



SANGAMO WESTON
Schlumberger
 SANGAMO WESTON, INC.
 DATA SYSTEMS DIVISION
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NEWS ABOUT SANGAMO WESTON, SARASOTA

VOL.II, NO.12

HAPPY HOLIDAYS

DECEMBER, 1980

WELL DONE !

When a customer wants his equipment in a hurry, we always try to oblige. Pictured here is a group of Sangamo Weston employees who really outdid themselves to produce a Sabre 80 Portable Data Recorder for delivery to McDonnell Douglas -- within one week of receipt of order.



From left to right: Terry Saccuzzo (seated), Lori McClenithan, Kathy Baron, Kathy Flaherty, Bob Boyer, Iris Owens, Jeff Garner, Vic Letterman, Karen Lewis, Jim Ratcliffe, Sherri Wacha, Cora Austill and Paul Muenster (seated). Others, not in the photo, included Debbie Sapp, Ernestine Ray, Evelyn Busbee, Bob Carlson.

"By reconfiguring a basic unit, and with special effort to expedite the parts needed, we were able to reduce the normal delivery time of 60-90 days to five days," Loy Dunkel, of Data Recorders Manufacturing, said. "By Saturday of the same week, the wide-band eight-speed recorder was on the flight line for the giant aircraft producer in St. Louis, and handling data."

TRUE SPIRIT OF THE SEASON

In the true spirit of the holiday season, our Production Control group offered to collect good usable toys for donation to the Salvation Army for distribution. Employees contributed some lovely toys to delight a lot of youngsters.

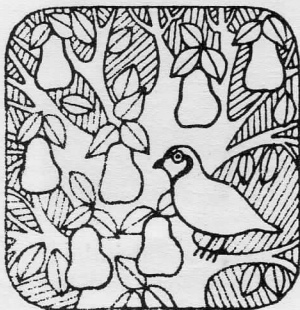


Pictured with some of the toys which employees donated are: Jill Steinhoff, Alice Ketron, Donna Watkins, Roger Bonner, Donna Mahler and Lauren Warren, of Production Control.

COMING IN JANUARY

Please keep in mind our United Way Campaign scheduled for January. It's an opportunity to help those less fortunate, and a nice way to extend the holiday spirit of giving into 1981.

UNITED WAY DOLLARS WORK ALL YEAR in support of 30 member agencies and services in Sarasota County.



Holiday Greetings
 and Best Wishes
 for the New Year



An Equal Opportunity Employer M/F/H/V

INTRODUCING THE EMPLOYEES IN . . . SWS PRINTED WIRING &

The Printed Wiring Assembly and Harness department, under the supervision of Margaret Dill, has 33 employees and provides printed wiring assemblies and cable harnesses for our SWS (Schlumberger Well Services) contracts.

Our build-to-print work for SWS is one of several major segments of Sangamo Weston's business. These pictures feature only a few of the many employees involved in the various aspects of SWS production.

To support the scheduled shipments each month of ten Cyber Service Unit (CSU) blue rack systems, plus spare modules, the PWA/Harness group shown here produces 515 harness assemblies (of 55 different types) and over 2500 printed wiring assemblies (of 126 types) monthly.

D. Bennett

Dorothy Bennett
Manager, Board & Cable Assembly



Patty Jones (seated) is mounting a component on a printed wiring board. Standing are: Carol Kacprowicz, Willine Lahman, and Nelsa Farradas.



Jean Moynihan (seated) is tacking components on a printed wiring board. Standing are Shirley Huckaby, Margie Sullivan and Kathy Farrell.



Mickey Spillane (seated) is shown working on a printed wiring board. Standing are Supervisor Margaret Dill, Helen Crawford and Esther Roberson.



Brunhilde Duffy, seated, is pictured doing touch-up on a printed wiring assembly, with Ann Smith, Trinidad Guira, Jean Burns and Group Leader Nancy Wentz. SWS quality standards are very high.



Sherrill Champagne (seated) at wire marking and cutting machine, with Shirley Cheaney, Elaine Johnson and Edie Raynor -- all part of harness production for SWS.

HARNESS ASSEMBLY



Vivian Gilliam (seated) is shown at machine used for staking pins to wires for cable harnesses. Standing are Gail Salter, Debbie Byerly, and Jean Thomas.



