

The HEADLINER



A newsletter of the Omaha Works of Network Cable Systems published twice monthly

May 27, 1992



AT&T provides its customers with an access code (10 + ATT + 0) to reach the AT&T Long Distance Network from non-AT&T public phones. However, some of these phones block 10 + ATT + 0 and make it impossible for our customers to complete their calls on the AT&T Network.

The FCC has postponed the implementation of a March 16, 1992 ruling requiring that all public pay phone owners unblock their phones. The FCC has received petitions from phone owners requesting the mandatory unblocking order be reconsidered.

In the meantime, AT&T is implementing a company-wide program to ensure that AT&T is accessible from all public phones and to assist in monitoring compliance with the FCC regulation. We will identify non-compliers so we can get them to take action to unblock their phones.

Here's how the program works.

When placing a long distance call from a public phone, listen for "AT&T" after dialing 0 + area code + number. If you don't hear "AT&T", you're on a non-AT&T phone. Hang up and dial 10 + ATT + 0 + area code + number.

If you can't complete your call using 10 + ATT + 0 from a non-AT&T phone, dial 1-800-742-6260.

Before putting your call through, a service representative will ask for this information:

1. Location of the phone (address, city, state)
2. The long distance carrier indicated on the phone (operator services provider)
3. The owner of the phone (also indicated on the phone)
4. Whether you are making an in-state or out-of-state call

The information you provide will help AT&T identify non-compliers with the FCC regulation and will expedite the unblocking process.

Please attach the sticker you received in the company mail last week to your AT&T Calling card or keep it in your wallet so you'll know what to do when you find a blocked public phone.

AT&T appreciates your participation in this program. Your assistance will make away-from-home and office calling easier for ourselves and our customers.

Thanks for your cooperation.

**If you are blocked using 10+ATT+0, dial
1 (800) 742-6260**

AT&T's Network Cable Systems teams with Honeywell to offer state-of-the-art "intelligent building" capabilities

Honeywell Home and Building Control, Minneapolis and AT&T Network Cable Systems, Morristown, NJ, have announced a worldwide co-marketing agreement for AT&T's Intelligent Building Cabling Distribution System and Honeywell's systems and services in energy management, life safety, asset protection and building automation.

Under the agreement, AT&T's Systimax® Structured Cabling System offering for premises and campuses is combined with Honeywell's worldwide building control systems. Honeywell applies this technology to enhance safety and building comfort while reducing energy costs.

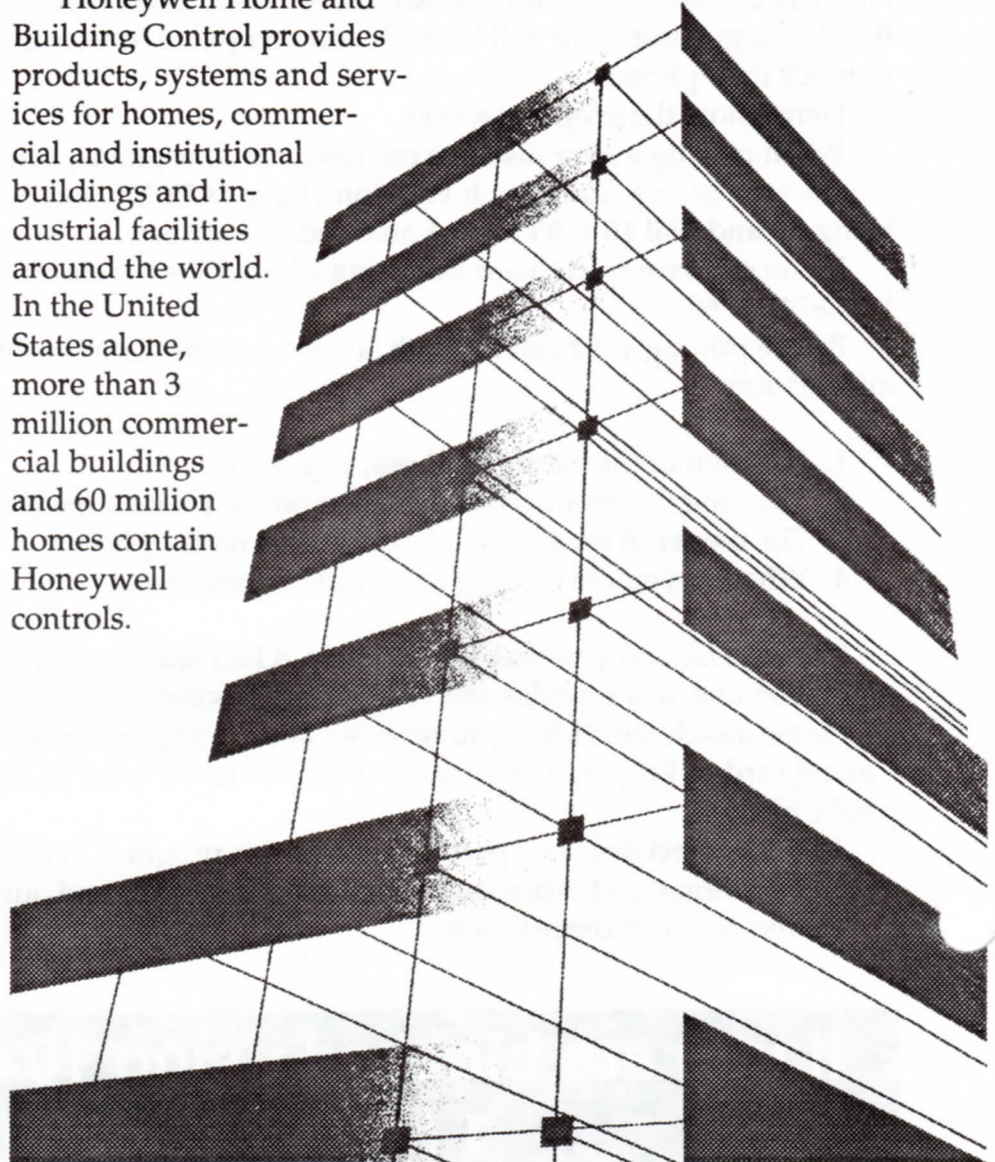
The alliance enables the two companies to offer a broader range of quality services by integrating low voltage building control devices, telecommunication equipment and office automation systems over a single integrated wiring system.

"This is a great offering," said Jack Bucter, President, AT&T Network Cable Systems. "Teaming with Honeywell gives both companies the ability to meet the needs of our customers from operational to technical to financial. Honeywell's superior knowledge of building control provides the perfect match with our SYSTIMAX family of products and systems."

AT&T's SYSTIMAX Structured Cabling Systems (SCS) are modular systems comprised of unshielded, twisted copper pair and 62.5/125 micron fiber optic cables, connectors and components which provide integrated, efficient transport of voice, data, image, sensor and control signals for customers within single or multi-tenant buildings, high rises, office and industrial complexes.

Honeywell Home and Building Control provides products, systems and services for homes, commercial and institutional buildings and industrial facilities around the world. In the United States alone, more than 3 million commercial buildings and 60 million homes contain Honeywell controls.

