

Farnborough Debut For Messier-Dowty



In September the world's aerospace industry gathered in force at the Farnborough International Airshow.

The Airshow was the debut for the new Messier-Dowty joint venture.

The new logo with its 'runway' concept worked very well on the stand combined with a runway lighting effect as the backdrop for exhibits.

Exhibits included an impressive display of the complete set of Airbus A340 main, nose and centreline gears. This was a perfect reflection of the combined resources of the new

company with the main gear from Gloucester, centreline gear from Canada and the nose from France.

Other exhibits included the McDonnell Douglas F18 nose gear from Toronto and the IPTN N-250 main gear from Messier.

The principal talking point of visitors was quite naturally the joint venture. In addition the week long show saw a very high level of meeting activity with some productive discussions resulting.

The stand was also visited by a number of VIPs including Prince Michael of Kent and Tim Eggar, Minister for Industry & Energy (Aerospace Industry Minister).

The organisers reported the show to be bigger than previous years in terms of the exhibition floor space and the number of aircraft on display in the static park. Over 200,000 people attended during the week.

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Sports and Social Update

On Course To Beat Profit Target

Financial results at the end of November showed that we are on course to beat our profit target for 1994, despite a shortfall in sales.

Sales in the period January to November were £76.4 million, around £1.6 million below target. The shortfall was in original equipment sales with spares sales marginally above the target level.

Despite the shortfall in sales, profit was £1.2 million above target reflecting the efforts made to reduce our revenue expenditure.

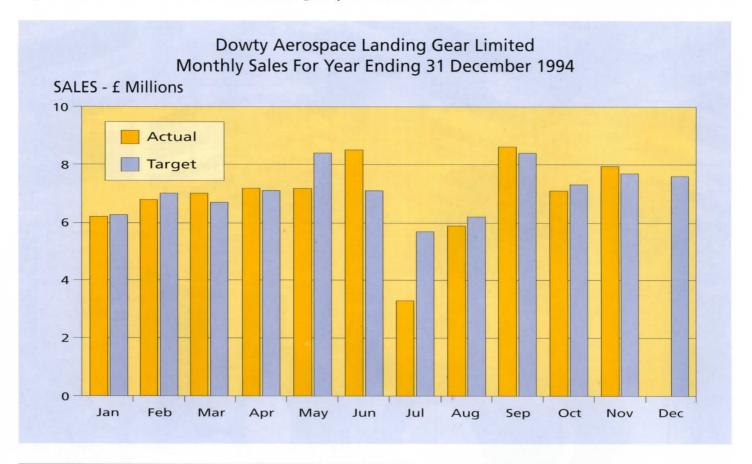
October and November were good months for spares sales including the sale of an A320 main gear to DAAS(G) for a repair contract they recently won.

Cash performance remains good showing the positive effect of the work

that has been put into reducing inventory and because capital expenditure is below forecast

Our forward order book at the end of November stood at £161.2 million compared to £172.7 million at the start of the year.

The chart below shows our actual sales each month compared with the target.



(Farnborough continued)

Opinion at the show was that the industry had reached the bottom of the commercial aircraft cycle with the start of the recovery expected in 1996.

Major order announcements were few and far between but some of the significant programmes attracting attention which affect Dowty included the following:

C130J and FLA The loudest issue of the show was the public debate over the merits of the two aircraft and their suitability for the UK's Airlift Replacement Program.

The physical presence of the much publicised mock - up of the FLA brought an air of reality to the programme.

This subject is covered in a separate article in this issue of *LINK*.

UK ATTACK HELICOPTER

Farnborough was the last major

public opportunity for the competitors for this programme to show their products before the UK MoD takes its decision on purchasing around 90 helicopters for the British Army in spring 1995. The competitors are:-

LONGBOW APACHE - the McDonnell Douglas helicopter, to be built in the UK by Westland, with a team including Martin Marietta, Westinghouse, Shorts of Belfast, Rolls-Royce (as an engine option), Lucas and Smiths Industries.

