



LORAL

Data Systems

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VOLUME XIII, NO. 2

MARCH/APRIL 1991

TELEMETRY ORDERS CONTINUE TO SOAR

With solid February-March bookings that exceeded \$6 million, Telemetry Systems orders closed the 1990-1991 fiscal year almost \$5.7 million above the year's original forecast. Previous budget called for orders of \$30.3 million; we finished the year at over \$35.9 million. Key March bookings that helped put us over the top include new systems for the Aeronautical Research Laboratory (ARL) of Taiwan, US Army Test Facility at Edwards Air Force Base, and the Redstone Arsenal, and add-ons to the Boeing RTADS, Martin DAES, Martin DCE, MBB Ottobrun, and Canadair Learjet contracts.

For **ARL Taiwan**, the Data Acquisition/Processing Systems (DAPS) includes airborne telemetry and both real-time and playback ground station Telemetry Front End Subsystems, all to be used in aircraft testing procedures. Control and operation shall be via System 90 software. The first of two systems is slated for delivery in December 1991; the second in June 1992.

A contract of somewhat historical significance for Loral is with the **US Army Test Facility** at Edwards Air Force Base. For this site, we are developing an 8715/8470 Telemetry Front End with a MicroVAX 4000 Computer Subsystem. Also included in the package are two 5500's. The system will be used to test operation of the US Army's AH-74 Apache Helicopters. What's of significance to Loral is that this new system replaces the EMR RDAPS System. It was under this EMR contract that we developed the first EMR 715 Multiplex Processor, the predecessor of today's 8715.

For the **Redstone Arsenal** in Huntsville, AL, the COLSA Corporation has purchased a System 90 with some new features. These include D20's in the 8715, a Data Shuttle 2000 Removable Disk System, and usage of the optional Event Logger Port for alarm data. The system is projected to be completed in approximately 8 months.

The first **Boeing RTADS System**, originally shipped to Boeing in 1988, is to be upgraded to a System 90. Its 715's are being replaced by 8715's and its system software is being upgraded to System 90 software. The scheduled ship date is July 1991.

Martin Cape Kennedy has contracted to purchase an additional Data Acquisition/Encoder System (DAES) and Data Control Equipment (DCE), each under a separate contract. These two systems will be fitted into a customer furnished van. During a Titan IV launch, the DAES works in conjunction with a DCE System to provide both data collection and verification. This data is provided to other real time processors at the Cape for processing of the Titan IV rocket data. This third pair will be available for rotated service with the other two systems.

The System shipped to **MBB's Ottobrun Facility** is to be upgraded with the addition of 5500 Series airborne equipment and an 8715 to the existing Ground Station System. These add-ons will provide for 1553 data processing. The MBB System is used for missile data processing.

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KELLER'S CORNER

I recently completed our quarterly Business Review Meetings and would like to take this opportunity to summarize the results.

Fiscal Year 1991 was a very good year for Data Systems. New orders were \$117.5 Million or \$4.2 Million over budget. Telemetry received 3 large orders which brought them \$5.7 Million over budget. Instrumentation Recorders fell short of budget by \$1.4 Million because we did not accept an \$8 Million order due to unfavorable payment terms. We have not lost this order and we expect to receive \$4 Million this year and the remainder next year. Orders for each other product line (Aviation Recorders, Signal Processing Systems, and Customer Service) were strong and essentially on budget.

The only bad news was that Revenues (Shipments) were \$7.4 Million under budget at \$103 Million. SPS was over budget by \$0.4 Million. Telemetry and Customer Support were on budget. Instrumentation Recorders were down \$3.0 Million because we made a mid year decision to stop selling standard products in small quantities from a catalog. Aviation Recorders were \$4.8 Million under budget because General Aviation dealers and owners were slow to order. They must have recorders in their aircraft by October 1991 but are waiting until the last moment. These orders are not lost. They have slipped from last year to this year.

Are we out of the Instrumentation Recorder business? The answer is no. We are continuing to sell products but each quotation to customers is based on our costs, not a standard price. We also continue to sell program recorders, e.g., AQH-7, ASH-33 USH-32, Rotary, etc. Schlumberger is making steady progress in developing the rotary recorder. There is a high probability that we will soon receive a \$10 Million order for rotary recorders. The initial recorders will be built in France

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This and That...And a Little More About Our Family...

