

DOWTY ROTOL

NEWSLETTER

Issue 6
February 1987



The first prototype Fokker 100 during its maiden test flight

Fokker 100 takes off

Holland's new Fokker 100 twin-engine airliner made its maiden test flight on 30 November 1986 complete with Dowty Rotol landing gear and associated hydraulics. The flight, which Fokker described as completely successful, lasted just over two hours.

The 107 seat derivative of the Fokker F.28 Fellowship is a new technology aircraft which Fokker claims to have lower operating costs than any comparable jet. It is specifically designed for profitable operations in short to medium haul airline route structures.

The design of the Dowty Rotol landing gear for the Fokker 100 takes full advantage of worldwide in-service experience gained from the F.28 programme to maximise the reliability and maintainability of the

Dowty Rotol equipment thereby keeping life cycle costs to a minimum.

The aircraft's initial customers include Swissair, KLM, USAir and ILFC, together with the recent contract for 100 aircraft from the joint venture company GPA Fokker 100 Limited. Principal partner is the GPA Group, a major financing and leasing company. This latest contract boosts firm orders for the Fokker 100 to 88 aircraft with options for a further 91

The Fokker 100 is due for certification in June 1987 with the first customer delivery going to Swissair to be in service by January 1988. Dowty Rotol has received initial orders for 30 landing gear sets with an expected follow on order rate of 20 sets per annum.

Current performance

Sales turnover

Detailed below is the regular update on our sales turnover showing the value of the sales in the last quarter compared with our targets.

Month	Target	Achieved
October 1986	£10,525,000	£10,106,000
November 1986	£10,042,000	£10,105,000
December 1986	£7,943,000	£8,143,000
3 months total	£28,510,000	£28,354,000
9 months total	£81,778,000	£81,496,000

We were £282,000 behind our target at the end of December and we need to ensure that this shortfall is made up to enable us to reach our objective of a turnover of £112.8 million in the current financial year.

Order book

Month	Orders received	Total outstanding
October 1986	£10,969,000	£155,557,000
November 1986	£6,991,000	£152,442,000
December 1986	£13,786,000	£158,085,000

The major orders that have been received during the last quarter are as follows:-

Project	Equipment	Value of order received
Airbus A320	Landing gear, ram air turbines and hydraulics	£10,130,201
Panavia Tornado	Landing gear, ram air turbines and hydraulics	£5,819,548
Marine	Hydraulics	£874,490
British Aerospace Jetstream 31	Hydraulics and propellers	£450,312
McDonnell Douglas AV-8B Harrier II	Landing gear	£315,715
British Aerospace Advanced Turboprop	Landing gear and hydraulics	£252,920



The orders received for the A320 show that this programme is gathering pace. The aircraft is due to make its maiden flight this month and enter service in March 1988. To date the manufacturer, Airbus Industrie, has received 261 firm orders and a further 178 options from 15 different airlines.

In addition to supplying the twin-wheeled landing gear for the 66 tonne version we are also manufacturing both twin-wheel and bogie type landing gears for the 72 tonne version.

We have been awarded orders for 21 landing gear sets for the 66 tonne version, 29 sets for the 72 tonne version and nine sets for the 72 tonne bogie version. Further orders for 38 sets of 72 twin diablo and 10 sets of 72 bogie are anticipated shortly. To date the A320 orders received for landing gear, ram air turbines and ancillary equipment are valued at around £14 million. Airbus has indicated that it may require a delivery rate of eight aircraft sets per month from 1990.

Factory fire

November started badly for the company. On the first day of the month, a Saturday, an electrical fire started in the cable joint box above the Heat Treatment Inspection area, just after 10.00 a.m. This fire was brought under control by members of our auxiliary fire service helped by other employees but the electrical fault caused a more serious fire to occur in Sub-Station A by the Plating Shop. This resulted in damage to five major distribution panels and cables leading to a loss of power to the whole factory. Whilst this fire was being put out by the local Fire Brigade members of our auxiliary fire service used our own fire tender to ensure that there were no further problems in other areas.

Within an hour an emergency MEB team was on site and along with our maintenance staff, made major switching operations and laid temporary cables.