TIGER - a consortium of the existing Eurocopter Tiger members (Aerospatiale and DASA) and British Aerospace. Rolls would be a partner in the engine consortium.

COBRA VENOM - an update of the Bell aircraft, which was the first dedicated attack helicopter. The current version is a collaboration between Textron and the UK's GEC.

COMANCHE - US development helicopter between Boeing and UTC (Sikorsky) which is still on the drawing board.

AUGUSTA A129 - Italian helicopter ROOIVALK - South African helicopter built by Atlas & partnered with Marshalls of Cambridge, and including GEC's Brimstone anti-attack missile and possibly Rolls as well.

Messier-Dowty are bidding for the landing gear on the Rooivalk.

AIRBUS - A leasing company announced an order for 5 A340-300 271 ton versions and 9 A320's. Contracts were placed earlier this year and are already included in the firm order schedule. Two of the A340's will be delivered to Virgin.

FOKKER - The new 130 seat DASA/ Fokker project has been renamed the FAX (Fokker Aircraft Experimental). It is

Sea Fury Flies Again

We are involved in a plan to launch a commemorative flight of a Sea Fury fighter based at British Aerospace, Brough, on Humberside.

Over the next two years we are coordinating, with the help of DAAS, the restoration of landing gear, hydraulic and gearbox components. This involves overhauling and upgrading the landing gears and arranging re-certification so that the aircraft can be flown again. The Sea Fury was the fastest single engine, propeller driven aircraft ever produced being capable of 485mph at sea level. First flown in 1947, the Sea Fury was used extensively throughout the Korean war mainly in a ground attack role, flying from aircraft carriers.

Frequent encounters occurred with the faster but less manoeuvrable Mig 15 and on 9th August 1952 the first Mig fighter was shot down by a Sea Fury of 802 Squadron operating from HMS Ocean.

The fighter was armed with four 20mm cannon and a choice of rockets or bombs. The commemorative flight is intended to be an entirely peaceful event!!

This project is part of an ongoing relationship between Dowty and the Royal Navy "Historic Flight" which will also involve the restoration of Swordfish, Firefly and Sea Hawk aircraft.



being carried out by a DASA-led joint team in Amsterdam and will stay at a "business opportunity" level until a business case has been proved.

AVRO - Range extensions were announced for the RJ70 and variants (BAe 146). Seven more orders were received in the last month from two unidentified operators and a further announcement from Lufthansa is expected shortly. The first of the 4 RJ70'S ordered by Air Malta was handed over.



Rooivalk Attack Helicopter

Page 3



QUOTATIONS

Who said Some of my colleagues are so keen on family values that they choose to have more than one of them!

(a) \square Tim Yeo

(b) \square Edwina Currie (c) \square David Mellor

Who said 'Well, for one thing I find that I no longer win every golf game I play. b) ☐ George Bush c) ☐ Nick Faldo

a) Bob Hope Who said There is nothing to be sorry about. Being fat can actually be a lot of fun. b) 🗖 Luciano Pavarotti

a) Oliver Reed c) Helmut Kohl

Who said 'Everybody rings me up all the time to ask about sex.' $a) \square David Mellor$ $b) \square Barbara Cartland$ c) \(\text{Madonna} \)

Who said 'What have I done to deserve this? I feel I am being absolutely destroyed.¹
a) □ Diane Modahl b) ☐ Jimmy Knapp c) ☐ Princess Diana

Who said 'I'm just a little housewife.' who said Thi just a fine housewife.

a) \square Sophia Loren b) \square Hilary Clinton c) \square Boy George

Who said 'Talking about art is like dancing about architecture! $a) \square David Bowie \qquad b) \square David Hockney \qquad c) \square Barry Manilow$

Who said 'Nowadays everybody is crazy.' $a) \square$ Screaming Lord Sutch $b) \square$ Ken Dodd $c) \square$ Charles Manson

