

MSG

NEWSLETTER

Season's
Greetings

DECEMBER 1993

FOREWORD

Yet another year draws to a close, how time flies when you're having fun!! I would like to pass on my sincere thanks to each and every one of you for your loyal support throughout the year.

Looking back over 1993 it has been a year of changes - in January a new company name, in March the Signal Processing Group of Borehamwood (ex TSRL) joined the Group and then in summer, a change of name to Mission Systems Group. It has also been a year tinged with sadness as we remember the passing of Bill Rapley and Frank Oates, both long standing members of the company, who will be sadly missed.

During 1993 MSG secured a number of significant contracts including the 902 PD Study from Dowty, the Real Time Processor for DRA, Farnborough, AQS 928/2069 Systems for Pakistan Navy, RN Issue 5 Software and Active Mods Programme, an update to the Swedish Navy AQS 928 Systems, IBM-ASIC Merlin SIM/STIM, as well as numerous changes to the main 903/IBM-ASIC Merlin Contract. These orders have helped to ensure future work for the Engineering Department.

On the project scene I am pleased to say that apart from the odd minor hiccup, all programmes are proceeding well, due wholly to your commitment - many thanks. As I am sure you are aware we have recently claimed the final financial milestone on the 903 MOD Development Contract - the end of one era and the start of another!

Obviously we cannot afford to be complacent and our Marketing/Business Development Groups have been actively pursuing future prospects to ensure a sustained order book. These two Groups have kept Tech Pubs and Barrie Riley busy generating numerous proposals for the Royal Australian Air Force P3-C Update Programme, the Royal Air Force Nimrod Replacement Programme, the Cobra Venom Mission Computer, ACT 2 Systems for Italy and many more.

Speaking of proposals - another MSG chapter closes with the retirement of Barrie Riley, who will be sorely missed by all of us, especially by "the bl.....dy Engineers, who never could write English or spell" and of course by the ladies for his unfailing charm and wit!! On a personal note my thanks to Barrie for ensuring the timely issue and high standard of proposals and newsletters. Ed - may we all wish you a long and happy retirement, some of us will be envious knowing that whilst we toil, you are out there hitting that little white ball! Many, many thanks - don't forget you're always welcome to join us on MSG Golf Days - perhaps you would even like to carry on organising them for us?

Finally, my thanks once again for your continued support and may I take this opportunity to send you and your families my good wishes for Christmas and the coming year.

S Wood

S Wood

PROJECT REVIEW

AQS 901

RAF interest in the colour modification is becoming firmer. Most of their key players are convinced it will provide a major enhancement to the current capability. We have demonstrated the facility a number of times both here and at RAF Kinloss. If you are interested in seeing it speak to Debbie Soames or Alan Smith. Currently we are reviewing the most cost effective way of incorporating the modification in the aircraft.

Quotes for the transfer of a DCU 3 firmware update facility to NST and the installation of a solid state program load unit are being progressed. We are hopeful contracts will be placed in the near future.

901/902 PDS

The price was finally negotiated this quarter. A sterling effort by Kevin Middleton and Mike Ryder. Brian Lloyd's team have the unenviable job of chasing up the many Sub-contractors getting tasks completed and invoiced. Not least is the problem of getting the tasks authorised by MOD in the first place. In the face of a shrinking defence budget we are managing to hold the business steady.

AQS 902

Royal Navy Sea King Mk6

Work on 6116 Issue 5 software continues on schedule. The software development has been completed with all eight phased builds handed to Integration on time.

We are now progressing into the support phase with approx 30 product reports outstanding. This is considerably less than anticipated and would have been better if certain analysts could differentiate between horizontal and vertical.

Work on the prototype active modifications has been completed and we are waiting for authority to proceed with productionisation and modification kits. Our initial look indicates we have made a significant improvement in the performance of the equipment. Even Brian Eades has been heard to say it looks OK though its not in writing yet.

Royal Swedish Navy

The work is progressing satisfactorily but we've had to shuffle the programme a couple of time to accommodate deliveries of equipment from production. In the next Newsletter we should be able to report that the 10KHz facility is working well. This may prove an attractive modification for all our 902 customers.

Pakistan

Well we are under way but it has taken some time to get all the fine details sorted out in the contract. All our main Sub-contractors have started up.

Paul Adam recently visited the Pakistan Navy Base at Mehran near Karachi where the aircraft modifications will be performed. First impressions are good. The facilities are excellent and well maintained; the aircraft are in good condition and the Navy guys are enthusiastic and knowledgeable. He was less impressed with the local food and developed a real taste for pasta in the Hotel Italian restaurant which is why he came back the same rotund shape.

GEMMA Tactical Processor

The 'go-ahead' has been given to re-start the GEMMA re-host. Plans have been drawn up, resources allocated, all we have to do is recall the code and find the documentation.

The plan is to provide a tactical database demonstrator based on VME/68000 hardware by May '94. All major CSCIs

have been rehosted, but are at different stages of testing, ranging from the Tracker CSCI which is complete, to the largest, the MAIN database, which starts testing in the New Year.

ACT 2

Since the last newsletter the team has been busy producing proposals for ACT systems in various guises. This included the Italian Navy which is negotiating to purchase two ground based systems for MPA training.

The Royal Navy is showing interest in a system, modified to simulate the 2069 dipping sonar, for installation in the Sea King Mk VI and consequently to train AQS 902 operators.

Like Stork margarine ACT 2 fame is spreading. In the new year we shall be demonstrating the equipment in the Antipodes, for the initiated New Zealand and Australia. Guess who is going on this jolly - not Ed.

IBM-ASIC ACT

Development of the IBM-ASIC ACT is on schedule thanks to the hard work of the Sonics Sim/Stim team. The hardware is in the Rigs area and preliminary hardware acceptance is well underway, a major milestone.

The next major milestone is the Critical

Design Review. Another opportunity to impress our customers and in particular MOD and Westlands.

After Christmas the team will be incorporating the software onto the hardware and starting integration and performance testing.

PFC Test Set

The last period has seen the successful delivery of the initial version of the Flight Function section of the Aircraft Model to FCG. This involved integrating the BOEING Ada code with MSG Ada code. Significant effort was required to resolve potential processor loading problems and updates to the model.

