

Librazette

May 1999

A Message from our General Manager

The first quarter of 1999 has been a busy one. Some of the highlights were:

- Submitted JWARN proposal
- Submitted MICAD Production proposal
- JBPDS performance
- Delivery of 11 JBPDS units
- Delivery of 5 AAV units
- Delivery of 12 MICAD Fox units
- Submitted MICAD Software ECP
- Submitted 3 BAA proposals
- 3 major conventions/trade shows (Domestic & International)
- IRAD performance
- BAWS performance
- Discovery

We are starting to make our contract deliveries on time and within budgets which is key to our customers perception of us. We need to keep this track record going in the right direction!

Our financial outlook is good. We are projecting year-end results that will meet all our financial commitments to the corporation.

Looking forward to the second quarter of the year, we have more significant events in front of us. Some of these events are:

- MICAD Software ECP award
- JWARN award
- MICAD Production award
- Completion of JBPDS EDT
- SBCCOM show
- JBPDS ECP award
- ISO certification

These events are important to us, so everyone needs to stay focused on achieving success in these future events.

I have summarized the first half of the year quickly for you. If you have any questions/concerns ask your manager for more information.

As always, my door is open.

Craig

AWARDS

After an extensive, and often tense, period of negotiation, Librascope has been awarded a new modification under the MICAD EMD contract. This new mod includes a Statement of Work for incorporating software modifications to the basic MICAD contract. Value is \$1.1M and a start-of-work meeting is scheduled for 25 May. Work is to be completed by January 2000.

NEW BUSINESS

After a hectic and harried start to the year, we submitted strong proposals for both JWARN and MICAD Production programs. The Government is continuing its deliberate process of reviewing all proposals to select what it deems is "best value." We remain confident that we are highly competitive for both programs and anticipate announcement of the awards by June.

In the interim, we are continuing to seek new business opportunities wherever we can. In March we received a comprehensive report on the potential Domestic Preparedness market from our consultant. Based on that report we have targeted some specific areas to pursue both now and in the future. **Cliff Megerle**

prepared a package for a cooperative effort with Sandia and Sanders, another Lockheed Martin company, to collaborate on research efforts to investigate development of a micro-CB sensor which can be mounted on an ultra-small Unmanned Aerial Vehicle (UAV). This is a potentially exciting area to pursue and matches well with our strategic plan of increasing movement toward miniaturization.

Not to be outdone, **John Gustafson, Jonathan Peeri, Scott Maurer, and Eric Scherff** have also been working on an entire series of White Papers to provide to the Technical Support Working Group for NBC. Should any or all of these be selected for funding, we could soon find ourselves looking into such areas as building collective protection, functional domestic CB operations vehicles, and a software CB mapping tool. We hope to hear some positive words back on these efforts before the end of summer.

We are also making efforts to position ourselves for major programs in the future. Two large programs, which are scheduled to come up for proposal next year, are JBPDS Production and the Joint Biological Remote Early Warning Systems (JBREWS). In addition we are continuing to watch for any potential opportunity for which we have the skills and knowledge to compete effectively.

TRADE SHOWS

As we move into the late spring and summer months, Trade Show activity will begin to pick up the pace. Key to our successful presentation at these shows will be having knowledgeable people available to describe Librascope and our products. To meet this need Business Development and Engineering are working together to ensure we have the right people in the right place at the right time. In early May, **Bob Chapman** and **Mark Derksen** will work the Force Protection Equipment Demonstration in Quantico, VA to

highlight MICAD and BAWS. Later in the month, Bob and Mark will team with **Bob Barrett** to present MICAD, BAWS, and JBPDS to the Armor Conference at Ft. Knox, KY. At the same time, **Eric Scherff** and **Cliff Megerle** will present MICAD and BAWS at a show sponsored by the Federal Emergency Management Agency (FEMA) in Oak Ridge, TN.

Coming up in June will be the NBC Symposium at SBCCOM in Maryland. This will be the largest collection of NBC customers anywhere this year and we are planning a major demonstration of our IR&D BattleSpace Lab as well as showing off JBPDS, BAWS, and MICAD. It should be a terrific opportunity to display the quality products and forward thinking that are part of our efforts here at Librascope.