AT&T's Omaha Works manufactures the copper apparatus, the 110 connector system and the 110 jack panels and patch cord product line used in Systimax. These products are used at the transition point from copper apparatus to fiber (or vice versa) in today's "intelligent building".



MFJ Bill Introduced in the House

Representative Jack Brooks (D-TX), chairman of the House Judiciary Committee, introduced his long-awaited MFJ bill on May 7, 1992. The bill, HR 5096, is titled "The Antitrust Reform Act of 1992."

Rep. Brooks stated that his legislation meets two needs: "The need to ensure that robust competition remains the order of the day and the need to ensure that innovation is not sacrificed in the process. One might think these goals are mutually exclusive. They are not."

Under the terms of the bill, the court-imposed line-of-business injunctions that have kept the RBOCs out of the long distance and equipment manufacturing business since the breakup of the Bell System would be codified. Moreover, it would reimpose the information services restriction on the Bells that was lifted by the Decree Court in 1991.

**Write Congressman Hoagland
to tell him what you think
about RBOCs in manufacturing**

H.R. 5096 AntiTrust Reform Act of 1992

This legislation to prevent the RBOCs from entering manufacturing will come up very soon for a vote before the House Judiciary Committee. It's very important to act now and encourage your representative to vote in favor of the legislation.

Our Congressman, Peter Hoagland, is a member of the Judiciary Committee. His vote is critical for the future well-being of consumers and competition in the telecommunications industry.

A letter or fax can be sent to:

The Honorable Peter Hoagland
United States Representative
1710 Longworth House Office Bldg.
Washington, DC 20515-2702

His Washington telephone number is (202) 225-4155
Fax number (202) 255-4684

If he's not available, his administrative assistant is Kathleen Ambrose and his legislative director is Glenda Booth. Either can help you. Rep. Hoagland's Omaha address is:

Rm. 8424 Federal Bldg.
215 N. 17th St.
Omaha, NE 68102

Rep. Hoagland's state director is Paul Landow at 334-8701. His fax number 344-8706

It would be helpful to contact both offices and let them know your concerns. When calling or writing, identify the issue as H.R. 5096 Antitrust Reform Act of 1992. Use personal or business stationery with a return address. Let Rep. Hoagland know you are a constituent in his district. State in the first paragraph the purpose of your letter. Be factual and direct in making your point.

***A vote FOR H.R. 5096 is a
vote to ensure the future of the
Omaha Works.***

EMERGENCIES INVOLVING SOLVENTS

Quick Responses Save Lives

Solvents are chemicals that dissolve other substances. They are found throughout industry and include such common chemicals as paint thinners, degreasers, and industrial cleaners. If you are careful, you may never be involved in a solvent emergency. But solvents can spill, leak, and the vapors can catch fire or explode. If you know what to do during an emergency, you can protect your safety, or even save your own or a coworker's life.

Act Quickly

The more quickly you respond during a solvent emergency, the less likelihood there will be of serious damage to people and property. You'll always be ready if you know your company's emergency plans. Read all Material Safety Data Sheets (MSDSs) and warning labels (which list emergency procedures) *before* handling solvents.

Handle an emergency yourself only if it is small and you are trained to do so. If it is a fire, make sure to use the right kind of extinguisher. Evacuate the area as quickly as possible as you let others know about the emergency. Then, notify your supervisor or the appropriately trained persons immediately. Do not reenter the emergency area without appropriate personal protective equipment (PPE) and training.

If your clothing becomes contaminated, remove it immediately. Decontaminate, wash, or dispose of it according to company policy. If there is a *medical emergency*, the

individual should receive first aid and see a doctor as soon as possible.

Inhaled Or Swallowed

If you inhale solvent vapors, your symptoms may include headache, dizziness, nausea, vomiting, or difficulty breathing. Get to fresh air immediately. Ask a coworker to get medical attention for you. Artificial respiration may be necessary.

If you swallow a solvent, ask a coworker to get medical attention immediately, and to call the local Poison Control Center. (This number is listed in the front of your phone book, and may be posted on the wall.) Do not eat or drink anything unless it says to on the solvent's label, or you are told to do so by a medical professional.

In Your Eye

If you get a solvent in your eye, go to the nearest eyewash station. If no eyewash station is available, use any low-pressure clean water source. Remove contact lenses which can trap or absorb the solvent. Flush the eye for 15-20 minutes, letting water run from the inside to the outside of the burned eye. Keep the burned eye turned downward to prevent the solvent from running into your other eye. Do not apply neutralizers or ointments to the eye. You may need to restrain someone who has solvent in the eye in order to administer first aid.

On Your Skin

If you get a solvent on your skin, rinse (don't scrub) the affected area for 15-20 minutes. Use a faucet,



If you get a solvent on your skin, rinse (don't scrub) the affected area for 15-20 minutes.

hose, or other available clean water source. If the solvent is dry, brush it off before you begin to rinse. Remove the contaminated clothing as you wash. Do not put it back on until it has been decontaminated. If possible, after rinsing, cover the burn with a sterile dressing. Do not apply burn ointments or neutralizing solutions.

After An Emergency

Symptoms of solvent exposure may appear immediately, or they may not be noticeable until some time later. Therefore, if you've been involved in a solvent emergency, remain under medical observation until your doctor feels it is safe to release you.



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BE BULLISH ON SAFETY...PLAY LOTTO BULL!

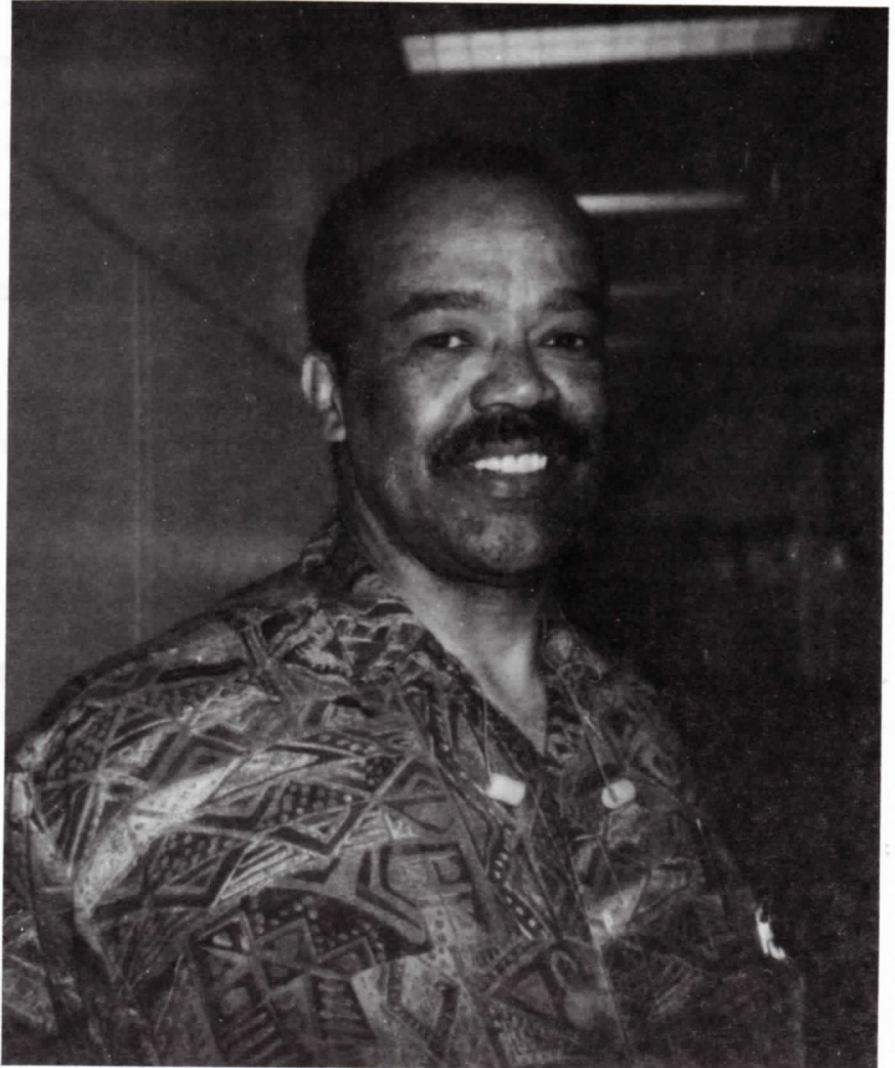
Jimmie Howard wins \$1000 Lotto Bull jackpot!