By the following Monday 70% of our equipment was available for use and in areas without power employees cooperated in carrying out other duties. Some emergency generators had to be used and tankers were brought in to dispose of waste.

During the week long hours were put in by our maintenance team to effect the necessary repairs. By Thursday the damaged control panels were back on site having been competely rebuilt.

As if our problems were not enough a complete loss of power occured at around 4.15 p.m. on Friday as a result of a contractor damaging a medium voltage cable. This was repaired by 2.30 a.m. on Saturday morning, the factory was closed at noon to allow for final repairs and we were back to full production the following Monday.

It is impossible to be certain about the cause of the fire because the equipment involved was totally destroyed. However it is likely that it was caused by short circuiting and all possible precautions are being taken to prevent any re-occurrence.

The picture below shows some of the employees who assisted in dealing with the fire with the company's fire tender. Left to right they are Bob Rhodes (Patrol Fireman), Larry Williams (Auxiliary Fireman), Fred Winter (Maintenance) and Phil Barker (Auxiliary Fireman).

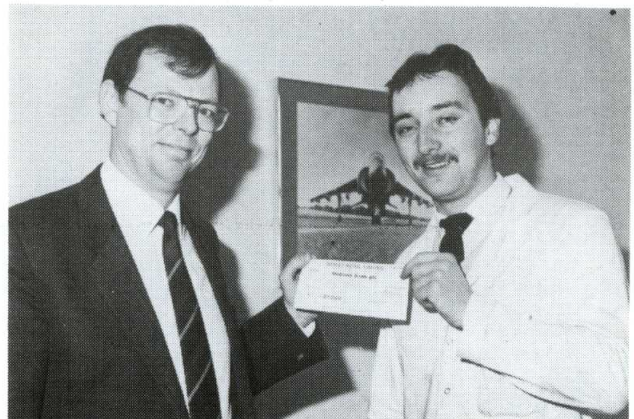


Bright idea pays off

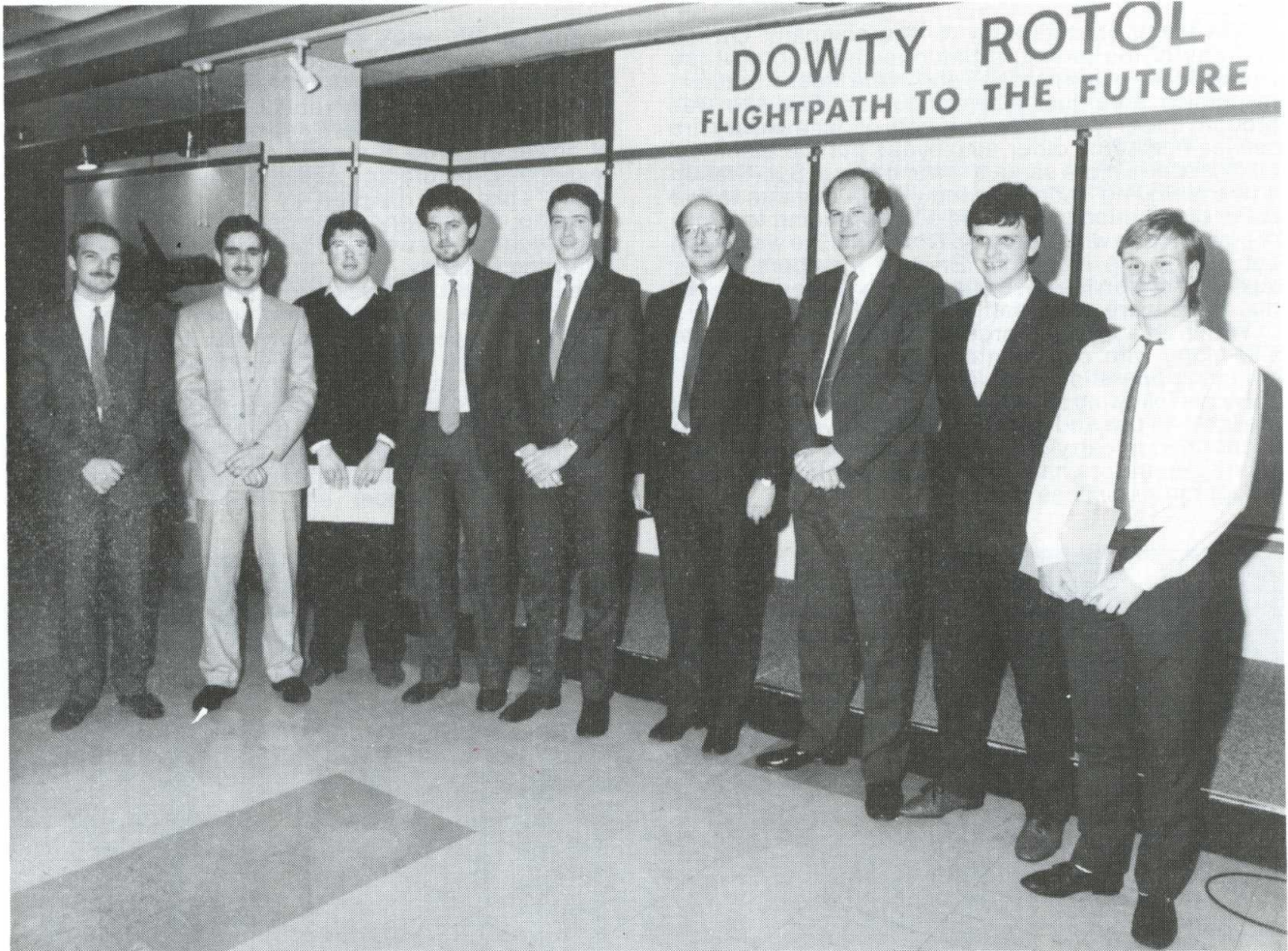
A bright idea from Andrew Smart of the Toolroom has earned him £250 from the Suggestions Scheme.