In addition MSG has been supporting the FCG PFC Integration programme and supplying, FCG requested, software enhancements for the Test Set. The enhancements included incorporating Freshness Counts, Speeding up Software Download and Test Set Initialisation, and including a function to allow several individual bits to be modified within an ARINC word within one transmission frame of the ARINC bus. All these facilities have been passed to FCG.

Continuing requests for enhancements to the Test Set functionality have resulted in the project end date being extended to mid 1994 with a team size of nine.

WOMEN'S BUSINESS CLOTHES

WOMEN UNDERSTAND HOW TO USE BUSINESS CLOTHES TO CONVEY SUBTLE MESSAGES.



THESE CLOTHES SAY "I LIKE EATING CHOCOLATE MORE THAN I LIKE THIS STUPID JOB."



THESE CLOTHES SAY "I AM A SUCCESSFUL BUSINESS WOMAN. GET OUT OF MY WAY, DAMN IT."



THESE CLOTHES SAY "I HOPE YOU WILL IGNORE THE STUFF THAT COMES OUT OF MY MOUTH."



UNDERSTANDING MARKETING PEOPLE

PEOPLE ENTER THE MARKETING PROFESSION AFTER THEY REALIZE THAT THEY HAVE GROWN UP WITHOUT ANY PARTICULAR SKILLS.



I SAY WE SHOULD LISTEN TO THE CUSTOMERS AND GIVE THEM WHAT THEY WANT.



WHAT THEY WANT IS BETTER PRODUCTS FOR FREE.



OH... THEN LET'S JUST SELL THEM WHAT WE'VE GOT AND CALL IT A STRATEGY.



EXHIBITIONS AND VISITS

M. Baxter

EGYPT

As a follow on to our recent success in winning the contract to upgrade the ASW capability of the Pakistan Navy Sea King, MSG is marketing a similar upgrade to the Egyptian Air Force. The EAF has five Sea King Mk47 and over 20 Commando helicopters, some of which they wish to convert to the ASW role.

The aim of my visit to Cairo was to re-inforce our recent proposal and ensure that the EAF and the Armament Department understood how capable and relatively cheap it is to replace the Plessey 195 with AQS 928/2069.

The meeting with the EAF went ahead on time, rumours about the Arab ability to keep to time are unfounded. After 4½ hours of intelligent questions and (sometimes) intelligent answers the EAF appear convinced that we have the most viable solution. However, business is never that simple and in this case, the problem is money and politics. The Egyptians have a severe budget problem. For Defence spending this is eased by the availability of Foreign Military Sales (FMS) credits from the US. Unfortunately these are only available for US equipment. Since no comparable scheme is available in the UK we are at a disadvantage to our competitor, Allied Signal Aerospace (i.e. Bendix). However, we do not give up easily - watch this space.

FAR EAST

I am writing this report whilst in Langkawi attending an exhibition on behalf of Corporate Marketing. You may wonder, as I did, where is Langkawi? Although the exhibition is called LIMA, Langkawi is not in Peru but an island off Malaysia.

The Langkawi International Maritime and Aviation exhibition has been designated

by the Malaysian Prime Minister as the premier show in the region and the organisers are pulling out all the stops to encourage companies to attend. GEC-Marconi presence is headed by Naval Systems who recently won a contract to supply two frigates to the Malaysian Navy and is bidding to supply Offshore Patrol Vessels. Other GEC-Marconi companies at the show include Combat Systems, Radar and Control, Communications, Defence Systems and Projects.

I cannot comment on the quality of the exhibition since it opens on the same day as my deadline for this article. I have been helping to assemble the GMAV stand which looks as impressive as they normally do (Think about it!). The flying display rehearsals have been pretty exciting, which is rather unfortunate for the holidaymakers who have come for a tranquil vacation only to find a Squadron of MIG29s, a couple of MIG31s and Mirage 2000s performing above the beaches.

En route to Langkawi I have been conducting business in Singapore, Thailand and Indonesia. The meeting with the Singapore Navy was encouraging. In Bangkok, meetings with the Thai Navy and UK Embassy staff were discouraging - mainly due to budget problems. In Bandung, IPTN (Indonesia aircraft manufacturer) has adopted AQS 928 as the preferred acoustic system for the CN235 ASW MPA, but a customer for such an aircraft is still a long way off - patience is a virtue in this business.

Talking of patience, it is also a pre-requisite of travel in this region. Over the last seven days I have made seven flights, one very hairy three hour car journey over the mountains in Indonesia, stayed in five different hotels, spent seemingly endless hours in departure lounges and immigration queues, experienced four time changes, had my suitcase sent to Brunei while I went to Bangkok, and amidst this have tried to appear enthusiastic (and awake) at eight different meetings.

ROGUES GALLERY



Gerry Wood
Services
Controller

Gerald Walter (better known as Gerry) Wood is a product of the early 1930s. He left school at 15 to join Lord Derby's racing stables as an apprentice jockey under Walter Earl, a leading trainer in those far off days. He completed his apprenticeship having ridden in over 50 races and entering the winners enclosure twice. At 20 years old he weighed in at seven stone six pounds, now look at him. In those days he rode the turf with the likes of Doug Smith, Manny Mercer, Gordon Richards and a young Lester Piggott.

Having had his National Service deferred to complete his apprenticeship he joined the Royal Air Force in 1952 as a regular on a three year term. After square bashing he completed training as a Ground Radar Fitter before posting to RAF Seletar, the RAF Maintenance base in Singapore. His first job was to install the Marconi Ground Radar Station at Changi Airport. Gerry spent two years travelling between Singapore, Hong Kong, Penang, Borneo, you name it. On demob he left the RAF, much to his surprise after the life of Riley, some two stone heavier than he joined it. More the man we know.

Returning in Watford he worked for four years for a small Engineering Company. He was about to return to Newmarket when he met Valmai who he married in 1958. The following year he applied for a job

at GEC Stanmore and Elliott Brothers Borehamwood. Took the post of prototype wireman at Borehamwood and was employed on the Inertial Navigator for the Blue Steel air to ground missile. After a year he moved to the Drawing Office and attended night school obtaining an ONC which he extended to HNC on a day release course. He went through various stages of promotion working on TSR2 until 1966. In 1969 he transferred to Rochester as Chief Draughtsman in Airborne Computing Division, the forerunner of MASD and MSG. In 1974 he was appointed Engineering Services Manager, a post he continues to occupy. Thus he is one of the few who have been with the Group since its conception in 1973.

