

**YOUNG  
ENGINEER OF  
THE YEAR  
PAGE 5**

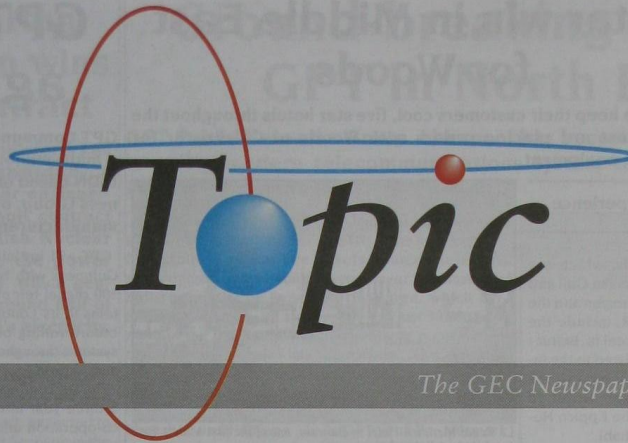
**ENVIRONMENT  
PAGE 6**

**LORD  
WEINSTOCK  
TRIBUTE  
PAGE 7**

**FARNBOROUGH  
AIR SHOW  
PAGES 8-9**

**TRAINING &  
DEVELOPMENT  
PAGES 10-11**

**YEAR OF  
ENGINEERING  
SUCCESS  
PAGE 16**



The GEC Newspaper

October 1996

## GEC-Marconi's BRIMSTONE for RAF

**THE UK Ministry of Defence has recently announced an order worth more than £500 million for GEC-Marconi's precision air-launched anti-armour weapon.**

BRIMSTONE will give Harrier and Tornado jet fighters - and subsequently Eurofighter 2000 - the capability to destroy armoured targets with pin-point accuracy, even in the most difficult conditions.

The award of the contract has concluded a lengthy competition to fulfil the RAF's stringent requirements for an anti-armour weapon for fixed wing aircraft.

BRIMSTONE was selected over other British, European and American proposals, after more than a decade of bidding by GEC-Marconi.

The system is configured to carry a cluster of three BRIMSTONE missiles on each launcher. It uses an advanced GEC-Marconi millimetre wave radar seeker head - the brains of

the weapon. This detects and attacks armoured targets, even when they may be obscured by the dust, smoke and confusion of the battlefield. Each missile is fitted with two warheads which fire one after the other to enable it to defeat the world's latest battle tanks. The missiles are capable of eliminating individual or groups of armoured vehicles.

BRIMSTONE can be launched from outside the target's own range of defences. The precision of its autonomous targeting system means unintentional damage to the surrounding area and to other targets can be avoided.

Developed from the battle-proven Rockwell HELLFIRE laser guided missile, BRIMSTONE can also be fired from helicop-

ters, ground vehicles and tripods - as well as jet fighters - giving it excellent export potential.

### Prime contractor

The contract secures employment for staff at GEC-Marconi and other UK companies, including 400 high technology jobs at GEC-Marconi's site in Stanmore and 400 for GEC-Marconi in Portsmouth. Over 3,000 people will be working on the project for 25 major sub-contractors and their suppliers throughout the UK.

The procurement has established the Stanmore-based Dynamics Division of GEC-Marconi Radar and Defence Systems as a major prime contractor in the UK defence industry.



A Harrier jet fighter armed with BRIMSTONE missiles.

## Phoenix to enter Army service in 1998

GEC-Marconi, Rochester has signed a contract with the UK MoD for the continuance of the Phoenix unmanned air-vehicle programme for the British Army.

The contract marks the end of an additional programme of work placed on the company by the MoD in 1995. Throughout this year, the Phoenix system has been undergoing extensive trials. These have demonstrated a number of technical improvements and have shown the Phoenix to be a

suitable battlefield surveillance system for the British Army.

The culmination of these trials has been a number of highly successful and reliable flights which has resulted in approval being given by the MoD to proceed with the programme.

The Phoenix unmanned

air vehicle will provide target acquisition support to artillery systems, particularly the AS90 self-propelled howitzer and the multiple launch rocket system, forming a key part of overall intelligence, surveillance, target acquisition and reconnaissance strategy.

### Topic welcomes George Simpson



George Simpson, GEC's new Managing Director.

ON 9 September, George Simpson assumed his new role as GEC's Managing Director, after his position was confirmed by shareholders' vote at the Company AGM.

George Simpson, previously chief executive of Lucas Industries, brings more than 25 years of industrial experience to GEC. A qualified accountant, he moved into the motor industry in 1969, working for BLMS, Coventry Climax and Freight Rover. He is credited with revitalising the Rover Group, of which he became chief executive and chairman in 1991, and was also deputy chief executive of British Aerospace.

[www.rochesteravionicarchives.co.uk](http://www.rochesteravionicarchives.co.uk)



## News in Brief

### Appointments

#### GEC ALSTHOM

Claude Burckbuchler has recently been appointed GEC ALSTHOM Power Generation Division's managing director for China. Claude is a graduate of the Ecole Centrale de Paris. He joined GEC ALSTHOM in 1987 as head of the hydro turbine business.

#### Yarrow Shipbuilders

Michael Cotterell, senior systems engineer at Yarrow Shipbuilders, Glasgow has recently been elected chairman for the Scottish region of The Institution of Electronics and Electrical Incorporated Engineers. Michael joined Yarrow in 1986 after serving in the Royal Navy. He is currently working within the Type 23 Frigates ship weapons systems engineering group.

#### Dr Iain MacBean

Dr Iain MacBean, joint chairman of GEC-Marconi, has retired from the Board of GEC. Dr MacBean has been with the Company for 40 years and during that time has served in a number of important positions, including as managing director of The Marconi Company. Lord Prior, Chairman of GEC, paid tribute to him at the Company's recent AGM, saying, "Iain MacBean epitomises all that is best in business life."

#### GEC ALSTHOM

GEC ALSTHOM has won a repeat order from PowerGen for two 500 MW steam turbine retrofits for the Fiddlers Ferry and Cottam power stations in the UK. The turbines will be manufactured at GEC ALSTHOM's Rugby and Manchester factories.

#### GPT

GPT, Coventry has been given the official seal of approval from telecommunications authorities in China for one of the longest SDH transmission routes in the world. The company's SMA multiplexers and network management systems will form the transmission backbone for the 1,400km route which links the Wuhan and Chongqing provinces.

## 5-star win in Middle East for Woods

IN a bid to keep their customers cool, five star hotels throughout the Middle East are placing orders with Woods of Colchester for ventilation equipment.

### Past experience

The hotels, which are spread across the Gulf and Middle East region and the former USSR, include the Vendome Hotel in Beirut which is affiliated to the Intercontinental group - the SAS Radisson Hotel in Dubai and the Eppico Hotel in Abu Dhabi.

Woods will be supplying a range of equipment which includes roof units, wall mounted fans, in-line centrifugal fans and JM axial flow fans to ventilate laundry areas, kitchens, toilets



Le Royal Meridien Hotel in Bahrain, one of the first Middle East hotels to install Woods equipment.

and underground car parks. The company already has experience in supplying ventilation equipment to the Middle East and, according to Mike Horsfall, Woods' export area sales manager for the region, the company's previous work has given them a high-profile and a "good reputation in the region."

## Shajiao 'C' opens in China

THE Shajiao 'C' 3 x 660 MW coal-fired power station, built by a GEC ALSTHOM led consortium, was opened recently.

Shajiao 'C' is based in the Guangdong Province of the People's Republic of China. It is not only the country's largest coal-fired power station, but was also the fastest to be built, taking four years. This was quicker than any other power station of its type.

