

September/October 2004

A Message from the Community Relations Office Leader



Lillian Montoya-Rael

It is with great enthusiasm and a sense of purpose that I take on new responsibilities as director of the Laboratory's Community Relations Office. During my years as executive director of the Regional Development Corporation, I had frequent and rewarding interactions with Laboratory staff - focusing on a variety of regional and community issues including economic development, technology transfer, small business, and educational development. Equally rewarding were my interactions with many community leaders and stakeholders whom I both respect and admire for their strong dedication to our richly diverse northern New Mexico community. Thus, I know first hand of the Laboratory's AND the community's shared commitment to partnering in order to strengthen our regional "neighborhood".

This institution is emerging from a difficult time, resulting in some widespread publicity related to safety and security matters. Please know that through enhanced awareness and a determination to right the course, the Laboratory will emerge even stronger, maintaining our promise of ensuring that our greatest science continues to protect America. I truly am excited to be joining the Lab family at a time of such great challenge and opportunity.

As you know, the Community Relations Office engages folks, like you, in areas of mutual concern on an ongoing basis. This strengthening of Laboratory ties to the local and regional community is vital as this institution is tightly woven into Northern New Mexico's economic, social and political fabric. Accordingly, I have committed the Community Relations Office to building stronger, more open and mutually beneficial relationships with you - our neighbors.

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Jemez Pueblo Education Department interns Danielle Sando (left) and Sherwin Sando (center) and LANL Tribal Relations Team summer intern Byron Yepa (right) examine the soil sample extracted during the hands-on exercise. LANL geologist Julianna Fessenden (foreground) explains the different layers in the sample.

Environmental Educational Pilot Project Sparks Interest in Science

Spark a student's interest in science and possibly ignite an entire generation of environmental scientists. That was the goal for the Los Alamos National Laboratory-Jemez Pueblo Environmental Education Project Pilot during the first week of August. The Valles Caldera National Preserve provided the perfect outdoor classroom.

"The class objectives were designed to help the students understand the physical world around them by teaching them about greenhouse warming, the carbon cycle and its influences, and the uniqueness of the Valles Caldera," said Julianna Fessenden a Los Alamos geologist who organized and led the project along with her graduate research assistant, Cristella Valdez.

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This project also showed the participating students how a career in science can help them make a difference in the world by providing them with strategies to help remove carbon from the atmosphere and by sharing problem-solving techniques.

Five Jemez Pueblo ninth and tenth graders learned how to take soil, water and air samples at the Valles Caldera with three LANL scientists. The students, who attend not only the Jemez Pueblo Valley Public School but also Rio Rancho High School and the Walatowa Charter High School, also learned why environmental science is and will continue to be important.

The project began with a brief invocation delivered by Jemez Pueblo Lieutenant Governor Matthew Gachupin and a short overview of the Pueblo's livestock management program by Larry Armijo, the Jemez Pueblo Lands Manager.

Armijo explained that livestock associations and livestock management were really strong prior to the 1980s. But, in the 1990s ranchers began to operate more independently and the livestock association influence was weakened.

"Then, we began running out of grass and water," Armijo said.

The Valles Caldera became a national preserve in 2000. As part of its charter to manage the preserve, the Valles Caldera Trust asked for proposals from ranchers who wanted to participate in a summer 2003 land grazing program. The proposals had to describe how the applicants were making improvements on their homelands.

"We were one of 20 proposals submitted and we were the first selected," Armijo said. "That's a terrific achievement. We have a commitment among the livestock owners and the Bureau of Indian Affairs to continue to work together to ensure that we have a sustainable livestock program."



LANL scientist Tom Rahn (standing to the left) explains the composition of the atmosphere and the greenhouse effect as part of the Valles Caldera Education Pilot Project. Also pictured are Julianna Fessenden and Sherwin Sando.

The three Laboratory scientists work both interdependently and dependently on experiments that test the effect of livestock grazing on the Caldera. They showed the students three exclusionary areas on the Caldera where they conduct most of their experiments. There are three experimentally controlled areas that the scientists call "exclusions." The first exclusion area, designed to keep out all the wildlife, especially the elk and cattle, is surrounded by a 12-foot fence. The second area, designed to allow elk access but keep cattle out, is surrounded by a 4-foot fence. The third area is open to all wildlife. The scientists also demonstrated taking soil, water and air samples and then explained why each is important.

