



**LORAL**  
Data Systems

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



*Season's  
Greetings*

VOLUME XIII, NO. 5

OCTOBER - DECEMBER 1991

December 1991

To All Employees and Families:

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

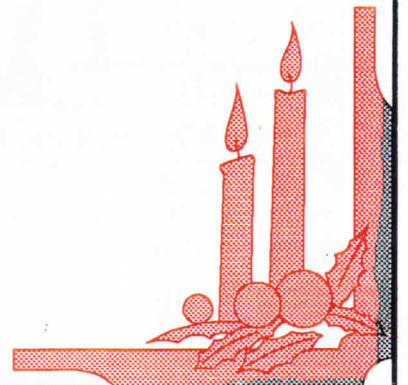
1991 was a good year for Loral Data Systems as revenues and profit were significantly up from last year. Backlog remains at a healthy 7 months worth of shipments. The bad news is that orders were down approximately 6% as we are feeling the effects of the recession and declining Department of Defense budget. We have reduced head count through attrition and release of temporary workers. We are training and moving employees to protect jobs to the maximum extent possible. Our products and capabilities remain state of the art but we are affected by external forces.

We are projecting that 1992 will be a good year but revenues and profit will be a little lower due to the shortfall of orders this year. Head count will continue to decrease through attrition. The extent of head count reduction depends entirely on our success in booking new business. We have hired additional marketing and sales people and are sparing no effort or expense to bring in new business. I am confident that we will turn the corner and return to growing the business.

Have a wonderful holiday season. Rest up and return to make 1992 another success.

Joe Keller

President



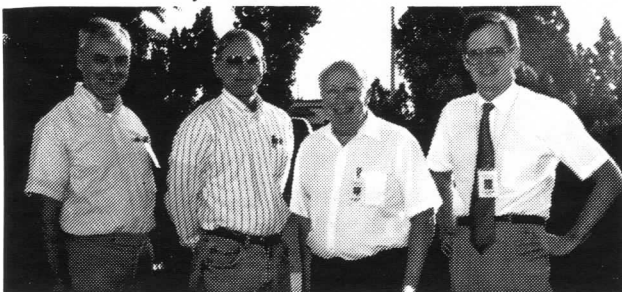
**HAPPY ANNIVERSARY**

**OCTOBER, 1991**



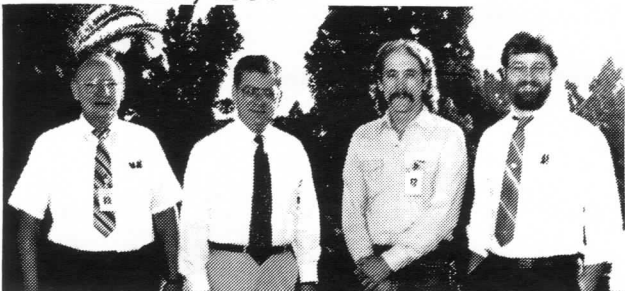
Front Row L to R: Ken Coonce (5 yrs.), Ron Cheshire (5 yrs.), Ollie Stone (15 yrs.). Back Row L to R: Pearl Jennings (20 yrs.), Steve Troyan (5 yrs.), Mark McClure (5 yrs.), Chuck Jones (30 yrs.). Not Pictured: John Urban (10 yrs.), Dave Dowding (5 yrs.), Todd White (5 yrs.)

**NOVEMBER, 1991**



L to R: Bill Waggener (30 yrs.), Al Marion, (20 yrs.), Ray Wilson (10 yrs.), John Wood (10 yrs. Not Pictured: Dick Vorce (30 yrs.), Cindy Buckles (25 yrs.), Tom Tonkin (15 yrs.), Aileen Worrell (10), Dot Berner (10 yrs.)

**DECEMBER, 1991**



L to R: Gene Schroeder (25 yrs.), Ray Festino (10 yrs.), Ralph Krueger (10 yrs.), Mike Andreotta (5 yrs.). Not Pictured: Bob Wallace (30 yrs.), Marlin Beer (25 yrs.), Darrel Forrest (15 yrs.), Evelyn Christian (15 yrs.), Mary Gayle Wright (10 yrs.), Jack Long (10 yrs.), Sheri Roberts (5 yrs.).