Shajiao 'C' was built by a consortium led by GEC ALSTHOM, which included CEPA Slipform Power System and ABB-owned CE International China.

GEC ALSTHOM was

responsible for the conceptual design and overall technical coordination, as well as construction and commissioning of the turbine hall and balance of plant.

## Claymore Sword presentation



LES Butler, managing director of GEC-Marconi Radar and Defence Systems' Navigation and Electro-Optic Systems Division is pictured above at a recent presentation at RAF Cranwell. Les (right), is presenting the Claymore Sword to Flt Lt Rich Holmes, the top student of the GD Aerosystems Course at the RAF base at Cranwell. The award was originally established by GEC Ferranti to be given annually to the student with the highest marks in weapons-related subjects.

**Buying a NEW Car?**  
**HUGE DISCOUNTS OFF manufacturers' list prices OR M or N reg at low prices**

#### PLUS

- Part exchange easily arranged
- Full manufacturer's guarantee
- Delivery anywhere in the UK, mainland
- Free service and guarantee work carried out locally to you.

For a quote on the new car you are considering buying - contact:

#### Richard Proto

National Automobile Discount Scheme,  
80-84 Railway Terrace,  
Rugby, Warwickshire  
CV21 3EZ.  
Tel: Rugby (01788) 542465.

## GPT in ISDN agreement

GPT Communication Systems, Luton has won a multi-million pound order for an advanced ISDN based telephone network from the Guinness Group, one of the world's leading drinks manufacturers.

GPT will initially supply Guinness with two Hicom 300 digital telephone systems in its London offices before rolling out further systems throughout the UK and Europe.

The UK contract is part of a three-year international co-operation and marketing agreement worth more than £9 million. Guinness already has Hicom 300s in its offices in Greece and Portugal and plans to install the systems throughout Europe.

Dave Hopkins, telecommunications development manager, Guinness Group commented on the order, "GPT Communication Systems can provide us with a

guaranteed level of network service on a Pan European basis that in our opinion is far in advance of the other major telecoms providers."

The Hicom 300 digital telephone system is the first truly integrated communication system based on international standards and has been designed to support both voice and data services as integral elements of an overall communications structure. It supports EuroISDN, Osig, DASS 2 and DPNSS signalling systems, conforms to open systems interconnection standards and provides full international switching.

## CMC wins American Airlines order for Satcom antennas

CANADIAN Marconi Company (CMC) recently announced that it has been awarded one of the largest contracts ever placed for airborne satellite communications (Satcom) antennas.

The order, worth more than US\$5 million, covers the supply of approximately 80 Satcom systems which will be installed on American Airlines' A300, B767 and MD-11 aircraft.

CMC's Satcom high-gain antenna, the CMA-2102, forms part of an in-flight satellite communications system which will provide the US airline's passengers with advanced in-flight telephone and communication facilities. American Airlines chose CMA-2102, which is currently installed on the MD-11, after stating it performed "flawlessly".



Topic is the newspaper for all GEC employees. It aims to be a link between all the company's operations, keeping them informed and aware of each others' interests and employees' activities.

Editorial: Nicolette Linton, Rachel Oliver

Topic Office, GEC, 1 Stanhope Gate, London W1A 1EH  
Tel: 0171 493 8484 G-Net Access: +783 389 / 388  
Fax: 0171 491 0708  
Next issue: December 1996  
Copy date: November 18th 1996



**News in Brief**

**GEC ALSTHOM**

GEC ALSTHOM has won an order worth approximately £38 million from Southern California Edison to supply new steam turbine modules at the San Onofre nuclear generating station. The six Optiflow low pressure turbines, manufactured in Europe, will increase the station's input by more than 50 MW.

**GEC-Marconi**

GEC-Marconi and Thomson-CSF have completed their agreement to join forces in sonar systems for surface ships, submarines, aircraft and mine warfare. GEC-Marconi owns 49.9 per cent, and Thomson-CSF 50.1 per cent of the new international company, called Thomson Marconi Sonar NV.

**Woods of Colchester**

Woods of Colchester, in association with GEC Hong Kong, is supplying 46 large diameter fans to the Chek Lap Kok airport programme. They will be used to ventilate the underground road tunnel, called the Western Harbour Crossing, linking Hong Kong island to Chek Lap Kok airport.

**Tartan team wins contract**

**NNC, Knutsford has been awarded a three year engineering support contract by Scottish Nuclear Limited, the power company which generates around half of Scotland's electricity.**

**The Tartan Office**

The contract, expected to be worth £2.5 million in the first year alone, renews work for a team of over 30 people known as The Tartan Office and continues an agreement set up at the end of the Torness power station contract five years ago.

The team provides specialist engineering and analysis services to Scottish Nuclear, and it will give core engineering support for Hunterston B and Torness power stations.

As NNC designed and built both power stations, it offers Scottish Nuclear an unique knowledge, enhanced by a close ongoing relationship between the two companies.

**Ground-breaking order for GPT in North Korea**

**GPT Public Networks Group, Liverpool has become the first western company to sell a modern telecommunications system to the Democratic Peoples' Republic of Korea (DPRK).**

The £3 million order is for a telecommunications infrastructure for a new free economic and trade zone being set up in the Rajin-Sonbong region in the north of the DPRK. This is one of North-East Asia's latest business locations, modelled on China's successful free trade zones in Shenzhen and Hainan.

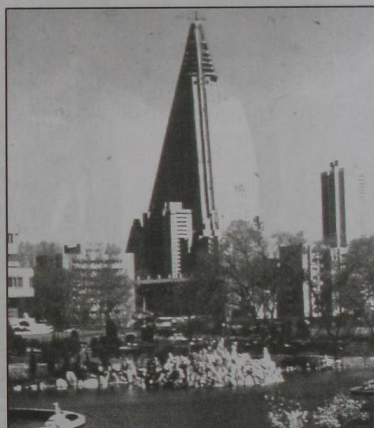
GPT is equipping the Rajin-Sonbong site with a System X international gateway and local exchange, as well as synchronous digital hierarchy (SDH) transmission and access network, plus payphones. SDH transports voice, video and data over optical fibre cables.

GPT's digital public

service telephone network (PSTN) is the first competitively sourced telecoms system ever purchased by North Korea, which currently has just 30,000 telephones for its population of 22 million. The country's only other modern PSTN was supplied by China on a non-commercial basis.

GPT Public Network Group's international business director, Alex Findlay, said, "We have been chosen because Rajin-Sonbong needs to be able to provide investors moving into the zone with reliable, up-to-date communications facilities."

PSTN will be used for both domestic and international communications.



North Korea's capital city, Pyongyang.

**NAUTIS-M for Japan**

**GEC-Marconi S3I Combat Systems Division, Weybridge has concluded negotiations with NEC Corporation of Japan for the licensed production of the NAUTIS-M command and control system in Japan.**

The system will be supplied to the Japan Defence Agency (JDA) for its new class of coastal mine-sweepers (MSC).

The agreement is the result of an extensive evaluation by JDA of the NAUTIS-M command and control systems currently in service with the Royal Navy and the US Navy.

In support of NEC's licensed production, Combat Systems Division is contracted to supply special tools and test equipment, technical and software assistance, training and kits of parts for JDA's first two ships. The continued collaboration between GEC-Marconi and NEC will be a major contribution to the modernisation of Japan's MSC capability.