Gerry has four children but much to his wife's dismay only one grandchild Matthew. However, he continues to hope since his eldest son is getting married next year and his youngest son looks to be following. He is a keen gardener, taking on an allotment, greenhouses, two dogs and chickens to boot. In his spare time he is a Parish Counsellor, School Governor and Chairman of the Barming Village Hall Management Committee. I'm surprised he has time to come to work.

MONEY

CHANGES TO THE SALARY PLAN

**ANY CHANGE TO THE SALARY PLAN WILL
RESULT IN LESS MONEY FOR YOU. IF
THEY WANTED TO GIVE YOU MORE MONEY,
THEY WOULDN'T HAVE TO GO THROUGH
ALL THE TROUBLE OF CHANGING THE PLAN.**



MSG SIGNAL PROCESSING TEAM
BOREHAMWOOD

The Signal Processing A-Team comprises seven reprobate engineers, who have migrated around Hertfordshire and currently inhabit an Action Office (complete with computer cupboard and complementary Action Laboratory, equipped with a mains socket) within the Applied Physics Division of the Hirst Research Centre. Although some unruly members of the team might admit, under duress, that they have had previous airborne radar incarnations, their current activities are usually performed underwater; two areas under intense investigation at present being fish and mud. Complementary to the fish experiments are the designs of chips; 0.7 micron geometry, currently structured cell crinkle cut devices are being fabricated.

Team members are true twentieth century Renaissance technological persons, who cover a wide range of arcane disciplines required to construct experimental sonar equipment and carry out trials (without juries) in obscure parts of the world. The next trials trip has been planned to take advantage of the good weather and quiet sea state expected to the North of Scotland in February, where the team will attempt to ensonify the swim bladders of pelagic gadoids as they quietly mind their own business. The Team's ticket agents report that bookings for places on this exciting outing have so far been sluggish, so readers hurry up. There is still time to participate in this unique bio-acoustic experience, and those reserving bunks before Christmas will receive a free plastic bucket.

For many years the Team has collaborated with the famous Professor Curtis of DRA, Portland. The fruits of this union have included a new family of low cholesterol, high dynamic range chips, whose code-name is SCRUIT. Those readers who are crossword buffs and good at decoding anagrams will crack the significance of the code-name. The devices have been in much demand, partly due to the innovative

marketing strategy of using inoffensive brand names, and subsequently they have led to the pioneering introduction of new stringent total and absolute quality test procedures to satisfy customers demanding requirements (see associated article).

So, as the white sugar lump rises over the bobbing red sphericals in the calm sea, rest assured that the MSG A-Team is maniacally innovating at Borehamwood (not in public, but behind drawn blinds) to bring truth, beauty and the wonderful ability to count beans, into all your lives.

Merry Christmas.

THE MARR FASHION HOUSE

The photograph, see MARR 1993 collection, shows MSG staff members (from left to right) Tim Rees-Roberts, Barry Daniel, and Alan Little, with Ken Hairsine from the Sea Fish Industry Authority, after landing by helicopter on the remote Scottish island of Rona. The visit was undertaken to prepare for the in-shore sea trials of our experimental sonar for the Fish Classification Sonar research project. The trials were eventually carried out from a very precariously moored pontoon located within the main bay of the island, adjacent to 'Portacabin City', the DRA's sonar laboratories and accommodation base for the island's only inhabitants (except for the sheep and rabbits).

The photographs opposite (taken on an extremely rare calm and sunny day) shows the pontoon, connected by cable to Diane Little's sonar processing room near the jetty. Yes, it really was a garden shed which had to be lashed down with ropes and concrete blocks to stop it blowing away during stormy weather.

AQS 903 ACOUSTIC PROCESSOR ACCEPTED

Phil Liddiard

I recall writing a year ago that the end of AQS 903 was in sight, the major events would be the delivery at the end of January 1993 to WHL for OFP 'C', the issue of the final PE(CA) Form 6 and the completion of the performance regression tests. All these events occurred on schedule and we were left with the task of completing documentation and resolving the last few outstanding items.

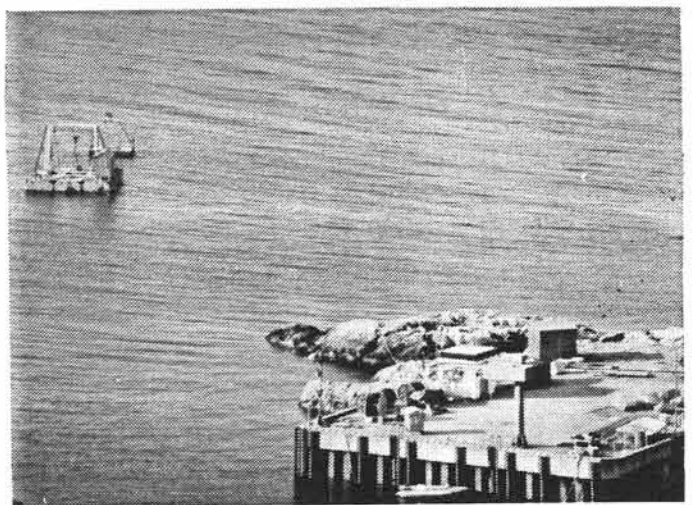
This work has been completed and you will be pleased to hear that the final milestone for the AQS903 has been paid. We believe we are the first of the original major suppliers to achieve this mountain.

The result has been achieved only by the thorough and resolute approach adopted to clearing every item without leaving any loose ends. This has given us the added advantage of providing a firm baseline for the Merlin programme. I know from first hand that some of the work was very boring and difficult to self motivate. The support from the stalwarts left holding the baby was very much appreciated.

MOD and DRA have said that they are very pleased with the detail applied to these tasks, as indicated by their recent praise of the Final Report, and have given it full Design Acceptance. The only work now left on the contract is to locate and transfer all the customer owned property. (Identified by 40 pages of A4!).