**RETIREES**

**KEN CLAIR**  
28 YEARS OF SERVICE

**VAN STONE**  
14 YEARS OF SERVICE

*THANKS FOR ALL YOU'VE DONE...*

**NEW HIRES**

**CHRISTOPHER MCGILL**  
ASSOCIATE SOFTWARE ENGINEER

**TRICIA MARLATT**  
STAFF ACCOUNTANT

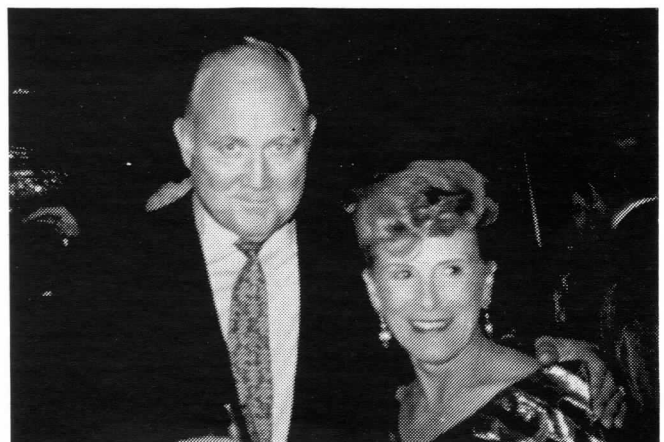
**JOHN HODGKINSON**  
MANAGER OF INTERNATIONAL SALES

*WELCOME !*



**IT'S WHO YOU KNOW!**

**ROSE STROFACE**, Field Service Administrator at our Lancaster, CA office, is pictured below with General Norman Schwarzkopf. Rose's husband, Joe, graduated from West Point with the General in 1956, except the General went Army and Joe went Air Force. This year was their 35th Reunion Celebration, hence the picture with our Gulf War hero.



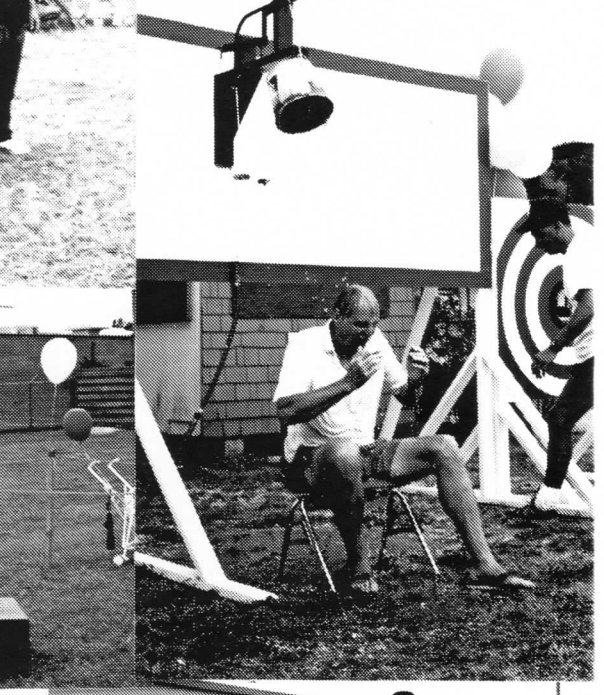
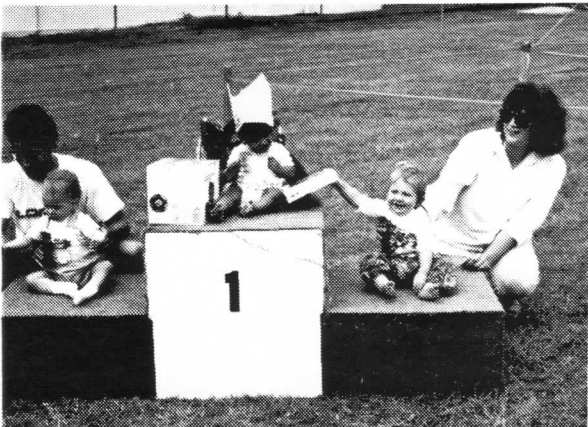


