



FAIRCHILD WESTON

Schlumberger

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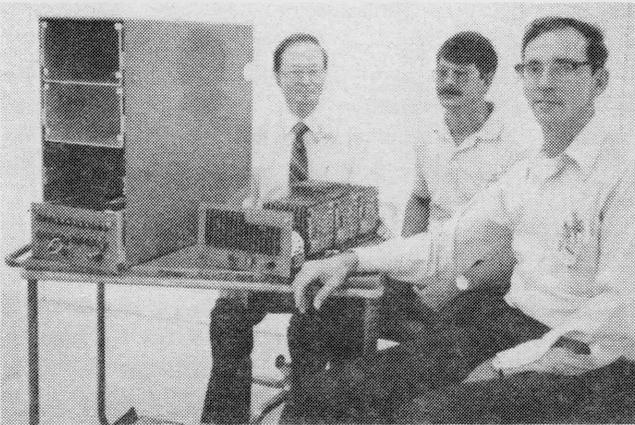
NEWS ABOUT DATA SYSTEMS DIVISION

VOL. VI, NO. 4

APRIL, 1984

MORE AIRBORNE UNITS ADDED TO McCLELLAN SYSTEM ORDER

A significant add-on order has been received for four additional airborne systems in connection with the very large McClellan Air Force Base FDAPS system. The airborne systems, which include our 5000 Series equipment, are identical to the initial three airborne systems ordered earlier by the Air Force. Value of the new contract for additional airborne systems is close to \$3 million.



Our 5000-series cards are being incorporated into special Airborne Systems for McClellan Air Force Base, California. Pictured with the Airborne System are Project Engineer Hal Roberts, System Technician Russ Phillips, and 5000-Series Technician Milt Litwiller.

"FDAPS" stands for Flight Data Acquisition and Processing System. The large system includes airborne systems, to be mounted in the Air Force F-111 or FB-111 tactical fighter

(Cont'd on Page 2)

TELEMETRY PRODUCT LINE HAS BANNER FIRST QUARTER

New orders booked by the Telemetry Product Line have contributed toward achieving a banner first quarter of more than \$10 million in orders, according to Bud Hinkel, Director of Telemetry.

"This performance in Telemetry is the best in at least ten years," Hinkel said. "The NASA-Vandenberg Air Force Base contract and a major Export job were two large contributors to the order volume for the first three months of 1984.

"Export and domestic orders have exceeded budgeted and forecasted projections," he said. "We expect this trend to

AVIATION RECORDERS GROUP CELEBRATES A GREAT MONTH

Manufacturing employees in the Equipment Recorders group had a banner month in March, exceeding a Production goal they have been striving to achieve on a scheduled basis.

"March saw a total of 140 CVR's, 25 DFR's, and equivalent amount of control units, produced in a systematic manner," said Hans Kaiser, Manager of Final Assembly. "Not only was the goal achieved, it was exceeded."

He complimented the employees on the accomplishment, which he cited as a real team effort.



Employees in Aviation Recorders Assembly and Test areas celebrated a banner month at a special coffee break. Hans Kaiser said "Congratulations and well done" to the group.

continue during the second quarter, and our objective is to be at \$20 million in Telemetry orders at mid-year."

Hinkel views 1984 with optimism. "We'd like to make this a banner year in orders and shipments," he said. "Our goal is to book another \$5 to \$7 million in orders for each of the final two quarters of this year."

After the orders are booked, our next task is to assure timely delivery to our customers, and a profitable performance for the year, Hinkel said.

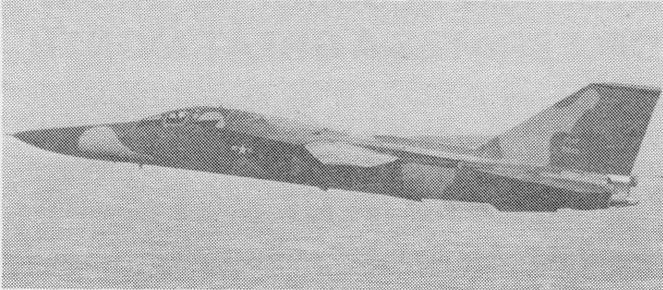
AN EQUAL OPPORTUNITY EMPLOYER M/F/H/V

McCLELLAN SYSTEM ORDER

(Continued from Page 1)

aircraft, plus checkout systems for the airborne equipment, and a computer-controlled ground station to permit analysis of the information gathered by the airborne system during flight testing.