**VSEL to build Royal Navy assault ships**

**GEC Marine's Barrow-in-Furness shipbuilder has been awarded a contract for two landing platform docks (LPDs) for the Royal Navy.**

**Royal Marines**

The landing ships - replacements for HMS Fearless and Intrepid - are designed to carry 600 Royal Marines into action, together with their equip-

ment, artillery, vehicles and stores. The 171 metre ships will be called HMS Albion and Bulwark, reviving the famous names last used by aircraft carriers. They will carry a permanent crew of 325 and, when fully loaded, will have a displacement weight of

16,000 tonnes. Brian George, chief executive of GEC Marine, said, "We are delighted at the award of this contract, which confirms VSEL as a major surface shipbuilder." This order will secure over 1200 jobs for the next four years.



An artist's impression of the new class of vessel.

**Motor Insurance**

**Special Discount Available Highway Direct Limited**

*Please write or telephone your nearest office.  
Quote lines at Chatham are open until 7 pm  
Monday - Thursday.  
We shall be pleased to help you.*

Highway Direct Ltd,  
21 Lochrim Place,  
Edinburgh,  
EH3 9QT  
Telephone 0131 229 2121

Highway Direct Ltd,  
Hilton House,  
Stockport,  
Cheshire SK1 3NA  
Telephone 0161 476 2157

Highway Direct Ltd,  
195/203 New Road,  
Chatham,  
Kent ME4 4QB  
Telephone  
01634 847858/848691

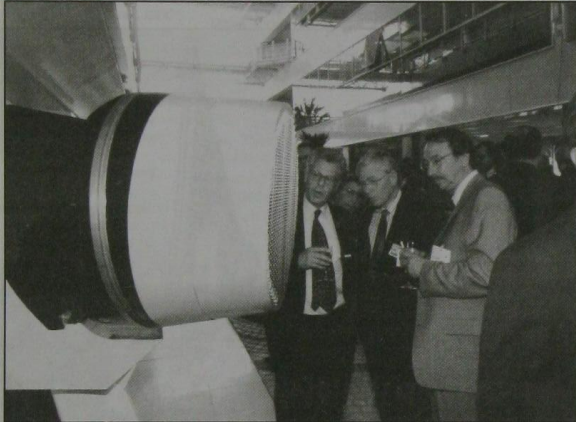
Highway Direct Ltd,  
St Brandons House,  
29 Great George Street,  
Bristol,  
Avon BS1 5QT  
Telephone 01179 290081

*Highway Motor Policies at Lloyds*



## First GTDAR consortium meeting

THE first GEC Thomson Dasa Airborne Radar (GTDAR) member's assembly took place recently in France.



During the assembly, a full-size model of a demonstrator radar was unveiled. Shown here with the model are (left to right) Professor John Roulston, technical director of GEC-Marconi Avionics, in discussion with Erich Spitz, Thomson SIA (Corporate) and Holger Hachen, AMSAR project director of the German Ministry of Defence.

GTDAR is a consortium of UK, French and German companies brought together to develop the airborne multi-role solid state active array radar programme (AMSAR). GTDAR will provide the technology for future fighter aircraft radar and, in particular, for upgrading Eurofighter 2000, the French Rafale and the Future Offensive Aircraft.

### AMSAR

AMSAR is funded jointly by the French, German and UK governments and industry. The contract authority acting for AMSAR, Service Technique des Telecommunications et des Equipements

Aeronautiques (STTE), placed the prime contract with GTDAR. The consortium has now awarded subcontracts to GEC-Marconi Avionics' Radar System Division, based in Edinburgh, Thomson-CSF Radars at Contremeasures, Elancourt in France, and Daimler Benz Aerospace (Dasa), Ulm in Germany.

Representatives of the French government and senior French military personnel were invited to the assembly, together with representatives of the UK's Ministry of Defence, Royal Air Force and Defence Research Agency, and representatives of the German Ministry of Defence.

### Testing

Phase one of AMSAR - to test the feasibility and definition of a technology demonstrator radar - is now in progress. The end of the third year of testing will result in the design and development of a partial array demonstrator - a full-size aperture antenna containing active transmitter/receiver modules.

Phase two of the programme is the construction of the technology demonstrator radar, which will undergo full flight tests. GTDAR members are currently negotiating the start date of this phase, which is anticipated in April 1998.

## GEC-Marconi S31 fighting crime in Essex

AN important new police computer system has been launched in Basildon following years of development by Essex Police and GEC-Marconi S31, Camberley.

Phase one of Essex Police integrated computer system (EPICS) is currently being fine-tuned at Basildon station, before being introduced across the county.

It already holds hundreds of prisoners' records,

but will ultimately store intelligence on thousands of Essex criminals.

EPICS is derived from applications developed for GEC-Marconi's computerised criminal justice system, which also manages

police data and resources.

First to use the new system, Sgt Richard Miller, said: "It's an excellent concept. Once the whole of EPICS is up and running it should make the custody officer's job a lot easier."

## GPS forms alliance with Silicon Vision

GEC Plessey Semiconductors (GPS), Swindon recently announced a technology license and manufacturing agreement with US-based Silicon Vision, Inc. (SVI) to develop and market integrated circuits for a PC digital camera technology called iVision™.

### Better image

iVision, created by SVI, gives PC users a better image and smoother video action when communicating by video. Previously, cameras for PCs had in-built electronics for pre-processing the images. iVision moves most of these functions into the computer itself and uses

the power of the PC. This accounts for the camera's reduced size and the improved quality of image.

Certain features of the camera can be manipulated by the PC user, including frames per second, brightness, colour balance, aperture and contrast in real-time. This makes iVision perfect for desktop video conferencing, video e-mail and high-resolution

still-frame photography.

"iVision technology dramatically increases the quality of video communication on the PC and over the internet, permanently changing the way people live, work and shop," states Rudi Wiedemann, SVI's president and CEO.

Under the agreement GPS will develop and supply integrated circuits for SVI in return for marketing rights.

## MMS to develop ASAR and GOMOS space sensors

MATRA Marconi Space (MMS), Stevenage has been awarded two major contracts worth more than US\$390 million for the design and development of space instruments to monitor the earth and the ozone layer.

The contracts have been awarded by Dornier Satellitensysteme GmbH, a corporate unit of Daimler-Benz Aerospace, the prime contractor for the European Space Agency's ENVISAT satellite.

Both sensors, ASAR and GOMOS, will fly on the ENVISAT mission which will use the Polar Platform Spacecraft developed by MMS and is due for launch by mid-1999.

### ASAR

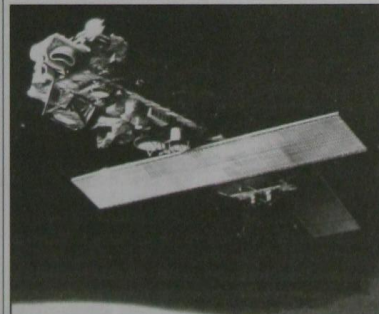
The advanced synthetic aperture radar (ASAR) is a high resolution imaging radar instrument designed for commercial and scientific purposes. Its capabilities include the measurement of ocean waves, sea ice coverage and motion, surface topography and properties, and surface soil

moisture and wetland extent. It is the first European radar to feature an active antenna and comprises 320 individual transmitter/receiver modules, allowing greater flexibility in imaging areas of the earth.

### GOMOS

Global ozone monitoring by occultation of stars (GOMOS) will monitor the depletion of the ozone layer and provide a daily map of world-wide ozone distribution.

GOMOS features a steerable telescope mirror with an exceptionally high pointing performance to find and track target stars. Using ENVISAT's orbital motion, it measures the changes in the spectra of stars as their light passes through differing amounts of atmosphere. It then provides ozone concentration profiles with high resolution and accuracy.



The 10 metre antenna of Matra Marconi Space's ASAR on the European Space Agency's ENVISAT spacecraft.



# GEC-backed Young Engineer Award recognises innovations

GEC has shown its support once again for engineers of the future at the recent final of the Young Engineers for Britain 1996. The judging and award-giving was held in a maintenance hangar at London Heathrow Airport.