# LORAL FAMILY PICNIC 1991

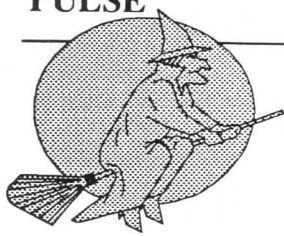
Fun, food and good times were the buzz words for this year's LORAL FAMILY PICNIC! The circus theme got everyone in the mood for the Wacky Olympics, Dunk Booth, Kiddie Olympics, Midway carnival games, greased pole event, just to name a few of the exciting choices available. The balloon and clown decorations added a festive note. Our Thanks to all the volunteers who made this year's picnic at the Sarasota Fairgrounds an undisputed success!

Below and on the next two pages you'll find a pictorial of the day's events.









**HALLOWEEN HAPPENINGS**

The Annual Loral Data Systems Halloween Costume Parade was held in the cafeteria, with a myriad of strange characters strutting their stuff. It was difficult indeed for the esteemed panel of judges to choose the three most innovative get-ups! Our thanks go to Bill Wright of WOMETCO for supplying the prizes.

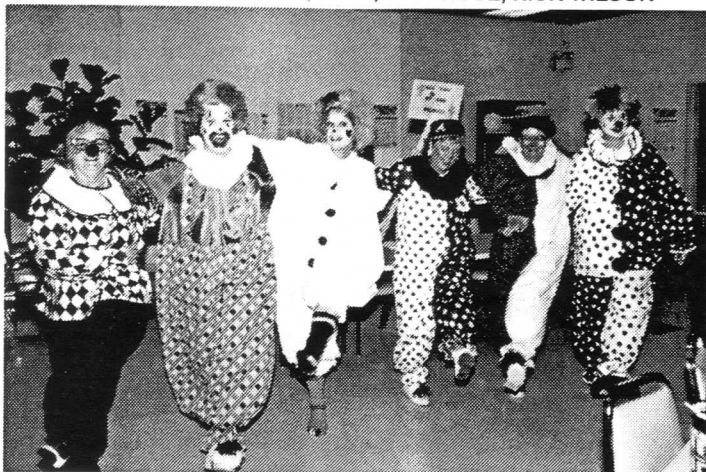
**FIRST PRIZE - JACKIE NEWBERRY**  
(Baked Ham)

**SECOND PRIZE - NITA ROSE**  
(Free Lunch)

**THIRD PRIZE - RICK WILSON**  
(Free Breakfast)



L to R: JACKIE NEWBERRY, NITA ROSE, RICK WILSON



HUMAN RESOURCES CAUGHT CLOWNING AROUND

**LDS RECEIVES SAFETY HONORS**

In July, 1991, Loral Data Systems achieved 1,000,000 work hours without a lost time accident. This exceptional achievement earned LDS two safety awards, The CNA Distinguished Safety Award and the Florida Safety Award.

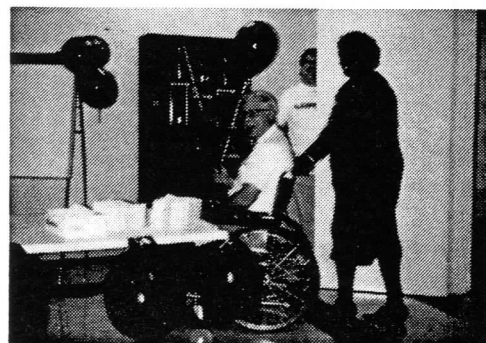
An award presentation celebration was held in the cafeteria on October 22nd for all employees. On hand to present the awards were representatives from CNA and the State of Florida. Receiving the awards were **Joe Keller**, LDS President, **Bill Shaw**, Director of Safety and Security and **Debbie Graham**, Occupational Safety and Health Nurse.



