



The EMR-Telemetry News Sarasota, Florida

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GOOD BUSINESS TREND NOTED BY CHAPPELL

"We are turning the corner, and the trend is up," is the way General Manager Leo G. Chappell summarized EMR-Telemetry's business situation in his Management Review meeting on July 25. Meeting with Supervisors and Professional and Managerial employees in the Cafeteria, Mr. Chappell expressed his appreciation to all employees who contributed to the improved business picture.

Our orders were 20% better than forecast for the first half of 1968, and shipments were on target. "We're not out of the red yet," Mr. Chappell said, "but I'm happy to say that for the past two months, we've started showing a small profit. If the present trend continues, our anticipated year-end profit might be a very small percentage of our shipments," he said, "When you consider that 10 minutes is 2% of the working day, you can readily see how a small profit margin can evaporate, and how important it is that we eliminate any profit drain."

Discussing problem areas, Mr. Chappell pointed to the need for increased shipments during the second half of 1968. "Shipments are our life's blood," he said, "and if we don't meet our delivery commitments, we will eventually lose customers." (Continued on Page 2)

AIR FORCE TEST CENTER ORDERS NEW EMR SYSTEM

The U. S. Air Force Flight Test Center, Edwards Air Force Base, Calif., has ordered a multi-rack system of EMR-Telemetry digital and FM equipment.

The system is made up of standard products in our digital and FM equipment lines. Our system will be integrated with the Air Force Test Center's ground data processing facility where the equipment will be used for aircraft flight testing, including tests of the giant C5 Galaxy Air Force military jet transport. Bob Audet is the Project Engineer for the EMR system.

ANOTHER SYSTEM COMBINES COMPUTER AND TELEMETRY

Another order has been received for an automated telemetry system combining EMR telemetry and an EMR 6130 Computer. The system, purchased by NASA's Lewis Research Center, Cleveland, Ohio, combines EMR's 6130 Computer with our 2700-series modules and Model 287 Discriminators.

This EMR system will form part of an overall data processing facility at the NASA Lewis Research Center. Bud Thurmond, of our Ground Digital and FM Systems Section, has the project responsibility for this system.

ATTENTION MEN BOWLERS ... Time to sign up for the EMR Social Club's Bowling League. Sam Berryman, of Product Assurance, advises that the winter Men's Bowling League will start in early September--Wednesday nights, at 6:45, at Sarasota Lanes. Notices have been posted on bulletin boards for your convenience in signing up.

IT WAS A PRETTY DRAMATIC COFFEE BREAK...



An ominous funnel cloud hovered dangerously close to the EMR-Telemetry complex mid-afternoon of July 22. Luckily, it dissipated before touching ground or causing any tornado damage.

Olie Becker managed to record the drama with his camera in the photo at left. Some EMR-Telemetry employees who happened to be traveling between buildings on coffee break were eye witnesses to the phenomenon which lasted only minutes.

GOOD BUSINESS TREND NOTED BY CHAPPELL... (Continued)

Mr. Chappell covered a wide range of topics. He emphasized the need to get sales demonstrator units in the Field, so that our Salesmen can sell our new products. He noted the importance of the new Data Processing Laboratory currently being installed in the Engineering Building. It will serve as a demonstrator unit for customers, aid in trouble shooting on our equipment, and in development of software for our computer-controlled telemetry. In the area of diversification, Mr. Chappell mentioned that several non-government business possibilities are being investigated. In addition, we are studying recovery plans to offset a possible decline in Government procurements next year as a result of Government budget cutbacks.

Underscoring the requirement that EMR-Telemetry close the year with a profit, Mr. Chappell stated, "Your continued good efforts will make that possible."

HIGH FREQUENCY FM UNITS SOLD TO COLLINS RADIO

The very latest in EMR-Telemetry's new high frequency FM product line has been ordered by Collins Radio Co., Dallas. The order for six data multiplex systems includes our newest Model 4180 Discriminators, Model 4580 VCO's and Model 4880 Amplifiers.

Designed in Analog Products Engineering, the new high frequency products have a base band from 10 kiloHertz to 24 MegaHertz. The EMR equipment ordered by Collins is destined for use on microwave systems for transmission of high rate PCM data.

Is a member of your family going to college? Check the low loan rate at the Credit Union.

PULSE

EMR-Telemetry News

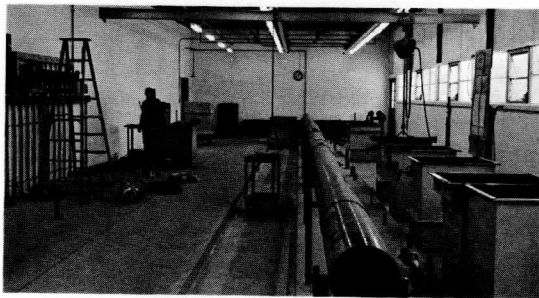
M. E. Herbst, Editor

PLATING ROOM REVAMPED FROM THE GROUND UP

EMR-Telemetry's electroplating facility has been revamped and completely renovated from the ground up. And, as one of the Platers working in the Fabrication area (near the west end of the Production Building) so aptly puts it, "It's a 1000% improvement."

