

FAIRCHILD WESTON

Schlumberger

FAIRCHILD WESTON SYSTEMS, INC.
DATA SYSTEMS DIVISION
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NEWS ABOUT DATA SYSTEMS DIVISION

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NEW TELEMETRY DEMONSTRATOR WILL TRAVEL WORLD-WIDE

A compact, suitcase-sized demonstration unit has been prepared to show potential customers the ease of operation and programming of our new 8000-series telemetry products.

Marketing and Sales personnel will use the portable demonstrator to give customers a close look at the front panel of the new 20 Megabit PCM Telemetry System units. The products include the EMR 8320 PCM Bit Sync, the 8330 PCM Decom, and the 8340 Expander Unit.

Two portable demonstrators are currently in use. One demonstration unit went to Portugal this month for use at our International Sales meeting. After showing to our worldwide Sales Reps, the demonstrator will go to India where Harry Durrett will use it for further 8000-series demonstrations throughout India.

A second portable demonstrator unit will see active service in the domestic market as our Sales personnel show the new product line to potential customers in this country.

The two demonstrators were created with the cooperation of employees in a number of departments, including Telemetry Engineering, Marketing Illustrations, Paint Shop, and the Machine Repair group.



This new 8000-series portable demonstrator is headed overseas for showings in Portugal and India. Pictured with the unit are Harry Durrett, of Export, and Ty Rigdon, of Telemetry Engineering.

TEAM ENTERS GASPARILLA DISTANCE CLASSIC RUN



Lean and ready for the Gasparilla Distance Classic, Bob VanderVliet, Ron VanderVliet, Ray Sola, and Francis Wozniak. Missing from this photo is Rob McLendon.

A five-man running team from Data Systems Division will represent us in the Gasparilla Distance Classic in Tampa on Saturday, February 5. The Fairchild Weston team consists of Captain Bob VanderVliet, Rob McLendon, Ray Sola, Ron VanderVliet and Francis Wozniak.

This Gasparilla 15K (9.3 miles) road race is expected to attract about 11,000 people, including some of the big name runners.

Our team may be unique, because of the father-son combination. Ron VanderVliet, of Field Service, started on a weight loss and physical fitness program in October, 1981. After trimming down his weight and exercising, he tried running around the block about a year ago. Gradually he extended his running time at the beach, and recently was in a half marathon run in Orlando. That's 13.1 miles. Ron says he usually places about the middle of his age group.

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An Equal Opportunity Employer M/F/H/V

INTRODUCING OUR TELEMETRY MARKETING DEPARTMENT

Our Telemetry Product Line has formed a new Marketing Department headed by Richard Painter, Manager of Marketing. The new Marketing Department has been organized into five sections: Applications Engineering, headed by Frank Bost; Domestic Sales, headed by Wyatt Bishop; Product Marketing, headed by Barry Barton; Program Marketing, under the direction of Bill Hardman, and Export Sales, headed by Bud Thurmond.

During 1983, the Telemetry Marketing Department will focus on two main objectives. First, to maintain the profitable product business that we currently have; and second, to expand our capabilities into new growth markets and capture larger systems opportunities both domestically and internationally.

Basically, our Telemetry Marketing function involves business planning, orders generation, advertising, new business identification and acquisition, forecasting, new product development, market research, budget monitoring and control, and customer interface.



In Telemetry Marketing administration are: Richard Painter, Telemetry Marketing Manager (seated), with Secretary Berenice Henderson and Marketing Administrator Tom Thomas.



Our Telemetry Applications Engineering Group provides technical assistance to customers, Sales personnel, and our engineering groups. Pictured are: standing, Frank Bost, head of Applications Engineering, Jud Stroock, Art Kelley, Jim Graham; seated Ken Slezak and Terry Cori. Missing from photo is Dick Vorce.



Our Telemetry Export Sales group is headed by Bud Thurmond (at left). Pictured with him are Sherri Wilkinson, Harry Durrett and George Zimmerman. This group coordinates the activities of about 40 Sales Reps around the world.

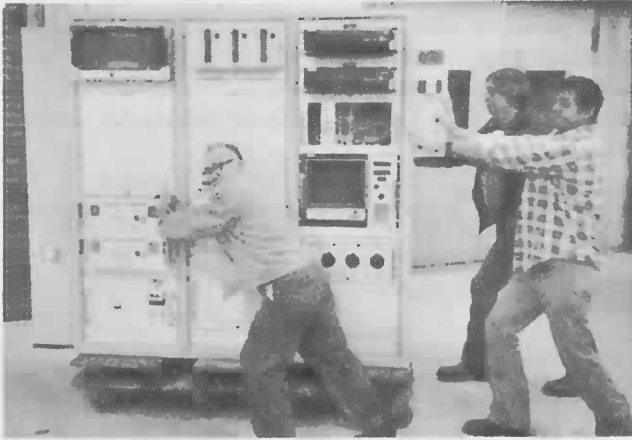


Barry Barton, EMR Telemetry Product Manager, and Bill Hardman, Program Marketing Manager. Each man has responsibility for a major marketing function.

