



Ericsson plays role in winning contract

GEMC wins \$2M order from Chinese

The Shanghai Public Security Bureau has placed an order for a \$2 million 16 GE Multi-site System (16 GEMS) which will provide a basis for future add-on business with GE.

The final contract was actually awarded to Ericsson on GE's behalf and is an example of cooperation between GEMC and its new partner.

GEMC's first order with the People's Republic of China culminates more than a year's negotiations and reviews against "stiff competition," according to Bob Wise, Area Manager-Far East.

It is also the first international order for a 16 GE Multi-site System, which is a variation of the familiar 16 Plus System. The system will include MASTR stations, consoles and other accessories made in Lynchburg, in addition to mobile and portable radios.

Although the customer negotiated hard for price, according to Bob, it was GE quality that won the order.

"We convinced the customer that our system was technologically better than anybody else's," Bob said. "We have a lot of things other people don't have."

"Systems like the one we sold to the State of Illinois prove that we can do multi-site systems," he continued. "The customer really took note of that order."

Bob says support from people in Lynchburg was also

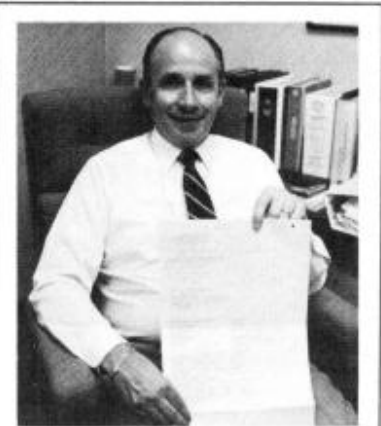
key in winning the order.

"People like Rex Cox and Denny Gresko in Systems and Services had to work extra hard to change configurations and prices to conform to the customer's changing needs during the bids and proposals process," he said.

"George Fath and Pat Murphy made the commitment to produce the multi-site system to meet the customer's system requirements," he added.

This order has had a "door-opening" effect with other potential customers in China as Bob reports he has already been contacted by a police department in another Chinese city.

Senior officials of the Shanghai Public Security Bureau will visit Lynchburg soon for a design review. Later, technicians will come here for training on the equipment.



An exuberant Bob Wise holds a copy of the contract with the Shanghai Public Security Bureau for a \$2M 16 GE Multi-site System.

上海市公安局



Consoles shipped to Jordan

The C3 Series Console Program Team celebrated this large shipment of consoles last week to the Kingdom of Jordan.

The consoles will be used to build a kingdom-wide dispatch network. The team pictured here includes the many GEMC people who worked together to produce, integrate and ship the largest console order ever.

David Lukeson, Program Manager-Consoles, praised the team's hard work. "Our hats are off to the Console Team for a job well done!" he said.

The products are made in Lynchburg.

HOTLINE 7558

Q. Will personal time that people have accumulated be lost when the JV begins?

A. NO, accumulated personal time will not be lost. If the JV personal absence plan doesn't have a provision for carryover of personal time, then GE will pay people for their unused days.

Q. Will GE offer an "age plus service" retirement package?

A. No. GE cannot change benefit plans because the JV is being formed.

Q. If I have 20 years service with GE, then work for the JV, what would be the amount of my GE pension when I retire?

A. Your GE pension would be the amount shown on your Personal Share Statement you received this September, plus an additional

amount based on 1989 GE earnings.

Q. Will EAP (Employee Assistance Program) be continued by the new JV?

A. Yes.

Q. How many Holidays will we have with the new JV?

A. There will be 11 holidays with the new JV, one more than with GE.

Q. If I have vacation planned in December, will I lose it if the JV closes before December?

A. No, the closing of the Joint Venture will not affect your vacation eligibility for 1989.

Q. If I have 6 weeks vacation, will I lose that 6th week when the new JV takes over?

VDT users: What you can do to help remedy eyestrain and physical stress

The National Institute of Occupational Safety and Health recommends a 15-minute break after two hours of continuous work at a VDT under a moderate workload, and after one hour when the workload is high.

