

SIGNALS

VOL. IV, No. 5 EMPLOYEE NEWSLETTER OF STATITROL



STATITROL GIVEN PRESIDENTIAL 'E' AWARD FOR EXCELLENCE



The prestigious Presidential E Award for "excellence in exports" and in recognition of "outstanding contributions to the increase of U. S. trade abroad" was received May 17 by our Company.

The award was presented to Thomas A. Bellinghausen, Executive Vice President of Statitrol, by J. Raymond dePaulo, Deputy Assistant Secretary of the U. S. Dept. of Commerce, during luncheon ceremonies at the Marriott Hotel.

In accepting the award on behalf of Statitrol, Mr. Bellinghausen noted that "the Company has achieved explosive growth in international sales during the past three fiscal years."

"Statitrol's export sales have grown tenfold and now represent 12 percent of total sales. Current target is to achieve a 20 percent level of total sales by the end of 1979", he said.

Despite sharp competition abroad, Statitrol has managed to penetrate world markets. For example, the largest commercial producer of detectors in the world is located in Mannedorf, Switzerland. Yet, more than 900 Statitrol commercial detectors were installed in the Union Bank of Switzerland in Zurich, which is located only 15 miles from Mannedorf.

(Continued on last page)

JULY ANNIVERSARIES...

- 9 yrs. - Steve Weaver
- 6 yrs. - Virgie Sharp
- 5 yrs. - Lee Schmitz
- 4 yrs. - Paul Garcia, Marge McClure,
Judy Giron
- 3 yrs. - Raine DePue, John Stewart,
Charles Berger
- 2 yrs. - Ida Bertrand, Linda Arthur,
Julie Stauter, Brenda Hyatt,
Mary Ann Wilson, Elizabeth
Woros
- 1 yr. - Joanie Schmidt, Chris Christian,
Mary Lou Ray, Harrison Spain,
Kenneth Thompson, Charles Kuy-
kendall, Jeanie Baxter, Linda
Gamez, Diane Hughes, Susan Keck,
Patricia Robison.

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One of the great mysteries in life is how a paperboy can pitch a no-hitter in a little league baseball game, but can't hit a front porch with a newspaper.

PRESIDENT'S MESSAGE...

Because of the serious price competition in smoke alarms, it is important that we all understand the need to cut costs in every area of our Company. Your response at the Fireside Chat, May 25, was just great!

To recap, there has been a growing number of manufacturers and a growing capacity of those manufacturers to build more and more smoke detectors. Through the past winter season, the demand for detectors has exceeded the supply. However, historically, we know that as we approach May and June, people are not as concerned about home fires as during the heating season, and sales volume falls off sharply. Suddenly, the industry capacity is substantially greater than the demand, with the result that prices have taken a serious drop. In order that we maintain volume, we reduced our prices effective May 15 - by a substantial amount.

This poses one of the greatest challenges our Company has ever faced. The challenge is to reduce costs throughout the Company so that we can make a profit, which is necessary not only for continued growth, but to support our Profit Sharing Plan. Without profits, there is no point of staying in business, whether or not we are independent or a division of Emerson Electric Co. It is unfortunate that this price crunch comes at a time when we are trying to demonstrate to Emerson that they made a good acquisition and that we can make a significant contribution to the growth and profits of Emerson.

Our job now is to increase productivity. This does not mean that everyone works twice as fast at what they are doing. Rather, it means we look at every position and every operation of our Company and decide whether it is really necessary or not.

Beginning now, we will be looking at everything we do and then making hard judgments as to whether or not it is justified. Many of these judgments will not be popular. Some may be hurt, some will be disappointed. Hopefully, the majority will see the need and understand our common objective. We're now in one of the toughest ball games in the business. If each of us makes a hard commitment to do our part, there's no way we can lose.