➔ *Wyatt Bishop, Telemetry Domestic Sales Manager, has responsibility for coordinating Telemetry Domestic Sales activities. He's pictured with Jean Mazza, who supports the Sales group in the area of spares and repairs, and Secretary Treva Messenger. Our Telemetry Field Sales personnel will be pictured in the next issue of PULSE.*

FAREWELL OLD FRIEND -- HELLO NEW CHALLENGES !

Shipment of the last CSU (Cyber Service Unit) signals the completion of one of the major contracts which Data Systems Division has worked on in recent years. During the past five years, our sister Division, Schlumberger Well Services, of Houston, Texas, has provided us the opportunity to build over 290 of these complex CSU's.



In our Traffic Department, Armand Chermie, Jeff Norris and Don Case guided the last CSU toward the waiting van for shipment to SWS.

SWS utilizes these equipments in the worldwide search for new sources of hydrocarbons-- oil and gas. Changes in the world oil exploration market have caused cutbacks in the quantities of CSU's needed. Meanwhile, a decision was also made to transfer this SWS project to Weston Controls, Archbald, Pa., another of our sister companies.

In addition to the CSU's, a variety of other SWS units have been produced by the Sarasota operation during the past ten years. These shipments have added significantly to our total business volume.

Employees who formerly worked on these SWS projects have transferred to other areas around our plant -- on to other challenges and new developments in our fast-changing world of electronics.

CREDIT UNION TO MEET ; DIVIDENDS ANNOUNCED

The 16th Annual Meeting of the EMR Sarasota Employees Credit Union is scheduled for Monday, January 31, 1983, at 4:30 p.m., in the Cafeteria. All Credit Union members are invited to attend. In addition to annual reports by officers, there will be elections of Board members and Committee members, plus door prizes and refreshments.

The Credit Union has been able to achieve excellent financial results during the past six months, and has announced a semi-annual dividend of 4% at 12-31-82. The annual dividend rate for 1982 is 7-1/2%.

DELTA SELECTS FAIRCHILD CVR & DFR FOR NEW 737's

Delta Airlines has notified our Aviation Recorders group that our Fairchild Cockpit Voice Recorder (CVR) and Digital Flight Recorder (DFR) have been selected for use on the new Boeing 737 aircraft which Delta is purchasing. Delta has ordered 33 Boeing 737 planes, with delivery to begin in 1983.

OUR AVIATION RECORDERS ON BOARD NEW AIRCRAFT

Have you read about delivery of brand new 757 and 767 aircraft to major U.S. airlines? A Boeing 757 was delivered to Eastern Airlines and a new Boeing 767 went to Delta recently. Both aircraft are now operating with our Fairchild Cockpit Voice Recorders aboard. Safe flying, friends!

CONGRATULATIONS !

JIM MASSING (Signal Processing) and his wife Alice are the proud parents of Timothy James, born December 27. Their son weighed in at 6 lb 5 oz.

RAY SOLA (Calibration Lab) and his wife Peggy welcomed their new daughter, Amanda Nichole, on January 17. She weighed 7 lb 3 oz at birth.

IT'S TWINS -- for GREG SUTTON (Telemetry Test) and his wife Tina Marie, who announce the arrival of their twins born on January 19. Son Jared Alan was born at 5:41 p.m. and weighed 7 lb 3 oz, and daughter Erin Marie arrived at 5:43, weighing 6 lb 8 oz.

JORGE HEDDERICH (Aviation Recorders) married Grace Cardoso, of Portugal, on December 31, 1982.

DALE WOODLAND, Senior Programmer Analyst in our MIS Systems & Programming area, talked about "Computers In Your Life" to a large group of Sarasota residents at Strathmore Villas on January 6.

GASPARILLA DISTANCE CLASSIC

(Cont'd from Page 1)

Bob VanderVliet, of Telemetry Drafting, has been a runner for over three years, and usually places among the top five in his age group. Bob enjoys competing and is aiming for a marathon in 1984.

Veteran long-distance runner Francis Wozniak, of Data Recorders Engineering, has participated in several world-famous Marathons, including New York and Orlando. Marathons are 26.2 miles.

Ray Sola, of our Calibration Lab, has been a long-distance runner for about a year. Rob McLendon, of Data Recorders Engineering, started distance running about six months ago.

The Gasparilla race starts at 8:30 a.m. on Saturday, February 5.

