

melpar-a-graph

MELPAR *A Division of LTV ElectroSystems, Inc.*

Volume 16, Number 7

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CHAMBERS NAMED ON CANCER SOCIETY BOARD

Melpar's president, J. Pierce Chambers, has recently been named to the Board of Directors of the Northern Virginia Cancer Society. This group is active in promoting programs to generate donations for this worthy cause.

Mr. Chambers has for many years been active in local community affairs and currently serves on the Board of Directors, Fairfax County Chamber of Commerce as well as chairman of the Senior Citizens Council of the chamber.

Several months ago, Mr. Chambers was selected as the Chairman of the Fairfax Savings Bond Campaign.

Next month, he will attend the organization meeting at Melpar for a new Science Explorer post to be jointly sponsored by several local engineering development companies.

This will mark the seventh Explorer post that Melpar has sponsored since 1968.

LTVE REPORTS EARNINGS

Earnings of \$1,814,000 or 34 cents per share, on sales of \$121,117,000 were reported by LTVE, Inc., for the nine months ending Sept. 20, 1971. Third quarter earnings were \$659,000, or 12 cents per share on sales of \$41,709,000.

For the comparable nine months in 1970, ElectroSystems had earnings of \$1,801,000, or 36 cents per share on sales of \$146,830,000. 1970 third quarter earnings were \$719,000 or 14 cents per share, on sales of \$49,304,000.

John W. Dixon, chairman of the board and president, said that operating results were "as expected, continuing improvement of earnings as a percentage of sales, but with some decrease in total sales and profits."

Bookings of new business continued to increase, he said, exceeding the third quarter sales by \$15 million and increasing the backlog almost 10 percent over the 1970 third quarter position.

COMMANDER FROST EXPLAINS U.S. DEFENSE BUDGET

Commander S. David Frost, Executive Assistant to the Assistant Secretary of Defense, in his address to Melpar supervisors in September made several points in reference to the U.S. Defense Budget that bear repeating. These points refute at least to a large degree the misconception prevalent among many taxpayers that our Department of Defense is getting a bigger share of the National Budget and other programs are being denied funds because of a more expensive military establishment.

First, the DOD budget is today actually less than it was in 1964 just before our Viet Nam effort started to expand. The present budget reflects an 85% increase over the 7-year period in military pay, 61% in DOD civilian pay and only a 28% increase in cost of supplies and materials compared with 1964 prices.

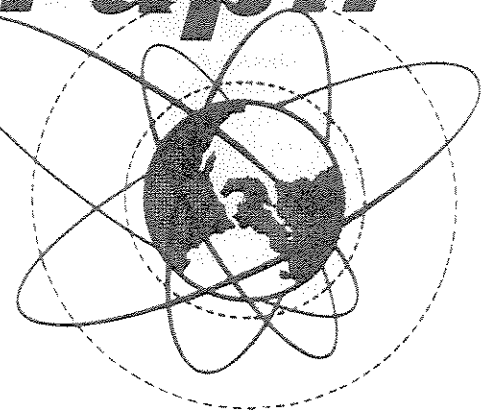
To match the 1964 budget today we would have a budget exceeding the 1972 budget of \$76 billion. Manpower costs alone account for 52% of the 1972 budget.

Second, the U.S. is now maintaining smaller armed forces and the percentage of our Gross National Product reserved for national defense is decreasing. The cost of the war in Southeast Asia has essentially been eliminated from the 1972 budget.

Third, while waste due to mistakes does occur in any organization as large as the Department of Defense, it must be remembered that almost every major weapon system is pushing some technological frontier and seven years is the normal time before a new weapon system gets from the development stage into the operating inventory.

* * * * *

(Editor's Note: At present the congress has the 1972 budget under study. There is pressure in congress to reduce military spending to a level below the requested \$76 billion. During the late fifties we reduced our defense budget to a dangerously low level and suffered the conse-



CATLETT JOINS MELPAR

Charles F. Catlett has joined Melpar as Manager of Program Development reporting to L. B. Wickersham, Director of Marketing Services, with primary responsibility for marketing Melpar's products and capabilities to the U.S. Navy and Marine Corps.



CHARLES F. CATLETT

Mr. Catlett brings to Melpar over 18 years of avionics marketing experience, having served previously in management positions with Textron's Dalmo Victor Division, Fairchild Hiller Corporation and Sperry Gyroscope Division of Sperry Rand Corporation, where his prime responsibility was the marketing of electronic warfare, recon/surveillance and fire control systems on both Division and Corporate levels.

Mr. Catlett was graduated from Virginia Polytechnic Institute with a BS in Electrical Engineering.

