

FAIRCHILD WESTON

Schlumberger

FAIRCHILD WESTON SYSTEMS, INC.  
DATA SYSTEMS DIVISION

P.O. BOX 3041  
SARASOTA, FLORIDA, 33578

NEWS ABOUT DATA SYSTEMS DIVISION

VOL. VI, NO. 2

FEBRUARY, 1984

## 1984 DIVISION BUSINESS IS OFF TO A GOOD START

Incoming orders for Data Systems Division systems and products during January approximated \$8,000,000, to get our Division off to a very good beginning for 1984. All of our business segments -- Telemetry, Recorders, Signal Processing, and Field Service -- exceeded January order budgets.

These orders are a significant addition to our backlog, and provide a firm basis for our business volume for the next six months, said General Manager Joe Keller.

"As we all know, orders represent the first step in the business cycle. We need to continue our emphasis on productivity and efficiency to convert these orders into profitable shipments," Keller said.

"There is a subtle change in our business product mix. Sales and Marketing continue to sell products at a high rate, while also capturing larger systems contracts. Thus, our business base of standard products will continue, and growth will be accelerated with Systems.

"Our business plans are in place and working, and 1984 will be a very good year which will set the stage for continued growth over the next decade," Keller said.

"We need considerable flexibility to meet customer requirements in new business directions, as market changes take place," the General Manager noted. "I am especially pleased to see the positive response from employees whenever business conditions require changes or different assignments."

## RECRUITING ENGINEERS -- YOUR REFERRALS WELCOME

Data Systems Division currently has career opportunities for Electrical Engineering and Computer Science professionals with experience in Telemetry and Signal Processing hardware and software systems.

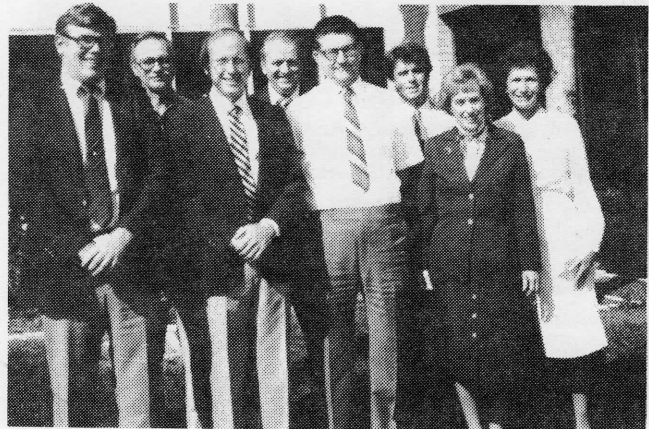
Employees who know of possible candidates are invited to refer applicants to Tom Salmon, Personnel Representative in charge of Professional Recruiting. His extension is 594.

## CREDIT UNION ANNOUNCES NEW MEMBERSHIP DRIVE; AUTO LOAN LIMIT RAISED

A membership drive and new liberalized regulations for car loans have been announced by the Board of Directors of the Credit Union.

During March, 1984, employees joining the Credit Union may do so without paying the usual \$1.00 membership fee. Employees who have been with Data Systems Division for six months or more are eligible to open a Credit Union account by signing up for weekly deposits through convenient payroll deduction.

(Cont'd on Page 2)



*Members of the Credit Union Board of Directors include: Foreground, President Scott Blair, Vice President Wiley Dunn, Treasurer Ed Annaratone, Secretary Berenice Henderson. In background, Walt Knopik, Don Parker, Rob Ramey, and Lillian Conway.*

For applicants, it is suggested that a resume and/or application be submitted to Tom Salmon, in advance, for evaluation. Appointments for interviews may then be scheduled for suitable applicants who match the requirements of our openings.

In addition to recruiting experienced Engineers, Tom is also scheduling recruiting trips to several Florida universities during March and April to seek promising new graduates in the fields of Electrical Engineering and Computer Science.

AN EQUAL OPPORTUNITY EMPLOYER M/F/H/V

## CREDIT UNION ANNOUNCES NEW MEMBERSHIP DRIVE; AUTO LOAN LIMIT RAISED

(Continued from Page 1)

The special non-payment of the \$1.00 membership fee will apply only for the month of March. This is an added incentive for more employees to take advantage of the many benefits available to Credit Union members.