The contract was awarded in 1985 and so has been a part of divisional life for quite a while. At its peak some 300 engineers were working on the job and there can be very few people in the group who have not been influenced by it. Around a thousand printed circuit boards were manufactured for the programme and 3.7 Million bytes of software have been produced. Several significant advancements were made during the programme ranging from the use of the honeycombed aluminium rack structure (held together with glue!) and considerable use of gate arrays, to new tests like the Electro-Magnetic Pulse and complete System Reliability Testing.

The programme has seen out several managers during its life (most of whom, you will notice, now have significant amounts of grey hair!).





We are delighted to illustrate our 93 season Avionics collection. With no expense spared and using only the best of professional models, we consider we have captured the essence of the industry, and offer functional clothing while retaining the flair and charm demanded by such a high profile industry, duckie

We hope you will agree with the choices of style made by our design team. Orders will be taken by fax or phone at any time.



From left to right;

Our lovely model Debbie is showing the mark 14 chopper suit. This is directed towards the older set, where style is perhaps a little less important. This design allows for a crutch around knee height, and gives freedom of movement to those with severe gout. The introduction of the nipple-level waistband results from the success of

our 1990 Sumo wrestlers collection. Camera by Nikon, accessories by C&A.

Agetha, second from left, is wearing our latest single leg variation, with a casual open-neck style, allowing quick stowage of false teeth in case of emergency. This design is specifically directed towards storemen and similar personnel who do not wish to go anywhere in a hurry. Earmuffs by MSE.

The lovely Angela is demonstrating the He-Man version, for those endowed a little better than average. The florescent green cricket box will be a feature of many similar house designs. It allows ease of movement around the workplace, while increasing safety at night through reduction in damage from rotating machines.

Esmeralda is showing our Octopus range, for those who may find themselves with more than one right arm. This design further eases comfort for those with nipples on their shoulders. Significant orders have already been received for this design, particularly from the Dr Who fan club.

Gerald Very-Friendly

Gerald Very-Friendly
Chief Designer
MARR FASHIONS

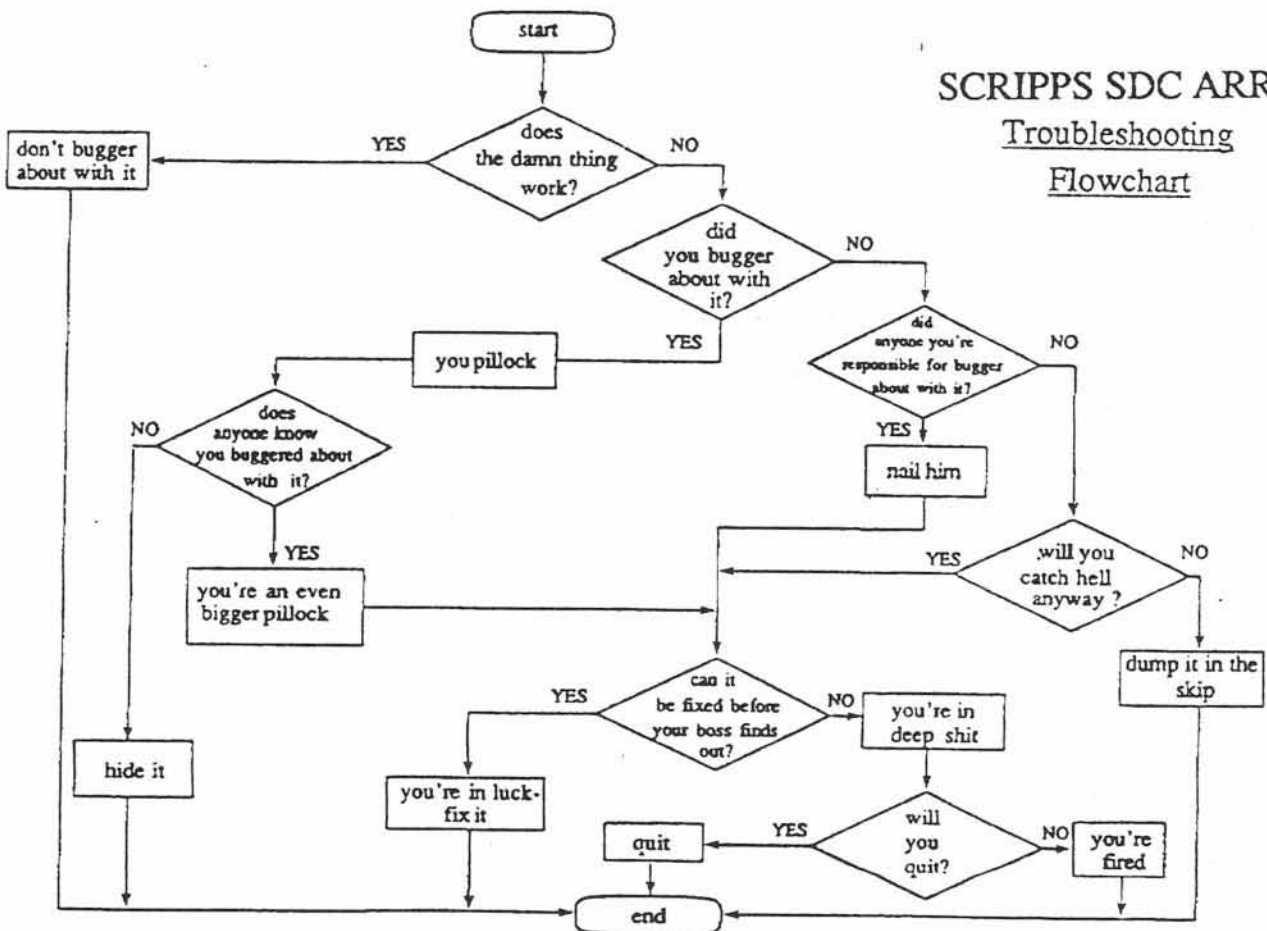
THE SCRIPPS TROUBLESHOOTING FLOWCHART

The flowchart was designed to conform to ISO 9001/EN 29001/BS 5750 Pt 1 by one of our associates in DRA. He suggested that it should be given to our customer (The Scripps Institution of Oceanography), along with the set of SCRUIT-based digital data acquisition printed circuit modules. These we were supplying for inclusion in their vertical sonar receiver array. Can't understand why we did not take up his suggestion.

