

FAIRCHILD WESTON

Schlumberger

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

NEWS ABOUT DATA SYSTEMS DIVISION

VOL. IV, NO. 12

HAPPY HOLIDAYS

DECEMBER, 1982

TO ALL EMPLOYEES:

During this festive time of year, my staff and I wish you and your family a joyful holiday as well as happiness and good health in the new year.

The past year has been one of transition for Data Systems Division. Major events were phasing out of Wireline and becoming part of Fairchild Weston Systems, Inc. Due to the unexpected drop in oil rig count, all future orders for CSU's were cancelled at our Sarasota facility. Although we had planned to phase out of this business, we did not expect the sudden drop off. As a result, a reduction in force was necessary and we did not achieve our financial goals.

The move to Fairchild Weston was undertaken to enhance our competitive posture with the Government. We have already seen some success as we have captured the largest competitive contract in over ten years. This is a \$4.6 million contract for a telemetry system with the U.S. Air Force. We have added key marketing and sales personnel to our staff and have business plans in place which are being implemented. We are well positioned to enter the new year.

The major objective in 1983 is growth in our existing product lines to absorb the loss of Wireline. We are off to a good start with over \$20 million of backlog business. This is higher than expected, due to recent success in both Telemetry Systems and Recorders. The market is very strong for our products despite the recession which most businesses are experiencing. We need not create new businesses to prosper. We need to do a better job of competing with our existing product lines.

To enhance our position we have announced new products which will go into full scale production in 1983. Telemetry Systems will have the 8000 series to replace technologically obsolete products. The Sabre 9 instrumentation recorder is nearing the end of a four-year development cycle and will soon be offered for sale. All indications are that it will be a smashing success. Our new Digital Flight Recorder is already flying in service on commercial airlines and is superior to our competitors' products. It will enjoy a product lifetime for many years to come.

Our employment level appears stable with some growth occurring in the second half of 1983. Our most important resource is people. My observation as the new General Manager is that we have a well qualified, dedicated work force. Despite the hard times of 1982, morale remains high. I am confident that we will all enjoy a return to prosperity in the coming year.

Enjoy your holidays and return well rested to begin the year with great vigor.

R. J. Keller
General Manager

December, 1982

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HAPPY ANNIVERSARY

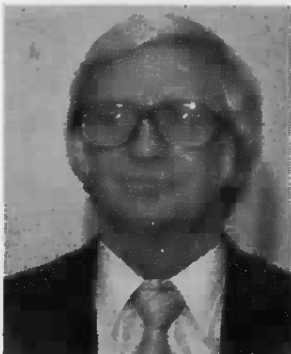
Congratulations to the employees who are celebrating major service milestones this month. Among the long-time employees are four 25-year service anniversaries during December: Martin Belkin, Art Kelley, Bill Miller, and Fred Stiefel. These and our other December service anniversary colleagues are pictured here:



Seated, Art Kelley and Bill Miller, both marking 25 years of service this month. Standing, Tom Bray (10 years); Willine Lahman, Penny Fogelson, and Judy Zahrdt, all with five years of service.



Martin Belkin (left) and Fred Stiefel, both observing a quarter of a century with our company during December.



Frank Bost completed 20 years of service, and Lori Phebus is marking her fifth service anniversary this month.

★★★ LATE BULLETIN ★★★

Our 400-Series equipment, recently delivered to NASA Kennedy Space Center, is being used to support the scheduled test firing of the Shuttle 6 engines on Saturday, December 18, and the subsequent launches.

CONGRATULATIONS

PENNY HALLER (Stockroom) and MARK FOGELSON (Systems Engineering) were married on November 28.

ADALINE WILLIAMS (Assembly) and GREG WILLIAMS (Data Recorders) are the proud parents of a son, Brian Jay, born December 1. He weighed in at 6 lb. 8 oz. JESS SOTO MAYOR (Plating) is Adaline's father and grandfather of the new baby.

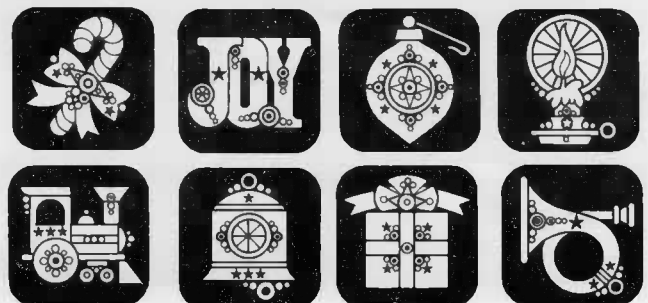
DICK VEIGEL (Tool & Die) and his wife Janet welcomed their new son, David Andrew, on December 9. He weighed in at 9 lbs. The Veigel household now has four boys and two girls.