Andrew, a toolmaker and ex-Dowty apprentice, noticed that particular deep hole boring tips were needing to be reground or replaced on a regular basis. He suggested that the shape of the cutting edge should be altered in order to reduce pressure on the centre of the tip. His idea was accepted by the company and is now working successfully.

The picture right shows Andrew being presented with his cheque by Graham Lockyer, Production Director, on Monday, 12 January.



Apprentices welcome



The prizewinners are pictured with Mr. J. R. Lightfoot, Dowty Rotol Managing Director.

From left to right:-

D. B. L. Mills (Special Academic Prize), P. A. Lerigo (Richardson Prize), A. J. Meek (Final Year Craft Prize), D. G. Wayman (Electronics Prize and Special Academic Prize), T. J. Springham (Final Year Student Prize and Special Academic Prize), Mr. J. R. Lightfoot, A. Pettit (Production Prize), T. P. Gamston (Final Year Technical Prize) and A. L. Pond (Special Craft Prize).



Mr. A. N. Thatcher (Dowty Group Chief Executive) and Mr. J. R. Lightfoot (Dowty Rotol MD) observe the working display model of the Fokker 50 advanced technology composite blade propeller

'Flightpath to the future' was the theme of the first Dowty Rotol Apprentice Indenture Presentation and Prizegiving held in the main canteen on Monday, 15 December. The object of the event was to formally welcome to Dowty Rotol those ex-apprentices who joined the company in the last 12 months.

Jim Lightfoot, Managing Director, presented the indentures. Eight of the apprentices also received prizes for outstanding achievement during their academic or apprentice training.

In his welcoming address Mr. Lightfoot emphasised that, 'The common factor with each product and each section of the worldwide aerospace market is fierce competition. However, compared to other industries in the UK, aerospace is a success story which can be measured in the rise of Dowty Rotol's sales. Our strength lies in technology; the engineering foundation laid over many years and now vested in a strong team of design and production engineers, skilled craftsmen and a wide variety of other specialist skills across all disciplines.'