He and his wife live in Mantua, Fairfax, with their three children, Chuck, Lauren and Wayne.

quences of the Korean War which may never have occurred had we maintained a strong military posture in South Korea.

You can always express your opinion

(Continued on Page 4)

CORPORATE IMAGE

(Editor's Note: In this and future issues the Melpar-a-graph will publish excerpts from a recent speech by Joe Russell, Director of Corporate Relations of LTV Electrosystems, Inc., defining and describing how we can improve our relations with the various "Publics" of LTV Electrosystems, Inc. These "Publics" are our community, customers, employees, financial contacts and the press. In this issue, Mr. Russell discusses our community.)

"Corporations, like people, have reputations which determine success, degree of success, or failure.

Corporations, unlike people, have no faces. The image retained by the public, which determines reputation, results from information which reaches the public from a variety of sources. Customers (for example) judge by performance, by the integrity of those dealt with, by their impressions as they use our products or visit our facilities.

COMMUNITY: This includes plant communities, government officials at city, county, state and national levels and the general public.

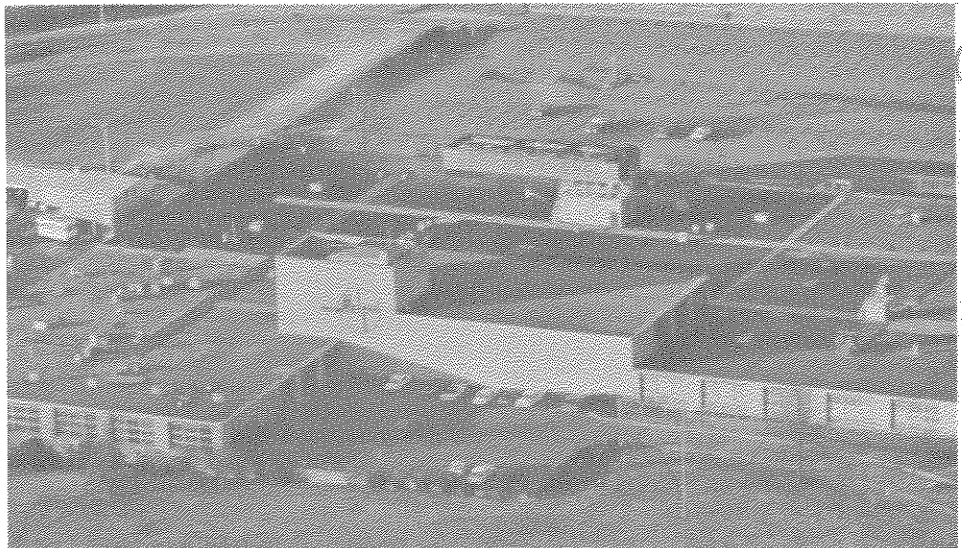
GOAL: To have Melpar regarded as a valuable community asset to the extent that actively supporting us will be in the best self interests of members of the 'Community' public.

BENEFITS:

- Better qualified employment applicants
- Public opposition to restrictive legislation
- Voter support in bond issues
- Local government support in zoning, traffic and fire control, power and water supply
- Provision for vocational training courses, low cost housing, and similar beneficial programs
- Beneficial interest of congressmen and senators to offset the political influence of competitors
- Chamber of Commerce and community using us as a plus point in their publicity

ACTION:

- Participation by management and employees in civic affairs
- Publicity on economic impact of payroll, local purchases and contributions to charities
- Acquaintance with leaders and key political figures
- Support of community efforts thru dollars as well as manpower
- Control of real or apparent pollution
- Actions that make members of management 'real' persons in the community



WEEKEND FLYER . . . Inspection Supervisor Miguel "Mike" Vazquez's hobby is flying. Every weekend, weather permitting, Mike takes off from Manassas Airport and flies the skies of Northern Virginia. On one of his weekend flights, Mike took this picture of Melpar's building. Mike rents a plane, a Cessna 150 or 172 or a Cherokee 140. He uses a Nikon camera with a 200 millimeter lens for his aerial photography.

- Provide speakers wherever and whenever appropriate
- Arrange visits and briefings for city, county and state officials at the plant
- Work with the handicapped
- Train the hard core unemployed
- Promote and support drug education
- Provide educational assistance for employees
- Donate surplus equipment to educational or charitable institutions
- Aid local high schools and colleges—with technical assistance, student vocational counseling, part-time jobs for teachers and students
- Make appropriate gifts to hospitals, Boy Scouts, civic centers, and other local projects

BE A CITIZEN—NOT JUST A RESIDENT

Russell continues, "I want to emphasize that General Managers need to take a personal interest in community affairs and to encourage staff members to participate by service on hospital boards, united funds, zoning commissions, etc. This must be controlled so that a few key employees are not spending all their time on extra-curricular activities, but instead a large number of employees participate because they are aware of management's attitude.