CARYL FASO (Telemetry P.C. Design) and JOE FASO (Aviation Recorders) won ten ribbons between them at the Camp Hamilton Horse Show recently. Caryl took first, second or fourth place in Grooming, Obedience, Western Equitation, Western Pleasure, Brittle Bones, Pair Class, and Trail Class. Joe's ribbons were in the Western Equitation, Western Pleasure, and Brittle Bones events.

SECURITY UPDATE

The main gate approaching Data Systems Division parking lots has been equipped with a closed circuit TV system, which includes remote control for the gate and the camera. It is expected that the system will be activated early in January. Employees will be notified of the revised procedures for entering and leaving the plant before the new system goes into effect, according to Bill Shaw, Security and Facility Manager.

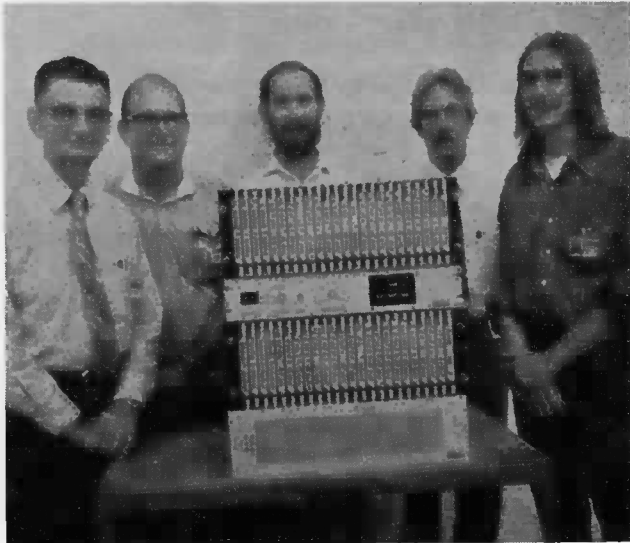
"We appreciate the cooperation employees have shown in wearing their badges and in our visitor reporting and control, as well as in following parking regulations," Bill Shaw said. One item still requires some attention, however. A few employees from the Engineering side of the building are using the Blue parking lot. Your fellow employees will appreciate your consideration in following the parking lot guidelines.





NEW EDAC SYSTEM BEING INTRODUCED

Delivery of our first Error Detection and Correction (EDAC) system was made by the Data Systems Division of Fairchild Weston during the month of December. This advanced new system will be extremely helpful to customers using digital recording systems for handling computer type information where error-free data is required.



Pictured with our EDAC system are some of the members of the EDAC team: Jim Stein, Pete Richardson, Mike Hackathorn, Bob Kellett, and Spike Carlson.

The Error Detection and Correction system will greatly enhance the accuracy of our instrumentation Data Recorders. For example, if you have ever received an incorrect bill or check issued by a computer, the chances are that the error was caused by an error on the magnetic tape or disks. The new Fairchild Weston EDAC system, while providing much cheaper data storage, virtually eliminates these types of errors.

Although the complex EDAC system is difficult to comprehend, the Fairchild Weston system improves the error rate on one reel of tape from an average of 100,000 errors to NONE. (Note: A reel of tape recorded with 28 channels will contain approximately 100 billion bits.) Tom McCarthy and Jim Stein, of Data Recorders Engineering, have been leaders in the development of this system, which is now in production.

Production on current EDAC orders extends into May, 1983. On the basis of the early interest expressed in EDAC, it should prove to be a welcome addition to the Fairchild Weston product line, according to our Data Recorder Marketing experts.

HOLIDAY DECORATIONS



Throughout our plant, glistening holiday decorations are adding a festive touch as employees look forward to the holiday season. Brenda Cunniën and Donna Roth make a pretty picture with the tree in our front lobby.

INTERNATIONAL SALES MEET WILL CONVENE IN PORTUGAL

Sales Representatives who sell our equipment all over the world will gather in southern Portugal for an annual International Sales meeting January 24-27. There will be training sessions on our telemetry and data recorder products and systems.

"We expect Representatives from most European countries, as well as Japan, India, and North and South America," Bud Thurmond, of Export, reports. "The location changes annually to make the meeting accessible to Reps in various parts of the world."

Export sales are an important segment of our overall business. Our international shipments represent about 25% of the Division's total annual volume of business.

SCHOLARSHIPS

There's still time to apply for a Conrad and Marcel Schlumberger Scholarship if your son or daughter is preparing to enter college for the first time. Application forms must be requested in writing, via the Schlumberger Scholarship Committee. CEEB Scholastic Aptitude Test scores need to be in the Committee's hands by March 31.

For details about eligibility, please consult the special booklet on Conrad and Marcel Schlumberger Scholarships. Call Personnel, Ext. 353, to obtain a copy of the booklet, if you have misplaced yours.