On a final note, our interest in the Domestic Preparedness market is starting to spread. We received a call from a company, which makes training films for fire departments and other first responders. They are making a film on how to deal with the effects of a terrorist biological attack. They had been told that Lockheed Martin Librascope had some equipment, BAWS, which might prove useful to first responders in determining the size of the area contaminated by a biological cloud. **Bob Daymo** took some equipment and headed to Tempe, AZ for the filming. Maybe we will see Bob on the big screen?

GENERAL INFORMATION

BAWS Testing....Librascope recently completed successful testing of **Biological Aerosol Warning System (BAWS)** at Dugway Proving Grounds in Utah. Testing occurred during the final two weeks of March 1999 and included live agent airborne releases at the test site. BAWS consists of a base station and multiple remote sensors. The base station monitors and controls biological and chemical sensors at remote sites. Remote sites

communicate their measurements of airborne particle counts, wind direction and speed, GPS location, and chemical agent(s) (optional with M88 ACADA connected) via an UHF radio link to the base station. Deployed sensor networks support both Line-of-Sight (LOS) communications and relay to provide area warning protection.

Alice Chan, Mark Derksen and John Good supported testing. In addition to the successful live agent testing, simulations were conducted using the new Hazardous Environment MICAD Interface (HEMI) with connection to the Battle Lab Warfighter Experiment (BLWE). The BLWE, operating in Alexandria VA, communicates in real-time to the HEMI, to insert simulated biological attack data into BAWS. The BAWS base station communicates simulated adjustments of aerosol particle counts to each remote sensor, which in turn adjust their calculations based on the simulated data. This will eventually allow troops to train anywhere in the world on how to combat a biological threat without doing live agent releases.

BAWS operated flawlessly during a variety of weather conditions, including high wind, rain and snow. The test site itself is a barren desert area, replete with unexploded shells, cluster bombs and even debris from cruise missile tests. Visitors are assured that local rancher reports of flocks of sheep dying in the area are grossly exaggerated. Valuable data was also collected by the PC Analysis Work Station (PAWS) to further refine triggering and alarm algorithms used to report biological threats.

Congratulations!...The Librascope Team delivered our product ahead of schedule and under budget to our customer. Specifically, the latest **MICAD Fox 12** increment was delivered one week ahead of the customer's contractual requirement and well within the allocated program budget.

The first program achieving success, was the Fox 30 contract where we met the 30-day schedule. On the AAV program we met the cost target. Now, on the MICAD Fox 12 we have met both the cost and schedule requirements. There is a trend toward continuous improvement that we hope will yield positive results for us in the future.

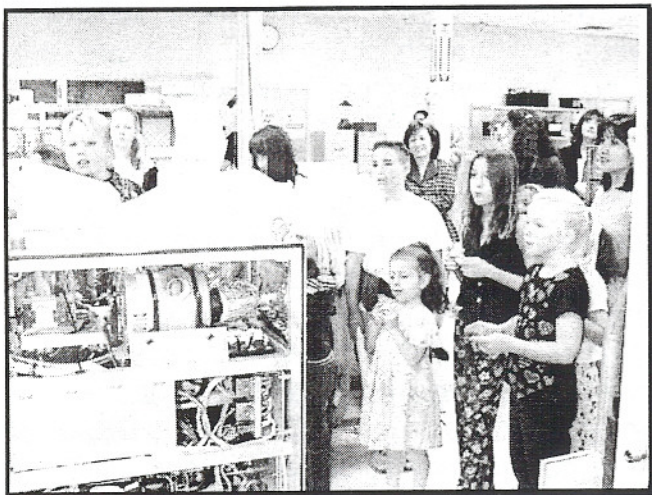
We look forward to continuing this success-oriented tradition on the MICAD Production and JWARN programs.

ISO 9001 The Librascope ISO 9001 Implementation Team is currently working to implement corrective actions in response to the March 1999 NQA Pre-Assessment findings. Although the team members are leading the work on corrective actions, **everyone** here needs to participate in the corrective and preventive action process. We all need to do our part by using the processes/procedures that apply to the work we perform here at Librascope. Librascope made a commitment to our customers in the MICAD Production and JWARN proposals to become ISO registered and this is key to winning new business. ISO is also a tool to ensure consistency in our processes, allowing us to meet our delivery and cost commitments to our peers, customers and the Corporation. We all have a lot of work during the two months leading up to the Full Assessment. If we all work together in the spirit of the ISO 9001 Standard, we can successfully obtain registration.