Jimmie Howard, 254 (twisting), is the big winner in the LOTTO BULL SAFETY AWARENESS CONTEST. Jimmie is taking home \$1000 in Westroads Mall gift certificates.

Jimmie amazed the Lotto Bull questioners from the safety organization. He really knew his stuff. Here's the challenge: Name three of the five steps needed to develop a good safety attitude.

Jimmie named more than three of the five. He rattled off ALL five in short order: focus, time, strength, risk and responsibility. His answer won him \$600. He followed that up with a \$400 win by answering the bonus question based on the safety film he saw at his department's latest safety meeting.

Jimmie's wife Mary works in Dept. 222-2 in Bldg. 20. Jimmie says he and Mary read the May fact sheet and talked about it, particularly when the jackpot reached \$500. Jimmie says "I normally read the fact sheet, but this time I wrote down the five items and made an honest effort to memorize them. I normally don't do that but I did this time. I just did. I don't know why. My wife and I normally sit down and talk it over, just like we did with the Safety Calling



Jimmie Howard

Contest we used to have. We just thought it would be nice to win that cash."

Jimmie sums it all up by saying "Everything just registered this time." Jimmie says he called Mary immediately to tell her he'd won. When he arrived home, Mary had five words for him: "Give me my \$500!"

Jimmie says he doesn't know how they'll spend the

money, though Mary doesn't necessarily agree. He does know they'll do some shopping for their grandchildren.

Looks like the team effort in the area of safety really paid off for the Howards. Congratulations!

The Lotto Bull jackpot for next week is worth \$100 and the bonus question is worth \$50. Look for the June fact sheet in this edition of *The Headliner*.



Telecourse Update English Preparatory Class

To anyone interested in taking telecourse classes:

Through your Skills Enhancement program, ETOP will provide a Saturday morning English preparatory course. This course will prepare you to pass the assessment test necessary for English 101. By taking this course, you can eliminate taking ENG-095 and ENG-096.

If you've been out of school for a while and plan to take telecourse classes in the future, this will really help you get started.

Fill out the application and return it to the Employee Resource Center by Friday, June 5, 1992. A schedule will be made depending on the response shown.

Name	_____
Address	_____
City	_____
State	_____ Zip _____
Home phone	_____
Work extension	_____
Social Security #	_____
Service date	_____
Shift	_____ Dept. _____

The HEADLINER, May 27, 1992

AT&T opens mfg. plant in N. Carolina

AT&T has announced the opening of a \$5 million factory in Greensboro, NC that will manufacture high tech telecommunication products for the U.S. government and commercial markets around the world.

AT&T Chairman Robert E. Allen cited the new factory as evidence that America still leads the world in telecommunication manufacturing.

"It's a real pleasure to be opening a new manufacturing facility in the United States," Allen said. "American manufacturers have to assure the quality and efficiency of their operations if we are to compete."

The manufacturing complex located at Rock Creek Center is the centerpiece of AT&T Federal System's new array of manufacturing operations in North Carolina.

Allen said the plant's

designers worked hard to create a total system that will not harm the environment. Initially 99 percent CFC-free (chlorofluorocarbon-free). He said this and all other AT&T factories will be completely CFC-free by 1994.

Allen said since 1986, AT&T has cut its CFC emissions 78 percent, toxic air emissions 73 percent and manufacturing waste 39 percent.

The North Carolina facility will manufacture—among other products—Enhanced Modular Signal Processors (EMSPs) for the Navy. AT&T recently won a \$265 million Navy contract for EMSPs.

The facility currently employs 300 people. Allen said 50 people will be hired and possibly an additional 50 in the next 12 months. About 6,300 AT&T employees live and work in North Carolina.



Prevent Blindness-Nebraska is searching for the most beautiful eyes in the state. They could be yours! Just enter The Most Beautiful Eyes in Nebraska Contest and see.

Interested? Contact the National Society to Prevent Blindness, Nebraska affiliate, at 551-2198.

Retirements

June, 1992



Jim Longsdorf
33 years



Eugene Wahl
35 years



Lyle Rockhold
33 years



Bob Coufal
35 years



Ronald Hanner
34 years

Not pictured:

- Larry Anderson—35 years
- William Bystrom—34 years
- Ken Deman—35 years
- Walter Dring—32 years
- Thomas Filipski—39 years
- Richard Glaseman—34 years
- Walter Moberg—33 years
- Tom Munger—26 years
- Eugene Nelson—40 years
- Dennis Neubaum—33 years
- Jon Nielsen—35 years
- James Phillips—35 years
- William Plymale—34 years
- Leland Robbins—33 years
- Darwin Robbins—33 years
- Richard Rockwell—29 years
- William Thraen—35 years
- Paul Warren—32 years
- Stanley Wolkins—30 years

Horvath trust fund established at Norwest Bank

A trust fund has been established for the family of Don Horvath at Norwest Bank.

Horvath and his wife were killed in an automobile accident in February. Prior to his death Horvath was a production worker in the Building 30 shops.

Deposits can be made at any Norwest location to the Horvath Family Memorial account.

Members of the AT&T Wheels Club participated in the auto show at the FunPlex at 70th and Q on Saturday, May 16. Seven club members attended and two members took home trophies.

Trevor Fiala took second place with his 1978 pro street Camaro and Jon Bullock took third place with his 1948 Ford.

Interested in joining the AT&T Wheels Club? Call Jon Bullock, x3117.

PIONEER
SPRING GOLF OUTING
and
DINNER
Valley View Golf Course

Sunday, June 7

\$19 per person

Noon Shotgun start
Mixed Scotch Doubles
Deadline for registration
Friday, May 29

For tickets, call

Dan Moran	x3142
Art Clausen	x3075
Gene Bastian	x3867
Chuck Schultz	x3673
Cart reservations (\$17 each)	with Chuck x3673

The HEADLINER, May 27, 1992

Win with Safety

Does your name appear somewhere in the "Win With Safety" article? If so, call x3583 or x3415 to claim your prize.