Fuad Ali, Reliability Engineering, and his wife, Hana, welcomed a new member to their family, a son, Ahmad, weighing 8 pounds who arrived on March 29.

Jed Duncan, QA, Technician and his wife, Donna, welcomed a baby, Zachary Rigo, on April 1 who weighed 8 pounds, 2 ounces and was 20 inches long.

T. Keith Smith, Aviation Rec. Sales, and his wife, Karen, welcomed a baby girl, Hannah on April 2, who weighed 9 pounds, 2 ounces and was 21 1/4 inches long.

Bharat Patel, Telemetry Software Engineer and his wife, Latika, welcomed a new son, Yogesh, on April 4 who weighed 6 pounds.

CONGRATULATIONS - Myron Klinschmidt our Photo Lab Technician has been designated as a Regional Pageant Photographer for the American Petite Beauty Pageant to be held in Orlando in December.

WELCOME ABOARD!

Diane Hamel, Secretary, Instrumentation Recorders, reporting to Ray Shuford.

T. Keith Smith, Aviation Recorders, Sales Engineer, reporting to Phil Wright.

Kevin Love, Associate Software Engineer, SPS, reporting to Tim Wellman.

TELEMETRY SALES (Continued from Page 1)

Canadair Learjet has contracted for Loral to develop an RJ Network System consisting of 14 VAX 3100 Workstations and two MicroVAX 3300's. The system, which is to be integrated into the Canadair Ground Station we already provided under another contract, will be used to perform interactive data file transfer and data analysis of flight test data. The system will also provide a "shadowing" to ensure that a coherent mission structure is maintained on both systems. This upgrade is scheduled for shipment at the end of May.

Mark Hanigan

BENEFITS OFFICE NOTICE**ANNUAL PENSION STATEMENT**

The annual statement which details your pension benefits for 1990 is now being prepared by our auditors and will be sent to you in June. You are welcome to make an appointment with Alma Sanger, Ext. 5526, to discuss your individual pension situation if you need this information at an earlier date.

FIDELITY STATEMENT

See the Bulletin Boards or your department secretary for Alma's memo about reading your Loral Savings Plan Statement, which you should have received about April 22. The Loral 1% contribution and the \$.70 match for 1990 will appear on your next quarterly statement. You can get your account balances at any time by calling 1-800-544-0065 and giving them your name, social security number, and our division name.

TEAMWORK INDUSTRIES

Loral Data Systems observed Earth Day early several weeks ago when it enlisted the help of Teamwork Industries. Teamwork Industries is a division of the Easter Seal Society of South West Florida Inc.



Pictured above is the group of workers from
Teamwork Industries

Arrangements were made by Mike Matthews, Loral's Facilities Scheduler, through Mer Rusch, Teamwork Industries, to provide Loral Data Systems with a crew of workers to pick up the litter on the grounds of our facility. We plan to have them back again to continue their good work.

CHILD CARE SURVEY RESULTS

The results of the child care needs survey have been received and evaluated. We are forming a Child Care Committee of interested parents-employees to review the survey results and investigate the various options available in the child care service areas.

The survey was mailed to over 800 employees but yielded fewer than 200 responses, so data on actual numbers of children are incomplete. Survey respondees, however, said they had 79 children ages newborn through five years, and another 112 school age children through age 12. These are the groups most in need of day and after-school care.

Over 80% of those responding said cost of child care was a problem, and 18% said cost was a major burden. Care for a sick child was a problem for 78% of respondents.

Many partial days and full days were lost in the last six months due to difficulties with child care. The respondents said they lost a total of 428 full or partial days due to child care problems in the 6 months before the survey. Clearly, this adversely affects productivity and morale. The survey results clearly indicate that employees are very interested in child care programs that are inexpensive, convenient, and provide quality care.

Debbie Graham, R.N., C.O.H.N.

TIME CARD CHARGES

A reminder for all employees concerning completion of time cards:

- A record of time charges must be maintained on a daily basis.
- All time worked must be reported, including overtime (including exempt employees).
- Time must be charged to the appropriate account.
- Each employee is responsible for his/her own time charges.