Total value of the orders to date for the McClellan Air Force Base FDAPS equipment is almost \$8 million. Work on the FDAPS orders will extend over a two-year period from 1982 when the initial order was booked.



F-111 Tactical Fighter

These airborne systems are to be used to monitor and record conditions and events aboard the F/FB-111 during flight testing. The magnetic tape recorded by the airborne system is subsequently processed by the ground station to make any of the thousands of channels of information recorded by the airborne system readily available to the Air Force Test Engineers. The latest add-on for airborne systems brings the total number of aircraft supported for flight testing to seven.

It is anticipated that shipment of the first airborne system and the ground station will take place within the next few months.

"We certainly want to thank all of the employees who worked so hard in February to help us achieve the major milestone of getting the first airborne system completely assembled," Program Manager Wiley Dunn said. "It was an outstanding effort from all parts of the plant, and it contributed to our success in getting the new add-on business."

In addition to Program Manager Wiley Dunn, the McClellan FDAPS team includes Hal Roberts, Airborne & Ground Checkout Project Engineer; Jack Cain, Ground System Project Engineer; Mike Hutchinson, Software Project Leader, and John Keal, 5000-Series Project Engineer. Literally hundreds of employees throughout the plant are supporting the varied aspects of the total McClellan FDAPS system effort.

The airborne system is specifically designed to monitor the wide variety of serial computer data streams on board the F-111 aircraft. The airborne system will also gather traditional flight test information, such as vibration, structural strain, and temperature conditions.

Our airborne units, known as the 5000-series, are also becoming standard products which we are able to offer to other customers for future business.

FAIRCHILD CVR RECOVERED AFTER SIX YEARS IN JUNGLE

By Barry Hawkins

Six years ago a Vickers Viscount aircraft, operated by Ecuador Airlines, crashed in the deep Ecuadorian jungle. The aircraft, obscured by jungle growth, was recently located, and the National Transportation Safety Board (NTSB) -- investigative arm of the U.S. Department of Transportation -- recovered the Fairchild Cockpit Voice Recorder for transcription.

According to the NTSB, the recording was in perfect condition and provided an excellent transcription of the last 30 minutes of the fateful flight.

The Fairchild CVR (S/N 4916) was manufactured in November, 1977, and delivered to The Boeing Company, Seattle, probably for a 707 or 727 aircraft. How it found its way to a Vickers Viscount remains a mystery, but airlines are known to interchange our CVR from aircraft type to aircraft type, and it ended up on the Viscount.

The recorder, while covered with mold and jungle rot, by its surviving and providing a very satisfactory recording, illustrates once more the quality of design and workmanship that goes into Fairchild recorders that enables them to survive well beyond the normal expectancy of such devices.

CONGRATULATIONS!

RON ZOERNER (Drafting) and Teri Jean Moran were married at the Zoerner home on April 7. BILL ZOERNER (Data Recorders Engineering) and his wife Dorothy were members of the wedding party for their son Ron.

ARLENE LUTZ (Data Processing) became Mrs. Russell Klinebriel on April 1 in a Nelsonville, Ohio, church wedding.

RICK PHILLIPS (Field Service, Canton, Mich.) and his wife Joyce announce the arrival of their son Matthew Daniel on March 31. Matthew weighed in at 7 lb. 1 oz.

KEN COONCE (Cost Accounting) and his wife Janice are the proud parents of a new baby daughter, Jamie Marie. She was born on April 9 and weighed 8 lb. 14 oz.

ROY KITAOKA (Data Recorders Engineering) and his wife Beverly welcomed their baby daughter, Tiffany Nicole, on March 5. The baby weighed 8 lb. 2 oz. at birth.