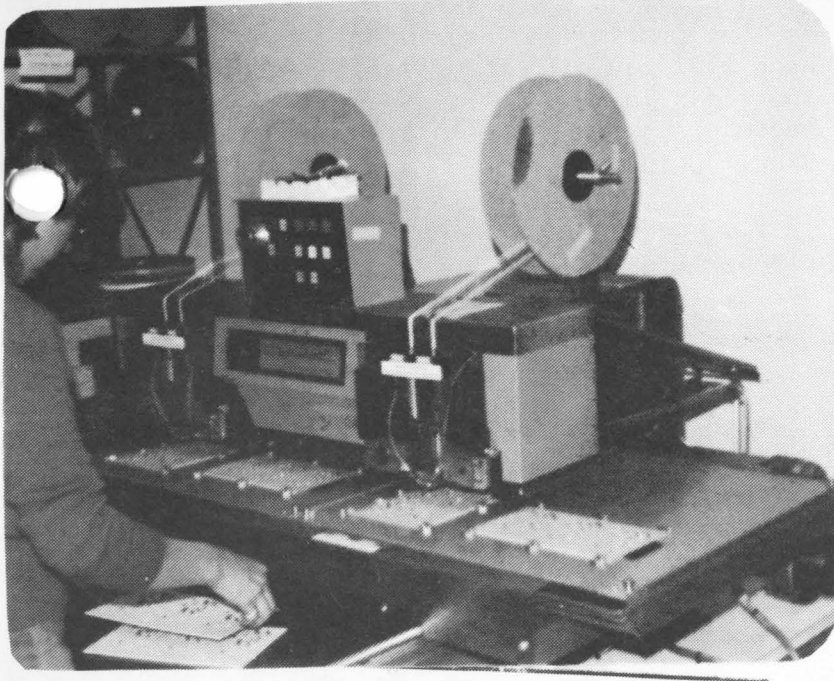
- Duane Pearsall

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When my wife celebrated her birthday recently, there were the usual jokes from family members about the number of candles on the cake. But she was able to blow out every candle in the customary single breath. As she beamed triumphantly at her hecklers, a piercing sound brought the festivities to a halt. When we realized what had happened, the teasing started anew--the smoke from all the birthday candles had set off our newly installed smoke alarm.

From "LIFE IN THESE UNITED STATES", Readers Digest



THE INSERTION SEQUENCER STORY...

Some time ago, due to competition and high volume, Statitrol invested in two large machines, the Auto Sequencer and the Inserter. These machines are highly sophisticated and computerized.

The Auto Sequencer contains many reels of components which feed down into the machine, where the components are cut free and dropped into a traveling track. Then, by computer logic, these components are placed on a new tape in correct order for insertion into the P/C boards.

The sequenced reels are placed on the insertion machine and P/C boards are positioned on a work table that is computer controlled so that all components can be inserted into the P/C boards. Heads move down in order to recut, form and insert the component; anvils move up to recut the leads and clinch them.

To keep the equipment in top shape, we receive prompt services from Jim Payne, (mechanical problems), and Edd Campbell, (electrical problems). The operators are Shirley Christenson, Janet Gray and Charles Smith. The operators must understand the equipment's many complexities. With the many variables, this is not an easy task. The total job could not be accomplished without the "super" cooperation and understanding of this crew.

- Joe Christensen
Supervisor, Insertion
and Sequencer Dept.

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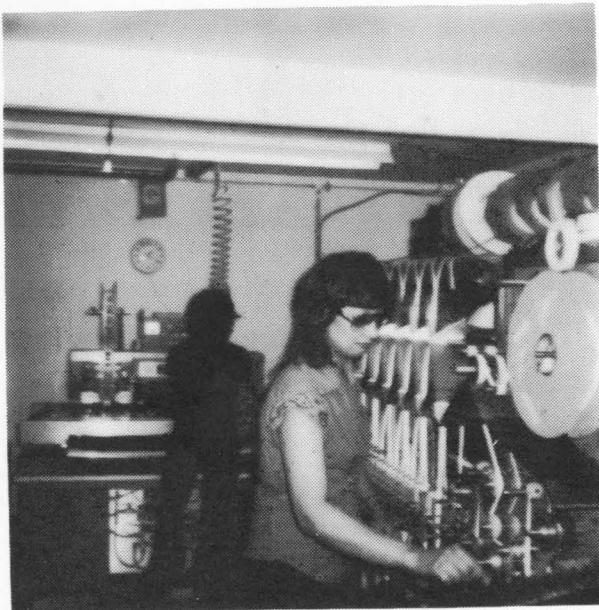
EMERSON EMPLOYEE PURCHASE PROGRAM...