To Save Your Skin in Summer



To enjoy one of the great delights of summer without regrets, consider these skin-saving suggestions from the American Academy of Dermatology.

Ultraviolet (UV) rays are responsible for both the pleasures of a tan and the pain of a burn. UV rays are strongest at the equator because they reach earth via the shortest, most nearly perpendicular route through the atmosphere and its UV ray-absorbing pollutants.

The south receives 1 1/2 times as much solar radiation as the north. Because of the sun's position, the sun does the most damage to the skin when it's highest in the sky, between 10 a.m. and 3

p.m. The effects of UV radiation are increased by high temperature, high altitude and wind.

Can you burn when the sun is hidden by clouds or mist? Indeed, you can. Perhaps even more than when it's clear. The fact is, even though the sunlight might be scattered by clouds or fog, up to 80 percent of the UV radiation gets through.

Will covering your skin protect you? Yes and no. Clothing, especially if it's loose, absorbs or reflects UV radiation, but it doesn't block the burning rays very well if the fabric is white or if it's wet and clings to your skin. A wet T-shirt won't keep you from frying.

What about blocking the sun with a beach umbrella? That provides a large but still incomplete measure of protection. The rays may still reach you under the umbrella as Harvey Kunz they reflect off water, sand or the deck upon which you're lounging.

Use a sunscreen to protect yourself. The higher the sun protection factor (SPF), the greater the ability to prevent burning.

How much protection you need depends on the

kind of skin you have, the time of year, your location, what you plan to do while in the sun and how long you're going to be at it.

Generally, fair-skinned people who burn easily and tan poorly should use a sunscreen with an SPF rating of at least 15. For people who burn more moderately or rarely and end up with a nice light or dark brown tan, an SPF of about 8 will usually do. Products with an SPF below 6 generally are not recommended as sunscreens.

Remember: Perspiration and water may wash your protection away, so sunscreens must be reapplied every couple of hours when the sun is the strongest and after you've been swimming. Take care to spread the preparation evenly or you'll end up with streaks. ■

Look for the June safety awareness fact sheet in this issue of *The Headliner*. Play *Lotto Bull* and win big bucks!

Fancy meeting you here

Business trip unites "lost" cousins

By Linda Ryan

You know that song that goes, "It's a small world after all"? Well, hum a little of it now if you can, because you're about to find out just how small the world really is.

The story begins with a visitor to the Omaha Works last month, Pavel Dubsky. Dubsky is a relatively new member of Network Cable System's international field support group. A native of Czechoslovakia, he is technical support manager at the NCS office recently opened in Prague.

According to Frank Markesi of the Product Display Center, Dubsky spent a couple of days at the Works in training sessions, together with three other international field support staff members: Piotr Skolasinski of Poland; Ronald P.M. Schepers of the Netherlands; and Jan Zuurbier of Holland.

Their jobs are to support the sales of NCS products internationally, enhancing and upgrading the telephone networks within their own countries. "They were here to learn firsthand about the products we make," Markesi said. Likewise, they also visited Bell Laboratories and Atlanta and Phoenix Works locations.

When Dubsky's uncle (a history buff) found out that his nephew was to visit the United States, he told Dubsky that he thought there were Vejlupeks (with a "j") living in Omaha who could be related to them.

At the end of his first day at the Omaha Works, Dubsky went straight to the city phone directory and looked up the name. He found several, only the name was spelled with a "y"—Veylupek.

He connected with Darleen Veylupek who used to work in the cable shop but is now retired. Might they be related? They compared what knowledge they had about their family roots and discovered that Dubsky's great-

grandfather was a brother to Ed Veylupek's (Darleen's husband) grandfather. That makes the Omaha Veylupeks and Dubsky cousins, a few times removed.

"Imagine that!" said Darleen Veylupek. "After years of no contact we hear from a distant relative from the old Czech side of the family, and to think he's working for AT&T—my alma mater."

That same evening Ed and Darleen Veylupek were hosts at a small family dinner for Dubsky at their home. The next night, the couple's daughter, Tracy, had a picnic-style reunion dinner at her home for Dubsky and all of his new-found Omaha relations.

There was no awkwardness one might expect between strangers, Darleen related. "It was as if we had always been family."

Before Dubsky left Omaha, the Veylupeks gave him the names of mutual relatives in Czechoslo-

vakia who were unknown to him.

After so many years of Communist rule in his homeland, Dubsky and his family had lost track with other members even within their own country.

The Veylupeks had met and learned about these relatives two Christmases ago when they volunteered to go to Czechoslovakia as part of the Cornhusker Pioneers' Santa Claus tour program. Dubsky plans to look them up when he returns to his homeland at the end of May.

Meanwhile, the Omaha Veylupek contingent is planning a big family reunion—a first—to be held in Fort Collins, Colo., in August.

Who knows, the way the world appears to be shrinking, those planning the event had better have some extra nametags ready for the Vejlupeks who show up—and that's spelled with a "j."



FOUND FAMILY...It took an end to communist rule and a business trip to bring together these cousins—Ed and Darleen Veylupek (from left) of Omaha and Pavel Dubsky of Prague, Czechoslovakia.

The HEADLINER, May 27, 1992

Omaha Works policy prohibits smoking in unauthorized areas



The policy of the Omaha Works is to maintain a smoke-free environment in all buildings on the premises. Smoking is prohibited in all buildings and on all property within the secured premises except for those sheltered areas specifically designated as smoking areas. Smoking is also prohibited in company vehicles and at off-site conference/meeting classrooms where activities are sponsored by AT&T.

Smoking includes

- carrying or holding a lighted cigarette, pipe or cigar of any kind or any other lighted smoking equipment or device

- lighting or holding a lighted cigarette, pipe or cigar of any kind or any

other lighted smoking equipment or device

- emitting or exhaling the smoke of a cigarette, pipe or cigar of any kind

Employees and visitors are expected to honor the Omaha Works smoking policy.

Smoking in unauthorized areas is a violation of company rules and standards and is subject to disciplinary action up to and including suspension and dismissal.

Supervisors, in addition to their responsibilities as employees, are responsible for implementing and enforcing this policy and for taking appropriate administrative action against employees who willfully violate this policy. ■

The next issue of *The Headliner* will be published on Wednesday, June 10, 1992. All news items for that issue must be turned into the public relations office by **NO LATER THAN 9 A.M. ON TUESDAY, JUNE 2, 1992.**

The HEADLINER is published twice monthly on alternate Wednesdays by the public relations organization of the Omaha Works of AT&T Network Cable Systems. Members of the group include Shannon Hitchcock, Maxine Altic, Linda Ryan, Bob Carlson and Linda Enterline. Your comments, story ideas and suggestions are encouraged and appreciated. Please call any member of the PR group with your thoughts and ideas.