## Young Engineer for Britain 1996

For the past 13 years, GEC has been a major sponsor of this event which gives national recognition to young engineers. The competition actively encourages originality in the field of engineering and design. This year's winner has comfortably met this standard with an invention which could prove to be a

medical breakthrough. Adam James, an 18 year-old student from Wales has developed a new method of treating serious wrist injuries, which could make plaster casts obsolete. His innovative wrist brace is a fluid-lined plastic sleeve which, in addition to being more convenient to wear than the traditional plaster cast, is said to be more effective in the repair of fractures. The brace is currently undergoing medical trials.

Adam's prizes were presented at the ceremony by HRH The Duke of Kent, President of the Engineering Council. Representing GEC at the awards ceremony was Company director, the Hon Sara Morrison who made a speech in support of the up-and-coming talent in the UK engineering industry. She said, "We [GEC] recognise that future business success - and national success - depends upon the skills, vision and crea-



GEC director, the Hon Sara Morrison, HRH The Duke of Kent and the winners of Class A group prize.

tivity of our engineers." She paid tribute to the teachers and various helpers involved and urged them to "persist in their encouragement to young people to develop curiosity, to seek out challenges and to exercise ingenuity to find solutions."

As well as acting as a major co-sponsor of the event, GEC also helped

provide the Class A group prize in the 11-14 year age group.

## Winning invention

The winners were two children from Ridgewood School in Doncaster, Liam McNamara and Kathryn Thorpe, both 14 years old.

Their winning invention is "The Nail Mate", which incorporates a spring-loaded mechanism to grip nails in place when hammering.

It is designed to prevent injury and waste, especially when using small nails, and is particularly suitable for children.

Part of their prize is an industrial visit to any GEC company of their choice.

## GEC staff recognised in Birthday Honours list

**DAVID Tennet, managing director of the Defence Systems Division of GEC-Marconi Radar and Defence Systems, Stanmore joins two other GEC employees who have been recognised in this year's Birthday Honours list.**

DAVID, who has been awarded the Order of the British Empire, read Physics at the University of Surrey and spent four years doing postgraduate research into microwave solid state sources.

He joined Marconi Space and Defence Systems in 1974 heading a microwave sub-system development team for the MARECS satellite. In 1983 he moved to Marconi Communications Systems, Chelmsford as technical director responsible for the company's range of military and commercial products. Four years later he moved back to Marconi Defence Systems as director for airborne electronic defence systems.

He became managing director of Marconi Defence Systems in 1991 and has just celebrated 21 years with the company.

David is a fellow of the Institute of Electrical Engineers and a governor of Chelmsford Grammar School. He is married with two children.

### Eddie Richards MBE

Eddie Richards, chief engineer at VSEL, Barrow joined the company as an apprentice fitter and turner in 1965. He gained a degree in mechanical engineering at Newcastle Polytechnic and became a designer in the armaments drawing office in 1973.

Promoted to assistant chief mechanical engineer in armaments product design in 1987, he became the AS90 chief engineer three years ago.

Eddie was the first person to fire an AS90 self propelled howitzer gun, which, he says, is "the most technically advanced gun of its type in service in the world today." He has also worked on key armaments projects including the FH70 towed howitzer, Sea Wolf and AS90's forerunner, the CBT155.

Eddie is on the local panel of the Institute of Mechanical Engineers. He is married with two children.

### Melvyn Minshull MBE

Melvyn Minshull is a principal field engineer at the Radar Division of GEC-Marconi Radar and Defence Systems, Leicester.

He joined Plessey in 1955 and three years later entered the RAF. Departing as a sergeant in 1970, he joined English Electric at Leicester shortly before it became GEC-Marconi.

He began his career in radar as a field engineer in the installation and maintenance department, working on the 909 naval fire control radar.

Melvyn also spent five years at a land-based site in Portsdown supporting 909 development proving and integration trials. He continued his work on 909 during the 1980s on the installation shipfitting programme. Providing round-the-clock support for the Type 42 destroyers worldwide, Melvyn is renowned for his radar expertise.

## GEC-Marconi at Indonesian air show



THE Red Arrows team visited GEC-Marconi's stand at the annual Indonesian Air Show held in Jakarta recently. Pictured with them are Sir Geoffrey Pattie, Chairman of GEC-Marconi (front row), and Simon Keith, GEC-Marconi's marketing director for South-East Asia (back row).

## EASAMS wins BBC order

EASAMS Business Systems, Camberley has recently won an order to provide a managed service for the BBC's Rights Archives department.

EASAMS will provide its MARLIN service for the management of rights and licensing. This will help to

ensure that rights are effectively used to maximise the return on the BBC's radio and television intellectual property.

The managed service will be provided for an initial period of seven years during which time EASAMS will design and deliver a data-

base application utilising Microsoft Corporation's SQL server™ running under Windows NT™.

EASAMS will also provide hardware, including twin pentium servers, communications network routers, and connections to the BBC's wide area network.





## ENVIRONMENT

### BBC switches on EGT heat and power

GEC ALSTHOM's European Gas Turbines subsidiary (EGT), Lincoln has played a vital role in the BBC's environmental efforts by providing the television centre's new combined heat and power scheme (CHP) with a Typhoon gas turbine.



The Rt Hon John Gummer MP, Secretary of State for the Environment, opening the CHP scheme at the BBC Television Centre. Looking on, from left to right, are Wendy Warren, EGT sales engineer; Ralph Sherwin EGT's business development director, Power Generation; Neil White, EGT's commercial director; and Rod Lynch, chief executive BBC Resources.

EGT's Typhoon gas turbine generating set provides 4.9 MW of electricity for the centre. It uses clean natural gas as the main source of fuel and water injection to reduce emissions. The steam generated from the gas turbine meets the site's heating, catering and hot water needs and is also used for absorption refrigeration. In this process

heat is used as the principal energy source, serving the air conditioning and cooling systems within the centre and replacing the electric chilling.

The CHP scheme was commissioned earlier this year. It offers considerable financial benefits: annual running cost savings should recover the capital investment within five years.

#### Note to Topic readers

If you work within GEC and if you recycle waste, use environmentally friendly equipment, raise money for an environmental charity, or if your company has its own environmental policy, please send details to *Topic*, or call Nicolette Linton/Rachel Oliver on:

0171 493 8484 or G-Net. Access + 783 389/388.

*Topic* will be very pleased to hear from you.

If any GEC employees have questions on the legislation surrounding the environment, or want advice on how to become more environmentally friendly, please send your questions in an envelope marked **Environment Page** to: *The Topic Office*, GEC, 1 Stanhope Gate, London W1A 1EH.

*Topic* regrets it cannot always give individual replies or advice, and asks that original documents are not sent in. No legal responsibility can be accepted for advice or statements in this section. The views expressed will be the personal views of the contributor and not necessarily those of the editorial team or GEC. Readers should take specific advice when dealing with specific situations.

### Environmental trailblazers

GPT Telephone Cables (TCL), Dagenham is now in its second year as a certificated BS 7750 business. It is also compliant with the international environmental standard ISO 14001, although still awaiting certification. The site has become a 'model' for other companies in south-east Essex, with the local authority now looking to TCL for guidance.

#### A first for GEC

It is almost two years since TCL submitted its environmental management system for assessment by an accredited body and became the first business within GEC to achieve BS 7750 certification. It was also one of the first 30 companies across the UK to achieve this distinction - and the only cable manufacturer.

To gain certification, TCL had to review its site operations, identifying areas for corrective action. It then had to demonstrate its commitment by

implementing improvement projects. These included studies of the site and its amenities, analysis of resource management, and collaboration with suppliers on modes of material supply and packaging.