Fessenden used a piece of equipment that looked like an automobile jack attached to a cylinder that was

hammered into the earth. Once the cylinder was removed from the earth, it contained a tube-shaped sample of soil that contained grass, dirt and water and gravel.

"There are three layers to this sample," Fessenden explained, showing the students the sample as she removed it from the collection tube.

LANL hydrologist Armand Groffman showed the students how to take water samples using a small, battery-operated pump. He also explained that much of New Mexico's rainwater comes from the weather patterns in Mexico and the southeastern United States.

"Much of the moisture we see in here comes from the Pacific Ocean and the Gulf of Mexico," he said.

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I intend to share news of our (the community's and the Laboratory's) working partnership on a variety of initiatives with you regularly. For example, in this issue you will learn about how we are cultivating the next generation of environmental scientists in your backyard, the Valles Caldera. You'll also be pleasantly surprised to read of the amazing community collaboration lending a hand(s) at the Cumbres and Toltec Scenic Railroad. Please give us feedback on these and other Lab initiatives as we recommit ourselves to successful community partnerships.

All my best,

Educational Pilot Project, continued from page 2

“Without this moisture, it would be difficult to grow many crops in the Jemez area.”

LANL scientist Tom Rahn, a Frederick Reines Fellow working in the Hydrology, Geochemistry and Geology group, explained to the students how to measure carbon in the air and how he takes air samples using a 30-foot tower located in the third study area.

He also explained how the greenhouse effect works.

“Greenhouse gases allow incoming energy from the sun to pass through the earth’s atmosphere, but the greenhouse gases don’t allow most of the heat radiated from the earth back out through the atmosphere,” Rahn said. **“This heat is trapped and makes the earth’s climate warmer.”**

Rahn gave another example of the greenhouse effect: car windows. Car windows are designed not to allow direct energy from the sun to enter the car. But light from the sun enters and is absorbed by the car’s interior, which produces radiated heat that cannot pass through the glass, thus trapping the heat. **“Most of the greenhouse warming is caused by carbon dioxide,”** he said. **“That’s one of the reasons we’re studying carbon dioxide and developing ways to reduce it.”**

All of the participants identified livestock management as an important piece of environmental science and environmental science as an important piece of living and thriving in a community.

“We’re very excited about what we’re doing,” Armijo said. **“It’s good for the livestock, it’s good for the wildlife, and it’s good for everyone.”**

Other students who attended included recent Pojoaque High School graduate Antonio Marquez, a Laboratory summer intern, and recent college graduates Sherwin Sando, a college intern working for the Pueblo of Jemez Education

Department, and Byron Yepa and Cristella Valdez, both Laboratory summer interns.

Yepa, who is interested in pursuing a career in Geographic Information Systems (GIS) said, **“I got the chance to attend [this pilot project], on the day the students were at the Valles Caldera National Preserve. Because of my lineage tracing to the Pueblo of Jemez, the whole Valles Caldera is a key sacred site...[which] was created by the forces of nature.”**

“The opportunity to learn from these scientists is rare and being able to assist with the sampling techniques may have given students something to think about and strive to learn in their education,” he said. **“I think the most important presentation that day was given by the [Pueblo of Jemez] First Lt. Governor Matthew Gachupin and Tribal Administrator Vincent Toya because they really explained to the students and scientists what the Valles means to the tribe, not only spiritually, but for traditional purposes too.”**

Valdez, who is interested in pursuing a career in anthropology said the project’s fieldwork helped make the science more accessible to the students.

“Research science can be really intimidating to younger students who might think that experiments are beyond their level of comprehension. Getting these kids out into the field and allowing them to see some of the perks of research science first-hand might really have a positive impact on this perception,” she said. **“Julianna, Tom, and Armand also did a great job of making research science exciting and accessible to the students with their presentations.”**

Jemez Pueblo’s education department and tribal government were both directly involved in this project. Jemez Pueblo Education Director Kevin Shendo identified

the students who participated and First Lieutenant Governor Matthew Gachupin and Tribal Administrator Vincent Toya presented the project participants with a historic perspective as elders for Jemez Pueblo.

First Lieutenant Governor Gachupin, who worked for the Forest Service before he was appointed as First Lieutenant Governor, explained that Jemez Pueblo is a staunch supporter of land management but also has an interest in keeping the Valles Caldera as pristine as possible because it holds spiritual and religious significance for members of the Pueblo.