DALE DENNIS (Management Information Systems) has been elected to the Board of Directors of the Sarasota Institute of Lifetime Learning (SILL). The local chapter is part of a national organization of retired professionals who remain current in their profession by studying, attending seminars, providing consulting services, and maintaining close contact with the business world. Dale has lectured and hosted plant visits for this community group in recent years.

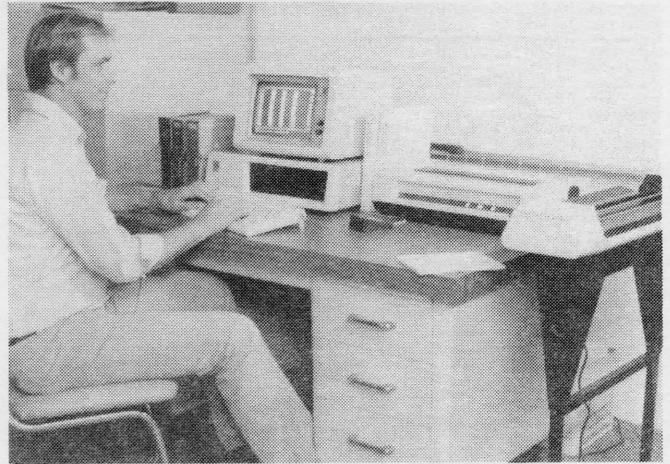
NEW COMPUTERIZED WORK STATION TO AID IN SCHEMATIC DESIGN

A new computer-aided Engineering work station is currently undergoing evaluation in our CADDs area. CADDs stands for Computer-Aided Design and Drafting System.

The new work station is called a FutureNet DASH-1 Schematic Designer. Its purpose is to be an aid for the Electrical Engineers, Technicians and Designers who develop the designs for new products requiring schematics.

For those not familiar with the term, schematics are electrical diagrams which describe the interconnections between many electrical devices making up an electronic circuit. The schematic, or circuit diagram, is basic to our products. Schematics are used in the design, testing and trouble shooting of printed wiring boards.

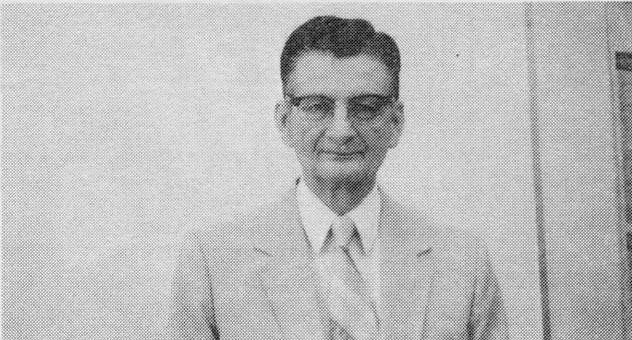
The easy-to-use DASH-1 Schematic work station permits the designer to call up the symbols for components (such as



Jay Boardman at DASH-1 Schematic Designer in CADDs area.

JIM STEIN JOINS RETIREES AFTER 28 YEARS OF SERVICE

Data Recorders Staff Engineer Jim Stein is joining our group of Retirees after 28 years of service with Sangamo Electric and Fairchild Weston. Jim was a member of the Sangamo Tape Recorders group who moved to Sarasota from Springfield, Ill., in December, 1977.



In 1956, when he joined Sangamo Electric, his first assignment was in Sonar. The next year he became one of the two original tape recorder engineers with Sangamo when the company purchased a small outfit called D.G.C. Hare, of New Canaan, Conn. Hare had developed a new tape recorder. Since about 1970 Jim has been chief digital design engineer in Data Recorders. He has been heavily involved in new developments in HDDR (High Density Digital Recording) and EDCS (Error Detection and Correction Systems).

Before joining Sangamo, Jim was a civilian employee working with the Navy in antisubmarine research, and earlier he was employed in seismic prospecting with The Texas Company in Illinois, Texas and California.

Jim and his wife Louise plan to move to the Phoenix, Arizona, area some time in the next year or so. "It's the center of gravity for our whole family," Jim said.