A GOOD BUNCH...Some of the employees in IBU 226 who made sure a special DSX panel order was shipped in time are (clockwise, from left) Sue Davis, packing; Dixie Krutina, terminal insertion (machine); Jerome McCrearry, wave solder; Margaret Abrams, terminal insertion; Mike Leaf, front/rear assembly; Trudy DeKeuster, stamping/testing and cleaning; and Lisa Brown-Bohaty, terminal insertion/test and clean.

DSX panels sent to Dallas

Not to be outdone by their co-workers in Building 50's metal fabrication shop, the employees who make DSX panels (IBU 226) in Building 30 made good on their promise to ship 900 enhanced and tie-pair DSX panels earlier than originally promised the customer.

As mentioned in the last issue of the Headliner, the metal fab IBU 235 shipped the customized "hardware" portion for DSX panels on May 1 to a central office in Dallas at the request of AT&T Network Systems. On May 8, Stan Scebold's DSX employees shipped 70 tie-pair DSX panels and 42 900-enhanced DSX panels to Dallas,

five weeks ahead of the original schedule.

And as if the stepped up delivery deadline weren't enough, the comcodes were customized, which meant that production and shipping procedures had to be adapted accordingly.

For example, terminals were positioned differently within the blocks. Numerical stamping was reconfigured so that some of it had to be done by hand. Packers devised a new way to package the product to prevent damage, because the panels' sizes differed from the usual.

The order required a team

effort in all operations—assembly, wave solder, terminal insertion, solder touch-up, front/rear assembly, testing and cleaning, and packing. IBU employees got the job done, said Scebold, because "they're a good bunch."

Planning engineer Tom Hamilton, who coordinated the DSX project, is certain that the Omaha Works' willingness to accommodate the customer's special needs helped secure more orders of DSX panels—this time destined for central offices in Atlanta and Pittsburgh.—Linda Ryan

Jay responds to employee questions at monthly meeting

Copper Apparatus and Wire President Jay Carter held his monthly employee on Wednesday, April 22.

A cross-section of employees asked Jay about a variety of concerns. Following are the questions and Jay's answers from this employee meeting.

Q. You've said the entire factory must be certified. As each department became certified, employees received plaques and jackets. Now you tell us we're cutting back and we can't get jackets anymore. I don't think that's fair.

A. We didn't say no to the jackets. We said not now. The jackets yet to be purchased cost around \$25,000.

We want everyone to get their jackets because everybody earned them. First, we've got to make sure the factory is getting its act together with its money-making capabilities. Then we'll talk more about the jackets.

Q. What's being done about all the holes in the east parking lot?

A. I'll have Rhett Zeplin, factory engineering manager, take a look at that issue. I haven't noticed any problems in the 50 building lot. We'll look into it and see what can be done. (Editor's note: Coincidentally, the plant and maintenance organization began repair work on the day this question was asked at

Jay's April 22 meeting.

Repair work on potholes in the east plant lot that could be done by the Omaha Works plant and maintenance organization was done. Our people were not equipped to do all the repairs, so we are in the process of getting bids for additional work in high traffic areas in the east lot and in both office lots.)

Q. I've been at the Omaha Works for 27 years and as a rule, when a supervisor is doing a good job in a department, the company moves him to another department, whether it's to the person's advantage or not. Why is that?

A. Movement of personnel is always a difficult issue.

From a personal standpoint, in the last eight or nine years, my family has lived in five different houses. I can't decide if that's good or bad.

The things you hit on go to the heart of the decision-making process. What are the individual's career desires? What are the individual's potential, skills and abilities? Can they help out

Movement of
personnel is
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issue.

Continued on following page

in different areas? We have to balance the individual's needs with the company's need to keep people in one job long enough for us to establish enough stability for that person to have an impact.

Sometimes you may think the person is doing a great job but maybe we don't think that because we see things from a different angle and perspective.

You raise a very good point. Stability of the people you work with is very important to have a team function well. As you can see down at the University of Nebraska, if you keep changing the quarterback every week, it's pretty hard to run a team. It's the same thing here. We can't always be changing people, but on the other hand, people do have to get on and move along. We try our best to strike a balance.

We just haven't been able to capitalize on PSI's inferior quality.

Q. With all the construction being done on streets around the plant, our road is being used as a main street. Can we get our security to stop the commercial traffic?

A. Our security forces are attempting to stop people and there are signs at the entrances. This whole town seems to be torn up. I don't know if it's just this summer. I only know it's really hard to get home!

(Jay asks Rhett Zeplin, factory engineering manager.)

Jay: Rhett, are there any other things we're doing?

Rhett: Obviously, 120th is being widened. AT&T has also contracted for some work to be done on our entrance. Some lanes will also be taken out to reroute the traffic so people can have better access when the widening is completed. Construction will continue through November.

The general arrangement of the entrance and exit on the east side will remain the same. We're working with the city regarding the timing of the traffic lights on shift changes and turning lanes to suit our employees' needs.

(Editor's note: Security people have been posted on the main access road to prevent "cut-through" traffic.)

Q. I work in the 710 connector area. Our main competitor is PSI. Can AT&T effectively compete



against them?

A. I'll tell you, it's tough, for a couple of reasons. First, PSI's cost position is significantly lower than ours. That's a fact and that's why we're trying to do anything and everything we can to figure out more cost reductions in the 710 area.

The other thing is that we just haven't been able to capitalize on PSI's inferior quality. We know their quality is lower and I think our customers know their quality is lower. AT&T hasn't been able yet to convince our customers that it's worth paying the higher price for better quality.

Within the last month, we lost the US West contract for 710 connectors to PSI. We went in with the lowest bid we've made anywhere and PSI still beat us by twenty cents per connector.

I think if we could have narrowed it to a five or ten percent range, we would have a chance in convincing the customer to go with us, not PSI. We're still scratching
Continued on following page

our heads on this US West contract.

Q. Do you think maybe we should compete on PSI's price level in order to keep our other products competitive or will we lose other business just like we lost the 710 contract with US West?

A. We always look at the entire project so we can figure out a way to put an entire package together.

We consider loss leaders, which is a marketing term. It's the notion of a razor blade company giving away the razor to sell the blades.

AT&T has an innovative program set up with Bell Atlantic. We're building an AT&T van that will travel around the Bell Atlantic region making minor adjustments and repairs on the 890 tool. The tool is used to make the all-important connections.

The van will go from garage to garage making repairs so the 890 tool doesn't have to be sent back to the factory for minor adjustments.

Faulty tools aren't usually sent back to the plant. The technicians just keep on using a bad tool and then they grumble about the connector when it's really the tool that's out of alignment.

Anyway, based on this idea, we're trying to figure out a way to take this concept and maybe provide it at no charge to the customer. We'd like to make it a value-adder

so we can provide the service yet maintain the price on our 710 connectors.

The ISO 9000 certification is even more important because we'll be certified by an outside body.

Q. Is PSI certified?

A. I don't have an answer to that question. I do know that our certification is very valuable.

The ISO 9000 certification is even more important because we'll be certified by an outside body. When we become ISO 9000 certified by the end of the year and PSI still isn't certified, we'll have one more strong marketing tool we can use to differentiate our product.

Q. Our second quarter objectives include recruiting 45 loaned executives for the Omaha United Way. I'm wondering how many LEs are going to be from the Omaha Works.