Front, L to R: Bill Shaw, Debbie Graham, Joe Keller  
Back, L to R: Ted Hoch (CNA), Earl Stockton, Norman Schmidt, Chuck Jones (State of Florida)

**LORAL EMPLOYEE GOES OVER THE HILL**

Pictured below is **HANS KAISER**, being wheeled to his surprise "Over The Hill" 50th birthday party on September 30th. Black balloons, cakes adorned with black frosting, fellow co-workers in black clothing and a cane to support his aging body served to set the scene! How's it feel on the other side, Hans?



## 1991 TELEMETERING CONFERENCE A GREAT SUCCESS FOR LDS

### WE SET THE STAGE

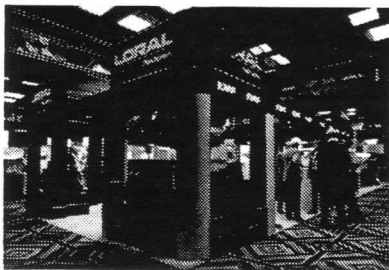
The International Telemetry Conference (ITC), which took place in Las Vegas November 4-7, was an extremely important show for LDS. Countries represented included the U.S., England, Australia, Taiwan, Japan, Germany, the Netherlands, Spain and Italy. **Ken Slezak** and **Harry Durrett** escorted our foreign customers.

There were 123 show booths and 2200 paid attendees, the largest in the show's 27 year history. This volunteer organization has a 20 member Board of Directors. LDS members included **Wiley Dunn**, Eastern Executive Manager, and **Jim Horvath**, Chairman of Photography, for this year's show. LDS is proud and pleased that they were reelected for the 1992 show. So after the Holidays, ITC plans start anew.

Jim Horvath provided an outstanding booth design which, for the first time, used the Loral Corporate show properties housed in Copley, Ohio. These properties are modular building blocks that allow for great flexibility in booth design. **Steve Frayer**, Computer Aided Graphics, built a model of this booth for Jim. Loral had a prime location allowing for good hall visibility. As the show's largest booth (1500 sq feet), it allowed for good circulation and outstanding demonstrations.



Assembling the 'building blocks' on site



We got it all together!

### WE PROMOTED SALES

Show time was from 9 A.M. to 6 P.M.. The Hospitality Suite was open from 6 P.M. until early morning with over 600 people attending each night. The feature attraction in the Hospitality Suite was the impressive 20 minute EMR System 90 video. The video, written and produced by **Scott Havens**, Tech Pubs, will be used as a valuable sales tool.

LDS gave away solar calculators, mouse pads and covers, and a grand prize of a Sony TV. From this list of prize winners, **Bud Hinkel** selected 338 names as prospective customers, FAXed their names and addresses to **Terry Cori** at the plant, who then had **JoAnn Tonkin's** Tech Pubs Services group assemble packets of brochures and sales information.

These packets were on the prospective customer's desk upon their return from the show. As a direct result of this mailing, Bud said we have already received calls that could result in new business opportunities for LDS.

**Jim Matthews** and **Peggy Browning** represented Customer Support and Training.

### WE INTRODUCED NEW PRODUCTS/SYSTEMS

O/S90, our new telemetry systems software product, was introduced. O/S90 allows us to build systems using multiple-vendor compilers and workstations. It features an open system architecture for real-time display and data acquisition. The highlight of the O/S90 demonstration was the unique open windows with live video. None of our competitors could do this.

The O/S90 ITC demo support team included **Mike Meesit** and **Tony Carwile** for Hardware, with **Bob Feather** and **Dan Smith** for Software. Dan Smith and **Laura Merritt** were instrumental in getting the system up and ready for the ITC. Bob, Dan and Laura put in many 15 hour days preparing for the show.