A colleague described Jim as "a gentleman whose integrity and honesty are valued by all who know him." All the best, Jim!

capacitors, resistors, IC's, etc.) and the connecting lines which form the schematic. The symbols appear on the CRT screen, and can be moved, removed, reinserted, and maneuvered into the proper position in the circuit. The information is stored on disk, and is checked for certain simple errors, such as missing connections, or two components with the same designation. When the schematic is completed, it is printed out on paper, very similar to an engineering drawing.

There is also the ability to print out parts lists and wire lists very quickly.

A Bausch & Lomb DMP-41 plotter is undergoing evaluation for possible use with the DASH-1 work station.

The need to automate the way we prepare schematics was one of the main points made in a recent survey of improvements required in our CAD/CAM system. (CAD/CAM stands for Computer-Aided Design and Computer-Aided Manufacturing.) A CAD/CAM Steering Committee is assisting in formulating the plans for improving our Design and Drafting functions to benefit Engineering and Manufacturing operations.

Why a computerized aid for designing schematics? As one Engineer put it, "It beats the circuit design scribbled on a napkin!" It is especially helpful when design changes are required.

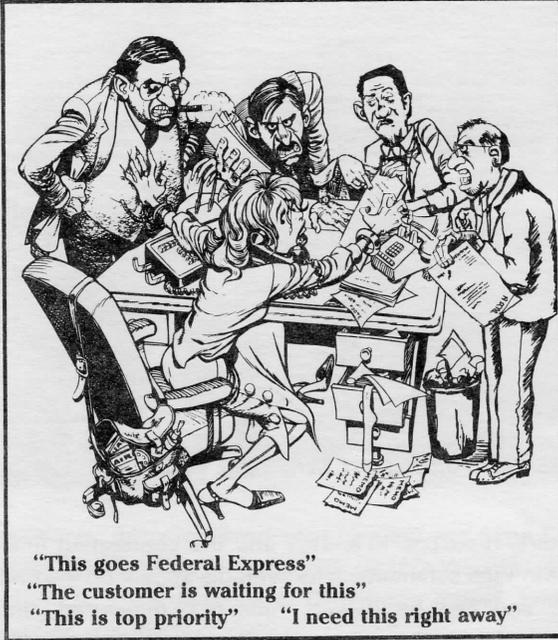
Some Engineering Work Stations can cost \$90,000 to \$120,000 each. The DASH-1 is somewhat less sophisticated and will cost in the range of \$15,000 to \$25,000 each.

"After this initial work station is evaluated, and we develop the procedures and parts library for it, we hope to be able to install six Engineering work stations in the CADDs and Engineering design areas," said Greg Purdom, CADD Supervisor.

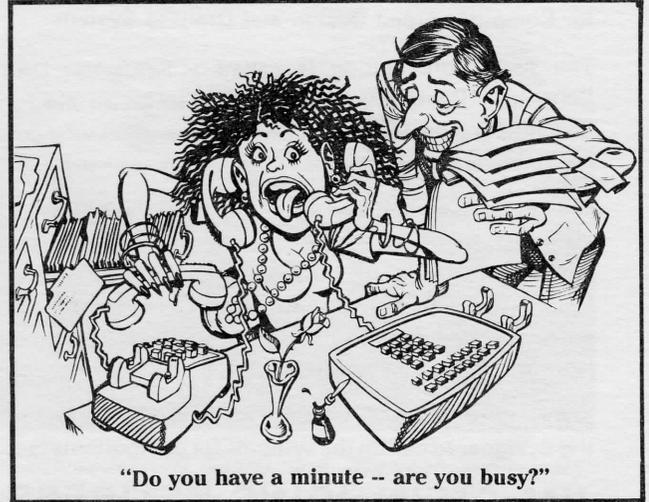
In addition to capturing the schematic, the DASH-1 Work Station will also interface to circuit simulation and to the CAD/CAM system.