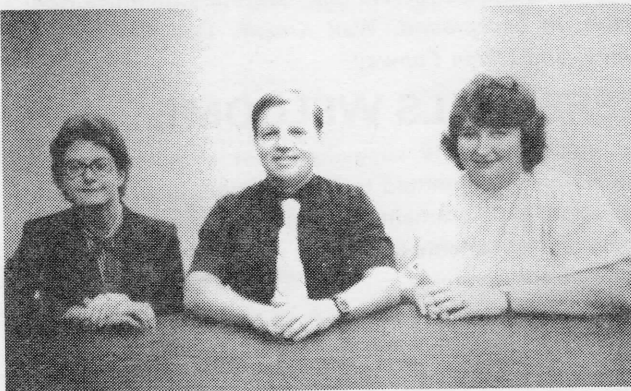
In another action, the Credit Union Board has liberalized the regulations for loans on new cars and trucks. Qualified borrowers may receive loans for up to \$10,000 on new cars or trucks, with a repayment schedule not to exceed 50 months. The current interest rate is 12%.



*The Credit Union's 1984 Credit Committee consists of Paul Taylor, Beth Jenkins and Art Acosta.*

At the Annual Meeting on January 31, the Credit Union reported a profitable year, with a 1983 annual dividend of 7.5% for Credit Union savers.

A \$200 donation from the Company was made to the Employees Credit Union, and was utilized for cash prizes at the Annual Meeting. Winners of cash prizes at the Annual Meeting were Art Acosta, Larry Bickford, Don Case, Ed Christian, Chris Gates, Debbie Graham, Berenice Henderson, Eric Hogberg, Sharon Key, Henry Lamb, Herb Larrabee, Monica Laskowsky, Ben Robinson, Earl Studenwalt, Paul Taylor, Alma Sanger, Linda Walker and Carol Waters.



*Supervisory Committee members for 1984 are Alma Sanger, Earl Studenwalt, and Cinda Whaley.*

## REEL PROBLEMS CIRCLE SOLVES REAL PROBLEMS

Members of the Reel Problems Quality Circle, representing the Recorders Test area, made their Circle Management Presentation on February 14 for their latest project. The group exhibited their analysis and back-up data to document savings which will total over 890 hours saved per year.



*Members of the Reel Problems Quality Circle: Jim White, Matthew Neelley, Ernestine Ray, Bob Boyer, Terry Hurst, Joe Yourkoski, and Circle Leader Phil Ingram. Joe is holding "Mr. DRD" -- a stick figure the group used to enliven the Circle's Management Presentation.*

The Reel Problems Circle project involved eight separate items, and the solutions are expected to make the department's work easier and more effective, while saving time. The eight areas were: Print problems, Specifying wire length in a Model 10 wire harness; Pinch roller snap rings; Solder rework techniques; DFR pressure pad print correction; Modifying Model 80 transformer plates; Improved platforms for Models X and IV, and CVR test tone board improvement.

"One outstanding feature of the Reel Problems Circle project is that the group not only did a thorough analysis, but also had the necessary back-up data to prepare the ECO's (Engineering Change Orders)," said Circle Facilitator Tom Hackett. "Their ECO's and supporting data were so complete that Engineering was able to approve the ECO's immediately. The ECO's were expedited, and the changes could be implemented without delay."

**SAFETY TIPS ★★★★★★★★★★**

**NOTHING -- BUT NOTHING  
PROTECTS YOU BETTER THAN  
CONSTANT SAFETY AWARENESS**

★★★★★★★★★★★★★★★★★★★★

## NEW 8000-SERIES UNIT SHIPPED TO CUSTOMER

The initial Production unit of the new Model 8320 PCM Bit Synchronizer cleared through the Production Test Department this month and was shipped to the customer -- NASA, Huntsville, Ala.

The complex new boxes in our new generation of telemetry equipment, known as the 8000-series, are a marriage of new techniques in hardware and software, and utilize microprocessors. Microprocessors are, in effect, miniature computers within the telemetry products, enabling the small "boxes" (products) to perform the work of several older products -- faster and in a smaller package.

The Model 8320 Bit Sync works as part of the telemetry "front end" in telemetry/computer systems, and cleans up the signal for processing by other 8000-series units.

Members of the Engineering team for the Model 8320 PCM Bit Sync included Karl Hahn and Rick Mitchell (software); Phil Potts (packaging configuration), and Gene Schroeder and John Belt (hardware).