Who said, on being offered camel's milk as an aphrodisiac "Fat lot of use it's going to be for me, I can tell you."

a) □ Prince Charles b) □ Margaret Thatcher

c) □ Peter Ustinov

10. Who is always called 'honeybunch' by his wife'
a) □ Ian Paisley b) □ Cbris Eubank c) □ Tony Blair

TELEVISION

Who was 'The Man From Auntie'? b) ☐ Bob Monkhouse c) ☐ Tony Slattery a) 🗆 Ben Elton

Who hosted 'How Do They Do That?'? a) □ Frank Bough b) □ Desmond Lynam c) Chris Tarrant

Which soap star faced £500,000 damages after losing a libel

a) ☐ Gillian Taylforth b) ☐ William Roache c) Uvictoria Principal

How many television murders has the average U.S. child seen before leaving primary school? b) 🗆 1500 a) 🗆 250

Which nun became famous as a TV art expert? b) ☐ Sister Wendy c) ☐ Sister Olivia a) Sister Maria

Dorothea was the main character in which programme? a) □ Middlemarch b) □ Casualty c) □ Soldier Soldier

Who created the spoof talk show host, Alan Partridge?

a) \square Harry Enfield b) \square Steve Coogan c) \square Danny Baker

Which 'Coronation Street' character spent the night on his

b) Percy Sugden a) 🗆 Ken Barlow c) 🗖 Jack Duckworth

On which show is Rosemarie Ford a hostess? a) ☐ Generation Game b) ☐ Wheel of Fortune c) Gladiators

10. Who was the new quizmaster on 'University Challenge'? a) □ Bamber Gascoigne b) □ Stephen Fry c) 🗖 Jeremy Paxman (10)

ROYAL I

X1. Which Royal had his cuff-link a) Prince Edward b) Pri

Which Royal became the fire a) The Queen

Whom did Prince Charles de kable and wonderful people a) Princess Diana b) C c) D Queen Mother

What is Lady Helen Taylor's - called? a) 🗆 Christopher b) 0 (

To whom was Princess Diar telephone calls? b) 1 a) Diver Hoare

X 6. Which Royal joined the Roy a) □ Duke of Gloucester c) □ Duchess of Kent

Who said, 'Until it became both having tried?

a) Prince Charles
c) Duke of Edinburgh

1994 was the 25th anniver a) □ Marriage of Princess
b) □ Prince of Wales' inves
c) □ Queen's first Derby vi

Prince Charles launched a a) Architecture b)

Whose daughter started at a) ☐ Princess Royal b) ☐ c) ☐ Princess Alexandra 7



Christm

SPORT

Which U.S. ice skater was attacked in January?

a) □ Tonya Hardine bJ□ Shelley Blades c) □ Nancy Kerrigan

Which football team won the Scottish Cup? won the Scottish cup: b) □ Dundee United c) □ Aberdeen a) Rangers

Which medal did Torvill and Dean win at the Winter Olympics? $a) \square Gold$ $b) \square Silver$ $c) \square Bronze$

Which boxer claimed an interest in the novels of Tolstoy a) \square Chris Eubank b) \square Frank Bruno c) \square Mike Tyson

How many runs did Brian Lara score in his record-breaking

c) 🗆 525 b) 🗆 513

a) 🗆 501

Which world champion lost to a computer? a) \Box Pete Sampras b) \Box Garry Kasparov c) \Box Stepben Hendry

Which golfer won two of the year's four 'Major' tournaments' b) ☐ Jose-Maria Olazabal a) D Ernie Els

c) \(\sigma\) Nick Price Who was fined for having 'dirt in his pocket'?

a) \square Nick Faldo

b) \square Mike Atberton

c) \square Andre Agassi a) D Nick Faldo

What was the attendance at January's Rangers-Celtic reserve c) 20,231 match?

b) 38,423 a) 🗆 647

. .