The array was constructed within the Scripps Laboratory, in San Diego, California. It looks like a set of Xmas tree lights, with small 'pressure tolerant' cylinders connected at appropriate points along the main array

wiring harness. Each cylinder was used to house one of our electronic circuit cards and had a hydrophone sensor attached directly to its end.

Unfortunately, during the trials, some cylinders proved to be less pressure tolerant than had been expected by the Scripps personnel. However, they still managed to obtain a considerable amount of recorded sonar data and were very pleased with the performance of our units. However, at the end of the trials, one of the four arrays that they had deployed was not recovered. We understand this is a form of 'poll-tax' that has to be paid directly to Neptune.



A FAREWELL SOLICITATION

Who loves a proposal? Sadly, nobody. Engineering loathes and detests them (it has to do them). Marketing treats them as a necessary but unsavoury chore that has little influence on the final outcome and is best left to the unwashed. Traditionally it confines its post-RFP efforts to lobbying at high levels for the "winning price", an interesting distraction, while engineering chugs away in the trenches constructing a "bottom-up" pricing disaster! Management, other than routinely bidding everything that sails across the transom, and tinkering with a totally out-of-control price, in a desperate last-minute struggle to bring it within the negotiating range, has little interest in proposal content.

Let's face it, proposals are orphans. Nobody loves them, wants anything to do with them or takes responsibility for them. Engineering washes its hands of any ownership by claiming it was marketing's dumb idea in the first place. Marketing accuses engineering of twisting an initially simple and winning concept, that essentially it had in the bag until engineering got its hands on it, into a completely distorted and overpriced monstrosity that will surely lose. And management is convinced that once again, both organisations have screwed up another opportunity to bring in a winner. Nobody has the watch.

Why does this happen? We all know the answer: proposals are orphans because they are often treated with contempt. Proposals are regarded by many organisations as a necessary evil, but not necessarily instrumental in winning the procurement! Up-front marketing, working the "old boy network", is still regarded by many as the principal and only sure way of setting up a win. We even had slogans for it in the old days. They went something like this: "... a proposal alone cannot win...but it can lose", "... you don't stand a chance if you haven't done the up-front marketing".

In the old days these slogans had some validity, but much less today. The old boy network may not be dead, but it's in an advanced state of disarray. In today's environment, you can win on the strength of the proposal alone as many companies have done and continue to do. The proposal is no longer the vestigial last act in a long marketing drama - frequently it is the whole show.

Good organisations have recognised the elevation of the hitherto lowly proposal to a position of primacy in the procurement process, and have realigned their assets and priorities to reflect this reality. Knowing that they do "get only what they pay for" smart organisations screen bid opportunities more carefully to husband the Bid & Proposal for the must-win, and good-payoff procurements. Marketing extends its involvement beyond its traditional up-front role, and takes an assertive approach to influence and shape the development of proposal content, thereby preventing control of the pricing strategy from falling into enemy hands by default. Management does likewise, sometimes participating on a daily basis in the evolution of proposal strategy, making sure that they are not painted into a no-win pricing corner. The best and most satisfying proposal experiences are those where the general manager is an almost daily contributor to the proposal, driving and questioning the evolving strategy; a real break with traditional proposal culture! There is one old slogan that is as valid today as it was 20 years ago: "... if you have the highest score and the lowest price you will win". Amen.

You are urged to adopt the "proposal orphan" as an important member in your family of new-business acquisition methods. Frequently, it is the most important member of the family.

To my successor or successors every success.

THE MANAGEMENT TREE

The Management structure is often referred to as a tree. It is an accurate simile, for the following reasons:

- * It is made almost entirely of wood, parts of it can be dead for years before they drop off.
 - * If a branch falls, most of the parasites which inhabited it move back to the main structure.
 - * It takes years to react to any environmental change
 - * It sometimes carries a great many nuts.
 - * If not pruned regularly it will not bear much fruit.
 - * Small pieces which are chopped off often grow again in a few years.
 - * It can be fired but usually needs lots of paper to get it going.
 - * From the top, one can see for miles, in all directions, except vertically downward.
 - * Anything dropped from the top reaches the bottom quickly; the intervening layers merely delay it slightly.
 - * Parts of it can be used to make boards (of varying thickness) but unless properly seasoned, the quality will be poor.
 - * Parts of it may be lit up for weeks at a time at Christmas.
 - * It bends easily in light winds but in storms it is rarely flexible enough to avoid damage.
 - * It sometimes gets the chop but usually only after it has been dead or rotten for years.
 - * Monkeys can get to the top with remarkable speed.
 - * A man falling from the upper levels can often grab a lower branch to break his fall, but a man falling from lower levels goes straight to the ground.
 - * Sometimes, one can move from tree to tree without touching the ground. One can travel thus for considerable distances, eventually reaching a point at which one has absolutely no knowledge of the ground below.
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WINE AND WISDOM EVENING

Grahame Mills

Dave Hewlett and myself had the honour of being question masters at the MSG autumn's Wine and Wisdom evening. I was asking the questions through a totally decrepit sound system while Dave did the hard part, decyphering the answers and adding up the scores. Derek Comfort, absent in body, made his spirit felt through providing most of the questions for the evening.

Questions ranged from the topical 'Hot off the press' to simply the topic (and other types of sweets), through General Knowledge, Contemporary Comedians (aka the cabinet), What year, Sport, Local Interest and a musical round of Name that Ad.

Scores were generally high - averaging around 7/10 and peaking at 10/10 for all but one team in the sweet tooth round.

Once again the Fodder Old Duckers took first prize, whilst my former team excelled themselves in achieving the lowest score (well done Kev).

Thanks go to the social club team for organising the evening. Thanks from Dave and Myself to all who took part in what we hope was an enjoyable evening.

With any luck normal service will be resumed for the next Wine and Wisdom evening, with Derek and his wife Diana doing the honours. Otherwise you could be lumbered with us (and the terrible sound system).

MSG CHRISTMAS PANTOMIME

By kind permission of the London
Palladium and Lord Grade.