Other 8000-series units in our new generation of telemetry products include the Model 8330 PCM Decommutator, Model 8340, currently known as the Telemetry Expander unit, Model 8350 Digital-to-Analog Converter, and Model 8380 Display Station.

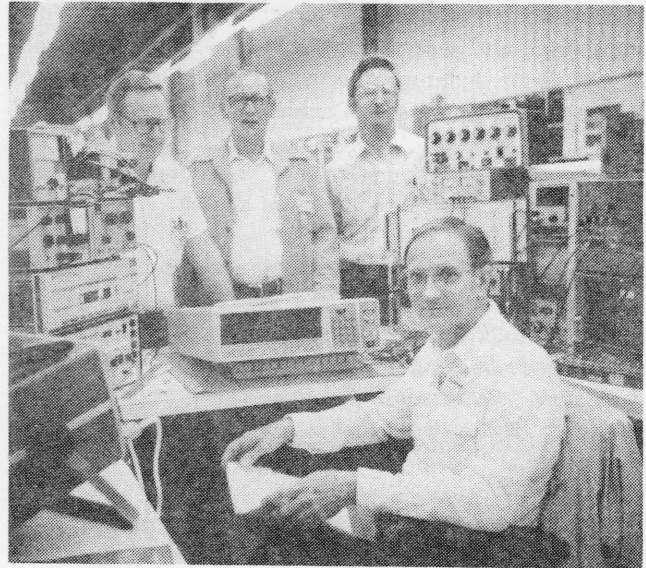
Significant improved performance features of the 8000-series units include:

- 20 megabits per second performance for the 8330 PCM Decommutator and 32 megabits per second performance for the 8320 PCM Bit Synchronizer -- four and five times that of their predecessors.
- Self diagnostic capabilities
- Identical front panel keyboards and displays for uniform and improved operator interface
- Menu-driven and user-friendly setup
- Standard chassis hardware and software operating system

## EXPORT ORDERS UP IN JANUARY

Data Systems Division's Export Department had a very successful month during January, with orders totaling nearly \$2,000,000. The equipment will be used in a variety of applications in several different countries, reports Bud Thurmond, Manager of Export Sales.

Applications include the study of seismic problems, machine monitoring in deep mines, parachute testing for dropping heavy equipment by parachute, communication satellite monitoring, and aircraft flight testing. All of the equipment is scheduled for shipment in 1984.



*Pictured during testing of the new Model 8320 PCM Bit Sync are Test Technician John Brisbin (seated), Dick Dungan, of Test Engineering, Project Engineer Gene Schroeder, and Project Technician John Belt, of Telemetry R&D.*

## QUALITY CIRCLE TRAINING TO TAKE PLACE IN MARCH

Approximately 15 individuals at Data Systems Division are scheduled for Quality Circle Leadership training March 12-16, according to Quality Circle Facilitator Tom Hackett. These intensive training sessions will take place at the Holiday Inn, Lido Beach. A Refresher Leader Training Course will also be given for about ten Circle Leaders on March 16-17.

In addition, there will be three Facilitator guests from sister Schlumberger companies who will also attend the training sessions. They are Ronnie Austin, Syosset, (Fairchild Weston Systems Inc.); Gary Keith, Houston (Schlumberger Well Services) and Chris Guenther, Oconee (Sangamo Energy Management).

Circle Leader training, and the Refresher course, offer in-depth studies of Circle techniques, such as problem solving, and provide a good understanding of the Leader's responsibilities, and how to pass the needed skills on to the Circle members.

Among the Data Systems Division attendees will be some individuals who are already in Circles, and some potential new Quality Circle Leaders in our expanding Circle program.

Managers and Supervisors are invited to call Tom Hackett, Ext. 532, for details about the opportunities for Leader Training and the Refresher course.

# A QUALITY CIRCLE REPORT — — CIRCLE PROJECTS CA

A successful Quality Circle project can generate much enthusiasm and support. But what do you do when your Quality Circle undergoes personnel changes ... a project gets mired down ... and some Circle members get discouraged?

You re-group, shake yourself out of the doldrums, grab hold of a great new project, and charge ahead!

The Aviation Flyers Quality Circle (Aviation Recorders Assembly area) has done just that. Their new project involved modifying the layout of the department. The results: improved appearance of the work area, help in the work flow, easing some potential safety hazards, better efficiency, and an area that is more comfortable for the employees.

This Circle project needed the cooperation of our Manufacturing Engineering personnel. Changes had to fit into the planned work flow for Manufacturing.