A. We're going to ask AT&T retirees for their help this year, as we did last year. We had four or five LEs last year and that's what we're looking at this year.

You've told me many

times how important it is to keep up our image and our involvement in the Omaha community. We're going to remain involved.

I really believe in the United Way. It's a particularly good agency and we're all willing to help out.

Q. I work in international pack. We hurry up and pack these products to get them out and then the order just sits there for a long time because of different hazardous material or whatever or we get an overpack and they have us open it back up. Is there anything being done to get this organized so that it can be shipped straight out and get to the customer a little quicker instead of sitting on the floor for five or six weeks?

A. Excellent point. I'm with you. Does the issue revolve around the hazardous material inspection that has to be done?

(Employee...) Some of it but not all of it. Every time we get these, they always say

Continued on following page

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there's hazardous material or whatever.

A. Anytime we have long intervals, we have waste and that means we've done something wrong. That's money that's tied up there. Is this Thailand order still sitting out back?

Employee...Yes. It's still there.

A. That's over \$500,000 of product just sitting there. I saw it last week when I was walking around. That \$500,000 that's not earning anything for us. It doesn't make sense.

(Employee continues...)
Normally, we'll end up airing half of that over there and then we have to pay air shipment costs.

A. We're finally learning that we need to get ahead of this shipping problem by loading the product right into the containers to be sent overseas. We can save a lot on transportation costs.

(Editor's note: Two containers of product have been shipped to Thailand by sea and one more is being loaded now. The hazardous material inspection process has been reworked to streamline the process and reduce costly delays.)

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Q. How is Network Systems doing as a whole in meeting its goals? What will be the consequences if Network Systems doesn't make its financial commitment?

A. Network Systems, like Network Cable Systems, is showing improved earnings in 1992, though the Network Systems gains aren't as dramatic as ours. I think we got into deeper trouble, and sooner, than Network Systems.

But we are seeing a turnaround in the Network Systems business. I'm not close enough to it to really call and predict but I'm very confident about what's happening with our products.

While we're seeing improvement, it's hard to say what will happen if financial objectives aren't met. More and more shareholders have been making it clear to the board of directors and chairman that if a business doesn't carry its own weight, it has two, three, maybe four years to prove it can carry its own weight. If it can't, then AT&T doesn't want the business around anymore.

That's why everyone has to understand we're in the business to make money and that we need a 15-20 percent return on assets. If we can do that, the corporation says it's O.K. for us to go out and run our own business; but, when you're floundering around in the mud all the time, I sense a

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return on assets.**

whole new view and attitude from the board of directors that says they're not going to tolerate poor performance anymore.

That's why everyone has to understand we're in the business to make money and that we need a 15-20 percent return on assets. You see this happening through American industry. It's not just AT&T. In fact, it's a worldwide trend.

Right now, 1992 is looking good. Certainly you saw the first quarter earnings for AT&T. They were very solid for the company as a whole. The stock value has gone up 10 to 15 percent in the last few weeks. That's the indication of the marketplace's confidence in AT&T.

Q. What's happening with labor negotiations? Anything at all?

A. Meetings are being held continuously in Washington. Jim Andry represents Network Systems in a lot of the negotiations. Gene Saab
Continued on following page

is in Washington frequently. Both sides are saying "here's what we'd like to see."

Locally, we've rented some rooms across the street at the Sheraton that are reserved for union officers as well as the company management team. We've been through a series of very constructive meetings, talking about what's going on, what the needs and concerns are of all our union members here as well as some of the things happening on the management side.

The traditionally "hard" bargaining doesn't begin until the middle of May. We absolutely do not want to see a work stoppage or anything like that. We certainly hope everything can be resolved quickly to everyone's satisfaction.

We absolutely do not want to see a work stoppage or anything like that.

Q. What new products are scheduled to come to Omaha?

A. When we talk about new products, we have two different things. The biggest thing we do is modify exist-

ing products as opposed to creating a new product.

We're seeing a lot of product enhancements in the 110 area, building entrance protectors, the 189s, the 1990 net pops, the entire cabinet shop and in the 40 types. We have the P4 and the P5 coming this summer. The 80-type cabinets continue to evolve and we have lots of F-spec work there.

In the 50 Bldg., the data cable products continue to grow—the 1030, the 2030, 1041 and 2041. These new products are variations on a theme but these new developments keep us moving along.

The most exciting new "new" prospects involve a joint venture project with Lockheed for something called the "Intelligent Highway System". The Omaha Works is trying to figure out the role we can play in that. I think we have an opportunity for closures and cabinets—something that would enclose the electronics that would be along the side of the road.

With our metal fabrication and assembly work, we know how to protect things from the environment. Our people have a competency other companies don't. This Lockheed contract could be a neat opportunity for us.

Replacement piece parts could be an opportunity for us, especially in the central office connector area. Anybody in that area knows we

have lots of business coming in.

Again, we see improvements in this area with the economy. Last year, there were no new housing starts so people didn't need new phone lines. Now as things start to pick up, we're seeing new houses being built, with new phone lines which means there's a need for the central office and fill-out frames.

The replacement business is also good. Typically, we get a premium price on replacement parts, which is no different than paying the higher price margins when you buy replacements at an auto parts store.

Last year, there were no new housing starts so people didn't need new phone lines.

Q. How many management employees in this last layoff actually went out the door?

A. Last December, when we talked about the changes we were going to make, 65 people who were classified as expense people were involved. Thirty salary-graded people who were included in the 65 took the SIPP offer.

Continued on following page

Thirty-five others came out of the Omaha Works management universe. We also reduced about 10 Bell Labs people in Whippany that are part of our universe. Is that right, Shannon?

Shannon Hitchcock, department manager, personnel: Twenty people left through terminations and eight people were downgraded. Nine people left for personal reasons.

Jay: We're constantly looking at our numbers. We have to continue to emphasize our expenses at all levels. That's why it's so important that we all take seriously the need for continuing education to improve our skills. Everyone has to pull together to do the right thing.

Q. Our supervisor has been working hard to get us new chairs. The ones we have now are really bad. When a person is hurting, it's hard to concentrate and do a good job. When are we going to get these new chairs?

A. I want everyone to understand that I've made it clear to my staff, who have in turn passed this on, that we need to pull in the reins on every expenditure we make here. That doesn't mean we're not going to make any expenditures. It means I expect a lot more thinking and a lot more judgment before we go out and spend money on anything. In this

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case, it may be entirely justified and maybe we should be going ahead and maybe not. We'll look into it.

(Editor's note: New chairs are on order and are expected to arrive in June. The old chairs will be replaced gradually because of the high replacement cost. Each chair costs \$300.)

Q. Rumor has it that we recently lost a big job in my department. Is that true?

A. I don't know about your department, but we did lose that big US West 710 connector contract.

You could be referring to the central office contract we've been trying to negotiate with Mexico. That situation is so messed up that we still can't figure it out.

AT&T Network Systems won a contract for 32 central offices for a 5ESS switch in Mexico. We thought we also had the connector business for the main frames. I think we've won and lost that part of it fifty times in the last month. And to be honest with you, I don't know where we are right now on that.