TCL introduced new services for customers, such as taking back obsolete or unwanted products. Improvements were also made where although the site was actually compliant with the regulations, it was not employing the best technology available.

Gaining the certificate marked the beginning, not the end, of the story. People and teamwork are critical to the ongoing success

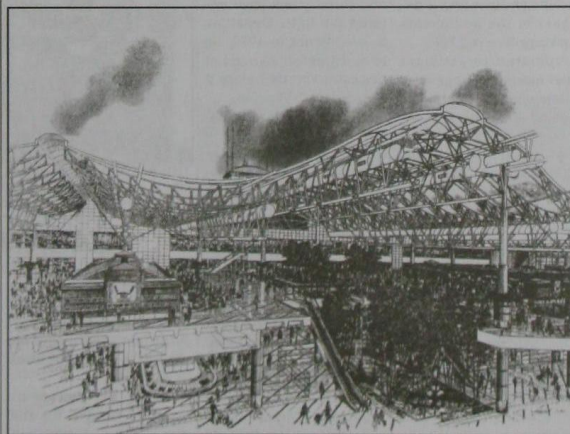
of the programme. TCL now includes an environmental briefing in its new employees' induction programme to highlight the commitment required by all staff to maintain accreditation.

#### Eco management

The Dagenham site's environmental management system has been designed to evolve from BS 7750 to ISO 14001. To facilitate the transition, TCL introduced an annual environmental statement in 1994 to comply with the international eco management audit scheme.

### Satchwell installing building system in China

SATCHWELL Control Systems, Slough has recently been awarded a contract worth an estimated US\$1.6 million to install its latest building management system (BAS 2800) at Lukou airport in Nanjing, China.



An artist's impression of Lukou airport in China.

BAS 2800 will be installed in the domestic terminal of the airport, which is due for completion in mid-1997. It will monitor and control its mechanical and electrical services, heating and air conditioning systems, and its environmental controls.

By integrating with all the building systems to be selected and installed in specific areas of the terminal, BAS 2800 will be able to provide a cost-effective and energy-efficient central management service.

It will be able, for example, to anticipate the heat produced by volumes of passengers and equipment activity, and automatically adjust the temperature control.



# A GREAT INDUSTRIALIST BOWS OUT

ON Friday 6 September Lord Weinstock retired from the Board of GEC and assumed his new role as Chairman Emeritus. In his last public appearance as Managing Director he addressed several hundred shareholders at the Company's AGM and received a standing ovation.

In a glowing tribute the Chairman of GEC, Lord Prior, praised Lord Weinstock's work in building up the electronics engineering and defence combine, and said he had always described the job as the most important in British industry.

Then, in his farewell speech, Lord Weinstock made it clear that he saw his successor George Simpson as a force for continuity, not change. He said that the leadership of GEC involved "teams of people who trust each other, putting ego behind them. I think one of the great qualities of George Simpson is exactly that. He won't be striking out on his own."

George Simpson, speaking to journalists at the meeting, endorsed this, saying he would spend the first year or so getting to know the Company and "stepping into the big man's shoes." He predicted his work would initially be mostly strategy "rather than turning things round" as he had done on previous jobs.

Later, answering questions exclusively for *Topic*, Lord Weinstock gave some insight into his thoughts at this important moment in the Company's history. He said the qualities he has valued most in his managers over the years have been integrity, dedication and ability. He went on to

said that he believes these are also the attributes George Simpson now brings to GEC.

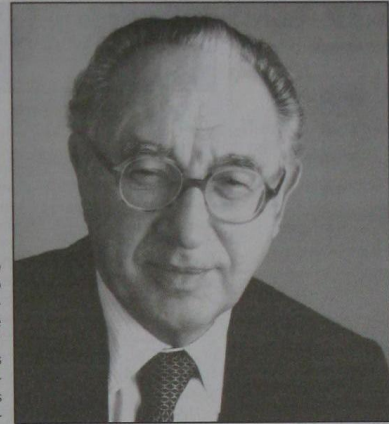
### 33 years as MD

He described his 33 years at the helm of GEC as "very hard work but worthwhile." He said, "Comradeship with all my colleagues over the years has brought me the greatest job satisfaction. Although at times it has been lonely at the top, success has depended entirely on good teamwork." When asked to reveal the formula for his consistent performance over the years he

said, "It's really all down to concentration, attention to detail and a refusal to accept anything less than the best in the way of results."

Asked to comment on his time as one of Britain's often most contentious - as well as successful - industrialists he said, "It's not up to me to say what have been my achievements." His life and times have been widely chronicled and his revolutionary methods have become the model for management. Textbooks describe how his delegation of responsibility to managers, tight financial control and accurate monthly reporting became his hallmark.

His primary achievement is recognised to have been the revitalising of Britain's struggling electrical engineering industry during the 1960's and 1970's. Through a dazzling series of visionary deals and expertly accomplished take-overs, GEC's humorous yet enigmatic chief executive attained heroic status in the City and nationwide. But it is as the creator of one of Europe's biggest international conglomerates that he may be best remembered: more recently he has consolidated the early rapid growth of the Company and realised a longer term objective of building



Lord Weinstock, GEC's Managing Director 1963 - 96.

powerful joint ventures with world class companies. Through this strategy, he has aimed to make GEC a research-led, truly international group with strength, breadth and resilience.

Nowadays when asked about take-overs he says, "We're a mature company interested in the long view. Our job is manufacturing, not take-overs." However, he goes on to say, "there are one or two large things to be done. They could be joint ventures or acquisitions."

### Great industrialist

The Board and George Simpson have asked Lord Weinstock to accept the position of Chairman Emeritus so as to have available the benefit of his long experience and profound knowledge of the Company. Referring to his new honorary title and role

as the "elder statesman" he says, "I hope I will be able to give advice when required and continue to take an interest in the affairs of the Company."

The Deputy Prime Minister Michael Heseltine has described Lord Weinstock as "one of the great industrialists of the second half of the 20th century." As Lord Weinstock steps down, he leaves what is by any standards a formidable business which, through his driving vision, is ideally placed to exploit the worldwide boom in infrastructure projects. Investment in railways, telecommunications and power generation, the three main pillars of the Company's joint ventures, is growing strongly in both developed and industrialising nations.

As Lord Weinstock takes up his new post we are sure that our readers will want to join the *Topic* editorial team in acknowledging his contribution and wishing him well in his retirement.



Lord Weinstock at GEC's head office, Stanhope Gate.

## Lord Weinstock

- 1924 Born Arnold Weinstock in London on July 29th.
- 1944 Graduates with a BSc (Econ) from University of London, having studied statistics.
- 1944 - 47 Junior administrative officer at the Admiralty.
- 1947 - 54 Enters private sector in the field of finance and property development.
- 1954 Joins Radio & Allied (Holdings) Ltd.
- 1955 Appointed managing director.

- 1961 The General Electric Company (GEC) merges with Radio & Allied. Appointed director of GEC.
- 1963 Becomes GEC's managing director.
- 1970 Knighted for services to export - becomes Sir Arnold Weinstock.
- 1980 Created a life peer - becomes Lord Weinstock.
- 1991 Becomes Officer, Legion d'Honneur (France) and Commendatore, Order of Merit (Italy).

Fellow of the Royal Statistical Society and Honorary Doctor of Science to Salford, Aston, Bath, Ulster and Reading Universities; Honorary Doctor of Law for Leeds University and University of Wales; and Honorary Degree of Doctor of the University, Anglia Polytechnic University. Honorary Fellow of Peterhouse (Cambridge), London School of Economics and the Royal College of Radiologists, and Honorary Bencher of Gray's Inn. Trustee of the British Museum. Interests are horse-racing, breeding horses and classical music.