Which company will supply athletes with free food around the Which company who clock at the 1996 Olympics?

clock at the 1996 Olympics?

b) ☐ Kelloggs c) 🗖 Coca-Cola

a) \(\square McDonalds

MUSIC

Whose new album was 'Voodoo Lounge'?

a) □ R.E.M. b) □ Rolling Stones

Michael Jackson married which rock star's daughter? c) 🗆 Bob Dylan b) \(\square Mick Jagger \) a) D Elvis Presley

c) Pink Floyd

Where was the second Three Tenors concert held? c) Rome b) Los Angeles a) New York

Cliff Richard decided to play which literary character? c) \square Heathcliff b) Rbett Butler a) A Hamlet

Which singer swore more than a dozen times in a shocking interview on the David Letterman Show? c) Donny Osmond b) \(\square Madonna \) a) Cher

Which group was offered £2.5 million to play at the Isle of

Wight festival c) \(\subseteq Led Zeppelin \) b) The Beatles a) The Who

After two decades of stagefright which singer returned to live performances?

a) □ Barbra Streisand b) □ Gilbert O'Sullivan c) Lionel Richie

Which singer was converted to religion? a) Rolf Harris b) Billy Idol

c) Samantha Fox c) \(\square M People

Whose debut album was 'Definitely Maybe'?

a) \square Oasis

b) \square Blur X

George Michael lost his court case against which company?

| Allowed | Description | Sony Music | C | EMI | | b) Sony Music a) Atlantic

POL

Which Labour M.P. was crit television with Saddam Hussein?
a) □ Robin Cook

Which minister accused for

a) Michael Portillo b) 1

Which politician was banner speeding?

a) \(\text{Michael Heseltineb} \) \(\text{A} \) Who described the riot at a

'exuberance'? a) ☐ Jeremy Hanley b) ☐ Je

Which world leader had a pe

 $a) \square Bill Clinton \qquad b) \square M$ Two MPs were accused of ta

tary questions - how much pe a) 🗆 £100 b) Q £1

Who fainted in Chile? a)