Your ISO 9001 Management Representative is **Bob Jashinsky** – contact him if you have any ISO 9001 concerns or questions. Others who can address your concerns or answer your questions are **Pat Burk, Pat Ha'o, Larry Knowles, Carole Kuruma, Nick Petrisca and Terri Miyamoto**. Paul Shimp (Manassas Site Total Quality Management and Manassas ISO 9001 & 14001 Management Representative) will be here in June to help Librascope get

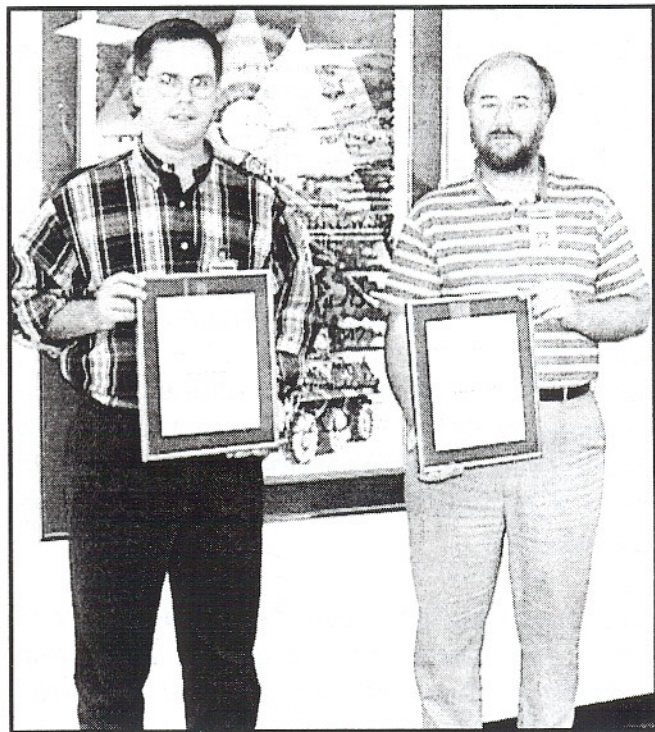
ready for the NQA Full Assessment schedule for July 13 and 14. Paul will also be here during the Full Assessment.

Bring your child to work day.... Twenty-one children between the ages of 6 and 18 attended Bring Your Child to Work Day at Librascope on 22 April. Employees were invited to bring their children to the workplace from 1:00 PM to 4:30 PM for "job shadowing" and a scheduled two-hour tour of the facility. Refreshment and mementos were given to all those attending. Thanks to everyone who made this day a success.



Congratulations! to **Chris McMillan** and his wife **Pearl** ... on the birth of their daughter **Samantha-Ann Shimada**. **Samantha-Ann** was born on March 14 and weighed 6 lbs. 12 oz. Both mom and baby are doing fine.

Congratulations to John Good and Scott Maurer for receiving "Leadership Excellence Awards".



These awards are given to recognize the top individual achievers who have a record of sustained outstanding service to Customers or to functional areas within Lockheed Martin Undersea Systems that results directly or indirectly in improved Customer satisfaction. Consideration is given to major contributions to a program or project with significant challenging or unique milestones, impacting customer satisfaction or financial objectives, recognition by peers as deserving this award, and overall distinguished performance.

John Good is recognized by his peers and management for his contributions to the development of a PC-based MICAD Display

PEOPLE IN THE NEWS

MAY - JULY COMPANY ANNIVERSARIES

May 1 - **Steve Taylor** - 10 Years
May 29 - **Lonnie Prater** - 20 Years
June 14 - **Craig Gifford** - 25 Years
June 15 - **Tom Smith** - 40 Years
June 25 - **Paul Perillard** - 15 Years
July 2 - **Dave Resh** - 20 Years
July 5 - **Steve Lebit** - 10 Years
July 15 - **Pat Ha'o** - 40 Years

Control capability which was subsequently integrated with an Automatic Chemical Agent Detector Alarm (ACADA) simulator on a PC platform. This development work has provided the foundation for our IRAD BattleSpace Lab which is a critical element of our business and technical strategies. John subsequently used this knowledge to lead his team in defining and implementing the software architecture on the Biological Aerosol Warning System (BAWS) program. John is recognized for his leadership and teamwork skills which have resulted in meeting major milestones on schedule and delighting the customer.