**GEC-Marconi & Matra Marconi Space - systems on display**

- Fully integrated cockpits
- Military avionics
- Air defence systems
- Missile systems
- Space systems
- Civil air systems
- Electronic warfare systems
- Integrated logistic support

**Farnborough Air Show '96**

The 1996 Farnborough Air Show attracted the world's leading players in the aviation industry. Many companies such as British Aerospace, Lockheed Martin and McDonnell Douglas, with whom GEC-Marconi is involved on numerous programmes, presented purpose-built exhibitions to promote their latest developments in aviation technology.

GEC-Marconi shared a stand with its joint venture company, Matra Marconi Space. Together the two companies attracted a number of royal figures and

senior industrial and political VIPs to inspect the GEC equipment on display at first hand. Visitors included HRH Prince Edward, King Hussein of Jordan, Deputy Prime Minister, the Rt Hon Michael Heseltine MP (who took a particular interest in the company's *Knighthelm* integrated helicopter helmet), Secretary of State for Defence, the Rt Hon Michael Portillo MP, and the Under Secretary of State (Defence) for Acquisitions and Technology, Paul Kaminski.

Brian Tucker, managing director of GEC-Marconi

Aerospace Systems hosted Prince Edward and explained the technology behind the exhibits, including the *Viper* integrated helmet.

Michael Portillo, who recently announced the £500 million order for GEC-Marconi's air-launched anti-armour weapon, BRIMSTONE, took a special interest in the company's integrated air combat system.

The virtual reality air combat simulator drew special attention from visitors, including the Red Arrows crew, who took delight in testing out the equipment for themselves.

**News and announcements**

GEC-Marconi companies took advantage of the strong media presence at the show to make some important news announcements. These included:

**Chinook**

GEC-Marconi Sensors, Basildon announced that the company has recently won an order from Boeing Defense and Space Group as part of the MoD's contract to supply Chinook military helicopters to the RAF.

The order, placed by the helicopters division of Boeing, is worth more than £7 million and covers the supply of communications equipment. This comprises VHF/AM and VHF/FM transmitter receivers and automatic direction finders, which are currently in service with the UK's three armed forces.

The order also includes the company's TACAN transceiver, which provides both air-to-ground range and bearing information and air-to-air range data. TACAN is used on Tornado GR1 and F3, the Sea Harrier and the Nimrod MR11 and is currently in production for British Aerospace. Deliveries of the equipment are scheduled to commence from the end of this year.

Meanwhile, GEC-Marconi Avionics (GMAv), Rochester, signed a major support contract at the show with European Aviation Limited (EAL) for the maintenance and repair of automated flight control system components for EAL's BAC 1-11 fleet.

**Support contracts**

GEC-Marconi has been carrying out repairs for the BAC 1-11's for more than three years. These were originally made on an individual quotation and agreed price basis. Both proved to be time consuming and inefficient. As a result, the two companies decided to sign a fixed price repair and turnaround contract for three years, with the option to extend.

At the signing ceremony on the GEC-Marconi stand, Trevor Whetter, managing director of EAL, commented that the contract demonstrated the two companies' long-term commitment to the BAC 1-11 project.

Frank McLaughlin, GMAv's support division's commercial director spoke

on behalf of the company, saying "We are very pleased to be working with EAL on their 1-11 fleet."

GMAv's support division (GMAvSD) has also won a major contract worth £40 million awarded by British Aerospace (BAe). The largest of its type ever to be won by the division, it forms part of BAe's prime contract to support the Tornado GR4/4A for the MoD.

GMAvSD will supply the augmented logistics support (ALS) of the new avionics systems which were fitted during the Tornado's mid-life update. As well as having responsibility for the overall management of ALS, the company will set up support facilities at RAF bases in Germany and the UK. Repair and maintenance services will be provided via the company's factories in Edinburgh, Rochester and Portsmouth, together with additional engineering support and training.

**Joint venture**

GEC-Marconi also announced the formation of a joint venture com-

pany with Smiths Industries Aerospace and SERCo, to be called GSS Sealand Ltd.

The new company, which was created as part of the MoD's *Competing for Quality* initiative, has already prepared and submitted its first competitive bid - for the operation and management of RAF Sealand, based near Chester.

The contract would involve the transfer of existing staff as well as extensive facilities to the base. According to GEC-Marconi, the GSS Sealand consortium is "confident of adding considerable management and commercial skills to the partnership with the RAF."

GSS Sealand is seeking to expand the role of RAF Sealand by "strengthening its capability whilst extending the business base through co-operative arrangements within the industry." This will also include the development of skills and improvement of facilities. The collective aim is to create a world class enterprise which meets all RAF requirements and provides long-term security to the workforce.

**THE GREAT SHOW ON**

Farnborough '96 witnessed public flying display in front of world leaders in the aviation look GEC-Marconi's contribution to the announcements made



Pictured clockwise from top left: GEC-Marconi's general being shown the integrated avionic air combat system; the virtual reality air combat simulator through its paces; the Rt Hon Deputy Prime Minister testing out the *Knighthelm* integrated helmet; and Brian Tucker, managing director of GEC-Marconi, with HRH Prince Edward the *Viper* integrated helmet.



# LATEST ON EARTH

ed Eurofighter's first UK  
front of an audience of  
on industry. Topic took a  
oution to the aircraft and  
de at this year's show.



Eurofighter 2000 is fully equipped with GEC-Marconi's latest electronic systems.

## Latest news on Eurofighter 2000

AS Farnborough opened, Michael Portillo, Secretary of State for Defence, made a significant announcement to the nation. After extensive testing, Eurofighter is now ready to go into production at an estimated rate of 20 aircraft per year.



helicopter cockpit; the Rt Hon Michael Portillo MP  
o members of the Red Arrows team putting the virtual  
n Michael Heseltine MP, First Secretary of State and  
egrated helicopter helmet; Eurofighter 2000 landing  
tor, GEC-Marconi Aerospace Systems showing HRH

**T**he UK intends to procure a total of 232 Eurofighter aircraft. These will be assembled at British Aerospace's (BAe) military aircraft sites in Lancashire from components manufactured by the industries of the four partner nations. The participating countries are Germany, Spain, Italy and the UK, with the prime contractors being Dasa, CASA, Alenia and BAe respectively.

sub-system and laser warner. The company is also heavily involved in the communications, missile and landing systems. The ECR 90 radar underwent rigorous testing recently at Dasa's facilities in Germany. The successful completion of these ground tests preceded the maiden flight of DA5, Dasa's second development aircraft. The DA5 and the UK's DA4 are the first fully equipped avionics aircraft to flight test the radar.

first outing at Farnborough. Operational tests of the more advanced FCS software have been ongoing since early last year and the system has performed as expected during test flights.

**G**EC-Marconi's central role in Eurofighter is the supply of mission critical electronic and avionics systems such as the airborne radar, flight control equipment, head-up display, helmet mounted display, defensive aids

and now gives Eurofighter what test pilots have described as 'carefree handling'. This is an increased agility which with its advanced propulsion system already gives it the dazzling display capability witnessed at its

### Advanced cockpit technology

**G**EC-Marconi is a leader in integrated helmet systems and has developed a version specifically to meet Eurofighter's requirements. It can be used for weapon aiming, flight reference and as an aid to night vision. It also provides protection for the pilot's eyes which point the weapons in the right direction, via the head-up display.

### Next steps

**S**ince Eurofighter's maiden flight in early 1994, a further three development aircraft have flown. The aircraft in the flight testing programme have now completed well over 200 flying hours, reaching speeds of more than Mach 1.8. The required production investment, actual production and support phases of the programme are still subject to the finalisation of inter-governmental arrangements with the other partners and to the agreement of satisfactory contractual terms with industry. UK deliveries to the RAF are scheduled for the end of 2001 and will run until the year 2014.