Cast

Snow White	Samantha Holder
Wicked Queen	Sue Wood
Doc	Simon Ainsworth
Grumpy	Andy Moon
Sneezy	Ann Whitbread
Sleepy	Barrie Riley
Dopey	Nick Stansell
Bashful	Jenny Ball
Happy	Dave Diggory

Scrooge	Kevin Middleton
Ghost of Xmas Past	Alan Gallagher
Ghost of Xmas Present	Rod Tester
Bob Scratchit	Cliff Walters
Tiny Tim	Lennie Parker

Cinderella	Clare McTaggart
Prince Charming	Paul Adam
Baron Hardup	Terry Johnson
Ugly Sisters	Tony Young
	Phil Stancliff
Buttons	Kathy Damps
Fairy Godmother	June Gutsell

Aladdin	Hannah Everett
Abanazar	Phil Barnaba
Widow Twankey	Colin Tredwell
Genie of the Lamp	Derek Comfort
Missie Wishie Washie	Debbie Ng
Princess Jasmine	Margot Fox

Beauty	Sarah Tilley
Beast	Darren Tilley

Wizard of Oz	Alan Cuthbertson
Alice	Alison Liddiard
Lion	Em Oetzmann
Tin Man	Steve Keefe

White Rabbit	Phil Liddiard
Mad Hatter	Jackie King
Scarecrow	Fred James
Dormouse	Ken Watkins
King of Hearts	Ralph Jeffery
Queen of Hearts	Trish Rossini
Knave of Hearts	Jon Anderson

Jack
Giant

Mother Hubbard
Mother Goose
Tom Thumb

Dick Whittington
Puss In Boots

Peter Pan
Wendy
Captain Hook

LuLu
Joseph
(Coat of Many Colours)
Humpty Dumpty

Supporting Cast

Any one for whom the Casting Director
could not find a role.

Grant Obermaier
Gerry Wood

Ann Mutter
Pauline Kidney
Liz Read

Emma Bond
Donna Codrington

Val Goulden
Donna Reynolds
Alex Graham

Linda Atkins
Derek Beard

Graham Baigrie

PLAYGIRL ●

CONSOLIDATED PUBLICATIONS,
MAIN STREET.

Regl. Offices: LONDON
PARIS
NEW YORK
GLUGENT

Head Office: NEW YORK

CASTING DIVISION

Dear

Ugly Sister,

Your name has been submitted to us together with your photograph but I regret to inform you that we will be unable to use your body in our centrefold.

On the scale of 0 - 10, your body was rated -2 by our panel of women ranging in the ages from 60 - 75 years. We tried to assemble a panel in the ages from 25 - 35 years, but we could not get them to stop laughing long enough to reach a decision.

Should the taste of British women ever change so drastically that physiques such as yours would be appreciated in our centrefold, you will be notified by this office. In the meantime, don't call us, we'll call you.

Sympathetically,

Tina Williams

EDITOR
Playgirl Inc.

P.S. We do commend you for your unusual pose. Were you wounded in the war, or do you ride a bike a lot?

DICTIONARY OF TERMS

Quality Assured: Almost a guarantee that something is fundamentally wrong, but very well hidden.

Pert Chart: A Term used by grossly sexist skiing instructors to classify the degree of bum droop of their female pupils and fondle-ability of same.

Histogram: In these days of CDs and DAT, it's what you do with your old 78s. Remember the good old days and that historic radiogram, and that little box containing the needles.....

Rescheduling: The process of taking a perfectly lucid programme and converting it into an unrecognisable bundle of bars, links and tasks.

Progress: And what am I supposed to do with my old 78s?

End Date: If you are a woman, getting a cold hand on a warm place, leading to: If you are a man, getting your face slapped.

THINK ABOUT IT

Managers who prod rather than lead rarely get the best out of those who work for them, because people who work for prodders have no incentive to do more than just get by. They only want to keep such a boss off their backs.

Life is like riding a bicycle. You don't fall off unless you stop peddling.

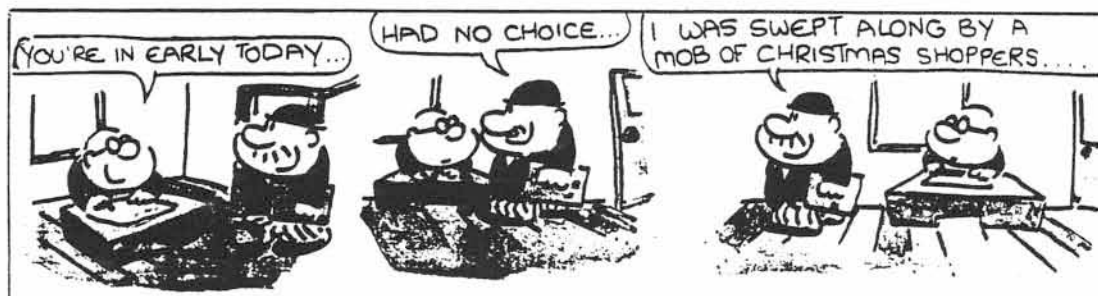
Watch your thoughts; they become words.
Watch your words; they become actions.
Watch you actions; they become habits.
Watch your habits; they become character.
Watch your character, it becomes your destiny.

Temper is what gets most of us into trouble.
Pride is what keeps us there.

If you're feeling low, don't despair.
The sun has a sinking spell every night,
but it comes back up every morning.

Good managers and executives show their associates that they respect their ability. They display a genuine interest in what they are doing. They drop in, chat a bit, ask a few questions and perhaps make a useful suggestion. Try it. It never does any harm and it can do a lot of good.

Just as most issues are seldom black or white, so are most good solutions seldom black or white. Beware of the solution that requires one side to be totally the loser and the other side to be totally the winner. The reason there are two sides to begin with usually is because neither side has all the facts. Therefore, when the wise mediator effects a compromise, he is not acting from political motivation. Rather, he is acting from a deep sense of respect for the whole truth.



HATCHES, MATCHES & DESPATCHES

Congratulations to:

Elizabeth (ex Marketing) & Mike Banner
on the birth of their son Samuel.

Jane Strange and Graham Phillips on the
birth of their son Aaron.

Sue and Dave Smith on the birth of their
second child, a daughter, Gemma.

Julie and Derek Watson on the birth of
their third child, a daughter, Natalie

Congratulations and Good Wishes on the
occasion of their marriage to:

Karen Love and John Cayzer

Our congratulations to another young
grandma, Trish Rossini whose daughter
gave birth to a son Luke on 8 December.