KELLER'S CORNER *(Continued from Pg. 2)*

but this program will eventually require well over 500 rotary recorders. We will attempt to build the majority of the production recorders in Data Systems. Instrumentation Recorders could be our largest product line in the future. This same program requires an interface box which is a Telemetry type of product. This box will be designed and manufactured in Data Systems.

Profit in FY 91 was above budget despite reduced revenues. This is due to the mix of shipments, our TQM efforts, and hard work. The \$3.0 Million shortfall in Instrumentation Recorders revenues did not hurt us because we would not have made much profit on catalog products. The \$4.8 Million shortfall in Aviation Recorders revenues could have been devastating on profit but improvements in production made up the difference. Telemetry, SPS and Customer Support were all over budget in profit due to the dedication of our employees.

Backlog (orders received but not shipped) increased by \$14.7 Million from the beginning of the year. We entered FY91 with \$55.8 Million in Backlog and entered FY92 with \$70.5 Million. In equivalent months of shipments, we increased Backlog from 6.5 to 7.6 months which means our employment picture for this year is stable. Our growth is mainly in the systems business. Our product backlog remains fairly flat. We are pursuing the military and commercial telecommunications business to increase our product base.

This year Orders are budgeted to decrease \$4.2 Million to \$113.3 Million since we received one large Telemetry order in FY91 which was not expected until this year. We fully expect that we will exceed budget based on the Instrumentation

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Order which slipped from last year into this year. Revenues should be up \$7.2 Million to \$110.2 Million and Profit will increase due to more shipments and continued emphasis on TQM. Backlog will increase by a minimum of \$3.0 Million.

We received a 70% Loral match on employees' contributions to the 401(k) plan. This is a very high match and it is due to all your efforts. Loral is paying approximately \$1.3 Million into our 401(k) plan for last year. Of course, the monies which Loral pays is generated by Data Systems.

We are exploring the possibility of moving into a new facility but if we do, the overriding objective will be to stay within a commute distance since our most important resource is our people. There are lots of if's so don't get nervous.

We are approaching our second anniversary with Loral but we see no major changes in benefits. The employee cost for medical insurance will most likely continue to increase as employees only pay approximately 12% of real costs and these costs are increasing. We are looking into Day Care and gradual improvement in other benefits.

The bottom line is that we expect FY 92 to be a very good year. We have a diversified business which is not hurt as badly as many other businesses are due to the recession and the budget problems of the Defense Department. This is not to say we are without problems. We must continuously improve which sounds an awful lot like TQM.

A LIFE SAVED AT LORAL

We had a dramatic event unfold on Tuesday, April 2, in our cafeteria.

Patty Wagner, one of our popular Wometco cashiers, had just taken a bite of her sandwich, and was talking to Barbara Brust, our Wometco cook, when she suddenly began to cough and choke. She was desperately attempting to clear her throat of an obstruction and could not breathe. Patty became terror stricken and began to feel weak and faint. She gestured to Barbara that she was choking and in serious trouble.



Pat Wagner thanking Barbara Brust for saving her life.

Barbara recognized what was happening, and realized that she had only a few minutes to save Patty's life. She got behind Patty and applied the Heimlich thrust. It didn't work. She tried again, but without success. She could feel Patty becoming limp in her arms and gave a tremendous Heimlich thrust. This third desperate thrust forced the object up and like a champagne cork, it flew out. Patty at least could breathe.

Although shaken and feeling very weak for the rest of the day, Patty was alive and happy to tell us about her experience. Barbara, quiet and unassuming behaved as if this were an everyday event and that it wasn't such a big deal. Ask Patty how she feels about that!

When our President, Joe Keller, was informed about the event that saved a life in his plant, he expressed his deepest appreciation that someone on hand had the training to know what to do, and the courage to act. Everyone is encouraged to learn the Heimlich procedure.

NURSE NOTE: If you will give me 15 minutes, I will teach your department, your lab group, your office crew, etc. how to do the Heimlich procedure. It is a simple technique, and can be learned by anyone. It's lifesaver!

Debbie Graham, R.N., C.O.H.N.