George Bush b) 1 Me

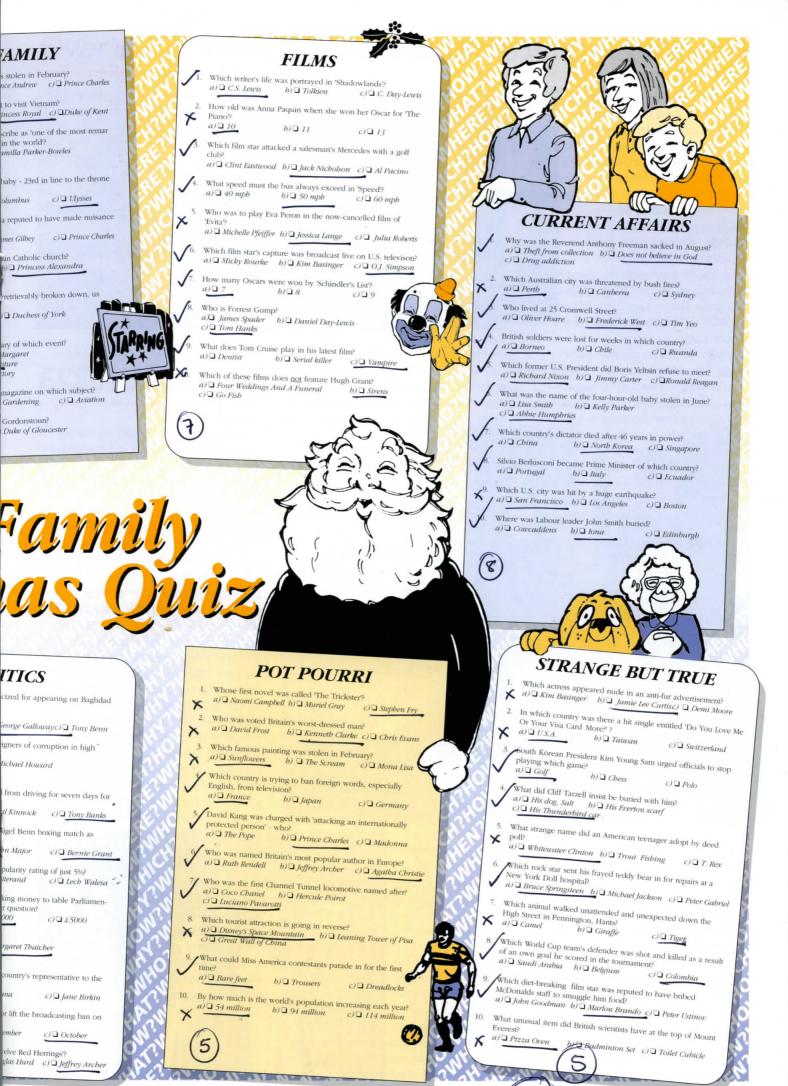
c) Paddy Ashdown

Which singer was elected her European Parliament?

a) \(\bar{D} \) Nana Mouskouri \(b) \(\bar{D} \)

In which month did John Maj Sinn Fein? a) 🗆 August b) □ Sep. 6

Which politicia produced Tv a) \(\begin{aligned} \text{Michael Dobbs} & b) \(\begin{aligned} \text{Dot} \\ \text{Dot} \end{aligned} \)



See back page for answers

Hercules Replacement

Over recent months, much has been reported in the press about the merits of the two aircraft contesting the RAF requirement to replace the Hercules aircraft. The issues involved with large defence contracts are always complicated and many sided. *LINK* spoke to Ian Cosh, Marketing Manager, to understand the Messier-Dowty view.

LINK: Which are the two aircraft competing?

Lockheed is offering an upgraded Hercules called the C130J whilst the European Future Large Aircraft Group (EUROFLAG) intend offering the Future Large Aircraft (FLA).

LINK: Why does the RAF need to replace the Hercules in the first place?

Increasing use of RAF Transport Aircraft in war zones like Bosnia and for humanitarian missions in places like Rwanda has placed an ever increasing burden on the RAF to maintain and keep these ageing aircraft flying. Although still reliable, the "Herc" has been about for nearly 40 years and suffers from reduced



Hercules

one presents a shorter term opportunity and the other, a longer term prospect. We stand a chance of gaining considerable benefit from both and in these days with fewer programmes, we must take every opportunity.

LINK: Who are we backing then?

We have not backed either aircraft exclusively, nor do the Lockheed or the FLA people expect us to. They realise that we are free agents as far as been ruled out on cost effectiveness. However, with 1600 Hercules flying in the world, the replacement market is huge - estimated at 700 aircraft by Lockheed.

The Euroflag FLA team estimate a market of about 300 FLA though this number could increase if Airbus Industrie assumes responsibility for the manufacture, sales and marketing and then develop a Maritime Patrol Aircraft (MPA) and Tanker versions.

LINK: What is the situation with each programme now?

With regard to FLA, the New Projects Engineering Team led by Chris Morgan has been working in conjunction with Messier on a number of FLA tasks. They have looked at landing gear layout concepts, cost feasibility and weight / size trade off studies. We have made various presentations to FLA to help them define the European Staff Target document that will be issued to potential customers. The EST is nearing completion and the next action for FLA is to finalise certain aircraft aspects including the landing gear in preparation for the aircraft feasibility study phase commencing mid 1995. We expect a Request For Proposal in late 1995 although the go ahead is scheduled for 1997.

As far as the Hercules replacement is concerned, MoD is currently evaluating various options including the offer by Lockheed to supply the new C130J

Offers have also been made aimed at improving availability of the current Hercules through updating and third party management of the fleet.