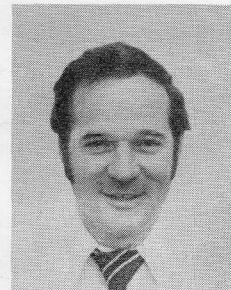
Grovenia Houston (seated) is shown at a harness layout board, with Lila Barnett, Mellonee Houston and Brenda McBride.



In cable harness area, Victoria Page (seated) and Mary Brown, Ethel Johnson, Edith Rhoades and Biet Tra Thi. Clusters of wires which form the cable harness must be carefully tied.

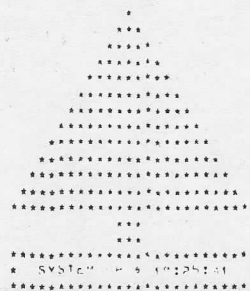
ANNIVERSARY GREETINGS

Anniversary greetings to three employees who are observing major service milestones during December.



Mike Wright (1975), Hal Roberts (1965) and (insert) Wally Jones (1965) of our Lancaster, Calif., Fairchild Weston Western Area Telemetry Service group.

UP SYMBOL CHANGES TO TREE



In Engineering, our computer terminals which are hooked up to the Data Processing Lab computer have an arrow symbol to indicate when the system is up or down. At this time of the year, the arrow seems to change to a Christmas tree -- or is it in the eye of the beholder?

QUALITY QUIZ WINNERS

There were 91 correct answers to the November Quality Quiz. The answer is: one \$50 bill; one \$5 bill, and four \$2 bills, totaling \$63 in six bills.

A drawing to select three winners from among all the correct entries resulted in the following winners of a free lunch in the Cafeteria: Don Case, Jill Steinhoff, Glenn Wood.

Camille Gutermuth, of In-Process Inspection, sent in a special answer: three \$20 bills, one \$2 bill, and two .50¢ fractional currency printed by the U.S. during the time of the Civil War, and still legal tender. Nice going, Camille! Watch for more Quality Quizzes to come...

FICA TAX GOING UP

Effective January, 1981, there will be an increase in the amount of tax we pay for FICA (Federal Insurance Contributions Act) -- more commonly known as Social Security.

The increase will be two-fold. The tax rate and base pay will both go up.

Old Rate	New Rate
6.13%	6.65%
Old Wage Base	New Wage Base
\$25,900	\$29,700

As employees pay more FICA taxes, the Company also pays additional Social Security taxes for each employee -- matching your contributions dollar-for-dollar.

A YEAR-END MESSAGE FROM THE GENERAL MANAGER

Year-end is the traditional time to review our achievements, evaluate performance, and look to the future.

In 1980 we were marginally profitable, despite some problems. Financial results for the Data Systems Division did not live up to expectation. Business volume was down 5% from 1979 and profits were less than 60% of last year's level. Reduced profit was due primarily to higher manufacturing costs resulting from inflation, new product start-up and system problems. We hope to perform better in the future as a result of our experience in 1980.

This has been a year of investment in the future. Money has been invested in new products, particularly Data Recorders. All three product lines -- Data Recorders, Industrial and Telemetry -- have new product offerings that we need in order to stay competitive, and more will be available shortly. We have also invested in solving system software problems which should improve customer acceptance as well as profits. A new manufacturing resources planning system called AMAPS has been installed to help improve our manufacturing scheduling efficiencies, inventory control and deliveries.

On a product line basis, SWS and Telemetry met or exceeded budgeted performance levels. Data Recorders and Industrial Systems experienced some shortfalls. However, we are still looking to Data Recorders and Industrial Systems as high growth potential product lines and we plan to continue to support them fully to achieve the expected results.

What is the outlook for 1981? In these turbulent times, most crystal balls are a bit cloudy, but business prospects look good for the three major market segments we address: Aerospace Development Test, Oil Exploration, and Energy Distribution and Control.

Our 1981 objectives include almost a 40% growth in total business volume and more than doubling our net income. We have a healthy backlog of almost ten months' worth of business going into 1981. We also have some ambitious productivity improvement goals to be able to ship a much higher volume of business with just a few more people. To achieve these goals we will need the full support of everyone on our team of 1,000. As I said in an earlier meeting, we need to work smarter not harder.

1981 should be a record year for Data Systems Division. If we achieve our objectives, we should be in a position to continue to improve our benefits, both direct and indirect, to all employees.

To each of you, thank you for your efforts in 1980. Happy holidays, and every good wish to you and your family for the New Year.



S. Kent Morgan
General Manager