“It’s important that the younger generation know and understand this aspect of the Valles Caldera,” Gachupin said. **“We believe that the Valles’ religious significance is as great as its scientific significance.”**

Toya told the students that while they may not see how the Valles Caldera is important in their lives right now, they would realize its importance when they got older. **“You are the Pueblo leaders of tomorrow and the importance of this information will come back to you later,”** he said.

Fessenden and Valdez have culled lessons learned from this pilot project and already have outlined plans for enhancing it to make the next phase even better. **“The main things that I want participating students to get out of this project are an understanding of basic research, an interest in science, an interest in attending college, and the opportunity to interact with other cultures,”** Fessenden said.

The next phase for this project will include students from the four Accord Pueblos as well as the northern New Mexico communities of Los Alamos and Española.



BUSINESS FORUM: Ask the Lab Small Business Advocates

Q: What impact will the Laboratory stand down have on small business? Will the stand down impact fiscal year end procurements?

A: We recognize that the stand down will have an impact on procurement processes. There is an enormous backlog of invoices to be paid which will result in delays. However, LANL is attempting to do all it can to mitigate the effect it might have on small businesses. The end of the fiscal year normally requires an expedited process of procurement. We expect that the stand down will accelerate this process and hope that our suppliers will be prepared to assist us in meeting the challenge.

Q: Are Laboratory prime contractors required to have small business goals?

A: Yes, the Laboratory requires its subcontractors to adopt plans for subcontracting with small business companies where and when applicable. These include subcontracts exceeding \$500,000 or \$1 million for construction. Suppliers are encouraged to market directly to these subcontractors. A list is available on http://sbo.lanl.gov/HOMEPAGEFOLDERS/New_Page/intro.shtml which identifies "Subcontractors with Subcontracting Plans".

Q: Are the KSL safety requirements the same as LANL safety requirements?

A: Yes.

Q: What is the dollar threshold for construction and facility maintenance contracts that will be awarded and administered by KSL?

A: Up to \$500,000. KSL will conduct a review of construction and maintenance requirements to determine if the work will be self-performed or put out to bid. The company's self-performance review will place a strong emphasis on maintaining local craft workers fully employed and the cost benefit to the Laboratory. However, under KSL's Small Business Subcontracting Plan, KSL is required to provide maximum opportunities to small businesses. Their actual small business performance to date is 85.4% of their total procurements. The contacts for KSL construction and facility maintenance subcontracts are Frank Sedlacek (KSL Procurement, 505 667-0418, sedlacek@lanl.gov) and Pam M. Fresquez (KSL Procurement, 505 667-1494, pamf@lanl.gov).

Q: Will the laboratory stand down have an effect on when payments are made to my business?

A: No, there should be no effect; payments are being handled as invoices are received.

Q: If I am a construction contractor, where do I go to get the required safety training?

A: Most of the required safety training is offered only through LANL's Health & Safety Division (i.e., lockout/tagout), however some is offered through accredited trainers outside of the Laboratory. Required courses are listed in the Special Provisions section of the subcontract and may be specific to that contract. It is important that you verify with the contract administrator to ensure that all safety requirements are met.

Q: Are small business outreach services available outside of Los Alamos?

A: Yes, although the primary LSBA office is located in Los Alamos, outreach offices have also been established in Santa Fe, Taos and Espanola. An LSBA representative can be contacted for any area outside of Los Alamos through e-mail at lsba@lanl.gov, or phone at 1-800-472-9861.

Contract Corner

1. Los Alamos Integrated Communications System (LAICS) Telecommunications Site Support Services

Description: Maintenance of the Los Alamos Integrated Communications System, including on-site support of voice, data, and video communications at the Laboratory.

Estimated Value: \$50 M over 5 years

Release Date: Q1 FY05

Potential Small Business Set-Aside: A Request for Information (RFI) will be issued during FY04 to assess the capabilities of interested parties. Responses to the RFI will be evaluated prior to any set-aside determination.

Contact/Phone: Patrick Padilla (505) 667-9782 or via e-mail at papadilla@lanl.gov

2. Environmental Operations Support Services (EOSS)

Description: Decontamination, decommissioning, remediation, and spill response; ecological, natural, and cultural resource support; assessment, assurance, and environmental engineering; multi-media sampling and environmental monitoring; and process support which includes training, security, and emergency response. PAAA and radiation implications.