A HANDY COMPUTER SYSTEM AT YOUR FINGERTIPS

Electronic mail...computerized reports...desk calculator... word processing...calendar management... These "buzz words" are becoming an everyday part of doing business at Data Systems Division.

One recently installed computer package in the Data Processing Lab is helping Systems to do many necessary tasks better and faster. The computer package is called "All-In-1" (formerly known as the "Charlotte Package".)

"All-In-1" is an Office Automation Software Package on the DPL VAX 11/780 computer. It can be learned in a matter of minutes and is easy to use. It communicates with the user through "menus" for determining what is to be done, and forms for data entry. These techniques make "All-In-1" a very "user friendly" system. The items mentioned above in the first paragraph are a basic part of the package, but its real strength comes from its ability to incorporate specific user applications. Some of the special functions which have been incorporated are:

- Helping Sales and Service personnel prepare necessary forecasts, update the status of potential orders, and track the progress of the job from first information to final disposition -- won or lost
- Enabling Sales, Service, Marketing and Applications Engineering to obtain fast, accurate status reports on the who, what, when and where of current and future business opportunities.
- Allowing better manpower planning in Systems areas for evaluating time and labor required to produce the hardware and software for the systems we will deliver to customers. This scheduling is important as we work on numerous projects currently, and plan to meet future business needs.

Once all the information is stored in the computer it is available to be called up directly by the user and formatted into the types of reports needed. Frequent updating becomes routine, and management has at its fingertips some of the current data needed to make vital business decisions.

Security is very important. Access to the information in the data base is highly protected, so that only the appropriate individuals can obtain the information.

The "All-In-1" package combines aspects of DEC Datatrieve and FORMS 11 packages.

VAX ELECTRONIC MAIL

Another feature of the VAX system which is being heavily used is the MAIL Utility. With MAIL, any user of the VAX can send a message to any other user. At a terminal, the sender simply types in the message and whom it is to go to. When the receiver logs onto the system, he or she is immediately



Beth Putnam, of DPL, and Terry Cori, of Applications Engineering, are enthusiastic about the "All-In-1" computer package.

notified that there is some "mail" awaiting him. The user can then reply to the message, forward it, or file it for later reference. A "hard copy" is available through a printer, as well.

With the remote dial-up capabilities currently available on the VAX, our Field Office Sales and Service personnel can send and receive messages, just like any other user in Sarasota. This is a great time saver over conventional mail, and also compensates for differences in time zones nationwide. The messages are available 24 hours a day, whenever you log in.

Beth Putnam, of DPL, has assisted in developing the specific applications for Data Systems Division users, and can answer questions about the system.

IN-HOUSE COLLEGE COURSES AVAILABLE FOR EMPLOYEES

Educational benefits are available to all employees through college-level courses being taught in-house at our plant, in cooperation with Manatee Junior College. Employees interested in furthering their education are encouraged to enroll, and you can earn college credits toward your degree.

All costs for this educational program are being paid by the company. Employees need only register, in accordance with notices posted on bulletin boards. The first class of the Spring semester is on January 5.

The new courses being offered are:

Principles of Accounting - ACC 2021

College Algebra - MAC 1104

Written Communication - ENC 1102

If you have questions about the courses, please call Alma Sanger, Ext 251.

TWO EARLY RETIREES



Martha Fulton and Clarice Wynn planning early retirement

Clarice Wynn, an employee in our Assembly area for over 22 years, has elected early retirement this month. Clarice is looking forward to taking care of her flowers, sewing, fishing and camping.

Clarice and her husband are native Floridians. They live a short distance from the house where she was born, near De Soto Lakes-- an area which has been her family homestead for several generations.

During her years with our company, Clarice has done P.C. board assembly and repairs. "I know I'll miss the people here. This is a good place to work. Several other members of my family have worked here over the years," Clarice said. Currently her brother, Horace Mink, is in our Paint Shop, and her sister-in-law, Ola Mink, is in Receiving.

Clarice and her husband Miles (Sonny) will be enjoying the houseboat which he built for their fishing trips along the Peace and Kissimmee Rivers. Later on they plan to do some sightseeing in the Tennessee mountains. The couple has two daughters, four grandchildren and one great granddaughter.

Martha Fulton, of Procurement, is starting her early retirement with plans to do the things she enjoys at a more leisurely pace -- stamp collecting, landscaping the yard, planting a garden, needlework, and some traveling.

Martha has been with our company over 19 years, and earlier was associated with the Reliability and Quality Assurance areas, prior to moving to Procurement. She will join her husband Roy in an active, early retirement. They will be visiting family and friends in various locations.

"I'll miss all the nice people here at work," Martha said "but honestly, I won't miss those Quarterly Government Reports!"