Electroplating at EMR involves passing an electric current through tanks of special chemical solutions to produce a deposit of a protective or decorative coating on metal parts. Basically, our Plating Room treats aluminum and steel parts. That means anodizing or iridizing aluminum parts, and cadmium plating of steel parts. The plated or treated metal parts which go into all EMR products will then wear better, accept the paint finishes better, be less subject to corrosion or oxidation, and also look much better.

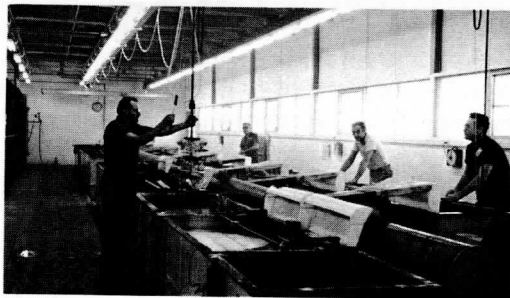
The Plating facility renovation was done completely by EMR-Telemetry's in-house Maintenance crew. They tore out the old Plating Room, and set up a temporary plating facility nearby to permit metal-finishing work to continue during the refurbishing. Then they installed new, improved drainage, new cement flooring, new ventilating system, refurbished tanks and improved electrical setup.



"We now have a greater capacity and a better work flow," says Supervisor Fred Stiefel, "after rearranging and enlarging the chemical and rinse tanks." A specially-designed overhead hoist on a horse-shoe-shaped track above the tanks helps lift heavy or bulky parts during the plating process which involves immersing the metal parts in a series of cleaning, rinsing, and acid solution baths prior to plating.

Platers who work with acids, cyanide and caustic solutions are safety conscious. The new ventilation system makes working in the Plating Room more comfortable, too. In addition, EMR takes special conservation measures. Water, required in huge quantities in the Plating Room, is treated and recycled to conserve our water supply. If excess chemical solutions enter the drainage system, great care is taken to destroy impurities and to prevent pollution.

In the rebuilt Plating Room, a special enclosed area houses the multiple rectifiers and timers. They supply the current and control the timing of the heat for the tanks. Nearby is a new safe storage area for bulk chemicals. Only a few finishing touches remain to be done. Fred Stiefel sums it up: "Joe Wood and the Maintenance boys did an excellent job."



At left, Plating Room revamping in process - new floor, new tanks, electrical work underway, and the partly-installed ventilating system (center pipe) testify to the scope of the Plating Room renovation work. At right, renovated Plating Room in operation. Better working conditions and improved work flow are the result. Joe Vargha (left) uses the overhead hoist to lower metal parts into chemical solutions. Other Platers pictured are: (left to right) Eddie Caron, Group Leader Clay Osgood and Cliff Cliburn.

WHO'S WHO - MARY JO MEYERS, OUR NEW NURSE

Mrs. Mary Jo Meyers is our new Nurse in the EMR-Telemetry Dispensary. Her background includes more than 30 years of professional nursing--experience in general and private nursing, orthopedic surgery, and nursing service administration.



In Security and Services, Jo is in charge of the Dispensary, treats on-the-job injuries, and assists employees in case of illness during the working day. Besides that, as successor to our former Insurance Clerk, Jo will handle Workmen's Compensation claims and, together with Martha Lambert, will be working in the Insurance Office.

Jo hails from the Chicago area and took her nurse's training at St. Joseph's School of Nursing, affiliated with DePaul University, in Chicago. Combining marriage, babies, and her nursing career, Jo lived and worked in Cleveland for four years; in Tucson, Arizona, for 15 years; in Denver from 1960 to 1965, and since then in Sarasota. Five children--some grown, some at home--have helped keep Jo busy. One son is currently teaching with the Job Corps in Wellfleet, Mass. Jo's husband, a recently retired Air Force Major, decided to embark on a new career. He will soon complete his college work for a degree in Business Administration at the University of Tampa, after which he hopes to become a Certified Public Accountant.

Hobbies? Yes, when there's time, Jo sews her own clothes, likes to bowl, enjoys ceramics, and has become an avid fossil hunter.

Jo is concerned with prevention of industrial accidents and the promotion of employee safety and health programs.

"For example," says Jo, "how many employees have had a chest X-ray in the past

year? Probably not since the Mobile Unit last called in Sarasota several years ago. But, employees should know that they can get a free X-ray at the Sarasota County Health Department on Saturday mornings. All you have to do is go down to the County Health Department building at 1938 Laurel Street, just off South Washington Blvd., any Saturday morning between 9 and 12--and get yourself a chest X-ray. No charge.

"Why not take advantage of this free service?" asks Jo. "Everyone should have a chest X-ray every year or two." Jo promises more such good health tips for employees in the future.

CAP CADETS VISIT EMR



Members of the Sarasota Cadet Squadron, Civil Air Patrol, visited EMR-Telemetry on Wednesday, July 24. The young people, ages 13-18, were accompanied by Air Force Recruiter Sgt. Ed C. Johnson (center) and CAP Squadron Lt. Glenn Martens (third from right). Chick Heilers (at far right) conducted the group on a tour of the plant. The group is shown here visiting a Systems lab where they saw a photo of Lockheed's C5 Galaxy, giant Air Force military jet transport, and where the CAP Cadets heard about the airborne and ground telemetry and computer-controlled data handling system which EMR supplied to Lockheed-Georgia for C5 flight tests currently underway.