Estimated Value: \$55 M over 5 years

Release Date: Q4 FY2004

Small Business Set-aside: 5 awards

Contact/Phone: Allyn R. Pratt (505) 667-4308 or via e-mail at pratt_a@lanl.gov

Calendar of Events

Training Courses

September 17, 2004	SCORE Workshop	This Service Corps of Retired Executives (SCORE) workshop will be held from 8:30 a.m. to 4:30 p.m. Friday, September 17 at the SBA Conference Room, 625 Silver SW in Albuquerque, NM. It emphasizes all the essential elements needed for successful business practices. Topics include Anatomy of a Business; The Law and Business; Necessary Insurance; Record Keeping Elements; Tax Considerations; Banking and Borrowing and SBA Programs and Resources. Fee is \$35 per person.
September 23, 2004	8 (a) Business Development Program Application Workshop (Small Business Administration)	Course presented from 1 to 3 p.m. at the Small Business Administration Conference Room at 625 Silver, SW, Suite 320, Albuquerque, NM. Learn more about the 8(a) certification process and increase your chances for 8(a) certification. Discover the benefits, gain information about other government procurement programs, and learn what other SBA Services are available. No charge, but seating is limited. For more information, contact Irene Farmer by telephone at 505-346-7909 or 505-346-6751 or by e-mail at Irene.farmer@sba.gov.
October 7, 2004	Payroll for Small Business 8 (a) Business Development Program Application Workshop	<p>This free workshop will be held from 1:30 to 4:30 p.m. Thursday, October 7 at the SBDC Office at the Northern New Mexico Community College in Española. For more information, contact Julianna Barbee at 505-747-2236 jbarbee@nmcc.edu</p> <p>This workshop will cover state and federal payroll record keeping and reporting requirements. Social Security record keeping and reporting requirements, including W-2 filing requirements and options will be covered.</p> <p>This free SBA workshop will be held from 1 to 3 p.m. Thursday, October 7 at the SBA, 625 Silver SW, Ste 320 in Albuquerque, NM. Learn more about the 8(a) certification process and increase your chances for 8(a) certification. Discover the benefits, gain information about other government procurement programs, and learn what other SBA Services are available. No charge but seating is limited. For more information, call Irene Farmer (505) 346-7909 or (505) 346-6751 or via e-mail at Irene.farmer@sba.gov.</p>
October 14, 2004	Gross Receipts Tax	<p>This free workshop will be held from 1:30 to 4:30 p.m. Thursday, October 14 at the SBDC Office at the Northern New Mexico Community College in Española. For more information, contact Julianna Barbee at 505-747-2236 jbarbee@nmcc.edu</p> <p>This workshop covers the basic taxes and how to file reports properly to avoid penalties. Topics include Gross Receipts Tax, Compensating tax, withholding tax and the proper use of Non-Taxable Transaction Certificates (NTTC's), etc.</p>
October 15, 2004	SCORE Workshop	This Service Corps of Retired Executives (SCORE) workshop will be held from 8:30 a.m. to 4:30 p.m. Friday, October 15 at the SBA Conference Room, 625 Silver SW in Albuquerque, NM. It emphasizes all the essential elements needed for successful business practices. Topics include Anatomy of a Business; The Law and Business; Necessary Insurance; Record Keeping Elements; Tax Considerations; Banking and Borrowing and SBA Programs and Resources. Fee is \$35 per person.
October 21, 2004	Website/Internet/E-Commerce	<p>This free workshop will be held from 1:30 to 4:30 p.m. Thursday, October 21 at the SBDC Office at the Northern New Mexico Community College in Española. For more information, contact Julianna Barbee at 505-747-2236 jbarbee@nmcc.edu</p> <p>This course material is intended for the business owner who is considering the internet and needs to learn how to proceed, along with those who have established websites and expect to improve their results.</p> <p>It is a practical guide to developing a website and marketing plan that leads to increased sales and profits for small business owners. The internet is presented as an additional communication tool that compliments the familiar advertising methods, print media, direct mail, and yellow pages.</p>

Events

September 30, 2004	NNMSA Annual Meeting	This is the Northern New Mexico Supplier Alliance Annual meeting at which new board members will be elected. For more information, contact Tim Martinez at 667-2390.
October 12, 2004 November 9, 2004 December 14, 2004	NNMSA Matchmaker Luncheon	This is the Northern New Mexico Supplier Alliance monthly luncheon. For more information, contact Tim Martinez at 667-2390.