The catalogs for use in employee purchases of Emerson Divisions' products are now available in the Personnel Departments of both plants.

Please take time to look through these catalogs to become familiar with the myriad of products available to us. Following each catalog, is a price list for each division. Statitrol employees are given a discount on all products purchased from Emerson.

See Kathi Becker, Employee Sales Coordinator, for details. (Ext. 38)

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NEWS FROM OUR NURSES...

Lutheran Medical Center is offering another community service to the people in the Denver metropolitan area. It is called TEL-MED. The doctors in your community have prepared a library of taped messages about your health. You can listen to these messages over your telephone from the privacy of your own home. This service is provided free of charge. All you need do is call 425-1300 and give the operator the number of the tape you wish to hear.

Through the courtesy of Stan Peterson, whose wife works as a volunteer at Lutheran Medical Center, we have the pamphlets here in the nursing office that list the tapes available and their numbers. Please come in and pick one up.

- Ann Haseltine, R.N.
- Mary Lou Ray, R.N.

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Man's mind stretched by a new idea never goes back to its original dimensions.

- Oliver Wendell Holmes

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FROM OUR CREDIT UNION...

We would like to take this opportunity to thank all of the members of the Credit Union for their great participation.

The Credit Union is doing very well, but we still need more members, and we would like to encourage all employees of Statitrol and their families to join. Anyone working at Statitrol may have savings withheld through payroll deductions. We are sure you will be surprised at how quickly your share account will grow when you save through payroll deductions.

The Board of Directors has passed a plan which is an extra benefit to all members. One phase of this plan is life savings insurance, which pays an amount equal to your share balance, up to a maximum of \$2,000.00 on each individual account. This life insurance is automatic and covers the member (not the joint owner), so have your spouse join, and they will also have up to \$2,000.00 free life insurance. The second phase of the plan

is loan protection insurance. This insurance will pay off the remaining balance of the loan in case of death. Both of the above plans are free to all members of the Credit Union.

If you have any questions regarding these plans or any other aspect of the Credit Union, please contact Myrna at the credit union office (ext. 30 - Plant 1).



"You the brain surgeon?"

JULY BIRTHDAYS...

- 7/1 - Jenny Romero, Hans Rugullies
- 7/2 - Josephine Gonzales
- 7/3 - Lottie Redfern, Betty Rash, Gay McClure, Raine DePue
- 7/4 - Melinda Cook
- 7/5 - Carol Schultz, Ann Mora, Jan Rood
- 7/6 - John Stewart
- 7/7 - Karen Brown, Pam Bliss
- 7/8 - Linda Berg, Steve Weaver, Margie Calkins
- 7/9 - Jeanie Baxter
- 7/10 - Paul Spinden, Louise Link
- 7/14 - Claryce Burt
- 7/15 - Bill Faulkner
- 7/16 - Dana Patty
- 7/17 - Judy Yates
- 7/18 - Sue Kelley
- 7/19 - Debra Rivera
- 7/20 - Gayle Lehto
- 7/21 - Wanda Gamez, Dianne Bayes, Janet Dorschner
- 7/22 - Lynn Feltes, Sheri Moody, Kovith Sanoubane, Bev Carey
- 7/23 - Margie Hatchell, Crystal McKibben
- 7/24 - Anna Czyszczon
- 7/26 - Dixie Rowe, Anita Gallegos
- 7/27 - Patricia Reed
- 7/28 - Marie Ianiro
- 7/29 - Tuong Vi Tran

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Nothing increases your golf score like witnesses!!

NEW FLEX TIME SCHEDULE, A TRIAL PERIOD...

Effective Monday, June 13, some of us may have started to work at a different time, depending on the agreement of the group or department in which we work, as well as the coordination of that groups' efforts with total production flow. We hope that the combination of a change in starting times may add to efficiency in production and also reduce costs. The most important objective is to allow greater flexibility for working wives and mothers to coordinate the family responsibilities with their work period.

The program was initiated, allowing flexible starting times between 6:30 and 7:30 for production personnel. If this is successful, the time frame may be expanded. If that continues to be successful, we may then insert the opportunity to make up time for short periods of time off with prearrangement with the individual's supervisor.