Here are several more suggestions for using a VDT efficiently and comfortably:

- Position the screen at your eye level about 22 to 26 inches from where you are seated.
- Keep your neck relaxed and your head facing forward.

- Position the keyboard so your elbows are bent at least 90 degrees. You should not have to bend your wrists to type.

- Sit in a chair that supports your back and can be adjusted to allow your feet to rest on the floor or on a footrest. Your thighs should be parallel to the floor with room for you to move your legs.

- Place your chair at about an arm's length from your terminal. At this distance, the electrical field is reduced to almost zero.

A. No. While the JV will use the Ericsson vacation plan outlined below, an exception will be made for those employees who already have 6 weeks vacation eligibility. Those people will continue to be eligible for 6 weeks vacation with the new company.

Ericsson - GE Vacation

| | |
|---------------------|---------|
| 6 months service | 5 days |
| 1 year service | 5 days |
| 2-4 years service | 10 days |
| 5-9 years service | 15 days |
| 10-19 years service | 20 days |
| 20 or more years | 25 days |

Ericsson executives tour plant today

Between 40-45 Senior Ericsson Radio System executives will tour our facility today. The plant tour is part of the annual Ericsson Radio Systems strategy planning and development conference. A significant portion of the conference will be spent discussing the objectives of the new Ericsson-GE joint venture company.

Lars Ramqvist, President of Ericsson Radio Systems AB, made this statement regarding the conference.

"This conference will be very important for the success of our JV and our ability to quickly adapt to the new organization and expand the business from our combined strengths.

"We have good opportunities to further improve our position in global mobile communications. Our conference will be one of the foundationstones to that mission."

CORRECTION

In last week's issue of the GE NEWS, the first paragraph of the Ericsson interim report on page 3 should have read: *Income per share after taxes paid and full conversion was \$3.47. Income per share after paid and estimated deferred taxes on appropriations, after full conversion, was \$3.43.*



Excessive use of computer reports wastes paper

Betty Cash (left), Computer Operator, and Birdie Maddox, General Processor, must wrestle with boxes and boxes of computer reports every week at the Fort Avenue building.

Chuck Read, Mgr. Computations and Office Services, discovered in a four-week period that 942 copies of various reports were generated for a total of 559,365 pages. This breaks down to \$4755 in paper costs and amounts to 97 miles of paper!

Chuck has sent a letter to John Wilkins about cutting down paper use as part of "workout."

The PEP and Data Pros Win Teams have also joined the effort to cut down on the amount of paper coming through GEMC. They are encouraging section managers to look at the amount of paper used in compiling computer reports.

Any Win Team or individual can help. Each person who reduces the amount of paper on reports can generate a CIP for his/her Win Team and get credit.

This way, not only is excess paper eliminated, but everybody wins.

ATP link to AMAPS will improve promises kept

Don't make promises you can't keep!

Everyone knows what happens when radio lead times are violated...materials may not be available, production workers scramble, overtime costs go up and customer service goes down.

It will be easier to make and keep promises with the addition of the Available to Promise (ATP) module linked to AMAPS.

ATP, scheduled to be implemented before year end, will determine, based on the current Master Production Schedule, when new customer orders may be promised for delivery.

After Marketing makes its forecast, a realistic master schedule will be developed considering material lead times, shop capacity and shop

lead times, and actions will be taken to execute it.

Customer orders will be placed for products and incorporated into the production schedule. Orders that already have been promised will be subtracted from the number listed weekly in the master schedule. The difference will be the quantity that Sales can promise during that particular time period - or ATP.

"ATP will allow us to move away from our manual reporting to an on-line order-scheduling system," said Tony Little, Specialist, Product Distribution. "Today, everything is batch-ordered, and reports that are good now may not be good tomorrow."

Customer orders currently are fed through the Order Entry MOE/MOBS system into AMAPS.

See ATP, page 4

Safety shoes save foot in forklift accident

If the shoe fits, wear it. Unless it happens to be under a forklift trunk headed down the main aisle in the factory.