TDI's Proven Recipe for Success: 99% Hard Work + 1% Luck



Ricardo "Dick" Martinez, owner of Technical Design, Inc., has grown what began as a one-man northern New Mexico operation into the national award-winning, multi-million dollar company it is now.

Technical Design Incorporated (TDI) owner Ricardo "Dick" Martinez worked for the Laboratory for 14 years before leaving in 1986 to start his own company. In his view, TDI's success is a result of working hard, doing a good job, building a good reputation and never giving up.

"Everyone thought I was insane to give up the security I had at the Lab," Martinez said. "But, I had an urge to venture out on my own and an urge to teach."

While Martinez worked "around the clock" on TDI, he also worked as an evening instructor in engineering graphics at the Technical Vocational Institute (TVI), now Northern New Mexico Community College in Española. He helped the program evolve and grow and also helped the community college hire full-time staff.

In 1990, TDI landed a contract with SBS Technologies, Inc., an Albuquerque electronics firm, to help design electronic debugging units. In 1996 this New Mexico-grown site support and engineering company employed eight people in one office and posted about \$385,000 in revenues.

In 1997, TDI was selected as a subcontractor for the \$4.2 billion DOE Accelerator Production of Tritium project (APT). This program was designed to produce a nuclear weapon component called tritium with a large particle accelerator to be built by the DOE in South Carolina. The Laboratory was a major contributor to the project. The project was canceled, but the work put TDI on the map. Martinez and his son, Ricardo K. Martinez who was now working for TDI, had to staff up and strengthen TDI's infrastructure.

"We had to find an office in Los Alamos, wire it, buy computers and hire a bunch of people in just a few weeks," Martinez said.

During that same year, Martinez successfully applied for US Small Business Administration 8(a) certification, which recognizes small, socially and economically disadvantaged businesses and helps them acquire a share of federal government contracting.

In 1998, Martinez opened a second office in the Santa Fe Business Incubator, and by 2000, TDI had opened an office in Washington, D.C. to handle a facilities management contract it had been awarded with DOE headquarters. Other organizations that contracted with TDI for facilities management services include Kirtland Air Force Base and White Sands Missile Range.

"I surfed the Web and stayed connected with people looking for new contract opportunities," Martinez said.

TDI has a large suite of business capabilities ranging from information technology services to construction and materials testing services. Martinez is quick to point out that as in any venture, the ability to prioritize is also a key to success.

"Right before the Y2K period, there was a lot of need for information systems people and I knew that if I could find the resources, I could acquire a contract,"

Martinez explained. "Since then, our IT sector has become one of our biggest business sectors."

In 1999, TDI competed against thousands of other companies to win the National Business Incubator Association's Service Company of the Year Award. Martinez said he has also had to invest not only hard work, but some of his company's money to travel, meet contacts and stay in touch with people who could help him identify other contract opportunities. In 2002, the firm officially graduated from the Santa Fe incubator.

In February 2003, KBR signed a Department of Defense Mentor-Protégé Agreement with Martinez. TDI will handle information systems and work control services for the Laboratory as part of its subcontract with KBR, managing partner of KSL (KBR/Shaw/LATA), the Laboratory's new Support Services Subcontractor. This is a five-year agreement with an option for an additional five years. Martinez is a member of the KSL Board of Directors.

"This is a great opportunity for us. KBR has treated us extremely well," Martinez said. "They're trying to involve us in everything they do – not just me – my whole staff."

Another benefit to the mentor/protégé agreement is that KBR has invited TDI to be part of other large proposals, some of them pending award.

"They're giving us the opportunity and sooner or later we're going to hit something," Martinez said. "It's a golden opportunity!"

In 18 years Martinez, a Vietnam veteran, has grown this one-man operation into the award-winning, multi-million dollar company it is now.

"The secret is pounding the pavement and taking whatever comes your way," said Martinez. "I don't mind that we end up working with other companies to get work. We do what we can."