I'll be attending Bill Marx's spring conference and

will have a chance to talk with the Mexico people then. It was a very poor job of coordination and communication on the part of AT&T's sales teams, the switching people, the people in New Jersey who prepare the bids and our people here and in Atlanta.

(Editor's note: AT&T sent two people to Mexico City from May 18-22 to work with our customers in Mexico to correct this situation.)

Q. How would the loss of

Everyone
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the Mexico bid affect us?

A. It's never good to lose business, but right now, we're back-ordered in central office connectors. If a contract loss had to come, it really couldn't have come in a better area.

If we lose one set of offices, it's not too bad. If that becomes a trend and prevents us from doing more business, then we need to be concerned.

Q. I work in high bay. Two days we were told, without a valid reason, that
Continued on following page

Omaha Chapter of the Alliance awards \$1000 scholarships



These kids are headed off to college...(from left) Brian Nelson plans to attend Drake University in Des Moines. Josalyn Caruthers will attend Creighton University and Bryant Farmer plans to study at the University of Nebraska-Lincoln. AT&T's Robert Engram of Naperville, Ill. was guest speaker at the fourth annual event.

The Omaha Chapter of the Alliance of Black Telecommunications Employees has presented \$1,000 scholarships to three Omaha high school seniors. The presentations were made at the Fourth Annual Scholarship Brunch sponsored by the Alliance on Saturday, May 16 at Crown Hall.

Scholarship recipients include Josalyn Caruthers, Northwest High, daughter of Mary and Henry Caruthers; Bryant Farmer, Northwest High, son of Theresa and John Farmer; and Brian Nelson, Central High, son of Earline and James Nelson. of Central.

Guest speaker at the brunch was Robert Engram, AT&T, Director of the Toll Digital and Switching Laboratory in Naperville, Ill. Engram has an undergraduate degree from Howard University and a masters degree in engineering from Stanford University and is the current Chair of the AT&T Black Managers Group.

1992 Omaha Chapter Scholarship Committee members include Joy Jones and Maggie Johnson, co-chairwomen and Paula Kight and Chapter President Cid Stinson.

Scholarship funds are provided by pledges from 55 AT&T employees. These 1992 pledges are matched by AT&T's Omaha Works. ■

Jay's Qs and As

Continued from previous page

we couldn't wear headset radios anymore. The people around us wear the radios. Why can't we?

A. I don't know. I'll look into it. Clearly, the safety and well-being of everyone is our main concern.

(Editor's note: We are concerned about the safety of employees who use head-phones while operating machines. Additional research is being done on this issue before a final decision is made.) ■

Medical Benefits Bulletin for Represented Employees

If you did not meet your deductible for 1991 and had deductible amounts for major medical such as office visits or prescriptions within the last three months of 1991, the deductible amount for those three months can be carried over to your 1992 deductible, thereby reducing your deductible charge for 1992.

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Weoma Club

PRESENTS



Your best bet on the Mississippi

Roberts River Rides

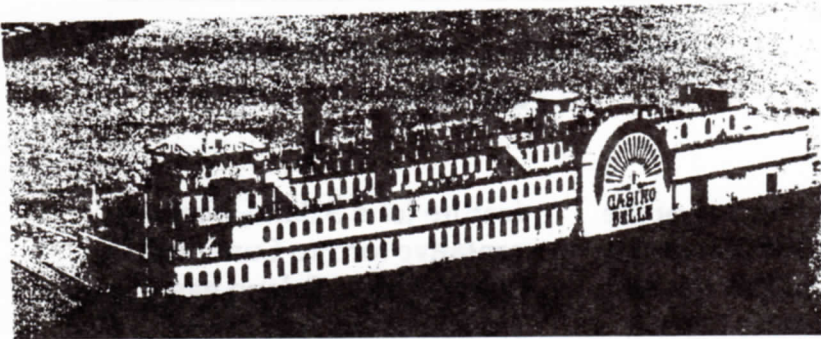
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Join the Weoma Club for
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good time aboard
the Casino Belle Riverboat
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**Tuesday and Wednesday,
Sept. 15 and 16, 1992**

\$169/per person Double occupancy
\$159/per person Triple occupancy
\$198/per person Single occupancy



Trip price includes:

- *Round trip transportation via chartered motorcoach
- *1 night hotel at the Best Western Dubuque
- *4 hour cruise on the Casino Belle (includes dinner)
- *Live entertainment (3 shows on-board)
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- *Lunch at Jammers Castle in Davenport
- *Transfers to and from the Casino Belle
- *Bellman and baggage handling
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Please return the completed form with a \$25 non-refundable deposit per person to the Weoma Club office no later than Wednesday, July 15, 1992. Final payment is due by Saturday, August 15, 1992. All packages after full payment are refundable less the deposit prior to 14 days from departure. Less than 14 days to departure, no refund. Name changes are acceptable without penalty. Make your check payable to World Travel Center. Questions? Call Ron Thomas at World Travel at 733-0167.

Mail to: Weoma Club, Attn: Casino Belle Trip, Box 37000, Omaha, NE 68137

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Looking for summer vacation activities?
Enjoy yourselves and the savings
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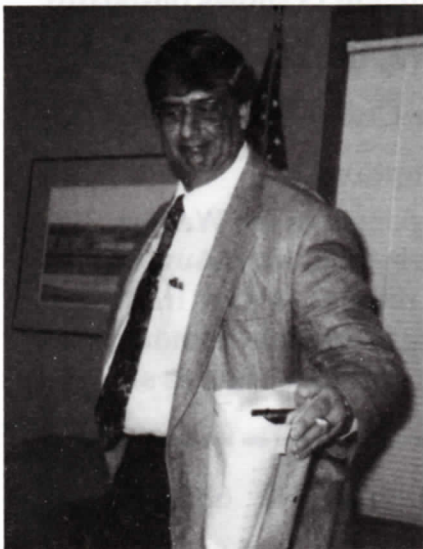
WALT DISNEY'S Magic Kingdom Club

We have special discount tickets you can't buy at the parks. These passes will be sold in the main cafeteria from 11 a.m. to 12:15 p.m. on THURSDAYS ONLY through Labor Day.

Second and third shift employees should contact Clara in the Weoma Club office, ext.3617. Second shift (3-4 p.m.) and third shift (8-9 a.m.) on THURSDAYS ONLY.

Sportsmen Club learns about energy conservation at home

by Bill Peters



MUD's Steve Kattar

The May meeting of the Sportsmen Club featured a presentation about the Metropolitan Utilities District (MUD) by Steve Kattar, supervisor, computer operations.

Kattar had a 12 minute slide show on energy conservation and things to check around your home to save energy, resources and money.

Kattar also played a 15-minute video on water quality and how it is achieved at MUD. "Omaha uses 80 million gallons of water each day," said Kattar. "Omaha is one of the highest-rated cities in the United States for water quality."

The next meeting will



Questions? Call Pam Raabe,
ext. 3154

feature John Salano, a representative for Pro Lures and Stren Lines. Salano has spoken to the Sportsmen Club once before. He'll demonstrate new products and techniques at the next meeting.