Just ask Model shop employee Bobby Dalton how much fun that is.

Earlier this month Bobby was walking up the main aisle in the factory toward the Tool Room when his right foot got caught under the forks of a forklift truck, dragging him about 10 feet.

His right little toe suffered some damage, but his safety boots prevented the rest of his foot from being seriously injured.

The truck was traveling in the same direction, but the driver said he didn't see Bobby.

Bill Richardson, safety engineer, recommends that forklift drivers slow down and sound a horn at cross aisles and other locations where vision is obstructed.

Revised General Work Rules to be clarified

General Work Rules (also called Work Practices and Procedures) provide a structure for day-to-day conduct for all employees at their work stations as well as throughout the plant. Their purpose is to ensure a work environment that is both safe and productive.

They have been revised recently for clarification purposes and will be distributed to all hourly employees soon.

The rules will cover such issues as:

- required time to be at work stations
- designated breaks and lunch periods
- punching time cards
- leaving the plant property
- radios, tape players, etc.
- food or drink in manufacturing areas.
- smoking

ATP (Cont. from page 3)

Order Service has had a successful prototype of ATP in finished goods for the past several years, but it did not depend on the manufacturing systems to determine when products would be available, said Bob Hahn, Project Leader, Marketing/Sales and Distribution.

This ATP is available in the on-line Mobile Order Management System (MOMS) used by Order Entry, Bob said.

"Because AMAPS will be a more accurate schedule of product availability, thanks to the Manufacturing folks who will be working to keep it accurate and up-to-date, we plan to convert MOMS to use ATP from AMAPS," Bob said.

When on-line availability data from AMAPS can be communicated to MOMS, "we will be able to look at a complete package of products by models instead of just components, and determine availability for shipping," Tony said.

This will give Order Entry the ability to schedule not only individual items, but also groups of items with common shipping dates, such as products that must be shipped as lots.

"We won't be able to schedule an order without AMAPS once a product is in the system," Tony said.

ATP will prevent GEMC from overpromising specific kits of materials, which results in extra costs of expediting, creates confusion in Manufacturing and causes "missed promises" to customers.

The **NEWS**

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Vital communications in Charleston provided by GE dealer after hurricane

Radio Communications of Charleston, GE's five-star dealer, suffered heavy damages to its shop and equipment during Hurricane Hugo's rampage through that area last month. Thanks to the response of GEMC people, however, RCC was quickly "back on the air".

Southeast Region TSM Riley Hinkle immediately sent DSM Nan McDuffie and SDMs Ray Dees and Wyche Clark to Charleston to help Rick Buckner of RCC. RCC had lost its main tower site containing its GE MARC V System to the high winds. The GE team assisted Buckner as he surveyed the damage and attempted to set up emergency repeater sites. First, they established a list of equipment needed, then procured the needed materials from Lynchburg.

Shipments from Lynchburg were exceptionally fast, according to Don Pflugh, CSS-SE Region who coordinated the orders. As requests for emergency communications poured in from various city, county and state agencies, quantities for radios skyrocketed.

The response in Lynchburg was equally "overwhelming," according to Don. He especially cited the efforts of Jerry Cornelius, Billy Robertson, and Lee Parker.

"Not only were these men ready to help," he said, "they were prepared to

go the extra mile by rescheduling non-critical shipments in order to fill the requests from storm-ravaged Charleston."

Don continued, "GEMC's response in this situation went beyond good customer service. It was a humanitarian response to human needs in time of emergency. Thanks to the efforts of everyone involved vital communications links were reestablished in an attempt to bring relief to as many people as possible as quickly as possible."

*Celebrating 30 years
service with GEMC...*



Inez Jennings

"EATING FOR A HEALTHY HEART" SEMINAR

Tuesday, Oct. 31, 1989

2 Seminars:

11:30 a.m.

12:00 p.m.

MVR Auditorium



Sponsored by GE's Bodywise Fitness and Health Program

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