JUST A NORMAL DAY IN THE LIFE OF A SECRETARY

Cartoons by Tom Crawford, Illustrations Group

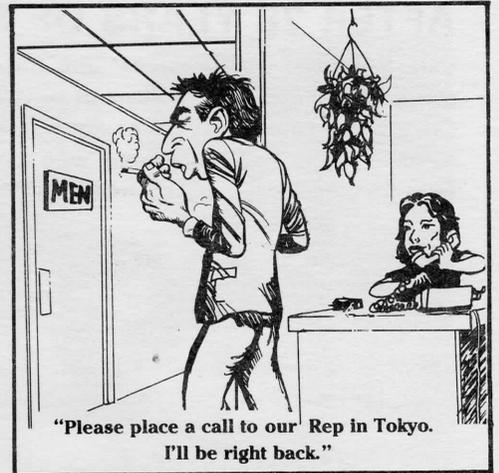


"This goes Federal Express"
 "The customer is waiting for this"
 "This is top priority" "I need this right away"



"Do you have a minute -- are you busy?"

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"Please place a call to our Rep in Tokyo.
 I'll be right back."



"Oh, I'm sorry sir, he just stepped out ..."



"We really need to get this proposal
 out tonight."



"It is in your In basket on your desk, Mr. Jones."



"We have to change those reservations again."



"Thanks for all your help today --
 I don't know how you did it."
 "It was nothing."

A SALUTE TO THE SECRETARIES AT DATA SYSTEMS DIVISION

Professional Secretaries Week (April 22-28) offers an opportunity to consider the contributions these employees make to our Company. PULSE asked the Secretaries of Data Systems Division for their views on a few matters. Here are the Secretaries' comments.

Q. What are the most important attributes of a good secretary?

Ability to handle many jobs at once, flexibility, setting priorities, accuracy, efficiency, patience, good sense of humor, self motivation, courtesy, confidentiality, diplomacy, excellent skills in grammar, spelling, shorthand, typing; personality, neatness, integrity, good telephone rapport with customers, keeping records and files updated, reliability, keeping your boss informed ... keeping a cool head when all h--- breaks loose.



Judy Katarskas, Mary Lou Carter, Gail Jongebloed, Laurie Gaines, and Janice Maus are Secretaries in the Signal Processing and Field Service groups.

Q. How has your work as a Secretary changed in recent years?

- Administrative duties upgraded the job and heightened goals.
- Computers have eliminated many tedious hours of statistical typing.
- Using modern equipment makes our work load lighter, making our brains work a little harder, but giving a sense of accomplishment.
- Learning to use the office automation available to us now has been interesting -- VAX, electronic mail, the 800 WATS line for customer service.
- As I became more competent, the workload has become heavier.
- Addition of the Word Processor.
- More diversified duties, and broader responsibilities.
- Subject matter may vary in different jobs, but the Secretary is expected to know a little about everything -- where things are, how one gets things, who is responsible for what.



Seated, Secretaries Baba Marrero (Quality Assurance), Carolyn Peet and Chris Lawson (Systems Engineering); standing, Carol Byrne (Telemetry Engineering) and Pat Zieschang (Recorders Engineering).

Q. How has office automation affected your functioning as a Secretary?

- "Thank goodness for the VAX!"
- Office automation, such as the OCR Scanner in Word Processing Department, has given me more time to do many other things, rather than redo lengthy drafts.
- The Personal Computer greatly enhances the ability to do statistical and graphic jobs.
- Computers have taken a lot of the drudgery out of repetitive tasks, and make typing and revising much easier.
- VAX electronic mail is great for sending messages to and from the Field Offices. The computer is also great for monthly reports.
- The Word Processor has increased efficiency and versatility in doing letters, proposals, mailing lists, etc.
- Using VAX mail to get quicker responses to questions for customers, and having use of the WATS line is a big help in Field Office.
- Automation is a great asset for a Secretary. Repetitive tasks have been recorded in a memory file for easy retrieval.
- Utilizing VAX Electronic Mail System helps in communicating from the Field to the plant when there is a time zone difference, and also without the delay of regular mail.