It is with deep sorrow that we have to
announce the death of three of our
colleagues.

Bill Rapley died on 29th October after a
short illness. Bill joined the Group as
Embodiment Loan Officer six years ago
after retiring from a teaching career
culminating in a headmastership in
Dartford. Widely read Bill was MSG's
'Brain of Britain', always in demand for
quiz evenings his presence guaranteed his
team first place. He was an active
member of St John Fisher Church and took
a leading part in its activities.

Frank Oates, who joined MSG on the demise
of TSRL, died very suddenly on 20th
October. In his usual quiet efficient
manner Frank was managing the real time
processor project. Frank was a dedicated
family man and an active member of his
local church.

Ben Hogben who retired two years ago
after 18 years in MSG passed away in
October. Ben joined the company after
service in the Royal Navy and became an
expert on Project Control. Most of us
remember Ben for his bubbly nature and
cheerful disposition. He was always
available to lend a helping hand.

All are sorely missed and on behalf of
the Group I extend our deep sympathies to
their wives and families.

LONG SERVICE ASSOCIATION

Yet another of our colleagues has
qualified to join the Long Service
Association. Twenty five years in the
employment of GEC plc. At today's rates
of remission equates to two and a half
life sentences.

The victim this time is Mr Adventure,
Patrick George Keast who joined at
Borehamwood way back in 1968. He moved
to Rochester in the early 70s and has
been a member of MSG since its baptism in
1973. He has been closely involved in
the design and promotion of 901, 902 and
903. A close look at the record reveals
he has travelled more widely than
marketing. His ports of call (70 in all)
include USA, Canada, Australia, Spain and
Israel.

Among his hobbies he lists Scouting,
Adventure training and Golf. However, he
finds it impossible to beat his son over
the links.

He has a reputation of writing short,
sharp memos, being everywhere on time and
hating the telephone.

I have no doubt he will join the
Association if only to see what new
adventure it offers. I wish him well,
you never know one day he may qualify for
a ruby presentation.

EDITOR'S NOTE

At long last I have decided to hang up my boots and try pastures new. This is the sixteenth and my last newsletter. Hardly seems five years ago that Sue Wood volunteered my services as Editor. She is on the look out for a new pressed man, so look out if Sue approaches you with a big seductive smile. Just congratulate her on having her handicap reduced yet again. It has the habit of diverting her attention.

As many of you may know 1993 has not been a good year for me. I would like to take the opportunity to thank all those who helped me through my recent bereavement, especially Sue Wood, Ann Mutter and Peter Duckworth, for your sympathies and support. Working part time for the last three months has helped me to recuperate by keeping the small grey matter focused on other matters.

Overall I have enjoyed being 'Ed'. Finding new material has been a challenge. One secret is to have an outrageous sense of humour like Red Top. To my successor every success.

My sincere thanks to the staff in the Library and Tech Pubs, Ann Whitbread plus those who preceded her in Marketing Secretary's chair, and those who were brave enough to submit articles. Without their help the newsletter would not have hit the streets.

Finally may I wish you all a Merry Christmas and a Prosperous and Happy New Year. If you are passing my way, pop in, you may even find a beer in the fridge.

Again my thanks and best wishes to you all.

'Ed'

ANIMAL LAND

Think of a number between 1 and 10. If you choose 10 add the digits together to make a one digit number.

Multiply the number by nine.

Add the two digits of the number together.

Subtract five.

Choose the letter from the alphabet that corresponds to the number i.e. A = 1, B = 2 etc.

Choose a country that begins with that letter.

Choose an animal whose name begins with the second letter of the country.

Think of the animal's colour.

Answer on back page.

Only the Analysts will get it wrong.

MSG GOLF

On 12th October ten intrepid members of the MSG Golf Society braved the weather, howling gale and heavy showers, to tackle the Weald Of Kent golf course. This time no tree lined fairways but plenty of water, ditches and ponds, to trap the unwary.

Despite the weather most participants enjoyed the competition with Pat Keast, 38 points in the Stableford, taking home the first prize. Other prize winners were Ron Scriven and Peter Duckworth. Pat put his success down to local knowledge, not that it helped Mike Ryder.

The day was completed by dinner and a few bottles of plonk. A happy contented meet. Watch this space for details of next years competitions.

THURSDAY'S HIGHLIFE

D. H. Lawrence

The following is an extract of a statement made by a Police Constable attending the scene of an alleged series of Public Order offences occurring on, or about the 9th December 1993 in and around the Walnut Tree Social Club, Gillingham.

The statement is a transcript taken during an interview with his Sergeant shortly after the officer returned from the above named venue, visibly shaken and disturbed by the scenes he had witnessed.

He is now recuperating at a secret location.

"I was first alerted to the scene of the disturbance Sarge", stated the officer; "By an alert from one of our undercover informers that tickets were being distributed for an organised Rave in the Medway Area. Further investigations into the ticket-distribution-ring showed that they were changing hands for at least 6 pounds and that the Mr Big behind the operation was one Dr Colin. Clearly Sarge a character to be watched."

The officer continued his appalling account...

"On the evening of the Rave - I and several fellow officers disguised ourselves in a variety of ways - including dressing in womens' clothing - and mingled effortlessly with the party-goers. I would estimate that the room comprised some 80-90 assailants, most of whom were heavily intoxicated by the time we arrived. At first things appeared to be fairly tame, I suspected that the full effect of the drugs and booze had still to take its full-effect upon the revellers."

"At around 9.15pm I witnessed a number of public order offences the like-of-which I have not seen in some twenty years in the force. The first occurred when several women from the audience were coerced, against their will, to perform in front of a mainly male audience acts of a bizarre nature involving balloons and what appeared to be medical apparatus.

The balloons were attached to the apparatus, (labelled Exhibit A) by rubber pipes which were in turn passed through

the legs of the women whilst they were encouraged to cavort unsteadily upon the mechanism of the equipment. The sole purpose, it would seem, to inflate the balloon. All the time the audience cheered expectantly. Aiding and abetting the DJ were four male accomplices, who, once the balloons had been fully inflated, were asked to allow the women to thread the said balloons (Exhibit B) through their trouser-legs. All the officers noted that no resistance was shown."

