

Lawson Discusses Value of Logistics Plans

The role of logistics in business planning was discussed by Aeronutronic General Manager John B. Lawson at a re-cent dinner meeting of the Society of Logistics Engineers.

"It is surprising," Lawson said in opening, "that your organization was founded only about three years ago, when in reality your profession has been in existence for many centuries."

He said that although industry was concerned in the past with logistics, it operated in a "hit or miss" fashion.

"However, in recent years there has been an increased recognition that logistics is a necessary business investment," Lawson said. "In developing and producing a new system, proper attention must be given to how it will be used and serviced. Otherwise, a highly successful and economical system could be subject to malfunction, increased operating costs and premature obsolescence.

"It is for this reason that we must plan the logistics requirement from the time we receive a development contract through the production phase and throughout the system's operational life."

Lawson was introduced by Ralph De Paul, manager of the Logistics and Field Service Department, Ordnance and Electromechanical Operation.

"There is no question that a company's logistic efforts must be accomplished well to achieve customer satisfaction and repeat business," De Paul said.

"Studies show that in the Department of Defense, about 25 per cent of the total costs in the life cycle of a program goes for logistics. This fact, coupled with the profit potential of this type of effort, provides a strong incentive to support our equipment while in service.

"One way that we have contributed significantly to the maintenance of equipment is the development of the logic model approach." De Paul said. "This technique has en-

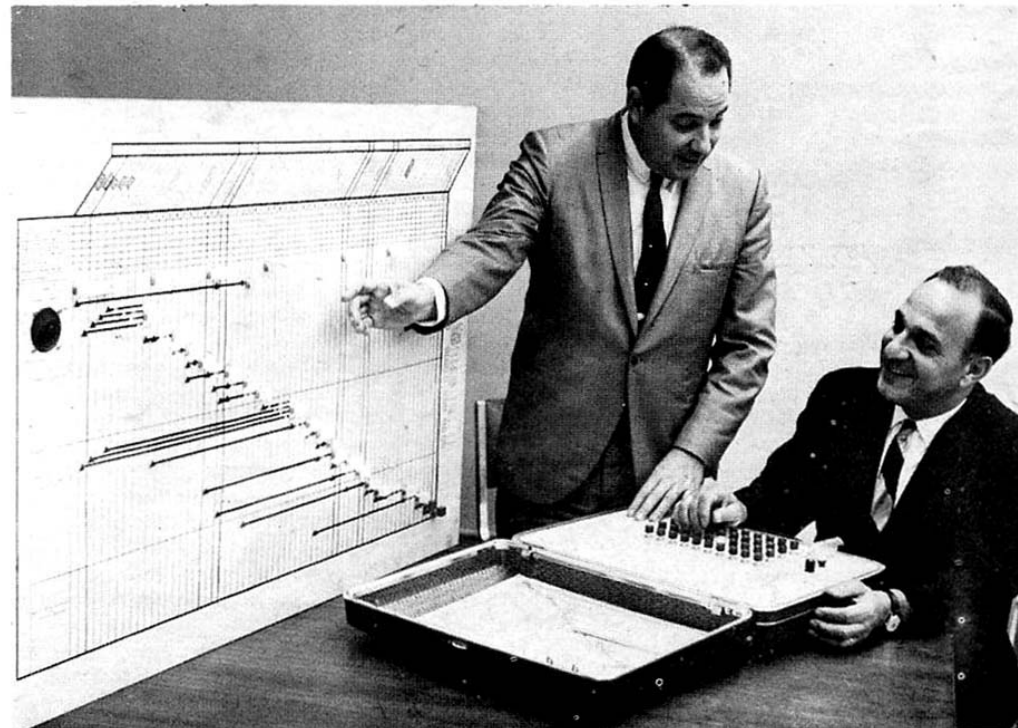
abled us to provide mathematical models in the form of symbolic illustrations to our Chaparral and XM 140 customers that permit a technician or mechanic to isolate and repair malfunctions of equipment easier, faster and with considerably less documentation than previous systems."

The logic model for the XM140 gun was featured at the meeting. It detailed, in logical order, the entire sequence of operation of the gun.

The model was constructed by Carl Spitzer and Gus Daskalakis under De Paul's direction. De Paul previously had worked out a similar scheme for the Chaparral weapon system.

He explained that these first logic models were prepared manually, but that the Scientific Programming Department has developed a program which permits the charts to be prepared and changed by the computer, with significant cost savings.

"Not too far in the future," De Paul said, "the logic model approach will permit imagery devices to be used in conjunction with a computer to diagnose malfunctions as they occur, provide 'hard copy' readout of several logistic parameters affected by singular, multiple and cumulative malfunctions, and issue instructions to correct deficiencies."



LOGIC MODEL — Ralph De Paul (standing) and Gus Daskalakis display logic model for the XM140 gun, which assists in equipment maintenance. A model also has been constructed for Chaparral weapon system.