NEW CIRCLES JOIN EXPANDING QUALITY CIRCLE PROGRAM

Two new Quality Circles have been added to our growing Quality Circle program during January. The two new groups represent 1) our Printed Wiring Board Assembly area, with Bob Johnson as Circle Leader, and 2) our Fab Inspection area, with Dave Walker as Circle Leader.

"Through the participation of our Quality Circles Advisory Committee, we are expanding the Quality Circles program and we anticipate two new Circles each quarter during 1983," Facilitator Dexter Nash said. "So hold on -- Quality Circles are coming to your area, and we need your involvement."



Members of the new Quality Circle representing our Printed Wiring Board Assembly area are: seated, Ann Just, Susie Carrico, Marianna Campbell; standing, Donna Salverson, Circle Leader Bob Johnson, Sandy Halverson, Willine Lahman, and Vivian Godfrey.

FAIRCHILD 9 ON VIDEO TAPE

Our own SWS "Fairchild 9" Quality Circle has made a video tape of their management presentation. The video tape will be shared with a Quality Circle at Weston Controls, Archbald, Pa. The Pennsylvania facility is now producing units for Schlumberger Well Services (SWS), similar to the SWS work performed here during recent years.



Quality Circle members from our Fab Inspection area include: standing, Circle Leader Dave Walker, Frances Wilson, Gerry Lavelle, Stan Stortz; seated, Mike Gerack, and Sue Obenauer.

"Our Fairchild 9 Circle and SWS group wanted to offer their assistance to the SWS group at our sister division," Dexter said. The video tape is addressed to the Down-Holers Quality Circle, and the SWS Assembly Department in Pennsylvania. The Sarasota group hoped that this Quality Circle effort might help the SWS project to continue its success at a sister division.

"We would all like to say thanks to the Fairchild 9 and our SWS group for their unselfish interest in the quality of the equipment, even after the project left our facility," Dexter said. The "Fairchild 9" Circle and SWS group are now dissolved, and the employees have transferred to other departments.

AN OPEN LETTER TO ALL EMPLOYEES

Dear Fellow Employees,

I am very pleased with the increased involvement of employees within the Quality Circle process. Now that Quality Circles are expanding, even more employees can be directly involved.

So often we prioritize, capitalize and criticize problems. Yes, it is important to identify our concerns. However, solutions and implementation plans must also be part of this entire package

Part of the excitement of Quality Circles is that we are not limited to solving problems. We can explore new methods ... a different system ... revise fixtures and equipment ... These are all fertile fields for us to explore.

If you are not yet directly involved in a Quality Circle and you have an implementation plan you would like to see installed, please contact a Circle Leader who is involved in the subject. Inputs are not limited to Quality Circle members. Your inputs are needed.

Together we can make it better.

Thank you Quality Circle Leaders, Members, Advisory Committee, Employees, and Management for 1982. We look forward to your support and involvement during 1983.

Dexter Nash

Quality Circles Facilitator

ANNIVERSARY GREETINGS

Happy Anniversary to the employees pictured below who are observing major service anniversary milestones during January. Heading the list is Ed Annaratone whose 20th service anniversary was January 21. Fifteen employees are rounding out five years of service this month. Congratulations!



Anniversary greetings to (seated) Ed Annaratone, 20 years; Paul Muenster and Naomi Sundstrom, 5 years; standing, John Fierstos, Anita Johnson, Ronnie Sumner, and Bill Burchette, all completing 5 years with our company this month.



Completing 5 years of service this month are: Pat Carney, Madeline Lee, Mark Fogelson, Vivian Godfrey, Al Pisacane, Madeline Tucker, Jeff Norris, Elbert Warren, and Paul Taylor.

MARKETING SEMINAR TO BE GIVEN HERE

A special marketing seminar, "Proposal Win Strategy," is being presented for a large number of in-house employees and Field personnel during January and February.

Attendees at the January 27-28 sessions here will include representatives from Accounting, Contracts, Engineering, Manufacturing, Marketing and Service. During February 17-18, the Seminar will be offered to other representatives of these same departments, plus a group of our Field Sales and Field Service employees.

Some 75 employees will benefit from the Seminar which is part of our renewed emphasis on marketing strategy knowhow. Improved marketing techniques are aimed at gaining additional business opportunities for our Division.

NAPFEL AND GRIGGS TALK TO LARGE HAMFEST GROUP

A large group of area amateur radio enthusiasts heard two of our Fairchild Weston colleagues talk about "Computers-New Technology in Amateur Radio," at a Sarasota Hamfest on Saturday, January 15. The Hamfest was sponsored by the Sarasota Amateur Radio Association, and took place at the Sarasota Exhibition Hall on January 15 - 16.