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Standing, Cindy Kuhns, Chris Govaars, Sherri Wilkinson; seated, Carolyn Yant and Terry Cori. These Secretaries are in the Administration and Marketing areas.

A SALUTE TO THE SECRETARIES AT DATA SYSTEMS DIVISION

(Cont'd from Page 5)



Secretaries Berenice Henderson (seated) and Alma Sanger (standing at left) are in Personnel; Debbie Woolard (Manufacturing), Treva Messenger (Telemetry Sales), and Ann Mongillo (Controller's Office).

Q. What do you enjoy most in your position as a Secretary?

- Variety -- there's never a dull moment.
- As a Secretary, you are at the hub of things.
- Dealing with all the different people.
- Contributing to the smooth operation of our Group.
- The respect shown to me by the group of people for whom I work.
- Direct contact with customers, and the people I work with.
- The challenge of new things and people contact.
- The camaraderie with our customers and co-workers.
- Learning about all the product lines and functions.
- Working with a small group in a Field Office, and also being a part of the large group in Sarasota.

Besides the Secretaries in our plant in Sarasota, our Field Office Secretaries keep things humming at their locations:

- ▶ DANA BROWN - HUNTSVILLE, ALA.
- ▶ JANICE MAC KELL - LAGUNA HILLS, CALIF.
- ▶ JESSIE RIEBELING - CUPERTINO, CALIF.
- ▶ ROSE STROFACE - LANCASTER, CALIF.
- ▶ PATRICIA WILLIAMS - ALBUQUERQUE, N.M.
- ▶ AILEEN WORRELL - WHEATON, MD.

We salute our Super Secretaries. They help keep the wheels turning.

GET THE BEST RATES

Check with the Employees Credit Union for a handy schedule of loan repayments to aid you in shopping for the best deal when financing the purchase of your new car. Copies are posted at bulletin boards, or you may pick up a copy at the Credit Union office.

HAPPY ANNIVERSARY!

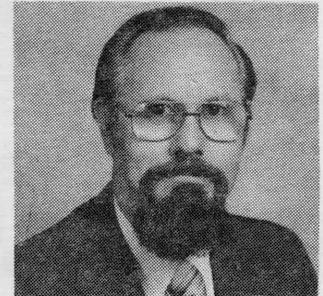
Congratulations to the employees observing major service anniversaries during April.



Gene Schroeder (10 years) and five-year anniversary employees Larry Foster, Joyce Jarzynski, Ed Christian (March anniversary), and Matt Neelley.



Carl Schleicher marks his 10th service anniversary this month.



Byron Brandstetter, of Field Service, Newbury Park, Calif., five years of service.

ALMOST ANYTHING GOES

Fifteen brave employees took part in the zany "Almost Anything Goes" games on March 24 as part of King Neptune's Frolic Week in Sarasota.

Participants in the 7th Annual Games were: Todd Brandehoff, Brenda Cunnien, Patsy Fulcher, Marc Gilmore, Debbie Graham, Peggy Huestis, Betty and Jim Huffman, Kathy Lowe, Ray McPartlin, Dexter Nash, Beth Putnam, Bill Shaw, Linda Walker and Bill Whaley. Mike Wagner captured the craziness in his photos.



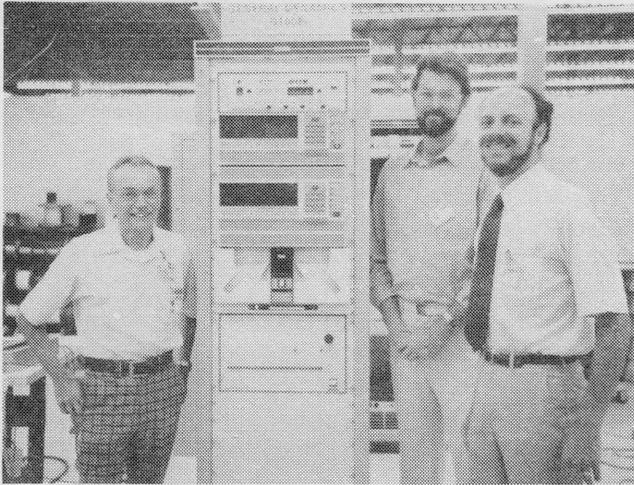
Almost Anything Goes -- a wild and crazy event.