**Eurofighter 2000 and GEC-Marconi**

GEC-Marconi is involved in more than 20 different electronic systems for the EF2000. These include:

- Radar\*
- Flight controls\*
- Head-up display\*
- Helmet mounted display\*
- Defensive aids sub-system\*
- Laser warner\*
- Display symbol generator
- Fuel flow meter
- Crash survivable memory unit
- Fuel and coolant pumps
- Air data transducer unit
- Engine monitoring unit
- Wing pylon station units
- Tactical data links
- VHF/UHF communications
- Microwave landing systems
- Missile systems

\* Lead contractor



## TRAINING DEVELOPMENT

### The 1996 Dunchurch European Business Simulation

THE management college's annual competition has been won by GPT Public Networks Group, Liverpool.

#### Intra-Group competition

This challenging and entertaining event is devised and directed by Dunchurch, GEC's management college based near Rugby. It aims to develop junior and first-line managers' business experience and emphasises effective team work and decision making.

Teams drawn from units across GEC take six months to complete this demanding competition, which represents a simulated 16-month period. With up to five members, each team is tested on its managerial, problem solving and collaborative skills in areas such as sales and marketing, production scheduling, purchasing and stock control, and research and development.

Competitors are drawn

from a wide range of backgrounds. Monthly returns are faxed to Dunchurch to be processed and the results generate a running position for each company for the next month. Points are scored for the ratios achieved of profit to capital employed.

#### Finals weekend

At the end of the competition, the top five teams assemble at Dunchurch for a finals play-off weekend. Details of the itinerary are never divulged in advance, but, in addition to routine decision-making, some new and stimulating challenges are always included.

This year's teams were kept on their toes with interactive exercises as diverse as negotiating a

tough pay deal and manufacturing a prototype product in a bid to win a lucrative foreign contract.

Before the overall winner was announced, the teams gave presentations summarising their companies' performances over the weekend to a panel which included Graham White, managing director of Hotpoint, and Paul Watts, director of Dunchurch.

The 1996 finalists came from GEC ALSTHOM Engineering Systems, Leicester; GEC-Marconi Avionics, Rochester; GEC-Marconi Radar and Defence Systems, Stanmore; GPT Public Networks Group, Liverpool; and Hotpoint, Peterborough.

The 1996 winners were from GPT's central marketing division in Liverpool. The Hotpoint team was awarded the prize for the best presentation.



Graham White, managing director of Hotpoint, presenting the team from GPT's central marketing unit, Liverpool, with the winning trophy. Pictured from left to right are Graham White, Ismail Docrat, Dan Hathaway and Paul Fedoroff.

### Raising the health and safety flag

THE first group of employees from GEC ALSTHOM Low Voltage Equipment (LVE) has completed the Institution of Occupational Safety and Health (IOSH) managing safety course. The programme is designed to encourage a positive safety culture and was run at the division's Kidsgrove site.



Attending the course from GEC ALSTHOM LVE were, from left to right, (front row) Bill Maddox, technical assistant; Don Howell, managing director; Clive Tayton, general manager, Kidsgrove; Ian Heath, applications engineer; Peter Wilde, assembly wireman; (back row) Jeff Goulden, group health and safety adviser; Ken Tate, team leader installations and commissioning; Trevor Cotton, team leader maintenance; Paul Machin, coil winder and assembly (large); Tony Bryan, team leader test and inspection; and John Walley, engineering and quality assurance manager.

Run by Jeff Goulden, GEC ALSTHOM LVE's group health and safety adviser, the course involved approximately one week of theoretical study, plus an examination and a practical test.

#### Training wide range of personnel

Starting with the new safety committee at Kidsgrove and following with all managers and supervisors, a wide range of LVE personnel will be trained on health and safety matters. Dunchurch College has also taken up the course.

Don Howell, managing director of LVE, presented the managing safety certificates to the employees who achieved the required standard.

### Dunchurch, the GEC Management College

#### Seminars for 1996 / 97

##### October 1996

- 18 The impact of IT on people and organisations
- 22 Defects liability

##### November 1996

- 11 Benchmarking executive briefing
- 26 Business process re-engineering

##### December 1996

- 9 Prepare your business for the 21st century
- 11 Essential contract terms and conditions

##### January 1997

- 22 European quality award executive briefing

##### March 1997

- 21 Contracting, intellectual property and confidentiality

##### April 1997

- 10 Business process re-engineering



TRAINING  DEVELOPMENT

### Flagship Training is launched

FLAGSHIP Training, a joint venture company between GEC-Marconi, Vosper Thornycroft (UK) and Procord, has been launched to manage and deliver ship support training projects.

**Training partnership**

The company was selected by the Royal Navy to join a partnering arrangement with all Naval Recruiting & Training Agency establishments. By incorporating attractive Royal Navy training

packages in new proposals, Flagship companies hope to increase their ship and equipment sales overseas.

GEC-Marconi has already compiled a training programme for the crews of two 97 metre Corvettes for the Royal Malaysian Navy.

### Xpelair's seminar for international success

XPELAIR recently held a three-day seminar for its international distributors to update them on the company's expanded product portfolio and give them an opportunity to exchange ideas on quality and environmental initiatives.

**Best practices**

This was the second international seminar held by Xpelair. 18 distributors attended from 14 different countries including New Zealand, Hong Kong and South Africa. Xpelair's export marketing officer,

Louise Atkins (pictured below, front row, fifth from the right), said: "Delegates found it particularly useful as it updated them technically, provided additional sales tools and gave them the opportunity to exchange ideas and best practices from their home markets."



## Satchwell's management course recognised by BTEC

THE internal management development programme run by Satchwell Control Systems, Slough for its junior and middle management has recently received external recognition from the Business and Technology Education Council (BTEC).

**Benefit for company and managers**

Satchwell Control Systems has been running an internal management development programme for the past four years. The course was not recognised externally and Satchwell felt that gaining accreditation would benefit both the company and managers. External recognition would help the company in benchmarking its performance and focusing on key areas of training.

The BTEC Employer Business Unit was contacted for advice on courses and the certificate in management studies (CMS) - a nationally recognised standard - was recommended as a suitable programme through which to achieve accreditation.

After acceptance of its application, Satchwell became a BTEC Assessment Centre and can now award the CMS to its delegates. With formalised



Pictured above (from left to right) are Rebecca Earl, Satchwell's programme manager, with Satchwell's 1996 management development programme delegates: Larry Wheeler, Shaun Taylor, Paul Wardlaw, Mark Sanders, Christina Wilson, Steve Harries, Sean Myatt, Barry Greenwood, and Nick Danford.

procedures, evaluation has proved to be a much easier task and, at £55 per head for BTEC registration, it is certainly value for money.

The CMS offers good career development opportunities as it can be used as the basis to achieve NVO Level 4 in management studies. With a further year's study, a diploma in management studies can also be completed.

### GEC ALSTHOM wins two Investor in People awards

THE Investor in People award (IIP) has been presented to GEC ALSTHOM T & D Balteau, Hixon and GEC ALSTHOM T & D Transmission Switchgear, Stafford.

IIP is presented to companies which have succeeded in linking training and development to improved business performance.

The two companies are the first in GEC ALSTHOM to be presented with IIPs and Marshall Monks, the managing director of both units, received the awards on their behalf.



Marshall Monks, managing director, and Bill Tillety, training manager and IIP project manager, of GEC ALSTHOM T & D Balteau and Transmission Switchgear, with the IIP awards.