To Clarice and Martha, best wishes for good times, good health, and a long happy retirement

IMPROVING OUR SERVICE IS BASIS FOR TRAINING

Some of our Field Service personnel participated in an intensive two-day training course in Sarasota recently. The seminar was part of a continuing effort to improve our response to our customers' need for excellent service on our complex equipment. The course was entitled "Customer Satisfaction Skills" and was taught by Bob Piercy of Xerox Learning Systems on November 30-December 1. Other Field Service employees will attend this course during 1983.



Shown during a recent training session are: Larry George, Eastern Area Recorders (Virginia); Roland Olson, Software (California); Jim Mathews, Eastern Area Telemetry (Maryland); Scott Blair, Manager of Field Service, (Sarasota); Instructor Bob Piercy; Jerry Stubbs, Paul Weller and Ron VanderVliet, of Technical Support (Sarasota); Marlin Beer, Manager of Technical Support (Sarasota).

HEADING FOR ONE MILLION!

Congratulations! We did it. Five hundred thousand hours without a lost-time accident. That achievement requires all employees to be safety conscious, and we are proud of the record.

Now, can we reach one million? Remember, safety awareness saves painful injuries.

UNITED WAY CAMPAIGN RESULTS BEING TALLIED

Data Systems Division employees participated in the United Way campaign this month, and the results are now being tallied. Employees who might not have received a card should call Dan Harriger, Ext 594. There's still time to contribute, or make your pledge for easy payroll deductions. Give now, during this season for giving-- and help others all year round.

Our United Way posters, prepared by our Illustrations Group, will be entered in the United Way nationwide communications contest. We think our posters are winners. Results will be known about April, 1983.

QUALITY CIRCLES MAKE PRESENTATIONS & "REACH OUT"

Eight Quality Circles, now actively participating in our Quality Circles program, are in the process of making their initial presentations to management and the Quality Circles Advisory Committee.

During November and December, five Management Presentations took place. The Quality Circle members presented their analysis and recommended solutions for specific projects each Circle studied. In most cases, these first presentations are made to the Quality Circles Advisory Committee, consisting of Dave Clouse, Gray Cozart, Mike Gerack, Roy Hollifield, Joe Keller, Ray McPartlin, Dexter Nash, Malcolm Unsworth, Dick Veigel and Bob Wallace.

Dexter Nash, Quality Circle Facilitator, reports that the following Circles have made their first presentations:

- ★ MsWITS-- Analysis and recommendations for improving wire list documentation. The MsWits Circle represents our Standard Products Assembly employees.
- ★ FLAMBOYANT NUTS & BOLTS -- Redesign of a holding fixture for machining chassis panels. This Circle represents our Machine Shop area.
- ★ TAPE ENGINEERING -- Procedure for organizing Engineering Labs. This Circle represents the Tape Recorders Engineering group.
- ★ 7 O' CLOCKERS-- A Stockroom Procedure Handbook which documents methods and procedures in the Stockroom. The "7 O'Clockers" represent our Stock Room employees.
- ★ FAIRCHILD NINE-- Presenting their Personal Knowledge kit to Weston Controls, of Archbald, PA, a sister division, where a Quality Circle is involved in the SWS product line. Our Quality Circle is conveying information which they hope will benefit the Archbald group in their SWS work. Our Quality Circle represents the SWS Assembly group.

"Our Circles are concentrating on Type I projects. These are situations over which the Department has more direct control. The process involves identifying and defining a specific project, arriving at a solution, and implementing the recommended solution, as the project applies to their own department," Dexter Nash explains.



Our Machine Shop Quality Circle ("Flamboyant Nuts & Bolts") made their first presentation to management and the Quality Circle Advisory Committee last week.

"The presentations demonstrate the training process each Circle has completed, and gives the Circle members the opportunity to exercise these newly acquired tools," he noted.

"Most Circles have already started brainstorming their second project, and we are excited about the potential for the future solutions they can foresee," Dexter said.

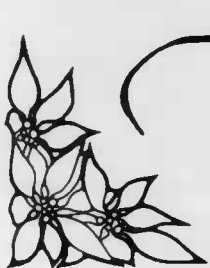
The Advisory Committee will be convening soon to discuss new Circles which may start up as early as January.

CIRCLES REACH OUT

With eight Quality Circles currently active, and more planned for the near future, our Circles are reaching out to more employees.

"We already have 64 Quality Circle members in eight Circles, plus ten members of the Advisory Committee," Facilitator Dexter Nash said. Members of the eight Quality Circles get inputs from the employees in their own Departments. Also, each Quality Circle is inviting a "guest" employee to attend a Circle meeting each week.

The result is an ever-widening group of circles touching a greater number of employees in the plant. "This gives us a better opportunity for more participative management among employees and managers in our Division," Dexter said.



*Wishing you every happiness this holiday season
and throughout the coming year.*

