



Ericsson GE Mobile Communications Inc.

The News

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RLMR VP & General Manager George Fath answers questions from the media.

EGE celebrates \$110 million EDACS order

RLMR employees gathered around George Fath Thursday, June 30, as he announced to the local media that EGE received a \$110 million contract for a digital EDACS trunked radio system from the National Police of Taiwan.

The order is certainly cause for celebration — It's the largest for RLMR and is also regarded as the largest contract so far in the world for a digital trunked radio system.

The entire three-phase, three-year project will be manufactured in the Lynchburg facility. Production will begin by the end of 1994 and will include 83 EDACS sites, more than 500 MASTR III repeaters, more than 35,000 MPAs, 8,000 MDX mobiles, 3,000 desktops, and 155 consoles.

Craig Szczutkowski, Director Far East, Pacific and Latin America Operations, explains that it takes a lot of work to earn a contract of this magnitude. "The process actually began four or five years ago," he says, "when the customer realized he needed to upgrade his current communications system. We explained the features and advantages of our product, and at the same time our competitors did the same.

"We spent approximately a year to a year-and-a-half educating the customer as to what a trunking system could do for them and how to design an excellent system with the quality products and the networking capabilities that would meet their needs."

The customer distributed his bid specifications and solicited responses. Within three years, the National Police changed the bid date six

RMOT ships 250,000th cellular phone

RMOT celebrated the shipment of the 250,000th cellular phone on Friday, June 24. Bengt Unden, Vice President Manufacturing, congratulated employees on their hard work. "I want to thank everyone, not only in phone production but in the entire P Division, for a very good first half of 1994," he says. "You've done very well in the midst of constant changes. We've really made progress, but we still have a lot to do in the next five or six months. These are just the first few steps to becoming a world-class manufacturing facility."

P Division first half accomplishments:

- New organization in place, focusing on accountability
- Change programs launched, improvements on track
- Reached an all-time high in radio base stations volumes
- Already passed the 1994 budget in phone production volumes
- Increased number of employees
- Significant cost reductions
- Changed attitudes and increase in moral since the end of 1993

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See P Division on page 2

P Division *(Cont. from page 1)*

Big challenges for second half of 1994:

- Continue to increase volumes for both units; i.e. double phone production
- Cost reduction must continue
- New factory layout will be created (please accept that it will be a mess for a little while)
- New Information Systems environment, emulate Ericsson systems
- Product transfers to Lynchburg, next generation of phones
- New SMD equipment for both Radio Base Stations and phones
- More investments in automation of final assembly and test
- Continue with "friendly competition" with master plant in Gavle
- Implement overall change programs

"Once again, thank you all for a very good first half of 1994," Bengt says. "I wish you also a happy vacation and hope that you get an opportunity to have a good time and some good rest with your families, children and other people here or in your travels, and I welcome you all back after vacation."

★ ★ ★ ★ ★ ★ ★ ★

ISO AUDITORS ARE COMING IN AUGUST!

(SPECIFIC DATE TO BE
ANNOUNCED LATER)

THIS IS A GREAT TIME TO DO A SELF-AUDIT

★ ★ ★ ★ ★ ★ ★ ★

Pardon our dust...

North cafeteria gets a facelift

The North cafeteria will be closed for remodeling starting 1 p.m. July 15. If everything goes smoothly, it will be reopened in late August, early September. The remodeled North cafeteria will feature three check out stations for faster service, a bright modern atmosphere, and more seating.

In order to lessen the inconvenience to employees during the remodeling, additional seating will be provided under canopies outside at both the North and South ends of the building — where the picnic tables are. In addition, the cafeteria will be grilling hot dogs and hamburgers outdoors.

The remodeling/rearrangement of food service in the facility will be done in phases. Here is a run down of what's happening:

Phase I

- July 14 to early September... North cafeteria remodeled
- July 17 - 30... Smoking room to be built in between CSC and MVR buildings. Entrance will be from the tunnel connecting the buildings.

Phase II

- Early September... North cafeteria reopens, South cafeteria to be closed for remodeling. In the South cafeteria, vending service will remain; hot service will be discontinued; seating will be reduced; smoking room will be relocated to where the kitchen is currently located. There is already a strong exhaust fan vented to the roof for the smoking room.

Phase III

- Sometime 1995... Additional remodeling and new tables and chairs for the cafeterias (if the budget allows).

RLMR *(Cont. from page 1)*

times based on new information and the influence of other competitors.

