



LMS is closing out 2019 with a significant gain in new business opportunities, new development contracts, new customers, and new applications. We asked President Scott Fewell to reflect on the year just passed.



Q&A with LMS' Scott Fewell

Q: What were some of the key projects for LMS in 2019?

2019 was a very productive year for the LMS development team. We began our second project for Lockheed Martin with work on the intracontinental supersonic aircraft X-59. We launched new development efforts with two new customers Viking Air Ltd and L3Harris.

For Viking Air Ltd, we are providing a primary fuel system for the CL-415, a critical aircraft in the effort to combat wildfires as we have recently seen in California and currently Australia. For L3Harris, we are gauging a liquid oxygen system for the WC-135 "Constant Phoenix", an aircraft to collect samples from the atmosphere in order to detect and identify nuclear explosions. These are great customers with important missions, and we are proud to support them.

Q: Why do customers choose LMS?

Customers choose LMS because of our responsiveness and attention to customer requirements. It is no secret that customer responsiveness is lacking in the Aerospace sector. Companies are so large and bureaucratic that they have difficulty responding to customers when needed. The market doesn't wait and can't wait.

At LMS, our goal is to move at the speed of the customer. We are constantly looking for ways to reduce delivery times on projects as well as lead times on production. I view our ability to be agile as a market differentiator.

Q: Why is customer service so important to LMS?

As part of our growth strategy, LMS continues to build out its Engineering Services Team, adding expertise and capacity. We want to work with our customers to develop best-in-class fuel gauging systems from clean sheet to delivered hardware. We continue to integrate our Technical Team into our Business Development Team; we are not in the business of just "selling", instead we focus on solving customer needs and meeting their requirements.

In addition, because of our expertise, we can resolve critical design decisions before they become problems down the road. We prefer working with customers as early in a project as possible, but we are willing to work with our customers at any point, often under intense schedule pressure. For example, we took on a recent customer that needed a system designed and delivered in six months. Those are the types of projects LMS is built for—to meet tough schedules with no sacrifice in technical solution or quality.

Q: What new developments and changes do you expect in the next year?

2020 is shaping up to be an exciting year for LMS. We already have several new projects underway with new and existing customers. We continue to add to the technical capabilities of our systems with a focus on modularity, and we continue to explore new applications for our technology and know-how in the hybrid-electric space.

Q. If there is one important thing about LMS that readers may not know, what would it be?

We value our customer relationships so when we take on a new customer, they become part of the LMS family. We will do what it takes to make that relationship succeed and provide the customer what they need when they need it.

LMS continues to grow to meet the needs of the market. Growth must never come at the expense of responsiveness. Our ability to respond to customer needs in a timely and cost-effective manner will always be central to our mission, no matter our size.

For the second consecutive year, LMS makes the list of Best Places to Work in Vermont

(GEORGIA, VT – 14 January 2020) – Liquid Measurement Systems, Inc. (LMS) has been named one of the 2020 Best Places to Work in Vermont. The list is created annually by Vermont Business Magazine, the Vermont Chamber of Commerce, the Vermont Department of Economic Development, the Society for Human Resource Management/Vermont State Council and Best Companies Group.



LMS Open Positions

[Electrical Design Engineer II](#)

We have work that will challenge you, interesting projects, and a smart, motivated team.

You take the design & development process from initial concept to product delivery for our airborne electro-mechanical systems.

[Project Engineer II](#)

Do you like a challenge, and a dynamic, fast-paced and team-oriented environment?

Then take the lead technical role in new development projects for our airborne fuel measurement and management systems

Upcoming Tradeshows and Events

- [Team Chinook 47](#) - January 22nd (Attending), in Washington, D.C.
- [HELI-EXPO](#) - January 27th - 30th (Exhibiting), in Anaheim, California
- [Air Warfare Symposium](#) – February 26th - 28th (Attending), in Orlando, Florida

Previous News

LMS was chosen by Viking Air Limited

Liquid Measurement Systems, Inc. (LMS) has begun work on an improved fuel measurement and indication system for Viking Air Limited's Canadair CL-215T and CL-415 Aerial Firefighter Fleet.

[Click to read the press release](#)

Your next fuel gauging solution

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

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