SOCIETY OF TECHNICAL COMMUNICATIONS (STC) ELECTS NEW PRESIDENT

Mark Hanigan of Telemetry Publications was installed as President of the Suncoast Chapter of Society of Technical Communication (STC). The organization includes 110 writers, editors, and illustrators from throughout the Tampa Bay area.

Mark is the third Loral employee to be elected president of this organization. *Sue Nurczyk* served one term in 1984-1985, and *Scott Havens* served two terms 1986-87 and 1987-1988.



Pictured above is Janice Rajsich, one of the Loral Guards, being pinned as Captain by Dennis Potoka, Security, SPS, and her Supervisor, Ben Ellis, Wackenhut Guard Services. Janice is the first woman Captain in this District. Congratulations!

WHO'S WHO IN POETRY

Gerri Schlotterback, one of Loral's Electronic Assemblers in Aviation Recorders, has made local history by being written up in **Volume III** of **Who's Who In Poetry** published by World of Poetry Press, copyright 1991.

Gerri has written a poem, "A LETTER TO POPPA" as reprinted below with permission from the author.

A LETTER TO POPPA

Dear Poppa,

I wonder can you hear me, can you understand? Even as a small child I thought you oh so grand.

Do you remember Poppa when we used to go on walks? You were going much too fast, we never got to talk.

Then as I grew older I loved you from afar, you were busy working, still you were my guiding star.

Then a woman I became, how swiftly time does fly, we never knew just how to talk, the years kept rolling by.

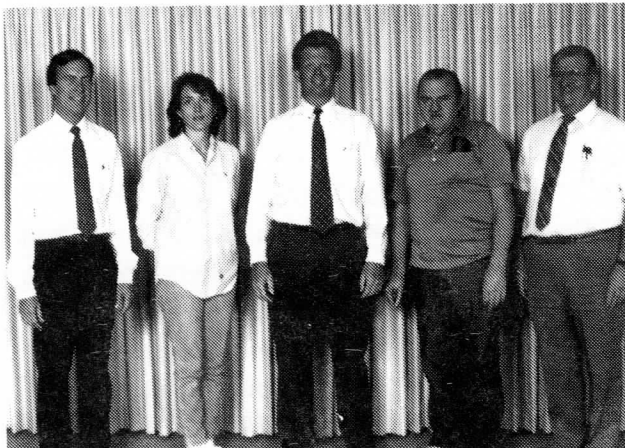
I think you knew I loved you, but a hard lesson has been learned...

The love from my dear Poppa, it was given, never earned.

Congratulations, Gerri, on this great accomplishment and also that of having received the **Golden Poet Award in 1989**. So many in the company have benefitted from your talent in the past few years. We enjoy hearing your poetry hope to continue to hear it in the years to come.

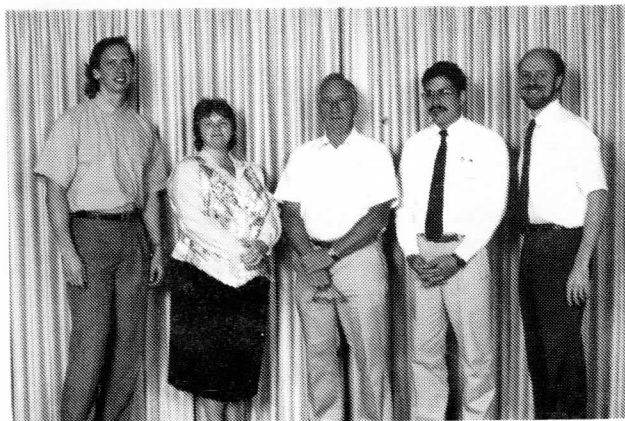
HAPPY ANNIVERSARY

MARCH ANNIVERSARIES



L to R: Mike Nastanski, 5 Yrs., Cathy Wilson, 10 Yrs., Stan Smith, 10 Yrs., Steve Jelemensky, 15 Yrs., Dick Haase, 30 Yrs.

APRIL ANNIVERSARIES



L to R: Paul Coyas, 10 Yrs., Debbie Ungaro, 5 Yrs., Ron Connolly, 35 Yrs., Luis Sandoval, 5 Yrs., Karl Hahn, 10 Yrs.

