



ABOUT LMS

Liquid Measurement Systems engineers and manufactures fuel system solutions for military and commercial aircraft, featuring lightweight, strong, non-corrosive graphite composite probes, multi-functional signal conditioners, and flight deck and refuel panel indicators. We develop fuel gauging solutions for platforms at the leading edge of aerospace, and we deliver hardware for some of the industry's most iconic aircraft -- where safety, reliability and accuracy are paramount.

## FIRST-YEAR SUCCESS AS CEO:

### Q&A with LMS' Scott Fewell

LMS is closing out 2018 with a significant gain in revenue, new contracts, new customers, and a strong and stable workforce. We asked new CEO Scott Fewell to reflect on the year just passed.

**Q: As newly appointed CEO of LMS, what was your biggest challenge for 2018?**

**A:** One of my critical challenges was taking over from a strong, capable CEO in George Lamphere. George has ably guided LMS for the last twenty years. Stepping into his shoes was daunting to say the least. He and Beth Lamphere have been extremely supportive in the process. I look forward to working with our team to build on the solid foundation left by George.

**Q: What will be a key focus of LMS for 2019?**

**A:** LMS will continue to focus on fuel gauging solutions for the aerospace industry. Among other things, we are currently focused on developing new cost effective gauging solution for the commercial rotorcraft market to support the new federally mandated crash resistant fuel system requirements.

2019 will focus on several significant commercial development projects now in the pipeline. We are in the process of building out our development team to support the additional work, as well as additional space to support the expansion. In addition, we have begun working directly with the U.S. Army to develop an improved fuel gauging solution for unmanned aerial vehicles.

**Q: What are some of the bigger initiatives you implemented in 2018?**

**A:** From a corporate perspective, we've initially focused on three things. First, we've focused on improving Company culture to ensure that everyone at LMS feels empowered to do great work. Second, we have begun to move the Company to GAAP accounting standards, which will provide a solid foundation for attracting outside investment when we choose to do so. Finally, we've developed, and are in the process of implementing, a long-term strategic plan that will provide a clear roadmap for sustainable growth into the future.

**Q: What challenges do you foresee in the near future as we bring the business to the next level?**

**A:** LMS has significant opportunities for growth in the next few years. We continue to see significant, scalable opportunities in our market space. The next chapter is to build out our infrastructure to support the work we believe we can win. One of our biggest challenges will be finding sufficient numbers of skilled employees to do the work. We are committed to building a culture and organization that will continue to attract top talent even in this tight labor market.

**Q: What is the single most important thing that you believe our company is doing well?**

**A:** I believe our greatest competitive advantages are speed, agility, and precision in responding to customer needs and requirements.

**Q: Any final comments?**

**A:** It may come across as a cliché, but I am truly very proud of the team we have here at LMS, and to be part of this special group of people. We have seen some great challenges this year, but due to a very strong team dynamic, we were able to deal with those challenges and learn from them. We may be considered a small company, but I believe that the determination, expertise, and professionalism that this team brings is what will always set us apart from the competition.

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# HAPPY HOLIDAYS TO ALL



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## UPCOMING EVENTS



22-24 January: NGEDA  
Denver, Colorado



10 March: Team  
Chinook 47 Legislative  
Arlington, VA



4-7 March: HAI  
Atlanta, Georgia

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## NEW HIRE

LMS welcomes Jeffrey Cofran as a  
Manufacturing Assembly Tech.



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## 35<sup>TH</sup> ANNUAL DISTINGUISHED CITIZEN AWARD

In recognition of the outstanding career and service to his country, Michael Dubie was presented the 35<sup>th</sup> Annual Distinguished Citizen Award by the Green Mountain Council of the Boy Scouts of America, presented by LMS employee Brian Dubie.



AN OPPORTUNITY TO SUPPORT  
Green Mountain Council, Boy Scouts of America

### 35<sup>th</sup> ANNUAL DISTINGUISHED CITIZEN AWARD Wednesday, November 14th, 2018



Honoree



**Michael D. Dubie**  
President  
Revision Military Technology

Emcee



**Brian Dubie**  
Captain  
American Airlines

### Honoring Michael Dubie

*In recognition of the outstanding career and service to his Country*



### LET'S TALK ABOUT YOUR NEXT FUEL GAUGING SOLUTION

Fixed wing or rotor, manned or unmanned, military or commercial, main or auxiliary systems, LMS is a collaborative, responsive, resourceful partner with a reputation for technical superiority.

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