..... Business has been a modest giant too long. The community has heard more about its hunger for profits than about its benevolence. Business has not and is not telling its story of contribution to the local economy, of support to education, of contributions to charity, of providing jobs for the handicapped.

We need to get more involved and we need to make known what we do."

CURRY APPOINTED

Technical Advisor Dr. Thomas F. Curry has been appointed to Pittsburgh's Carnegie-Mellon University Board's Visiting Committee for the Department of Electrical Engineering for a period of three years.

The appointment was announced in a letter from Fred C. Foy, Chairman of the Board on September 8th.

Purpose of the committee is to provide advisory services to the Engineering faculty concerning departmental activities and possible problems.

DEPASQUALE JUDGES

Anthony B. DePasquale, Personnel Relations Manager, served as a judge for the 1971 Joint Annual Awards of the American Society for Development and Training Officers.

Others serving on the panel of judges were Dean D. Brundage, Director, Adult Education, Northern Virginia Center, University of Virginia and William Wilson Taylor, Acting Director, Division of Field and Internal Information, Office of Public Affairs, Social and Rehabilitation Service, US DHEW.

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7700 Arlington Blvd., Falls Church, Va.
Editor..... Jane K. Smith, EXT. 2317
Photographers..... R. K. Sakamoto
H. O. Glittenberg

YOU HAVEN'T LOST A CHILD, YOU'VE GAINED . . .

Just about the time your dependents succeed in "doing their own things," and you prepare to lead a selfish indulgent life, you come face-to-face with your NEW dependents who have been gradually raising their claims on your income. Meet the new member of your family! If you're an average taxpayer, you're supporting one more person than you think. That new dependent is made up of one-fourth government employee, one-fourth public welfare recipient, and one-half a person on Social Security. Feel better now that you're not leading a selfish lonely life?

—Accredited Digest

AIR FORCE PRAISES FELICE'S SERVICES

A letter of appreciation has been received from the Department of the Air Force, 100th Strategic Reconnaissance Wing, for the exceptional job performance of Senior Engineer John Felice.

Commanding Officer Lt. Col. R. E. Fawver writes: "His knowledge of Melpar equipment and troubleshooting prevented aborts on at least two occasions. Additionally, he kept at least two pallets in commission even though he was hampered by an almost complete lack of spare parts."

He established rapport with both Security Service and SAC personnel. His actions in this respect helped to establish a smooth and well coordinated operation."



GOLDIE SMASHES WINDSHIELDS . . . and dry presses flowers. Incoming Test Technician Goldie Klinepeter displays the results of her artistic hobbies—decorating goblets and bowls with stained windshield glass and making pictures of pressed dried flowers.

The first step in the stained windshield glass hobby is to obtain a rear windshield from an auto junk yard. It is then stained in multicolors and hammered into bits which are then carefully glued in place on goblets and bowls. Grouting with gold provides the finishing touch between the glass pieces.

VIRGINIA ECONOMY IMPROVES

New car registrations during August in Virginia spurted 32.8% ahead of 1970 and building permits gained 47% over 1970. Retail sales were up 3.3% with electrical consumption up 11.6%.

Employment of non-agricultural workers gained 1.9% over 1970 figures.

NEW HIGHS AND LOWS

The U.S. Department of Labor's Bureau of Labor Statistics reports some interesting figures on the changes in costs of selected products and services during the period 1965-1970.

Leading the list of increased prices is semi-private hospital rooms, up 91.6% as if you didn't know. Running a poor second are the hospital operating room costs which rose 71.8%.

After these two shockers came the cost of repainting a room, up 54.1%, and local transit fare, up 50.5%. Mortgage interest costs ranked fifth with a 47.3% increase.

At the low end of the scale the least increase was on the cost of a new auto at 6.6%, electric bills 7.2% and gas bills 8.9%.

Even the cola drink and the chocolate bar got recognition in the report, rising 30.3% and 26.2%, respectively.

Introducing . . . Your new Hot Shoppes Cafeteria Manager, HENRY R. BURK. Henry has served with Hot Shoppes for 8 years, with the past two years as Division Relief Manager, stepping in where ever needed from Boston, Massachusetts to Nashville, Tennessee. Prior to that, he managed Hot Shoppe's cafeteria in the Main Treasury Building in Washington, D. C. Henry is married, lives in Oxon Hill, Maryland and has three children.