FLA

availability. A replacement aircraft with updated engines, propellers and electronics, etc. makes sense.

LINK: Is it a question of Dowty supporting either the C130J or the FLA as the press would seem to pit one against the other?

No, not at all. Each aircraft has a place in the mix of platforms required to meet the MoD and British Foreign Policy commitments both now and in the future.

LINK: What choice of aircraft would be best for Messier-Dowty?

I would have to say both really as

bidding is concerned. Both programmes are receiving equal attention within Dowty. Nowadays, it is not incompatible to support both sides of a programme especially if there is no conflict of interest.

LINK: How many aircraft are required?

The UK currently operate about 60 Hercules. In the evolving arena of defence cuts, one for one replacement is unlikely. The official plan calls for a two batch replacement schedule with 30 being bought now and possibly up to 30 later. Refurbishment has all but

Over £600 Raised For Children In Need

Malicious gossip that the Finance department was made up of hard-hearted accountants with no soul has been finally dispelled.

Members of the Finance team have supported the Children In Need Appeal by holding a sale of cakes and running a raffle. The total amount raised in just 3 days was £603.65 including £100 donation from the company. A remarkable achievement in such a short time.

First prize of a large teddy



bear in the raffle was won by Tracy Pearse from Engineering. You may be interested to know that Wayne Brown won the Trolls Head. So if you see an orange haired troll walking around just say "Hello Wayne".

Pam and Pete Barton and the other organisers have asked us to thank everyone who took part in the raffle and cake sale.

The organising team with the prizes

Exam Successes

Five members of our Process Department have successfully completed a B.Tec National Certificate in Metal Finishing.

Congratulations go to Paul Cusick, Ray Hall, Steve Petford, Dave Spackman and Gareth Hughes who attended lectures every Friday afternoon for a year as well as undertaking a considerable amount of coursework. Thanks go to Bruce Pudner for his assistance as tutor and mentor.

In addition to the B.Tec, Gareth Hughes, Ray Hall and Steve Petford passed a further exam set by the Institute of Metal Finishing and have been awarded the Advanced Technician Certificate.

Two of our Technician Engineer apprentices, Catherine Swan and Ben Bishop achieved H.N.D. qualifications in Mechanical Engineering. Catherine has now finished her apprenticeship and is working as an Engineer in the Design Department.

This academic year thirty employees are pursuing academic courses at local colleges supported by the company. A wide range of subjects are being studied including Electronic Servicing, Information Technology, Business Studies and Japanese.

Further details about courses at local colleges and company support is available from Roger Goldby, Training Manager on Extension 1491.









Andrew Pond

Congratulations go to the following who successfully passed exams in the last academic year:-

Name	Department	Qualification		
Jeremy Bird	Engineering	Autocad City and Guilds		
Ian Hickman	Engineering	Autocad City and Guilds		
John Pritchard	Test	Autocad City and Guilds		
Dave Tuffley	Engineering	Autocad City and Guilds		
Martin Langford	Medium Landing Gear	Autocad City and Guilds		
Andrew Pond	Engineering (Previously	No 2 Shop)		
		HNC in Manufacturing Engineering		
Luke Hayburst	Medium Landing Gear	HNC in Mechanical Engineering		
Kath Hale	Spares	Business Administration NVQ II		
Dave Brown	No 2 Shop	Institute of Quality Assurance (AII)		
Aubrey Hann	Assembly	Quality Assurance City and Guilds		
Graham Bailey	Sales	French for Business		
Martin Hignett	Medium Landing Gear	French for Business		
Julia Payne	Engineering	French for Business		
Derek Shiells	Engineering	French for Business		
John Sparkes	Quality	French for Business		
Colin Thornton	Sales	French for Business		
Tony Wood	Large Landing Gear	French for Business		
Brian Churchill	Finance	German		

Process team members receiving certificate from Alan McKay

Focus On Stores

Most of us use the Stores to get the parts or equipment we need to do our job. *LINK* spoke to Julian Swattridge, Stores and Despatch Manager, to find out more about this part of our business.