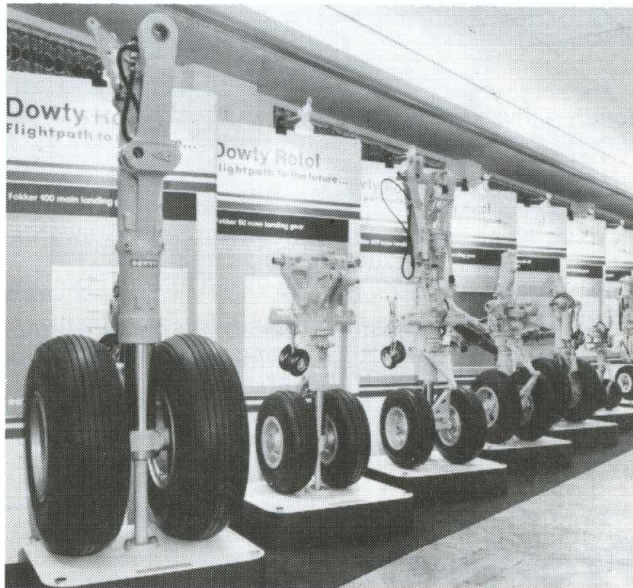
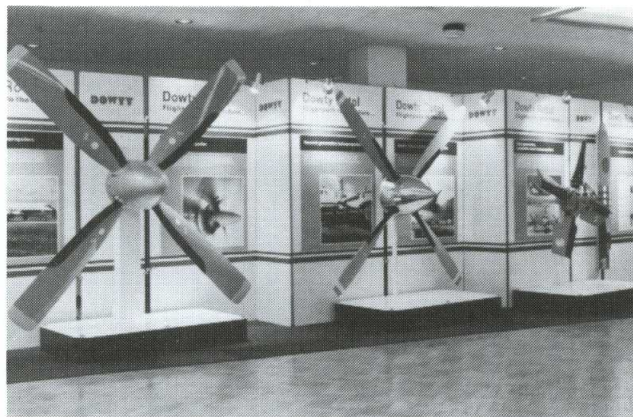
Commending the apprentices on their achievement and highlighting the challenge ahead, Mr. Lightfoot told them, 'One day the future of both Dowty Rotol and British industry will be in your hands'.

Fifty ex-apprentices attended the ceremony along with their parents, invited guests and employees associated with apprentice training. Afterwards parents and guests were invited to tour selected areas of the factory and visit an exhibition of our products in the canteen.

med to Dowty Roto



Ex-apprentices and their families inspecting the production of A320 main landing gears during a tour of the large landing gear manufacturing facility and assembly area (above and below)



Pictured above, the display of company products in the canteen



Christmas collection



For many years Dowty Rotol employees have donated toys and gifts for distribution at Christmas to underprivileged children in the area.

This year the response has surpassed all previous efforts with a wide range of toys, puzzles and games being donated. Amongst the gifts were two new bicycles which were given by the Joint Shop Stewards Council. A cash collection was also held which raised £680 and this was made up to a grand total of £850 by the company.

The picture above shows Inspector Andrew Martin (extreme right) of the NSPCC being presented with the toys and a cheque on Thursday, 4 December.

Pictured opposite is a letter of thanks received from Battledown Children's Hospital.



Provisioning Conferences

One of the important functions of our Product Support personnel is to attend Operator Provisioning Conferences which are held at the works of aircraft constructors. These conferences occur about every other month and last for two to three days. At these events the makers of the aircraft and its equipment have to demonstrate to the airline operators that they are buying a product which will give them reliability and be cost effective.

Civil aircraft are only profitable when they are flying full of passengers and freight. Unreliability, the lack of spares, or any product support shortcomings are simply not tolerated in this highly competitive world. Airlines are operating aircraft such as British Aerospace 146s, equipped with our landing gear and flap systems, up to 14 take-offs and landings per day. Such organisations cannot afford for there to be any delays in the repair of equipment or provision of spares.

Provisioning Conferences are called as new aircraft are about to enter service. Our product support personnel have lately participated in several of these conferences at Fokker, Amsterdam for the Fokker 50, at Shorts, Belfast for the Shorts 360 and most recently at British Aerospace, Bristol for the Airbus A320. Those represented at the Bristol Conference included Airbus Industrie, British Caledonian, Air France and Air Inter (a French internal airline).

Our presentations at Bristol were made by David Walker (Product Support Manager), Malcolm Stennett (Sales Manager) and Vince Dusang (Spares Provisioning Engineer). They also assessed the likely demand for our services and spares and dealt with searching questions from airline operators.



