-1105
ROBERT GREGG, FALLS CHURCH VA.:	
LORAL OMBUDSMAN	- 1-800-842-2651

HAPPY ANNIVERSARY !!!

OCTOBER ANNIVERSARIES



Back Row, L to R: Victor Powell, 5 Yrs.; Robert C. Carlson, 15 Yrs.; Tim Sorensen, 5 Yrs.; Beverly Still, 10 Yrs. Front Row, L to R: Lee Wade, 10 Yrs.; Pat Martin, 5 Yrs.; Baba Marrero, 10 Yrs. Missing from Photo: Mike Lockwood, 10 Yrs.; Richard Rice, 5 Yrs.; Sandie Woods, 5 Yrs.

NOVEMBER ANNIVERSARIES



Back Row, L to R: Naomi Fiacable, 5 Yrs.; Barbara Martin, 5 Yrs.; Greg Lambert, 10 Yrs.; Tony Reali, 5 Yrs.; Mike Matthews, 5 Yrs. Front Row, L to R: Bharat Parkani, 5 Yrs.; Peggy Creadon, 10 Yrs.; Welma Bohon, 5 Yrs.; Darlene Horton, 5 Yrs. Missing from Photo: John Palinski, 10 Yrs., Fombell, PA

DECEMBER ANNIVERSARIES



Back Row, L to R: Carl Kochmit, 10 Yrs.; C. Brooks Harper, 5 Yrs.; Chris Lester, 5 Yrs. Front Row, L to R: Lillian Conway, 20 Yrs., Darrell Powell, 10 Yrs. Missing from Photo: Ed Sleeman, 30 Yrs.; Tom Pittet, 5 Yrs.; Gary Petersen, 5 Yrs.

NEW GA100 CVR LIFTS AVIATION RECORDER SALES

Aviation Recorders has taken a commanding sales lead with our new GA100 Cockpit Voice Recorder introduced for the General Aviation market. In fact, sales have been so good that overall production of CVRs (black box) has been doubled just to keep up with the demand.

For those of you who are not familiar with the Black Box, it is, in fact, not black. It is bright orange and is actually two boxes; a Cockpit Voice Recorder (CVR) and a Digital Flight Recorder (DFR). The CVR records the cockpit communications and the DFR records the aircraft parameters such as engine speeds and flap settings. The combination of this information helps investigators determine what caused an accident and hopefully prevent a similar accident from happening to someone else.

For years black boxes were mandated for use on the airlines, which have been the mainstay of our business. But, there were many thousands of aircraft out there that were not required to have recorders. These aircraft include all small business jets known as the General Aviation market, and the commuter aircraft. There are actually more General Aviation Aircraft than commercial airline aircraft currently flying in the U.S.

For years the National Transportation Safety Board has been pushing for installation of Cockpit Voice Recorders on General Aviation and Commuter Aircraft. The reasons for this were simple. A number of significant accidents involving these aircraft happened where the investigation was hampered by lack of information that could have been supplied by a Cockpit Voice Recorder.

All that was changed on December 30, 1987. The President signed the Airport and Airways Safety and Capacity expansion act of 1987. The Secretary of Transportation was directed by this act to initiate a rule for the expanded use of voice and data recorders.

In July of 1988 the FAA released the final rule and amended its regulations to require Cockpit Voice Recorders and Digital Flight Recorders to be installed on General Aviation Business and Commuter aircraft by October 11, 1991.

Fairchild historically has enjoyed a large market penetration with its recorders. Over 85% of the world's airlines use our CVR. This same market penetration was the goal for the General Aviation market. Although, to many, the General Aviation market is a new market, it has actually been a long time in the making. Fortunately, our Aviation group had the foresight to see this new market coming, and had already envisioned the GA100 which was specifically designed for the General Aviation market. The GA100, uses the same time-proven tape transport mechanism as the A100/A100A CVR, which is used by the airlines, but has a new control kit designed for the smaller General Aviation aircraft.