LINK: How would you describe what you do in the Stores?

Julian: In a nutshell we receive, check, store and issue.

The parts manufactured in the Machine Shops arrive as raw material - either pipes, lengths of bar or main fitting forgings. These items are unloaded at the Raw Material Stores and handled from receipt to issue by an Inspector and two Storekeepers.

All other purchased parts are received via the Goods Receiving area at the lower end of the Finished Parts Stores. This area has seen radical changes in the last 12 months due to the flexibility and increased

skills of the Storekeepers. They now update MRPS on line and clear "fast track" items. These are items without quality problems for at least the two previous deliveries.

LINK: What inspection do you carry out?

Julian: Of the 2,000 production parts received each month, around

30% require inspection. These are reviewed in line with the MRPS required date sequence by a team of five Inspectors.

LINK: What happens after you have received the parts?

Julian: Items held in stock are located in vertical carousels in the Finished Parts Stores and No 5 Shop Stores. Every week MRPS produces a

picking list of all sub assemblies and units required for build a week later. This means that around 2,000 line items have to be physically picked from stock and then marshalled into kits before being issued.

LINK: How important is accuracy? **Julian**: Very important. With the large number of physical movements of parts, and the high value of stock, accuracy is one of our key issues.



To help with this task we use a system of cycle counting which means we count or check all high value and fast moving items at least four times a year.

The accuracy level we achieve in monetary terms is over 99%. This is down to the dedication and professionalism of the team in the depart-

ment.

LINK: What non-production items do you deal with?

Julian: We stock, issue and order a whole range of other items. Oils, paints, greases, nuts, bolts, washers, stationery and consumables ranging from kimwipes to 30 inch grinding wheels.

The lead time for this stock is from one day to six months. Over 300 items are issued from the window at the top of the Stores each week. We try to

ensure we have items in stock to meet demand but please bear with us if we occasionally get it wrong.

One of the key ways we can support the business is to reduce inventory by keeping stocks to a minimum. We aim to do this and, at the same time, satisfy the needs of our internal customers.

Sports and Social Update

JUDO SUCCESS: Congratulations to Pete Salter and the team from the Dowty Judo Club who took part in the West of England Championships at Gloucester Leisure Centre in November. Pete organised the event which went off extremely well and attracted a field of 180 judo experts from as far afield as Russia.

PRIZE DRAW BEATS NATIONAL
LOTTERY: The Sports and Social Prize
Draw is now run monthly with bigger
prizes. The odds of winning the draw are
way ahead of some well known competitors with over 80% of income paid out as
prize money. What's more we don't reveal
the names of the winners to the Sun.
Forms to enter the draw are available from
the Human Resources department.

WELCOME TO CAROL: We have a new stewardess, Carol Brownett, at the Staverton clubhouse. If you have not met Carol you are in for an education. Not only does she keep and serve a good pint she can speak with authority on every subject - except Rugby. Carol, needless to say, is a great Cherry and Whites fan.

MERGER OF DIVISIONS: The Arle Court and Staverton divisions have been merged to become the Aerospace division. There is one management committee with representatives from DALG, DAAS(G), DAP and DAHC.

CHRISTMAS BLUES: If you think you may experience those post-Christmas blues why not bring the family along to our Boxing Day childrens disco at the Staverton clubhouse. Prizes for the children. Adults disco in the evening.

ASHCHURCH RE-OPENS: The Ashchurch clubhouse has now re-opened on a new temporary site. The standard of interior fixtures and fittings is excellent. Many thanks go to members of the Landing Gear team who helped with removals from the old clubhouse.

Family Christmas Quiz Answers

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Politics	91	50	98	пţ	25	99	94	118	96	201	
Music	qI	70	98	οb	95	99	10/	98	06	901	
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