

The Generation

Closing the
Communications Gap
between
Division and Field,
to widen the
Competitive Gap
between
Westinghouse
and Those in Second Place

Gap

EXTRA, EXTRA,
EXTRA!!

*** SPECIAL EDITION ***



We've published this EXTRA issue of the Gap to bring you up-to-date on the Steam Turbine-Generator move to Orlando, and explain how your support will continue unabated during the move... why nothing, especially your support, will fall through the cracks.

Phase I of the move is complete, and we're entering Phase II. It includes relocating people in Projects, Systems Engineering, International Operations, Administration and Marketing... just the people you interface with most. Our plan is to complete relocation of all marketing associates by September, so... June, July and August will be busy for all of us at the Division.

There'll be a change in location, a change in personal lifestyles, but no change in our support of your efforts. We're acutely aware that the move cannot diminish your support. We've worked long and hard to coordinate

Orlando: An Important Investment in the Future

With its move to Orlando, STGD is investing in its future as well as the future of the electric utility industry. Our investment is made with confidence that the difficulties confronted today by utilities are temporary, and that their and our long-term futures are bright.

Our investment is across our entire operation: modern facilities and long-range technical advancements applied to our entire product line, futuristic concepts such as coal gasification, and a lean organization of our brightest and best people working efficiently and with added sensitivity to the needs of our customers.

The Benefits of Our Investment Accrue to All

The new, single, central organization will address the concerns and increase the satisfaction of customers with a unified voice and commitment. It will:

- Utilize effectively the technologies common to both turbines and generators, particularly within the disciplines of mechanics, metallurgy and heat transfer.
- Take full advantage of advanced business systems to enhance communications with you and customers.
- Establish a positive organizational culture... a desirable working environment which will increase individual initiative, productivity and customer satisfaction.

We're Pleased With Orlando

Orlando is a progressive, growing business community which, like the Division, is facing the future with confidence. The city is served by a number of major airlines to ease traveling. The University of Central Florida is adjacent to our new offices. And the cost of living, recreational opportunities and school systems are favorable.

from the Division, and we've worked to ensure that it doesn't. and schedule all people making the move to be sure that it doesn't. You'll see some of the results of that coordination and scheduling in the chart printed in this issue of the Gap.

The move is a positive step into the future. Combining the marketing staffs at Lester and East Pittsburgh has created a single, unified, "lean-and-mean" organization of top-flight, goal-oriented performers, all dedicated to being #1 in the business. This highly-motivated marketing group combines with field sales to form a team that's tough to beat in today's tough market. I look forward to the future with confidence and eagerness.



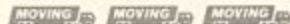
Ken Oleson



Architect's model of the new World Headquarters building.

Relocation is Planned, Coordinated to Assure Your Continuing Support

Eight hundred thirty employees and their families will relocate to Orlando from East Pittsburgh and Lester. Their relocation is being phased over three years:



- **Phase I** was completed in 1981, when over 200 employees in various systems and support groups such as Management Systems, Multiplant Planning and Personnel were moved. These employees moved first because they set the stage for the customer interface groups to follow. All are now working at full capacity in a temporary facility at 6655 East Colonial Drive.

- **Phase II** began in January, 1982 and will be complete in October. It consists of relocating over 350 employees in such customer interface groups as Marketing, Projects, Systems Engineering, International Operations and Administration...many of the people who support you in the field. See the chart in this issue of the Gap for details of this move and how your support will continue.

- **Phase III** consists of moving over 270 employees in our technical engineering groups. It will begin in March, 1983 and be complete the following October.



Coordinators Ease the Transition

A Move Coordinator has been named in each department. Each coordinator works with the Manager of Orlando Planning, Visibility and Control to define the requirements and schedule for each move. They also act as a single point of coordination and communications within each department, and as an early warning for potential problems.

All moves are designed so that systems, tools and people will be in place and operable when needed. A typical move will be sequenced as follows.

Assume that Department A is sched-

uled to be working at full capacity in Orlando on September 1, 1982. In April, information to run the business such as records and inactive files would have been shipped to Orlando, with backup maintained at Lester and East Pittsburgh. Correspondence and active files would be shipped "hot load" (weekend delivery). Tools needed to run the business such as interface drawings, computerized design specs and support systems would be functional before the first half of the department is moved.

In May, a small group would have relocated to set up records, assure that communications channels are estab-

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Relocation is Planned, Coordinated to Assure Your Continuing Support

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lished and other needs have been met.

Each group in the department would then move half its people in July and half in August. The half remaining in Lester and East Pittsburgh after July 1

would handle all work until July 31, at which time the other half would be working in Orlando. After July 31, all work would be handled by the group in Orlando.

Mail, telephone and telex communications would be to Lester and East Pittsburgh until July 31, then directed to Orlando. New addresses and telephone and telex numbers would be available in

May. People in Department A would personally advise all their active customers of the move schedule and communications channels, and you in field sales would advise all other customers.

Construction in Orlando is Well Along



The cornerstone of our new building was laid last February. During the ceremony, Dr. Stan Quick, General Manager, STGD, cut a ribbon unveiling a large Westinghouse/Orlando sign. The cornerstone will be displayed in the building's lobby.



Construction of the new building is progressing on schedule. The first floor slab has been poured on the north section, and the second floor on the center section. Parking lots are paved, water and sewage lines connected, and elevator pits are in place. Occupancy is scheduled to begin in the spring of 1983; and be complete that Fall. The University of Central Florida is shown in the background.



We moved recently from a temporary office at 1011 East Colonial Drive to this one at 6655 East Colonial Drive. The move was completed smoothly and without interruption of business support activities. The interior and exterior of the 90,000 square foot building were extensively remodeled to create a pleasant, efficient workplace until the new headquarters is complete.

STGD Orlando World Headquarters Move
Details of Phase 8. Check your communications channels.

**HOLD ON TO THE ENCLOSED CHART !!!
IT'S YOUR ROAD MAP
TO COMMUNICATIONS
WITH US !!**