Scott Maurer, as Chief Engineer on the Advanced Amphibious Assault Vehicle (AAAV), has been an active participant of the GDAMS Auxiliary Systems Integrated Product Team (IPT) since the start of the AAAV design effort. Scott's IPT won the 1998 Value Engineering Award, which was a direct result of an innovative design approach, allowing the NBC Filter System to be reduced from an originally specified dual filter system to a single filter system. The results of this successful design trade study resulted in a 30% weight reduction and a 25% cost reduction. The delivery of the first NBC Filter System was made to GDAMS in January 1999. The delivered product exceeded critical performance goals by more than 20% and was completed within budget. Scott has not only improved business performance but has demonstrated exceptional innovation and teamwork, resulting in a delighted customer.

Again, congratulations **John** and **Scott**!

Congratulations to Kevin Kofler. Kevin was selected as Reserve Sailor of the Quarter for October to December 1998. The following is an excerpt from a letter to Kevin from the Department of the Navy.... "One of the highest honors you can receive from your commanding officer is to be selected as the command's Sailor of the Quarter. This noteworthy achievement is awarded to individuals who

have served their command and the Navy in an exemplary manner. Your outstanding performance is an inspiration to all and you have every right to feel extremely proud of your significant accomplishments. Region Nineteen is fortunate to have you as part of their team. Well Done!" signed, J. D. Cannon, Deputy.

PEER AWARDS

The following Peer Recognition Awards have been given in 1999:

Roy Kramer from Helen Esposito
Sue Petrique from Helen Esposito
Roy Kramer from Marti Anderson
Terri Miyamoto from Carole Kuruma
Darlene Chin from Ron Brualdi
Eric Scherff from Sue Petrique
Ivan Chan from Sue Petrique
Carole Kuruma from Terri Miyamoto
Larry Knowles from Terri Miyamoto
Carole Kuruma from Larry Knowles
Nancy Barnett from Denise Martinez
Richard Bell from Pat Ha'o
David Resh from Pat Ha'o
Bob Goebel from Discovery Group 3
Roy Kramer from Joanne Maccari
Blair Belsheim from Marti Anderson
Doug Dunnet from Helen Esposito
Shirley Brown(Manassas) from Blair Belsheim
Virginia Hernandez from Ralph Anderson
Vic Nuguid from D. Goode & J. Robinson
Ron Howe from Roberta Walker
Robert Barrett from Roberta Walker
Bill Carlson from Roberta Walker
Cliff Megerle from Helen Esposito
Gary Rever from Helen Esposito
Robert Goebel from Helen Esposito
Scott Maurer from Helen Esposito
Kevin Kofler from Eric Scherff
Bob Goebel from Kevin Kofler
Nick Thomas from Kevin Kofler
Paul Perillard from Kevin Kofler
Bill Chin from Kevin Kofler
Bob Sullivan (Owego) from Marti Anderson
Bill Carlson from Marti Anderson

ARTIST – KIP DODGE

Temecula's vineyard painter, **Kip Dodge**, Mgr, of Hardware Engineering, was recently honored on being selected by State Senator Ray Haynes to participate in the Senate's second annual California Contemporary Art collection for 1998-99. Each Senator was asked to select an artist from their district to exhibit their artwork, as part of the collection in the California State Capitol Rotunda Building, in Sacramento for a year.

The "official" art opening and artist reception was held January 13 in the Senate Members' Lounge of the State Capitol in Sacramento.

Kip is known as an award winning Southern California regional landscape painter who specializes in painting the California vineyards. The oil painting selected for this honor is titled "Old Murrieta – Foothill Vineyards", depicting early vineyards planted between the City of Murrieta and the foothill range to the west as representative of southern Riverside County.

Kip has also sent artwork to a show sponsored by the city of Voorberg, Holland. This show will run through June 1999.

LML Hardware Engineering is developing an Industrial Affiliates program with UCLA, UC Santa Barbara, Cal Tech and the Art Design Center of Pasadena. Call Kip, ext. 1043, for further information.

Any ideas or comments on the *Librazette?*, call Marti Anderson, ext. 1153.