Regional Collaboration Aids the Cumbres and Toltec Railroad



The Cumbres and Toltec Scenic Railroad travels daily between Chama and Antonito, Colorado from May to October.

Lewis and Clark started the trend of traveling and exploration on foot or by horse and canoe. Then came the covered wagons westbound on what was usually a one-way journey. But it wasn't until railroad tracks were laid across the country that the United States was able to live up to its name. Since the automobile and airplane eventually replaced the railroads as a primary means of people moving, many youngsters today are unaware of the enormous role railroads played in the development of our country.

Yet, there remains a fascination for things of the past, and one cannot follow an original route without wondering how those folks of a century and a half ago managed to lay track across all those rivers and canyons, not to mention up and down and around and under the Rocky Mountains. And many believe that the best way to see some eye-popping Western scenery is still courtesy of one of the few remaining fire-breathing behemoths making steam. That theory can be tested daily from May to October in Chama, New Mexico, and Antonito, Colorado, when the Cumbres and Toltec Scenic Railroad takes people on an unforgettable ride.

Built in the late 19th century, the C&T narrow gauge road was used to haul lumber from the forests along the New Mexico-Colorado border as well as sheep that grazed the hillsides and meadows. When

the forests and livestock played out, private interests could no longer afford an unprofitable operation. The road was eventually taken over jointly by the two state governments, operated under the name "Rio Grande Railway Corporation," and dedicated to taking tourists on tours over the 64-mile route that zigzags along the glorious scenery of the shared border. About 33,000 folks are expected to take the ride this year. For the 2,100 citizens of Chama, it's the only game in town.

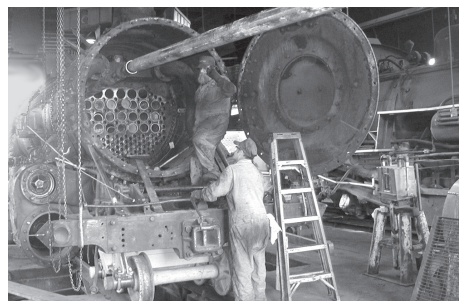
There are many challenges to running a 125-year-old railway. Parts wear out and have to be remade from scratch. Obsolete communications systems must be replaced, as do fuses that were installed in 1899. Eight locomotives need to be overhauled at a cost of \$1 million each. It's a quite daunting task for a tiny town in northern New Mexico. But, there's a plan.

At the request of the lieutenant governor's office, some organizations were mobilized to help. Los Alamos National Laboratory found loads of surplus equipment such as portable drill presses, cutting and tooling implements, and a five-ton radial drill that were shipped to Chama to upgrade the C&T machine shops. In partnership with Northern New Mexico Community College in Espanola, LANL is helping to create a welding and

metallurgy certification program and training center that will provide skilled workers not only to the Lab, but also potentially to Chama machine shops which could be the supplier of parts and repair services to the 32 narrow gauge tourist trains throughout the U.S. Sandia National Laboratories is providing technical assistance in welding procedures for the NNMCC training program, and, the Regional Development Corporation (RDC) has arranged for IBM to help with networking and computing when new technology is installed in the C&T shops. The RDC is also arranging to set up a wide-band wireless communications system that will not only serve the railroad but all of northern Rio Arriba County.

Meanwhile, the State has kicked in with \$800,000 in operating expenses and \$250,000 in capital funds, and is working with Colorado to get the Cumbres & Toltec designated as a National Historic Scenic Railroad, which will allow it to receive federal funding. The ultimate goal is to provide the means to enable the C&T to be an ongoing and self-sustaining business.

There's no certainty here, only a lot of hope, determination, and cooperation. It's also reassuring to see a state administration, a couple of federal laboratories, a community college, a non-profit economic development organization, and a blue-chip international corporation band together to help out a small community whose meal ticket is an old-fashioned train.



A new welding and metallurgy training program could supply workers to overhaul and maintain the line's eight locomotives.

Spirit Day Attracts a Crowd in the Española Valley



Tricycle and wheelbarrow races and tug-of-war contests were part of the fun at Spirit Day, held on a late August Saturday in Española's Valdez Park. The Laboratory and the University of California sponsored an information booth where staff distributed literature, took comments and fielded questions about Lab programs.

Sponsored by the Española Valley Chamber of Commerce, the annual event promotes businesses and brings the community together for a day of fun and competition.

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