"It was during this sordid display that one Mr Tony Young removed his trousers to the loud applause of the audience."

"We later confirmed the names of those involved to be: Lynsey B, Val G, Donna R, Michelle ?, Tony Y, Phil S, Mario S and Paul A."

"All together the officers witnessed a total of 137 offences including:

Dancing without Due-Care-and-attention - Sam Holder.

Weaving-Precariously-About-The-Dance-Floor-whilst-looking-for-her-PILS - Donna Reynolds.

Performing-Lewd-Acts-Whilst-Standing-on-Speakers - Phil Stancliff. Mr Stancliff later asked for 38 similar offences to be taken into consideration.

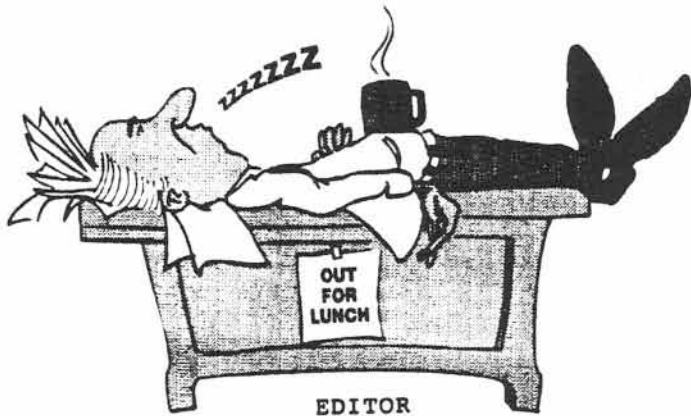
Playing-Music-At-Excessive-Volumes-And-Talking-Over-Almost-Every-Track - Both DJs.

Generally-Avoiding-the-Dance-Floor - John Cayzer and Ian Smythe."

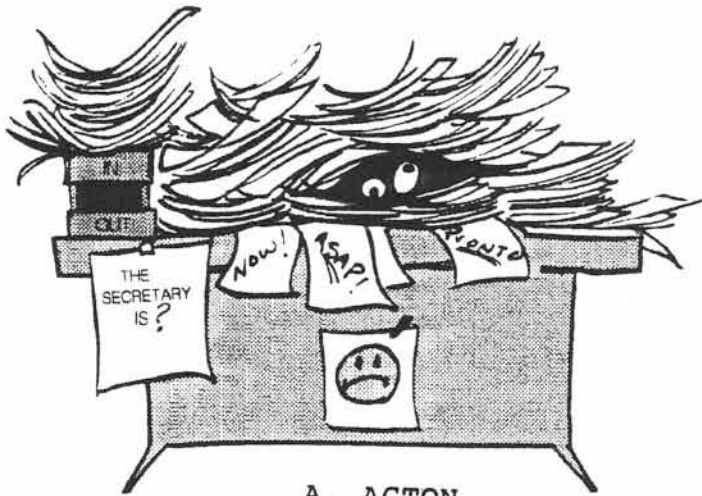
"I believe that many of the party-goers were seen to be suffering the following morning, several finding it necessary to check the contents of their stomachs visually just to confirm that they really had drunk that much. We have the names of two such people on file."

"Finally, if our informants are to be believed it appears that 'Mr Big' - and his cohorts-in-crime are planning a similar event this spring ... Indeed as we 'banged-up' one of the ring leaders later that night he was heard to say ... 'Tickets and Info from the usual sources'"

Comic/ Cuts



EDITOR



A. ACTON

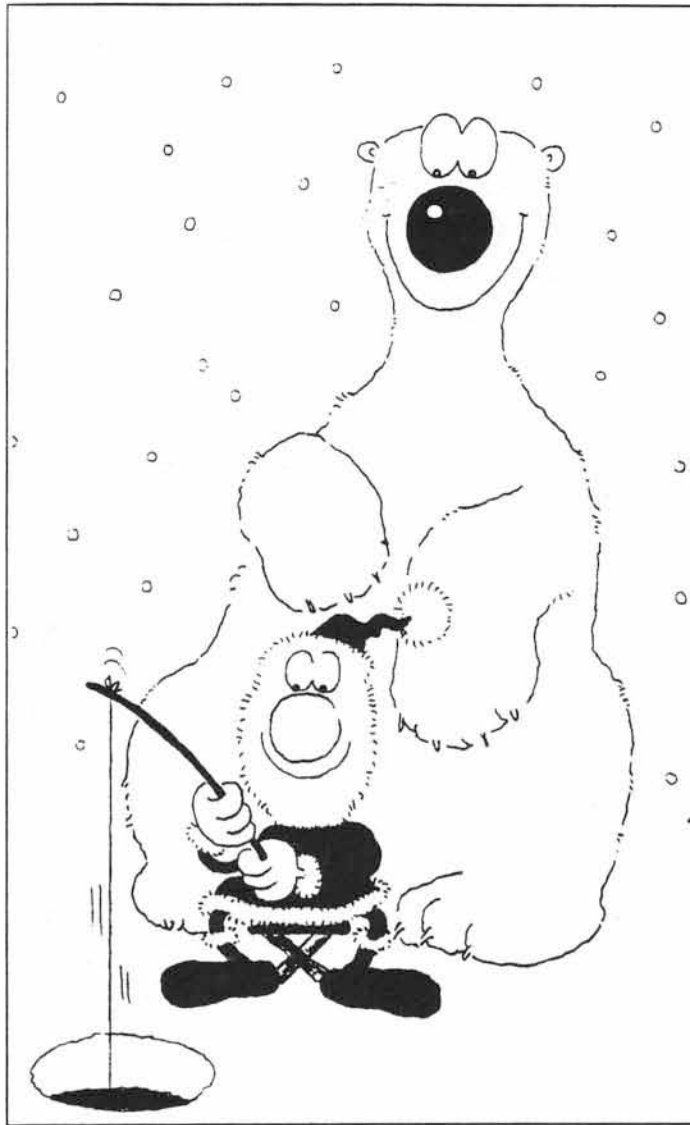


STEVE KEEFE



"You've got it all wrong—I make errors of judgement, you make mistakes!"





Have a joyous and festive season.
May 1994 bring you every success and happiness.

'Ed'

ANSWER TO ANIMAL LAND

Grey Elephant from Denmark.