Mark the meeting date! Wednesday, June 3 at 7 p.m. at the Papio Natural Resources Center, Dam site 20, 8901 S. 154th St. Refreshments and door prizes will be provided.

Also note these future events on your calendar. The Sportsmen Club picnic will be held on Monday, June 22. The fishing contest ends Tuesday, June 30 and new club memberships will be available at the end of June and in July.

Classified Ads

The next deadline for classified ads is 7 a.m., Tuesday, May 19, 1992. Submit your *The Headliner* ads in the Employee Activities Mall.

Wanted

Daycare available in home, infants, toddlers, pre-school age, Monday & Wednesday evenings available. 896-5132.

Wanted to trade for (2) 10 gallon aquariums for (1) 20 gallon. 895-5222.

Free

KITTENS: (2) males, 8 weeks old, (1) grayish & black, (1) black with white. 331-4232.

For Sale

Pets

SHAR PEI PUPPIES: (5) six weeks old, 4 white and 1 brown, have papers, \$250 real cute. 345-7864 after 5 p.m.

Appliances

TRASH COMPACTOR: 895-7705 after 5 p.m.

AIR CONDITIONER: General Electric, 10,500 BTU, 110V, 1988 model used 1 season, meets OHA requirements, \$650 new asking \$250. 558-9864.

Home Furnishings

TWIN BEDS: (2) six months old, box spring & mattress included with matching desk, \$350. 345-7864 after 5 p.m.

EARLY AMERICAN COUCH: 323-2455 Council Bluffs, IA.

WING BACK MUTED COLORS CHAIR: new, \$75. 731-9985.

MICROWAVE TABLE: \$40. 341-4381.

Lawn and Garden

TRACTOR: Sears heavy duty, mower, plow and disk. 391-5796.

*The Headliner
classifieds
really work!*

Miscellaneous

CHAIN HOIST: 1 ton, \$35, RADIAL ARM SAW: 10" Craftsman, like new, \$200. 391-5796.

WOODS LANDING CAMPING MEMBERSHIP: ANTIQUE SIX-SECTION BARRISTER BOOK CABINET: STAINED GLASS HANGING LIGHT: GUN CABINET W/SLIDING GLASS DOORS, 4X8 PLAYHOUSE: 323-2455 Council Bluffs, IA.

SLIDING PATIO STORM DOOR: white, 6' wide & 80" high, heavy duty, key lock, 2 yrs. old, cost \$350 new asking \$150 or best offer. 895-4034 after 4 p.m.

Tires

TIRES: (2) Goodyear Vector P23575R15 WSW, mounted on Ford 5 lug truck wheels, balanced, 4/32" tread, \$22 pair, will deliver to work. 734-2622 or 345-2479.

SNOW TIRES: Town & Country (2) 78 x 15 with rims, \$25, (2) 600 15L tires w/rims, \$20. 341-4381.

Parts & Accessories

TRUCK WHEELS: Ford 15" 5 lug, \$5 each, will deliver to work. 734-2622 or 345-2479.

PICKUP SHELL: 8' Brandywine, fits '88 or newer Chev. or GM. 721-8294 after 4:30 p.m. Fremont, NE.

Vehicles

1980 PLYMOUTH VOLARE: 25,000 miles on rebuilt engine and transmission, \$900. 391-5796.

1990 SUZUKI DR 350S ENDURO: 2,300, 1,000 miles, mint. 333-0170.

1989 FORD RANGER XLT: extended cab, one owner, 33,000 miles, V6, 5 speed, AC, factory warranty, topper. 592-5364 before 3 p.m.

1984 BUICK SKYHAWK: 2 door, 4 cylinder, 80,000 miles, nice inside and out, stick shift, \$1,500. 334-7127.

1977 YELLOW CORVETTE: 350 engine, automatic, excellent condition, 73,000 miles. 291-0505 after 5 p.m. weekdays.

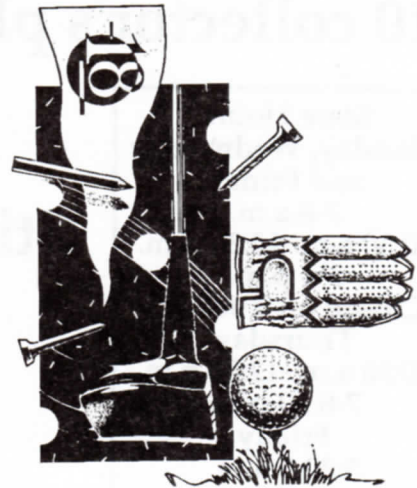
1980 WINNEBAGO MOTOR HOME: 23', good condition, has everything, 38,000 miles, asking \$12,000 or best offer. 487-3065 ask for Mike Shannon. ■

The Weoma Men's Golf Outing

Saturday
June 13, 1992

Scottish Links
Council Bluffs

7:30 a.m.
Shotgun start



\$28

per person

includes green fees, cart,
lunch and prizes

Sign up in the main cafeteria
Tuesday, Wednesday, Thursday
May 26-28, June 2-4

7-8 a.m., 11 a.m.-12:30 p.m.
and 3-4 p.m.

or call Rich Runnels, ext. 3194,
Tim Miller, ext. 4938 or
Steve Bales, ext. 3303

Signup deadline
is Thursday, June 4

Shop the Pioneer Porch for all your summer gift needs!

Just arrived!
\$25 each

#10 collector's plate



**EXPANSION!!
OUR WONDERFULLY
DRAMATIC NEW PLATE**

EXPANSION is the 10th plate in our collector's plate series. It is based on an advertisement placed in 1923 by "Bell System" AT&T in a national magazine. The plate depicts Western Electric workers installing new sections of switchboard while Bell System operators work at existing switchboards in the background. This scene laid the ground work for the expansion that linked a million new subscribers to the Bell System in the years 1920-1922. We dedicate this plate to all the men and women of the telephone industry that helped install and operate our telephone system. This plate was designed exclusively for The Surrey Group by Mike Hagel who has created several other plates in our popular collector's series.

Store Hours
Monday, Wednesday
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7-8 a.m.
10:30 a.m.-12:30 p.m.
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Still a small supply of
Grad mugs
\$3.00



Need a wedding present? We have a good supply of cookbooks from several other Pioneer chapters priced from \$7.00-\$9.00. We also have Chapter 92's own Vol. II!

\$8.00

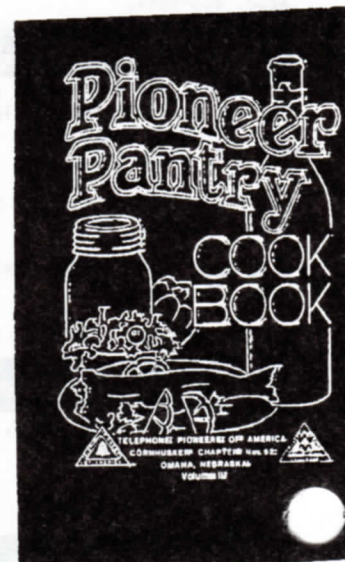


Photo albums

\$7.75 (for 3 1/2" x 5" photos)

Matching address books

\$3.50