"Matra, a communications company in France, convinced the customer to choose a 100 percent digital solution because of their own product offerings. This allowed us to bid our AEGIS EDACS while eliminating Motorola from the competition" Craig explains.

On March 22, 1994, the customer solicited the sixth bid response from only two bidders, Ericsson GE and Matra. And as they say... The rest is history.

Many people helped bring in this order, including: Don McGhee, Technical Marketing Manager; David Lee and Ron Guthrie and the Proposal Development Team from the Asia/Pacific office; Marc Dissosway and John Yoon's team which developed the narrow band AEGIS product; and John Suzuki's and James Teel's teams which provided the networking ability using multisites, as well as Jessica for telephone interconnect requirements. In addition, this team is responsible for a Chinese display version of the consoles and system manager.

On the other side of the world Mats Olsson, Paul Mako Lee and Steve Chao and their team at Ericsson Radio Taiwan supported the proposal development, including extensive translation to Chinese.

Congratulations to all who had a hand in this monumental victory.

See you in the future

by Denise Woernle

ISO Trivial Pursuit



That's right! ISO Trivial Pursuit — It's the new board game from Eric Brothers.

Guaranteed fun! Guaranteed laughter!

Designed to refresh the memories of those who must undergo an ISO surveillance audit every six months!

Get up five or six teams, pick up a game board in the Internal Communications office (room 1566), find some creative game tokens, and get ready for some friendly competition.

When can you play ISO Trivial Pursuit?

- Lunch breaks
- Before/after work
- Win Team meetings
- Staff meetings

Hey, why not invite a few people over on a Friday night, grab some grub and have a good time!

Game includes: Game board, dice, instructions, and questions and answers.



**EGE's second surveillance audit is scheduled for the second or third week of August.
Let's get ready for Lloyd's of London!**

Bloodmobile was successful

EGE employees donated 147 units of blood during the June Bloodmobile. The Red Cross thanks each person who gave and hopes that you realize the importance of your donation.

In November, we'll try to get more appointments scheduled to decrease the waiting time and to allow more people to give.

Thanks for your contributions and your cooperation.



KINGS DOMINION

The Only Place Thrills Are Paramount!™

We prove nobody has more fun than Paramount's Kings Dominion with the best collection of thrill, family, water and kids rides anywhere.

New in 1994... WAYNE'S WORLD™, a "most excellent" theme area featuring the *Hurler*™, a giant wooden roller coaster with towering hills, high speed thrills and hair-raising turns.

Discount Tickets Available! Contact:

Employee Store

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From July 1 through July 31, 1994, all Good Any Day ticket holders will be admitted free of charge after 4 p.m. the evening before their full day visit. Tickets must be used on consecutive days.

Please Pardon The Mess. Factory Remodeling In Progress.

See the bulletin board in
the factory, near the tool crib,
for current moving information.
Day-to-day changes will be posted.



5 years

Thomas Ecleberry
Thomas Hahn
John Hawn
Robert Pribble
William Roderique
Richard Serdynski
Teresa Weinmeister

10 years

Arv Englund, III
Houston Hughes, III
Tom Nelson

15 years

William Hays
Margaret Mundy
Tom Womack

25 years

Nancy Barnes
Clifton Burford
John Evans
Ruth Green
Roy Hudson
Ivan Lowery
Eva Moorefield
Nat Thomas
Susan Windsor

30 years

Jean Bruffy
Arnita Camden
Ann Grant

35 years

Rudy Beverly
Flo Brightwell
Lewis Hunt
Faye Lipscomb
Ernestine Lovelace
Louise Miller

Plan for the Future

The deadline for entering the Plan for the Future contest is August 31, 1994.

First Prize: Two round trip tickets to anywhere in Europe American Airlines flies

Second Prize: Two round trip tickets to anywhere in the U.S. American Airlines flies

Third Prize: Two round trip tickets to anywhere in the continental U.S. American Airlines flies

See bulletin boards for details.

Lost & Found

Gift found in parking lot, Leggett's wrapping paper, yellow bow.
Come to room 1566 to claim.

JOB OPPORTUNITIES

Hourly:

Temporary LH15 Asm Test Insp A, 2nd shift, L. Ferguson.

LH35 Lead Tech, Incoming Insp., 1st shift, W. Clark.

Please see June 29 Update.

See posted job descriptions. All forms should be in by 7/13/94.

ERICSSON



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