The O/S90 demonstrated at ITC was based on the Martin TPPS system. **Walt Knopik** is the Program Manager for this system, which will be delivered in February. **Don Riker** is the Technician. **Jon Mather** is the lead engineer for the Software Development Team and is supported by **Ron Perrella**, **Dan Smith**, **Gwen Terrell**, **Doug Bass**, **Jeff Eastwood**, **Ron Kimraj**, **Teri Vokus**, **Jeff Kelley**, **Adam Leonard**, **Allen Nehme**, **Bharat Patel**, **Eduardo Carro**, **Larry Creel** and **Dan Cunningham**.

**Tim Gattton** introduced the EMR Personal Computer eXport (PCX) Desktop Telemetry System. **Sunil Ranavace**, our India representative, provided the workstation demonstrations.

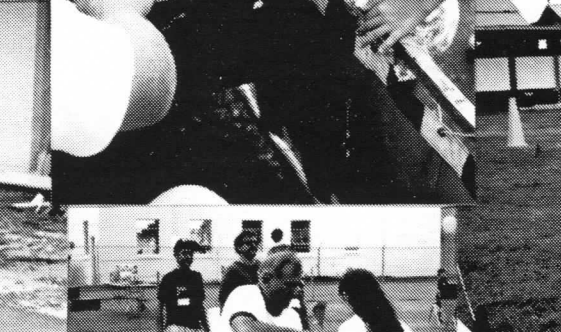
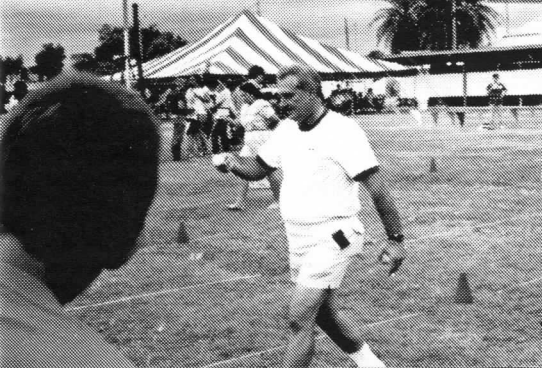
**Jack Long**, **Bill Vernooy**, **Steve Hoff** and **Ray Shuford** introduced and demonstrated the new Rotary Recorder. This working unit was produced jointly with Schlumberger. It records and reproduces at the rate of 240 mega bits of digital data per second and meets MIL-STD-2179 requirements.