Why do layouts change?

"Production areas change frequently," said Rob Ramey, of Manufacturing Engineering. "For example, in addition to this area's normal production of Flight Recorders, Control Units and units in for repair, all wire harnesses that pertain to Aviation equipment were added, plus the new Aviation test equipment, such as the PDDU (Portable Data Display Unit).

"The Aviation Flyers Quality Circle did an excellent job on this project, and they deserve congratulations," Rob said.

Working together, the Department employees helped identify the problem, and pinpoint the bottlenecks. They described their job duties and made suggestions.

"The area's changes and additions called for some modification to the layout," said Hans Kaiser, Manager of Final



*Vivian Godfrey with the new PDDU (Portable Data Display Unit).*

Assembly. "The Aviation Flyers Quality Circle assumed this responsibility as their project. They completed the project in a timely, organized manner, and I would like to congratulate them on a job well done."



*Aviation Flyers Quality Circle members: Standing, Circle Leader Alyene McCoy, Ed Burns, Steve Creech, Terri Hughes, Vivian Godfrey, Juanita Rose; seated, Liz Bell, Shirley Terry, and Marlowe Lymer.*



*Quality Circle improved layout project benefited the Aviation Recorders Assembly area. Foreground, Vivian Gilliam, Irma Jones, Loretta Horton; background, Doris Joubert, Betty Drymon, Etta Williams, Vi Blair, Teresa Smith. All Department members are invited to sit in on Quality Circle meetings on a rotating basis.*

## EXPORT GROUP HOLDS SALES ME

Export Sales held its annual meeting for our international Sales Representatives in Goa, India, during January. The week-long meeting provided opportunity for training on our new 8000-series equipment, as well as other associated products.

The group of 24 Sales Representatives from England, France, Germany, Italy, Japan, India and the U.S.A. received training from Jud Strock, Harry Durrett, Bud Thurmond, and

# N AID IN MANY WAYS

Individual Circle members offered comments on the Quality Circle process:

*"Quality Circles really help communications, in the department and with employees in other departments."*

*"Quality Circles can be like the cement that bonds people together."*

*"It's a good chance to get rid of some frustrations."*

*"The story of our experience might encourage other Quality Circles."*

*"Have patience for the Quality Circle process to work."*

*"The Quality Circle is a better place for gripes and complaints than the Lunch Room!"*

*"Facilitator Tom Hackett is a good guy to communicate with."*

*"To me, Quality Circles mean working in steps and knowledge."*



Steve Creech utilizes new air wrench in neat, expanded area used for final assembly, packaging, and necessary storage.

## ET IN INDIA

Paul Hartland, of Enertec, France. Paul presented the Enertec 4115 High Environment Tape Recorder, which will be manufactured in Sarasota as the Model 15.

Following the Sales Meeting, our men called on customers -- Jud Strock in Israel, Harry Durrett in India, and Bud Thurmond in Taiwan, Korea and Japan.

"Business opportunities look good in all of these countries for 1984," Thurmond said.

## AVIATION RECORDERS GIVE TRAINING FOR CUSTOMERS

Intensive training classes on Fairchild Cockpit Voice Recorders and Digital Flight Recorders were presented in Sarasota during February for representatives from several airlines and airframe manufacturers. These representatives will utilize the training to do their own maintenance and overhaul service on our Aviation Recorders.

In house for CVR training were representatives from Beech, Jackson, Miss.; TransBrasil; Comair, Kentucky; and Allitalia, Rome, Italy. DFR training took place during the second week for representatives from Beech in connection with our large OSA (Operational Support Aircraft) Air Force/Beech contract.

Conducting the training classes were Carl Palkovich, Jorge Hedderich, and Ron McDeed.

## EMPLOYEES GIVING THE GIFT OF LIFE

Data Systems Division employees are once again signing up to give blood for the March 13-14 visit of the Bloodmobile to our plant. Employees who wish to be blood donors should see Occupational Health Nurse Debbie Graham by March 8 to make arrangements. The Lower West Coast Blood Bank's Bloodmobile will be here from 9 a.m. to 4 p.m. on Tuesday and Wednesday, March 13 and 14.

Employees who are donors to our Blood Bank are giving the "gift of life" to fellow employees, their families, and our Retirees. If you or a member of your family need blood, just call Debbie Graham, Ext. 559. The units of blood will quickly be transferred to the patient's account from our Blood Bank account.