The responsibility for coordinating each group will rest with the supervisor. Overall, the plan can be successful and to everyone's benefit if we all cooperate.

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COMPANY COMMENTS...

Pam Brady, Plant II, was married to Chris Alley May 20, 1977. She was given a belated shower and potluck June 4th. Good luck to both of you.

Laura Lee Pollock is a grandma....again and again...a granddaughter born April 30 and a grandson (the 1st) born May 29.

Congratulations to Pam Bliss on the birth of her baby girl.

Chris Koppenhaver has been promoted to Night Shift Supervisor. Gayle Lehto has taken over as Lead of the packing area. Congratulations to both of you!!

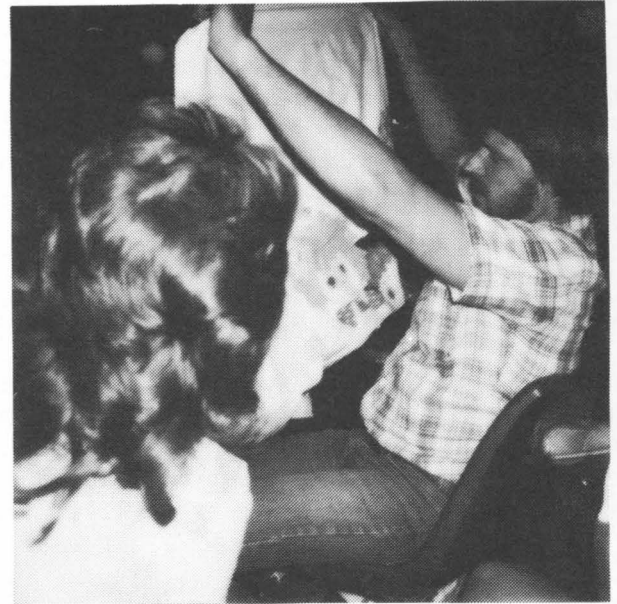
Joyce Kegley and husband, Rick, had a baby boy, born May 1st, Zachary Ryan.

Congratulations to Mona Spinden and hubby for 21 years of marriage. It's been so long that they both forgot about it..... maybe next year?

The girl's softball team is improving, even though they haven't won any games yet. They say they are hanging in there and will be winning soon.

Cris McKnight and her husband just bought their first home...have fun fighting the crab grass!

A baby shower was given for Darrel Decker, Test Equipment, by Ida Bertrand and Linda Arthur on June 15th. As you can see from the picture below, Darrel was surprised & pleased with all the gifts from his working pals. P.S. The baby is due July 12th.



And to all the vacationers (too numerous to mention), we hope you enjoyed yourself!

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The Statitrol home office has its own "international staff" -- in the person of Kaj Björkman of Stockholm (pictured here), who arrived in Denver in December, to spend a year, via an exchange program. Kaj is a mechanical engineer, and a veteran of 3 years in the Air Force. He began in our Industrial Engineering Dept., and will "sample" Quality Assurance and Marketing while he's with us.



LET'S GET INVOLVED...

The Jefferson County Assn. for Retarded Citizens LIFE Club (which is a club for retarded citizens over 18 - most are young adults) is planning a trip to Disneyland in September for 40 of its members.

Each of the members is paying \$50 out of their earnings (most work at Jeffco Sheltered Workshop) to pay for the trip. The balance of the money is being raised by private donations and fundraising events.

A GARAGE/BAKE/AUCTION will be held July 9 at the Lakewood Community Center. Please attend, if you can. Donations for the sale can be made by contacting the JCARC or Sam Savajian. Aluminum cans, which can be recycled, can also be donated at two bins at 26th and Kipling (behind the Paramount Hts. Professional Bldg.).

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PROFIT SHARING PLAN...

At the Fireside Chat, you heard the reason why individual accounts have not been computed and why we have not received our certificates showing the amount of our account for the year ending March 31, 1977. Because this is a complicated issue, it bears repeating here:

All profit sharing and pension plans in the United States are controlled under a new agency of the Dept. of Labor as a result of the Pension Reform Act of 1974. It is called ERISA (Employee Retirement Income Security Act, 1974). Because of the burdens imposed by this Act, over 14,000 pension or profit sharing plans have been cancelled this past year. The reason is simply that the reporting requirements and the successive interpretations of the Act are such a burden that many businesses cannot afford to comply.