### WE PRESENTED PAPERS

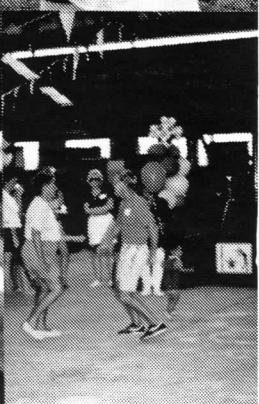
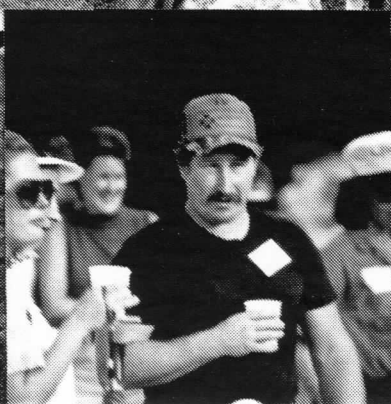
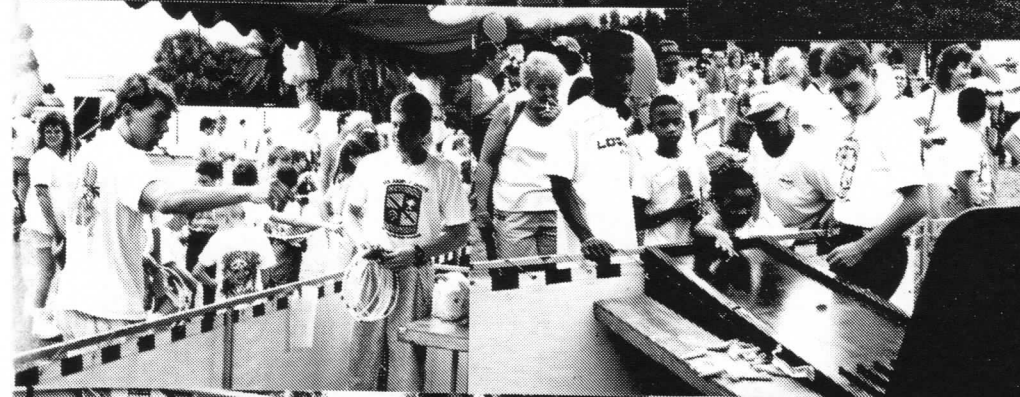
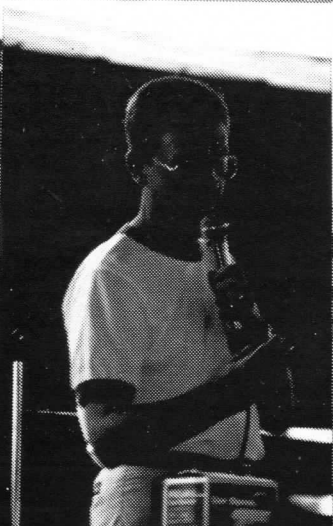
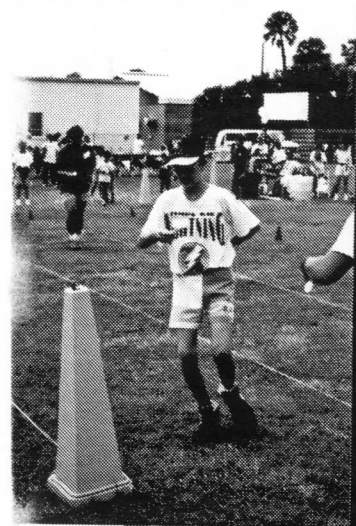
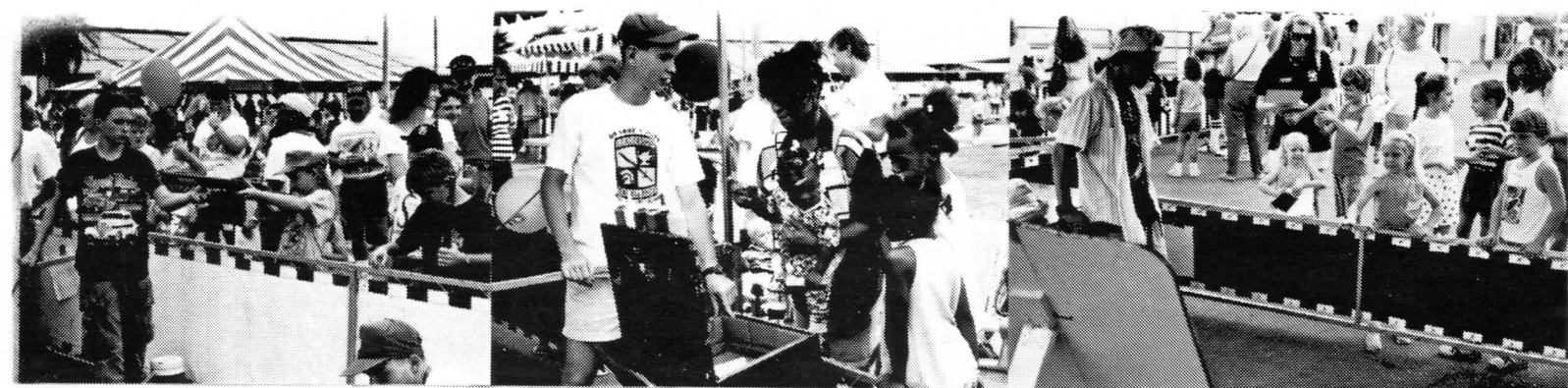
**Bob Feather** and **Mike O'Brien** presented an O/S 90 paper to a packed, standing room only hall.

story continued on page 9...











**ITC continued from page 8....**

Bob is a lead software engineer in O/S90 development and Mike is an expert on the EMR 8715, a central product in O/S90 design. Their paper had an enthusiastic reception.