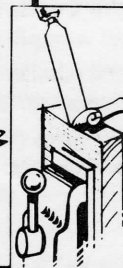
common hand tools are

## FINGER TRAPS

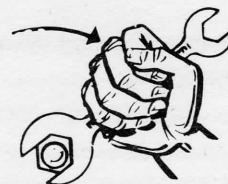
KEEP POINTED AND BLADED TOOLS SHARP--THEY WORK BETTER AND ARE SAFER THAT WAY.



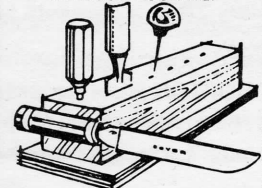
PUT WORK IN A VISE OR ON A SOLID SURFACE --NEVER IN HANDS OR AGAINST THE BODY. CUT AWAY FROM BODY AND HANDS.



PULL, DON'T PUSH WRENCHES.



GUARD POINTS AND BLADES. DON'T REACH FOR TOOLS WITHOUT LOOKING.



# NEW MIS INFORMATION CENTER OPEN FOR USE

A Management Information Services (MIS) Information Center has been established as part of the Data Processing facility of our Division. The user-oriented computer facility is a new concept, introduced by IBM, to provide a facility for direct access to computing resources and information. The Information Center is located in the Accounting area, near the IBM Computer Room.

"The purpose of the MIS Information Center is to provide tools for Division personnel to address business problems and opportunities through the direct use of computer resources," explains Dale Dennis, MIS Manager. "The facility provides CRT terminals and personal computers, with access links to organizational data bases, and is available on a reservation basis."

Extensive data security has been established to prevent unauthorized access to confidential information, except by individuals with proper authorization, Dale said.

Functions of the Information Center include:

- CONSULTING -- Helping users define and solve their business information problems.
- EDUCATION -- instruction on terminals, personal computers, and application systems.
- TECHNICAL INTERFACE -- hardware, software, communications, data.
- PRODUCT EVALUATIONS -- new products, software, systems.
- ADMINISTRATION -- security, passwords, user profiles, data usage, history, documentation, scheduling classes, education records, statistics.

The Information Center is available to all Data Systems Division employees, on a time availability basis, by calling MIS, Ext. 386.

If you plan to use the Center during working hours, your Supervisor's approval is required. Access may be arranged for the period 4:30 to 6 p.m., on special request. Employees need to sign up in advance, and indicate the purpose or application, such as training, AMAPS analysis, departmental budgeting, labor analysis, etc.

## CONGRATULATIONS!

GIL PELOWSKI (Telemetry R&D) married Deborah Wood on January 28 in a Sarasota home wedding.

PAT HORTON (Data Recorders/Systems Assembly) and his wife Elsa welcomed their new son Douglas Ryan on February 7. Douglas weighed 7 lb. 3 oz. at birth.



Dale Dennis (at right) chatting with Jim Tinder, Chol Chong, and Nancy Hendrick (of Fairchild Camera and Instrument Corp., Digital Division, South Portland, Maine) and Harmon Ingwersen, Corporate MIS Coordinator, Schlumberger Ltd., New York.

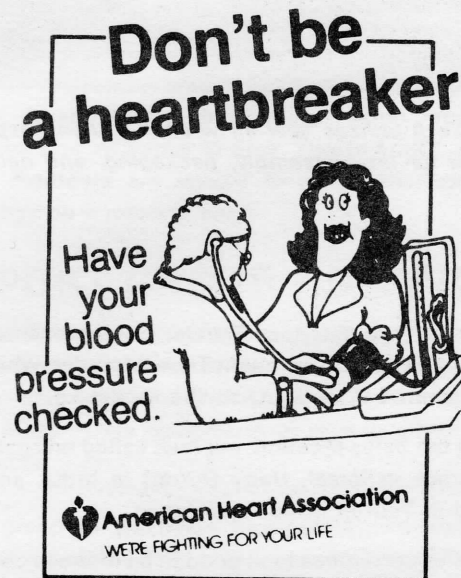
## ★ YOUR BLOOD COULD SAVE SOMEONE'S LIFE

### Blood Drive - March 13-14

## FEBRUARY IS HEART MONTH

As part of our Employee Wellness Program, you can make an appointment to have your blood pressure checked by calling Occupational Health Nurse Debbie Graham, Ext. 559.

Regular blood pressure checks can be arranged for employees who may have this type of health problem. Please call in advance to make an appointment.