WATCH - for the new changes and renovations renovations being made in the cafeteria. Work will be done by both Loral employees and Wometco. It should be finished in a short period of time and without too much disruption. Please bear with us and in another few weeks we will all be able to enjoy the new , modern changes to this facility.

NEW IMAGE GROUP RECOGNIZES OFFICE SUPPORT FRIENDS

The New Image Employee Involvement Team, in a continuing program of appreciation, recognized two of the women in our Reprographics area and one from Illustrations.

Iris Thompson, Group Leader in Reprographics, **Millie Baublitz**, Reprographics Operator, and **Barbara Martin** of Illustrations, were each awarded a Certificate of Appreciation at a luncheon in their honor for their continuing acts of cooperation, over and above their normal daily responsibilities. Their continued cooperation eases the burdens in the everyday work schedule of our office support personnel.

Pictured below are Iris Thompson, Barbara Martin and Millie Baublitz.



RE M I N D E R

The JUNE ISSUE will be the graduation issue. Please send in a picture of your graduate. Also include a small item about their future plans.

Any employee who has graduated since last June, please send us a photo and article about yourself.

We will need this information by mid-June. Thank you.

MAMOGRAPHY AT LORAL

Last month, 189 women of the Loral family, performed a death defying act.....they had mammograms. It seems that each year we are able to reach out and convince a few more women of the importance of mammography.

Taking charge of our lives is part of our responsibility to ourselves. Practicing good preventive care is part of staying healthy. Timely mammograms, coupled with monthly self breast exams is a good defense against breast cancer. WE can make a difference in our lives, and Loral will help to make it easier by bringing wellness programs to work.

Loral has sponsored screening mammograms for three years and will continue to offer this wellness program on an annual basis in partnership with St. Anthony's Hospital in Tampa.



Picture above are the two mobile units that were brought to Sarasota for this project. Pictured above are **Mary Long**, Mammography Technician from St. Anthony's, our staff nurse, **Debbie Graham** and **Jean Henry** of Human Resources.

HAPPY, HEALTHY RETIREMENT YEARS TO ALL OF YOU



Pictured above are Cora DiBello, upper left; Bill Miller, upper right; George Emigh, center left; Don Roberts, center right; Frank Wakefield, lower left; and Art Kelley, lower left. March and April were busy Retirement months at Loral!

EMPLOYEE ETHICS RESPONSIBILITIES

TO COMPLY WITH LORAL'S CODE OF ETHICS

- IF REQUESTED TO ENGAGE IN ANY ACTIVITY CONTRARY TO THE POLICY
- IF YOU HAVE REASON TO BELIEVE ANY OTHER EMPLOYEE OR REPRESENTATIVE OF THE COMPANY IS ENGAGED IN CONDUCT CONTRARY TO THE POLICY.

CHANNELS FOR REPORTING

- HIS / HER SUPERVISOR
- SUPERVISOR'S MANAGER
- PERSON DESIGNATED WITHIN THE DIVISION FOR INVESTIGATING REPORTS
COMPLIANCE MATTERS:
 - MARK MUSTICO - SPS GROUP
 - DAVE TAYLOR - ALL OTHERSSECURITY MATTERS:
 - BILL SHAW - ALL GROUPS
- CALLING THE DIVISION HOT LINE NO. 6869
CALLS MAY BE ANONYMOUS. ALL HOT LINE CALLS WILL BE HANDLED CONFIDENTIALLY. YOU MAY CALL BACK TO LEARN WHAT ACTION WAS TAKEN.
- CALLING / WRITING LORAL CORPORATION VICE PRESIDENT AND CONTROLLER
BOB LAPENTA
600 THIRD AVENUE
NEW YORK, NY 10016 (212) 697-1105
- CALLING/ WRITING INDEPENDENT OMBUDSMAN
ROBERT GREGG
C/O HAZEL, THOMAS, FISKE, BECKHORN, AND HANES
3110 FAIRVIEW PARK DRIVE SUITE 1400
FALLS CHURCH, VA 22042 1-800-842-2651

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Address Correction Requested

Editor: BERENICE HENDERSON (x6945)

**LORAL DATA SYSTEMS
OPEN HOUSE
SUNDAY, MAY 19
1:00 to 4:00 PM**

**Employee Crafts and Arts
will be on Display in the North
Parking Lot**