Conference delegates inspecting A320 wing fabrication at British Aerospace, Filton
(Lower right: Malcolm Stennett, Sales Manager, Product Support Division)

Long service awards



Seventy-six employees received their 25 years service awards at a buffet presentation held at the Hayden Court Hotel on 8 December. In a change from previous years the wives or husbands of those attending were also invited. As well as the traditional gold watches the gifts presented ranged from binoculars to cutlery sets. The picture above shows some of the long service employees with Jim Lightfoot, Managing Director, who made the presentations on behalf of the company.

We thought it might be interesting to ask some of those present what they thought were the main changes in the company in the last twenty-five years. Here are some of the replies we received.

Gordon Childs, Repair Shop Superintendent, pointed out that changes were to be expected over a 25 year period and thought that most had been for the better. 'Improvements in pension schemes, canteen facilities and general working conditions are there for all to see. Sadly, however, I have noticed a loss in the humour that used to be so much a part of the day's work both at shop floor and management level.'

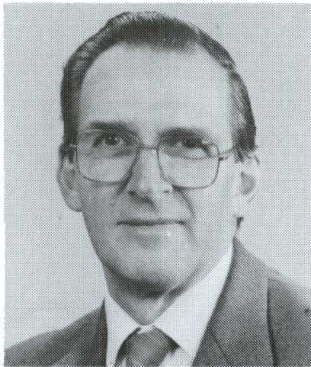
Evelyn King from the Methods Drawing Stores told us - 'The biggest change has been the introduction of new technology such as VDUs. There has also been a change in the wages - I started out on eight guineas a week!'

Ex-serviceman Bob Roberts from No. 3 Shop was critical of the attitude of some of the young managers whom he felt displayed a casual attitude by walking around with their hands in their pockets!! Bob also pointed to 'the large amount of new high technology machinery in the shop'.

Mike Peachey from the Technical Office felt that, 'great changes have taken place in the work in my department due to the gradual introduction of computerisation. There is also much more communication within the company (e.g. Newsletters, Notices, Quarterly Reports).'

Sidney Peen from No. 1 Assembly focused on technology and conditions - 'There is more technology in the machine tools used by the company. Working conditions such as holidays, wages and overalls have also improved.'

Appointments



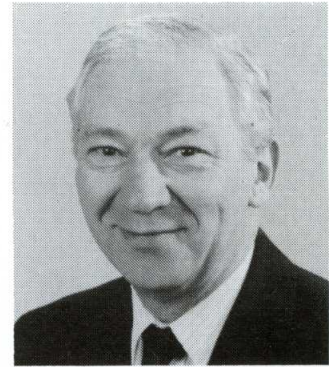
Leslie Barker — Executive Director — Engineering

Leslie Barker joined the company in July 1968 as a Quality Design Engineer. In 1978 he became the Deputy Chief Design Quality Engineer and in 1985 was promoted to Chief Engineer.



Alan Porter — Executive Director — Commercial

Alan Porter is an ex-Dowty apprentice. Following experience in our technical departments he served as Anglo French Liaison Manager prior to becoming Commercial Manager.



Stuart Russell — Executive Director — Sales

Stuart Russell, a former Hawker Siddeley apprentice, joined Dowty Rotol in January 1970, as a Technical Sales Engineer. He was appointed Marketing Manager in 1975, prior to becoming Programme Manager EFA.

Retirements

During January we had three employees retire with over forty years service. The longest serving was Ken Richmond, a Foreman in Experimental, who retired on 29 January. Ken joined Dowty Equipment in October 1937 and was promoted to Foreman in 1974.

Norman 'Scratch' Allen, a well known character from No. 3 Shop, retired on 9 January, a week short of achieving forty-five years service. He has been tipped to have a long and prosperous retirement.

The picture below shows Denys Heal (right), Standards Manager, receiving his retirement presentation on 14 January from Don Young, Deputy Chief Engineer. Denys joined Dowty Equipment in June 1940 as a Fitter and most of his service has been spent in the Drawing Office.

Our best wishes for the future go to the above and all other employees who have retired recently.



Farewell to old friends



The picture above shows Mr. D. C. Hitchens, Deputy Managing Director with a retirement gift being presented by Jack Lambden. Also pictured are Doug Grazier (second left) and Jim Scott (fifth right) who have also retired recently.