In our case, we're "hanging in there" and expect to be one of the very first Plans with final approval. However, to secure that approval, it requires that we make changes, the last of which was to agree to defer payment of any employee's vested interests in the Plan for one to two years after separation from our employ. The law requires that there must a "break in service". The definition of this term is a period following termination, either vol-

untary or involuntary, of 12 consecutive months during which the employee has worked less than 500 hours. The computation of the individual's account, however, cannot be made until the end of the Plan year following the completion of a "break in service". The philosophy behind the legislation is that a profit sharing plan is not a savings plan, but a retirement benefit. The only exceptions to this delayed payoff are death, total disability, or retirement.

It is important that everyone understand that the Profit Sharing Plan is completely separate from the Company and is administered through a trust officer of the Central Bank of Denver. We have elected to compute the individual accounts within the Plan only because the cost of computation provided by the bank is higher than doing it ourselves, and costs must be deducted from the Plan; therefore, each of us pays for it.

Since our Accounting Department only received information from the Internal Revenue Service as late as May 15, we are now beginning to compute the accounts, and, hopefully, each of you will have your account statement by the middle of July. We apologize for the delay, but emphasize that because of the new interpretations of the law, the accounts could not be computed earlier.

Any complaints should be directed to your congressman! If you live north of the Platte River, contact the office of Timothy Wirth; for Denver proper, Patricia Schroeder; and the East Denver area, Bill Armstrong. Any of us can contact our Senators at any time, Senator Floyd Haskell and Senator Gary Hart, who serve the entire state.

- Duane Pearsall

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"The doctor said my headache is caused by executive responsibilities aggravated by secretarial wages."

JUNE ANNIVERSARIES...

- 10 yrs. - Larry Sandy, CONGRATULATIONS!!!
- 6 yrs. - Bev Carey, Dick Moore
- 5 yrs. - Donna Miller
- 4 yrs. - Betsy Wood
- 3 yrs. - Frank Ogawa, Reva Atchison, Raynita Stovall, Linda Fox, Olga Kater, Jim Deahn
- 2 yrs. - DoKyung Chang, Dorothy Manson, Constance Buffum
- 1 yr. - Jim Hambric, Bok Purdon, Sharon Brink, Sandra Pulver, Chuck Bland, Jim Zur, Jim Beagle, Diann Vecchiarelli, Pete Szymanski, Joe Pfannenstiel, Robin Kastner, Joyce Kegley, Betty Little, LaDonna Romero, Jennifer Wilmoth, Josephine Carmosino, Joanne Maestas, David Harrelson, Margreta Land, Roni Stumbough, Tonetta Mahan, Anh Tran, Moon Mai, Leon Trujillo, Elizabeth Puckett, Wanda Appleton, Cynthia Bechtol, Patricia Durant, Suzette Mensink, Tuy Tran, Cherie Hudson, Karen Wishon, Eva Myers, Paul Spinden, Debra Vrbas, Janet Morgan, Mary Bajer, Linda Belohrad, Frances Berry, Charlotte Allen, Nina Edwards, Opha Laughlin, Darlene Mickelson, Becky Scammahorn, Patricia Von Feldt, Connie Hamblin, Shirley Lofing, Dorothy Schaezle, Mary Jo Kepp, Mike Mancinelli, Boa T. Tran, Hanh Tran, Shirley Pierce, David Klazura, Dana Patty, Walt Taylor.

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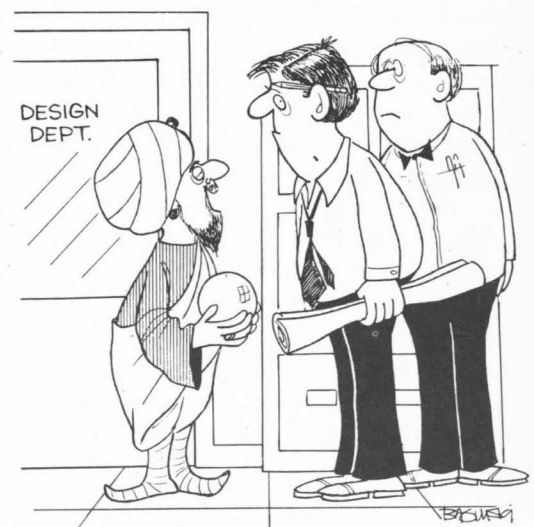
General Motors Corporation recently disclosed the results of a study it made of the economic effects of proliferating government. In the test year 1974, GM found it spent an estimated \$1.3 billion complying with, or in anticipation of, government regulation at all levels. In 1976 GM estimated that government regulation had cost it more money than it cost to run the entire Federal government for all of the first 75 years of our nationhood, including the purchase of Louisiana.