In fact the new Fairchild control has been so well received that a similar kit is now being offered by all of our competitors. Also recognized early was the need to establish a dealer network that would serve this new market. Our Aviation Recorders marketing/sales started to establish dealers early in 1988 since then we have received commitments from almost all of the major General avionics dealers.

This two pronged approach has been the key to our initial success in this new market. So far, our GA100 has been extremely well received by the General Aviation market. Already, Fairchild Aviation Recorders has orders that account for a significant share of this new market. Our current forecasts indicate we will achieve our goals and remain the dominant leader in the world's aviation recorder market.

LORAL AMATEUR RADIO CLUB OF SARASOTA (LARCS)

The Loral Amateur Radio Club of Sarasota (LARCS) held its first business meeting in November 9, 1989 with fifteen members in attendance.

LARCS is a reorganization of the old Sangamo Weston Amateur Radio Club, originally headed by Eric Hogberg and Chris Freeberg (both now retired). The members of LARCS have chosen three areas of concentration within the wide variety of activities. These areas are Emergency Communications, Technical Discussions and Education Activities. The club is hoping to create a station right here in the Loral complex for the purpose of Radio communications practice and Emergency Operations should be called into service by the county coordinator.

The members of LARCS elected officers at this meeting and they are: Chairman, Ed Kreyling (KA6FZQ); Vice Chairman, Mike Smith (WA4BMO); Secretary, Kathy Cater (KB4VQW); Treasurer, Gary Fuller; Education Coordinator, Otto Tune (KV7J); and Activities Manager, Jim Schadl (KAOGPL).

For those of you who are interested in this activity but say, "I don't have a license and they only want licensed Amateurs in the club," please rest assured that is not true. One of the activities of the club is to offer start-up and continuing education toward becoming qualified for your first and successive licenses.

The club dues are \$10.00 per year with monthly meetings the first week of each month at LORAL. for further information contact Ed Kreyling, (6966) Kathy Cater, (5247).

Contributed by Ed Kreyling

CHRISTMAS TREE SAFETY TIPS

The beauty of the Christmas tree is one of the special memories we have of the holiday. Some families have lovely traditions of tree trimming that pass from generation to generation. Although the Christmas tree conjures up beautiful memories of joyous times, dry trees can cause disastrous fires.

Most trees are cut in November and can become very dry without proper care. Here are a few helpful hints to keep your tree green so that you can enjoy it's beauty longer, and keep your family safe.

Choose a fresh tree. Look for a vibrant green color and flexible needles.

Water it frequently. Mount the tree in a sturdy, non-tip stand that holds water, which you should refill daily. Trim the bottom of tree for better absorption of water.

Place it far from heaters and the fireplace. Fasten a large tree to walls or the ceiling.

Light it right. Don't put candles on or near a tree. Use only light approved by Underwriter Laboratories. (UL). Check lights for frayed wires, cracked sockets, and loose connections.

Use noncombustible trimmings. Don't use cotton batting (unless treated with flame retardent) or cellophane, which are highly flammable.

Discard the tree promptly after the holiday before it dries out. Many Christmas tree fires occur in January when the trees are older and drier.

One of the marvelous options is to buy a live potted tree. Plant the tree and enjoy it year round. If on the other hand, you prefer an artificial tree, please make sure it's labeled fire-retardent. Do not use electric lights on a metal tree.

Have a wonderful holiday, and come back to us safely.

Submitted by Debbie Graham, R.N. C.O.H.N.

LORAL DELIVERS NEXT GENERATION TELEMETRY

Loral Fairchild Corporation, Data Systems Division, delivered an advanced technology telemetry processing and analysis system to the United States Air Force for use at its satellite command and control facility, the Consolidated Space Test Center (CSTC), in Sunnyvale, CA. Under contract to the Boeing Aerospace and Electronics Corporation, Loral designed and developed this fully compliant Real-time Telemetry, Analysis Distribution System (RTADS) as a general purpose telemetry ground station which will be used initially to support the Inertial Upper Stage (IUS) missions launched from the Space Shuttle.