**Bill Anderson** presented a paper on Internationalization of Telemetry Systems. His paper addressed the growth of foreign trade and the need for U.S companies to offer local language user interfaces on delivered systems.

**Bharat Parkhani** and **Paul Taylor** presented a paper on The Use of Telemetry Preprocessor in a Real-Time Closed Loop Test System. This paper addressed the application for testing the anti-aircraft Fire Control System of a telemetry preprocessor. The test set for verification would give the user a test platform that provides productivity improvement.

**Gene Schroeder** gave a paper on the EMR 9020 Adaptive Bit Synchronizer (ABS).

**WE PROVIDED SALES TOOLS**

The Technical Publications group and the Graphic Arts group wrote, coordinated, designed and produced the 1992 Condensed Catalog, O/S90 and PCX brochures for the ITC show. The writing and coordinating teams included **Diana Montgomery**, 1992 Condensed Catalog; **Sue Nurczyk**, O/S90; and **Carolyn Peet**, PCX. **Steve Frayer** and **Joe Koscielny** assisted **Jon Wolf** in design and layout. **Neil Plume** and **Mike Stapleton** provided outstanding photography support in the catalog, brochures and System 90 video.

by Diana Montgomery



**UNITED WAY CAMPAIGN '91  
A WONDERFUL SUCCESS!**

The Loral Data Systems United Way Campaign for 1991 has now been completed. I am happy and proud to report that we have exceeded our goal by 9.2%. Employee contributions reached \$42,841.70 and the Company contribution was increased by 10% to \$16,500.00, for a grand total of \$59,341.70! I congratulate my fellow employees for showing our community that we care about those around us who are in need.

The Campaign Week was filled with special events, such as the viewing of the National United Way film and speeches by area UW agency representatives. Sports Day brought with it the golf chip shot event and the dunk booth. Proceeds from these games added \$90.00 to our donation. The highlight of Campaign Week was Charles Murray's bagpipe performance.

And now the campaign is at an end, the cards are all counted and the prizes have all been awarded. But the biggest award of all is the one each of you gets for being so giving - love, appreciation and thanks.

by Phil Luquette



**BILL MacNEILL** Braves the Hot Seat!

Bagpiper **CHARLES MURRAY**  
(Husband of **Ann Murray**, Tech Pubs)



## EMPLOYEE ETHICS RESPONSIBILITIES

TO COMPLY WITH LORAL'S CODE OF ETHICS

### TO REPORT

- IF REQUESTED TO ENGAGE IN ANY ACTIVITY CONTRARY TO THE POLICY
- IF YOU HAVE REASON TO BELIEVE ANY OTHER EMPLOYEE OR REPRESENTATIVE OF THE COMPANY IS ENGAGED IN CONDUCT CONTRARY TO THE POLICY

### CHANNELS FOR REPORTING

- HIS/HER SUPERVISOR
- SUPERVISOR'S MANAGER
- PERSON DESIGNATED WITHIN THE DIVISION FOR INVESTIGATING REPORTS

#### COMPLIANCE MATTERS:

MARK MUSTICO - SPS GROUP  
DAVE TAYLOR - ALL OTHERS

#### SECURITY MATTERS:

BILL SHAW - ALL GROUPS

#### CALLING THE DIVISION HOTLINE NO. 6869

CALLS MAY BE ANONYMOUS. ALL HOT LINE CALLS  
WILL BE HANDLED CONFIDENTIALLY. YOU MAY  
CALL BACK TO LEARN WHAT ACTION WAS TAKEN.

#### CALLING/WRITING LORAL CORPORATION VICE PRESIDENT AND CONTROLLER

BOB LAPENTA  
600 THIRD AVE.  
NEW YORK, NY 10016  
(212) 697-1105

#### CALLING/WRITING INDEPENDENT OMBUSMAN

ROBERT GREGG  
C/O HAZEL, THOMAS, FISKE, BECKHORN, AND HANES  
3110 FAIRVIEW PARK DRIVE, SUITE 1400  
FALLS CHURCH, VA 22042  
1-800-842-2651

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