## GRAND OPENING OF MIS INFORMATION CENTER

On hand for the opening of the new MIS Information Center on February 7 were Harmon Ingwersen, Corporate MIS Coordinator, Schlumberger Ltd., New York, and representatives of the Fairchild Camera and Instrument Corporation Digital Division, South Portland, Maine, who are visiting several sister companies.

The visitors from the South Portland facility were Nancy Hendrick, Director of Data Processing; Chol Chong, Materials Manager; and Jim Tinder, Manufacturing Systems Manager.

In his comments at the ribbon cutting, Mr. Ingwersen noted the growth of office automation and the concept of Information Centers.

"There are some 200 MIS facilities throughout the Schlumberger organization, and office automation is certainly one of the important directions of the future. We will be conducting seminars around the world on the new Information Center concept, and your installation here is going to be a leader in that field," Mr. Ingwersen said.

The representatives of the Fairchild Digital Division pointed out that if one were to open up the personal computer located in the MIS Information Center, one would find many components manufactured by the Fairchild Digital Division. The Digital Division's business is one of the fastest growing segments in the Fairchild organization, mainly due to the expansion of the personal computer market.



Harold Ingwersen cuts the ribbon, and Dale Dennis declares the MIS Information Center officially open.



Joel Stewart, Dave Walker, Peggy Long, of MIS, and Jim Tinder watch Mike Rhodes, of MIS, (seated) and Nancy Hendrick studying the new query service on an IBM terminal.



Mingling with guests on opening day, Marc Polley, of MIS, visitor Jim Tinder, Acting Controller Pat McNabb, and Dale Woodland, Manager, Systems & Programming.



Visiting the MIS Information Center on opening day, Don Stover, Dave Clouse, Peggy Long, of MIS, and John Kerwin.

# HAPPY ANNIVERSARY

## EMPLOYEES OBSERVE FEBRUARY SERVICE MILESTONES

Congratulations to the employees marking major service milestones this month. In addition to the Sarasota group pictured here, three Field employees have service anniversaries during February -- JIM APPERSON, of Field Service, based in Southfield, Mich., whose 15th service anniversary was February 6; RICHARD DE LONG, of Data Recorders Sales, Cupertino, Calif., completed five years of service on February 19; and TOM KELLY, of Data Recorders Field Service, based in Puyallup, Wash., marked five years of service on February 19.



**JIM APPERSON**     **DICK DE LONG**     **TOM KELLY**  
*Southfield, Mich.,     Cupertino, Calif.,     Puyallup, Wash.,*  
*15 years                     five years                     five years*



*Happy anniversary to: Dave Clouse (20 years of service); and Roy Kitaoka, Barry DuFour, Pat Horton, Louise Ream, and Steve Frayer, all observing five years of service with our company.*

### **SAFETY RECORD REQUIRES HELP FROM ALL EMPLOYEES**

Our current Safety record shows over 86,000 hours without a lost-time accident. Let's help it grow by staying alert to safety awareness every day.

## 1983 GROWTH PLAN INVESTMENT RESULTS ANNOUNCED

Investment performance of the Schlumberger Contributory Investment Growth Plan for 1983 was announced this month. Employees are eligible to participate shortly after completing 12 months of service. You designate the funds you wish to invest in. The Funds are:

- Fund A -- Fixed Income Investment Fund
- Fund B -- Diversified Fund
- Fund C -- Schlumberger Limited Common Stock Fund
- Pre-Retirement Liquidity Fund

If you contribute to the Growth Plan through payroll

deductions, your account also gained from the Company's matching contribution of 35¢ for each \$1 you contributed to your Growth Plan during 1983.

#### A REMINDER:

Your annual statement indicating the dollar value of your Growth Plan account and other benefits is usually distributed in April. Your personal statement of employee benefits also shows the percentages you have elected to invest in Funds A, B, C of the Growth Plan for your existing account and for future contributions.

<u>QUARTER ENDING</u>	<u>FUND A</u>	<u>FUND B</u>	<u>FUND C</u>	<u>PRE-RETIREMENT LIQUIDITY FUND</u>
March 31	3.1%	6.5%	(7.3%)	2.8%
June 30	2.7%	6.3%	27.3%	2.3%
September 30	3.0%	0.4%	1.7%	2.3%
December 31	3.1%	1.0%	(8.1%)	2.6%
Year-to-Date (Compounded)	12.4%	14.8%	10.3%	10.4%