The RTADS takes advantage of Loral's state-of-the-art EMR telemetry products to process six simultaneous, fully independent 20 Megabit per second telemetry streams. The RTADS was designed as a completely redundant system with no single point of failure. Dual Digital Equipment Corporation (DEC) VAX 8600s process data simultaneously to disk and broadcast the current values of the acquired parameters to 21 high-resolution color graphic workstations networked by ETHERNET. Each workstation can simultaneously and independently display identical or different parameters; this display capability applies both to parameters being acquired in realtime as well as to the simultaneous display of realtime and archive parameters on the same screen.

The user interface for all applications uses pop-up menus initiated either by mouse or keyboard entry providing for simple set up and operation by the user. The RTADS supports two classes of users: System Controllers and User/Analysts.

System Controllers are responsible for the telemetry front end (TFE) setup and allocation and distribution of system resources. Although hardware redundancy was designed into the RTADS, System Controllers are also provided the ability to configure the RTADS to run in a shared processing mode and/or an independent processing mode. User/Analysts are provided the capability to create and integrate their own displays and data analysis programs in real-time or nonreal-time.

This order was initially received from Boeing Aerospace Company, Seattle, Washington on December 15, 1986. At that time the total fixed price of the contract award was over \$6,100,000. However, we also received an add-on order of approximately \$6.6 million as a two-phase order. Phase one of the add-on order was received in February, 1988 and provided twelve additional work stations for a total of \$1.1 million dollars and Phase B of this order was received in December of 1988 for an additional \$5.5 million dollars making the total value of the order approximately \$13,000,000. This order was shipped in early December, completing a three year project.

The many members of the team working on this project were from various Telemetry departments, from the Proposal and Demonstration Team, West Coast Sales support, the Program Team consisting of members of Applications Engineering, Software and Hardware Telemetry engineers to Program Management. This system was shipped out the early part of December, successfully completing a three year project.

HEALTH HAPPENINGS (Continued)

Corneas for transplant are reportedly most successful if the donor is younger than the recipient. Channel 13 interviewed Jud on Friday, December 8 and he appeared on the 6:30 PM news.

Jud had a similar operation last January in his other eye which was quite successful. The doctors predict that if this transplant is totally accepted by his body, that he should have 20/30 vision when the eye is healed.

Channel 13 is doing their utmost to encourage people to subscribe to the Organ Donor Program which involves no cost to the donor and provides so much good to others. If anyone would like more information on organ donations, see Debbie Graham in Health Services.

HOLIDAY TIME

If you are planning to go to the Orlando area during the holidays to visit the various amusement places, listed below are various special programs and discounts which are now available.

BOARDWALK & BASEBALL - is offering a **DOUBLE DISCOUNT** of an additional 15% off the regular 15% discount we receive as part of the Sea World Family. This 30% off or "double discount" is valid until January 31, 1990

EPCOT/MAGIC KINGDOM - Stage star Carol Lawrence performing at EPCOT, "Holiday Splendor" December 20-23 and 25-30, with a 17 piece orchestra, singing "Silent Night" and singing and doing sign language to "Let There Be Peace On Earth." Also Disney's Mickey's "Very Merry Christmas Parade" at the MAGIC KINGDOM daily from December 23 through January 1. Be sure you have an up to date card.

SEA WORLD - Your SEA WORLD card entitles you to a 15% discount on every admission year-round. However, beginning November 15, 1989 through January 15, 1990, all Club members can save an additional \$1.00 on every ticket by saying "I LOVE BABY NAMU"

CYPRESS GARDENS -At this time we have discount tickets to Cypress Gardens offering \$3.00 off every admission until December 31, 1989. This is slightly more than the usual 15% discount offered by our regular discount card.

HAVE A VERY HAPPY AND FUN HOLIDAY!



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Sarasota, FL 34230
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Address Correction Requested

Editor: BERENICE HENDERSON (x6945)