SURPLUS FURNITURE DONATED TO NATIONAL CHILDREN'S REHABILITATION CENTER . . . Mr. Dan S. Riley, (left), Director of Development for the National Children's Rehabilitation Center in Leesburg, Virginia, expresses his gratitude to Melpar's President, J. Pierce Chambers (right), for the donation of surplus desks, chairs and metal cabinets. Arrangements for the donation were made by Director of Material, Fred A. Morley (standing, left) and Cost Price Analyst Richard Appel (standing, right).

The Rehabilitation Center houses approximately 50 children on a two-year multi-disciplinary program which includes education, psychological and psychiatric therapy and neurological treatment for epileptic disorders.

It is a non-profit organization supported through tuition grants and the Epilepsy Foundation of America. The Center is in the process of expanding services and has recently established a research department.

DIEHL'S DAUGHTER RECEIVES SCHOLARSHIP COMMENDATION

Carolyn Diehl, daughter of E. J. Diehl, has received a letter of commendation honoring her for her high performance on the 1971 National Merit Scholarship Qualifying Test. Seven students at George Mason Jr.-Sr. High School received commendations for ranking in the upper 2 percent of those who are expected to graduate from high school in 1972.

Carolyn has received admission to Michigan State University beginning with the 1972 fall term.

COMMANDER FROST'S SPEECH (continued from page 1)

by letting your Congressman know how you feel. Names and addresses are shown below.)

The Honorable Harry Flood Byrd, Jr.
United States Senate
Washington, D.C. 20510

The Honorable William B. Spong, Jr.
United States Senate
Washington, D.C. 20510

8th Congressional District:

The Honorable William L. Scott
House of Representatives
Washington, D.C. 20515

10th Congressional District:

The Honorable Joel T. Broyhill
House of Representatives
Washington, D.C. 20515



JACK-IN-THE-BEANSTALK BEAN? ... Bill Piggott raised this Chinese green bean in his garden in The Plains, Virginia. Co-worker Steven Lim had told Bill of the super-bean and gave him the seed. This one measures 31 inches long and one bean makes a meal!

DIXON HEADS FUND DRIVE FOR INFANTRY MUSEUM

LTV Electrosystems President John Dixon has accepted chairmanship of the Texas campaign to raise money to build the National Infantry Museum at Fort Benning, Georgia.

All employees of LTV will be given an opportunity to make an individual contribution to the building fund.

Mrs. Mamie Doud Eisenhower, widow of General Ike, is serving with Henry Cabot Lodge as Honorary Co-chairman of the Infantry Museum's National Advisory Committee. In a letter to the Honorable Winthrop Rockefeller, National Campaign Chairman, Mrs. Eisenhower wrote, "It is heart-warming to me to know that there is to be established a truly national, living memorial to the American Infantryman for certainly his sacrifices have preserved our freedom and American way of life."

Any Melpar employee who desires to contribute or who wishes to learn more details about the museum may examine plans and other details about the museum by contacting Mrs. Jane Smith in Personnel.

Jan 30, 1971

Dear Mr. Poulson

We moved from Falls Church to Richmond this year. I received your letter today about United Lines Fund.

My dad gives me 50¢ a week allowance. I will give \$2.50 as my fair share.

Sincerely,
Angela Kristi Schult

P.S. I am so glad I could help.

LIVE TOGETHER
AND GIVE TOGETHER
THROUGH UGF.



MELPAR MODELS . . . Models of the Quaker equipment were built to exact scale and fabricated in the Graphics Section of Publications by Tony Little and Bob Kuberski under the direction of Frank Brown.

Other Melpar models pictured with the equipment are left to right, Janet Bowman, Claudia Holmes and Liliana Gula.

QUAKER EQUIPMENT

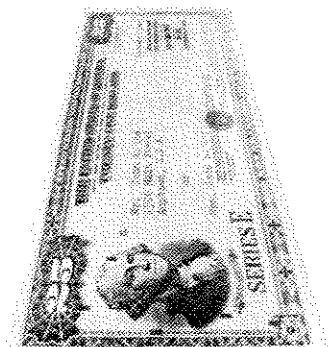
THE MODELS YOU SEE DISPLAYED HERE REPRESENT A STATE-OF-THE-ART IMPROVEMENT AND A NEW CONCEPT IN RECORDANCE EQUIPMENT. THEY ALSO REPRESENT THE PRODUCT OF YOUR CORDED SKILL, AS WELL AS A SIGNIFICANT CONTRIBUTION TO THE SECURITY OF YOUR COUNTRY AND A NEW AND IMPORTANT BUSINESS HANDLING FOR MELPAR.

YOU ARE ALL TO BE CONGRATULATED FOR AN OUTSTANDING ACHIEVEMENT

J. P. Chambers

The unstopables.

Bonds continue to earn interest even after they mature.



Take stock in America
Buy U.S. Savings Bonds & Freedom Shares