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JUNE BIRTHDAYS...

- 6/1 - John Tipton, Dan Cary, Linda Roberts
- 6/2 - Geneva Mondragon
- 6/5 - Joyce Kegley, Peggy Crider
- 6/6 - Mildred Bowlin, Soon Soon Lee
- 6/7 - Becky Scammahorn, Cherie Hudson, Bob Baker, Lloyd Iik
- 6/10 - Marlyn Peddycoart, Thuy Hoang
- 6/12 - Carmen Cribari, Jim Zur, Larry Sandy, Dorothy Schaezle
- 6/14 - Ruth Fellhauer
- 6/17 - Emma Stevens
- 6/18 - Marian Martinson
- 6/19 - Connie Buffum, Bonnie Baker, Do Kyung Chang
- 6/20 - Donald Hendershot
- 6/21 - Linda Arthur
- 6/23 - Dianne Velasquez, Joann King
- 6/24 - Carol Mileski,
- 6/25 - Linda Biddle, Dorene Bell, Jackie Thomason
- 6/26 - Walt Taylor
- 6/27 - Keith Lilley, Glenda Reed, Trieu Pham
- 6/28 - Beth Pfannenstiel
- 6/30 - Jim Shanahan, Carol Jacobson,

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"Hello, I've just been hired to head your new-product development group."

'E' AWARD (CONT.)...

"SmokeGard" exhibits have been held at U. S. Trade Center Exhibitions in Paris, Stockholm, London and Frankfurt, as well as at various other fire and security exhibitions, in locations as far distant as Tokyo and Johannesburg. A global distribution network has made Statitrol a leading exporter and its products are now being shipped to more than 20 foreign countries.

A comprehensive international program to provide information about home fire hazards and to stress the importance of home smoke alarms has been developed by Statitrol. Fire officials from all over the world have received this information.

Mr. Bellinghausen credited Frank Lineawever, Jr., an independent consultant, serving as Acting International Sales Manager for Statitrol, for much of the Company's overseas marketing success.

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The best place to spend your vacation this summer is somewhere near your budget.

MORE MONEY SAVING TIPS...

Statistics released by two leading consumer authorities both indicate that if you have lunch or dinner before you get to the supermarket you're much more likely to spend much less money. According to one source, the bills of a group of shoppers who shopped on a full stomach were up to 17 percent less than those who shopped before eating. For the homemaker who spends \$50 a week on groceries, that's an annual savings of \$442! Why do stomach growlers spend more? For one thing, they're tempted by packages that picture snacks and mealtime foods. Another reason: hungry shoppers are less likely to take time to compare the prices of competing brands. They're too anxious to get home to eat!!

* * *

s-m-a-r-t

It's always easier to arrive at a firm conviction about a problem after you know what the boss thinks.

HUNG TRAN

Hung Ngoc Tran, an employee at Plant II on the 800 line, has not exactly had an "easy" time of it since arriving in the United States.

In April, 1975, there were several small groups of Vietnamese evacuated in boats. Hung and his parents were on one boat, and his wife and children were on another boat. The boat which carried his wife and children was captured by the North Vietnamese and his family was returned to Saigon.

Hung has been trying to find assistance in bringing his wife and children to the U. S. ever since.

In September, 1976, Tom Bellinghausen visited the Swedish Embassy, in order to enlist their help in getting a release for Hung's family. At present, there is still no news, but Statitrol is continuing their efforts to bring Hung and his family together again.

Pictured below is Hung's family, still in Saigon.



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DON'T FORGET THE COMPANY PICNIC...COMING
UP AUGUST 13TH. WATCH THE BULLETIN BOARDS
FOR MORE DETAILS.