ACCELERATED DELIVERY EFFORT GETS SUPPORT FROM EMPLOYEES

Accelerating a delivery schedule to meet a customer's high priority requirement takes special effort by a lot of people.

That's what happened when General Dynamics' Convair Division, San Diego, requested Data Systems Division to accelerate the delivery of two PCM Decommutation systems in March.

The total General Dynamics order is for six PCM Decommutation systems to be used for the Shuttle/Centaur booster on the Galileo program, a deep space probe. Two of the six systems were required by March, and were given a Government high priority to accelerate delivery.



System Technician Gene Harbert and Rick Mitchell and Karl Hahn, R&D Software Engineers, with General Dynamics PCM Decom System.

Each of these Stored Program Decommutator Systems includes two of our newest 8000-series products -- the Model 8330 PCM Decommutator, and Model 8340 Expander Unit -- plus the Model 720 Bit Synchronizer and other specially-designed interface units.

Len Zeiler, Program Manager, praised the cooperative efforts of many people when he said, "We couldn't have accomplished this tightened delivery schedule without special cooperation from a lot of people in Manufacturing, Test, R&D, and other departments."

Donna Watkins and Gene Harbert expedited the delivery of the units. The Fab area gave very fast turn around on new parts as well as Printed Wiring Assemblies. Assemblers in Pat Bowers' area did the assembly using "advance" prints. Art Tackman and Dick Bridgman did the testing and wrote procedures as the program progressed, while checking out new software designed by Karl Hahn and Rick Mitchell.

Len's list goes on: Robert Williams, Nick Ostrye and Jim Schadl, of R&D, helped get the prototype units into Production. Don Parker, of Procurement, hurried delivery on parts and components. Technical Writers, Design and Drafting, Machine Shop, Paint Shop, and many others all pitched in.

"There's no way to give due credit to all the dozens of people who helped," Len said.

The remaining four PCM Decom systems are currently being readied for delivery in June.

Len Zeiler sums up the special effort, "Thanks to all who helped for a job well done."

TOP SALES AWARDS GIVEN AT DATA RECORDERS MEET

Our Data Recorders group held their 1984 International Sales Meeting in Tampa March 21-23. The 46 attendees included international and domestic Sales Representatives, direct Sales personnel, plus Data Systems Division personnel from Sales, Marketing and Engineering.

Special awards were presented in recognition of outstanding sales efforts. The awards were: Salesman of the Year - RICHARD DELONG; Domestic Representative of the Year - SEL-TRONICS; Export Representative of the Year - ENERTEC, France; Domestic Representatives with most orders - WKM ASSOCIATES; Export Representatives with the most orders - SOLARTRON, ENGLAND.

Training was emphasized at the meeting. Peter Simmons presented training sessions on the Models 80 and 9, EDCS (Error Detection and Correction System), Model 12 and Model 15 Recorder/Reproducers.



Data Recorders Sales Representatives gathered for International Sales Meeting in Tampa March 21-23.

Direct Sales personnel who participated in the meetings were: Dick DeLong and Keith Arrowsmith, of the Western Region; Loy Dunkel, of the Midwest Region, and Ed Remorenko, of the Eastern Region.

Export Representatives included H. T. Liu, of H.T. Liu Associates, Taiwan; C. Hawtrey, Solartron, England; P. Baland, Enertec, France; K. Grobbink, Enertec, Germany; Mr. Shutoh, Marubun, Japan; and D. Connelly, of Allan Crawford Associates, Canada.

There were 22 representatives from the following domestic Rep organizations: Elotek Systems, Wade H. Boggs, Inc., Vic Myers Associates, WKM Associates, Intersell, KLS Associates, Scientific Devices, Sel-Tronics, Marsland Associates and Ram-Z Associates.

DID YOU SEE THAT BRIGHT YELLOW SPRITE CONVERTIBLE?