Hans Napfel (WB2ZZB) and J. W. (Woody) Griggs (WA4NZO) gave a lively two-hour seminar for an audience of over 100 persons. Hans and Woody reviewed various types of computer hardware and talked about software as it pertains to amateur radio applications. The two men showed slides and displayed an operating Apple II, Atari 800, and interface units for amateur radio operators.

Hans Napfel, of Aviation Recorders Engineering, has been an amateur radio enthusiast since 1952. Woody Griggs, also of Aviation Recorders Engineering, combines his work in electronics and computer programming here at work with his outside interests of amateur radio and electronic experimentation. Woody has been a ham radio operator since 1977.



Hans Napfel and Woody Griggs fielded many questions from a large audience at the Sarasota Hamfest.

ARTICLE BY WAYDA TO BE PUBLISHED

Jim Wayda, of Test Engineering, has been notified that an article he has written has been accepted for publication in the DEC Professional magazine.

Jim's article deals with interfacing non-DEC peripherals to a DEC RSX-11 M System. Jim was prompted to write the article after reading a piece in the DEC Professional about the difficulty and limitations of trying to use interrupts. Jim set out to prove that it was not so complex as it appeared.

Jim Wayda started with us in 1977 and has advanced from Test Technician to Associate Test Engineer, and was promoted to Test Engineer. He is currently developing an ATE (Automatic Test Equipment) System using a DEC computer. The new ATE System will lead to automating testing practices on Telemetry products, and is expected to spread to other products as well for improved productivity and efficiency.

THINKING ABOUT YOUR INCOME TAX RETURN ?

It's that time of year again, when thoughts turn to IRS and tax deductions. If you plan to itemize your deductions for income tax purposes here's some handy information which may help you. The charts show 1) medical insurance

premiums for your dependents' medical insurance coverage through our group insurance plan... and 2) the premiums employees pay on our new Dental insurance benefit .

1982 MEDICAL INSURANCE PREMIUMS FOR DEPENDENT COVERAGE

Not including Long Term Disability (LTD)

Spouse only	\$2.58 /wk .	X	52 pay periods	=	\$134.16
Child (ren) only	\$1.56 /wk .	X	52 pay periods	=	\$ 81.12
Spouse & Children	\$4.15 /wk .	X	52 pay periods	=	\$215.80

1982 DENTAL INSURANCE BENEFIT PREMIUMS

(Effective date for our Plan was May 31 , 1982)

Individual Dental Coverage	\$.98 /wk	X	No. of pay periods you were in Plan
Family Dental Coverage	\$2.82 /wk	X	No. of pay periods you were in Plan

NOTE : If you elected to begin your Dental coverage immediately, you had 31 pay periods of Dental coverage during 1982. Your 1982 cost would be :

31 weeks	X	\$.98	=	\$30.38
31 weeks	X	\$2.82	=	\$87.42

REMEMBER:

- ★ The Company pays 100% of the premiums on the group medical insurance coverage on you the employee.
- ★ You pay only a SMALL PART of the premiums for dependents' medical insurance coverage . Currently , the Company pays over 87% of the total cost of medical insurance coverage . Employees pay less than 13% of the cost of medical insurance premiums for dependent coverage .
- ★ Our group medical insurance coverage has been improved again and again , most recently May 31, 1982 . Costs for medical services have gone up drastically. Yet the amount you pay for your dependents' medical insurance has been the same SINCE 1974 . Our Company has absorbed the increases .
- ★ The Company pays 50% of the cost of the premiums for our Dental Plan , and you pay 50% .
- ★ Our Company paid over \$600,000 for group medical and dental insurance on employees and their dependents in 1982 . (This does not include LTD -- Long Term Disability -- coverage .)

SABRE 9 AND EDCS ON DISPLAY AT RECORDERS GROUP MEETING

Data Systems Division was well represented at the prestigious Tape Head Interface Committee (THIC) meeting at Pasadena, California, January 10-13. Our SABRE 9 and Error Detection and Correction System were on display, and potential users showed great interest in the equipment

Don Wright, Recorders Marketing Manager, has been National Chairman of the Tape Head Interface Committee for a number of years. He has now moved to the position of THIC Program Chairman. Attending the meetings were Bill Kessler, Peter Simmons, Jim Stein and Don Wright from Sarasota, plus a number of our Field Sales personnel, including Keith Arrowsmith, Dick DeLong and Ed Remorenko.

Other important standards group meetings were held at the same time as the THIC California sessions. They were the Magnetic Recorders standards groups of ANSI (American National Standards Institute) and IRIG (Inter-Range Instrumentation Group).

SAFE! OVER 660,000 HOURS

Data Systems Division's current Safety record stands at over 660,000 hours without a lost-time accident. With continued Safety Awareness by all employees, we can all avoid painful injuries, and reach our goal of 1,000,000 hours. KEEP UP THE GOOD WORK !