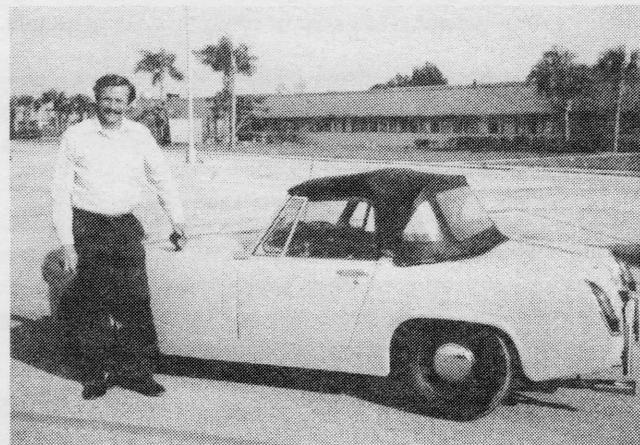
First you take a three-cylinder Kubota diesel tractor engine, a five-speed Toyota transmission, and an old 1965 convertible Sprite. Then you do a lot of body work and pick up bits and pieces from the old junkers in your back yard. You add the exhaust system from an old motorcycle, and the gas line from a Vega, and do a lot of adapting. Finally, you re-do the interior, add some cheap carpeting and seat covers, and paint the machine a Corvette yellow.

That's how Bud Steinhoff (Fabrication Engineering) put together his "newest" car. Bud (and his Dad before him) worked on cars all his life. He was into drag racing, and then oval track racing of late model stock cars for about 12 years.

"It finally got too expensive and I quit about seven years ago," Bud said. But his love for working on cars continues.

On their 13 acres east of Sarasota, Bud Steinhoff and Jill have a collection of old cars, bit and pieces. The restored 1950 Pontiac Silver Streak is their Sunday car. Jill drives a 1970 Maverick which Bud got in trade for his old motorcycle. Bud drives an old '74 truck, and has a 1969 jeep which contains a Buick V-8 engine, an Olds bell housing, and a Ford four-speed transmission.

The latest creation -- the yellow Austin Healey Sprite -- cost about \$300 for the old Sprite, \$1500 for the new engine, and \$200 for a used transmission. Bud machined many of



Bud Steinhoff and his reconditioned Austin Healey Sprite.

the parts, or adapted old parts for the "new" Sprite. "I figure I ought to get up to 100 miles to the gallon; have gotten 50-60 miles in stop-and-go driving," Bud said. The Sprite does 65 mph nicely.

What's next on the agenda? The restoration of a 1950 Ford pickup. Another old motorcycle was traded for the pickup, which was brought home completely disassembled -- down to every individual nut and bolt. It was a project that someone else started on and gave up. Bud will finish it one of these days.

NEWEST QUALITY CIRCLE FROM MAINTENANCE GROUP

Introducing the members of our newest Quality Circle -- from our Maintenance Department. This new group brings our total number of Quality Circles to 15, with well over 100 active Circle members.



Seated, Rob Crawley, Vic Letterman, Frank Knott, Kay Cole. Standing, Ed Burns, Dan Konieczka, Horst Scheller, David Richards, Ed Christian, and Circle Leader Mike Mace.

QUALITY CIRCLE FACILITATORS MEET AT IAQC IN CINCINNATI

Quality Circle Facilitator Tom Hackett attended the annual meeting of the International Association of Quality Circles in Cincinnati, Ohio, April 16-19.

Attendees included seven Facilitators from Schlumberger sister companies, including two representatives from France. The Company Facilitators met in evening sessions to share the information they learned during the series of seminars held each day.

Upon his return Tom Hackett will share that information at Quality Circle Leader meetings during the first week of May, and also with the employees involved in our Quality Circle program.

IN MEMORIAM

Lucille M. McGahee, an employee at Data Systems Division since 1963, died on April 10 after a long illness. She was employed in Assembly, Inspection, and most recently in the Stock Room. Lucille is survived by her husband, the Reverend James O. McGahee, and two daughters. She will be missed by her many friends at Fairchild Weston.