## TRAINING DEVELOPMENT

# GEC-Marconi manager recognised by Young Enterprise for 'outstanding contribution'

THE GEC-backed Young Enterprise (YE) scheme recently presented Don Short, audio visual manager at GEC-Marconi Avionics (GMAv), Rochester with a gold award for his work for YE.

GMAv has supported YE for more than 30 years. The organisation is a national educational charity aimed at giving 15-19 year olds the opportunity to set up and run their own companies during one academic year. This enables young people to develop their personal skills, knowledge and

understanding of business. Don received his award at the national final of the Companies Competition. He was commended for his work in Kent, where he is chairman of the YE's local strategic board.

Don's success comes from his belief that it is vital for business people to invest

their time and experience in the young, helping them in their personal development.

He now plans to encourage more areas throughout Kent to establish and support the Team Enterprise programme, which is designed for those with special educational needs.

### Project Business (UK)

Project Business(UK) is a YE programme designed to introduce 14-16 year olds to the world of business and economics. The project is a partnership between education and business, where volunteers work closely with teachers to deliver a series of structured classroom sessions and business site visits.

Tony Bryan of GEC ALSTHOM Low Voltage Equipment, Kidsgrove recently participated in the scheme at Clough Hall School also in Kidsgrove. Here *Topic* reproduces extracts from a letter he sent to the education director of YE, praising the scheme.

*Topic* will carry a feature on the work of YE in the next issue.

"... The course gave me a greater insight into the problems that young people face today, their need for greater broad-based knowledge of industry and our inadequacies in providing the stimulation and opportunity for them to gain this knowledge. I also became more aware of my own ability to change this situation as the programme progressed, even though it was only in a small way.

... The overall experience of the programme became a two-way learning process, for even though it was primarily an information downloading exercise, the interactive way the course was run gave me a chance to learn from the students.

My confidence and in particular my presentation skills were greatly enhanced. This was due to the trust and co-operation I received from staff at Clough Hall School and the interest shown by the higher management at GEC.

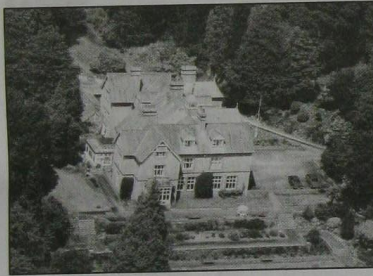
It was also very rewarding to come into contact with a genuinely enthusiastic audience, for unlike a working environment, where people are paid to be there, the students had to be won over ... all were keenly attentive and eager to participate.

... I am looking forward to any future involvement I may have with this or any similar project.

The project, experience and opportunity has been extremely rewarding to me personally and I would recommend that if anyone has a similar chance, they must grab it firmly. Any involvement could only result in a positive outcome which will benefit the student, the business and the individual."

Tony Bryan

## Hampshire celebrates 50 years



THIS summer, staff at Hampshire, GEC's convalescent home celebrated 50 years since Lord Nelson of Stafford opened it in the summer of 1946. The home at Grange-over-Sands in Cumbria was originally built in 1880 and is situated in a 13 acre estate located between Morecambe Bay and the Lake District. The facilities at Hampshire include 11 bedrooms, three lounges and a period dining room and is open to all GEC employees who wish to subscribe.

### Marconi Instruments

#### Senior microwave engineer

Marconi Instruments is a world leader in the design, manufacture and servicing of hi-tech test and measurement equipment. The company employs more than 1200 staff world-wide.

A senior microwave engineer is required for the design and development of advanced microwave instrumentation technologies and components (frequency range from 1Mhz - 50Ghz).

A minimum of five years' experience in component design and broadband experience is needed with ultra-high performance design. The use of CAD and understanding of tolerance would be desirable. A research background could be appropriate as the job involves developing advanced technology to meet the longer term needs of the business.

The successful candidate will have a BSc in Electronics or Physics. They must be able to work in a team environment and take responsibility for their work. Good communication and interpersonal skills are required.

Please apply in writing to:

Rita Young, senior personnel and training officer, Marconi Instruments Limited, Longacres House, Norton Green Road, Stevenage, Herts SG1 2BA. Tel: 01438 772050, Fax: 01438 772041.

Stevenage

### GEC-Marconi Communications

#### Systems test engineers

The purpose of the systems test department is to assist the development process by providing an independent test service. Excellent career development opportunities exist for those candidates who appreciate the importance of the test cycle to product improvement and would welcome a challenging role to help to achieve the department goals of:

- zero escaped defects to customers
- optimising product cost and time to market
- enhancing the product development process
- providing a fast, reliable, innovative, independent and cost effective test service

If you have a degree or HND in electronic engineering or computer science with experience in test design or test simulation gained from an advanced, software-intensive electronics environment, we are waiting to hear from you to discuss your next career move.

For further information contact:

Alison Stephens, GEC-Marconi Communications Limited, New Street, Chelmsford, Essex. Tel: 01245 353221 or G-Net: Access + 348 5666. Email: alison.stephens@gmcl.co.uk

Chelmsford



## GEC Overseas Club

# Bad weather fails to dampen spirits in Club golf tournaments

### InterCentre Golf Competition

THE InterCentre Golf Competition was played recently at Kilsworth Springs Golf Club near Lutterworth in Leicestershire, with some 72 members from centres across the UK competing for the team prize and individual trophies.

The winner of the

Australia Cup for the best combined team Stableford score was Portsmouth with a score of 131 points. The Hugo Hirst Trophy for the Best Individual Stableford score was won by Stewart Walters, a new Rugby member, with 39 Stableford points. Nick Bolsover again triumphed in the A S Black Trophy for his best gross score (77) with Norman Weatherup of Portsmouth, the runner up. The E C

Phillips Trophy for the best Stableford score for players with handicaps over 18 was won by Mike Featheridge of Chelmsford with Fred Stevenson, of Lincoln the runner up.

Despite very blustery conditions, everyone enjoyed a good day's golf, which was followed by a dinner in the clubhouse

where the presentations were made. The event was organised this year by Keith Lodge of the Rugby Centre.

### President's Golf Trophy

The 1996 winner of the President's Golf Trophy is

Jim Blyth, from GPT Telephone Cables, Dagenham and a member of the Chelmsford Centre, who scored an impressive 45 Stableford points. The trophy is competed for at home and overseas, the highest scoring overseas player this year being Sam Quagliata who played in Western Australia.

## WINNERS TABLE

### InterCentre Golf Competition

**Australia Cup**  
**Winners:** Portsmouth 131 pts  
 (D Bartlett; N Weatherup; R Evans; T Hawkes)  
**Runners up:** Lincoln 'A' 128 pts  
 (J Broadhead; A Sadler; S Neylen; F Stevenson)

**Hugo Hirst Trophy (best Stableford score)**  
**Winner:** S Walters (Rugby) 39 pts  
**Runner up:** G Williams (Chelmsford) 37 pts

**A S Black Trophy (best gross score)**  
**Winner:** N Bolsover (London) 77 pts  
**Runner up:** N Weatherup (Portsmouth) 82 pts

**E G Phillips Trophy (best Stableford score handicap over 18)**  
**Winner:** M Featheridge (Chelmsford) 36 pts  
**Runner Up:** F Stevenson (Lincoln) 34 pts

### President's Golf Trophy 1996

**Winner:** J Blyth (Chelmsford) 45 pts  
**Runner ups:** J Heightley (Rugby) 41 pts  
 I D Bremner (Coventry) 38 pts  
 S Quagliata (Australia) 38 pts  
 T Johnson (Lincoln) 37 pts  
 K Francis (Stafford) 35 pts  
 E Clancey (Canada) 34 pts

## Ken Tuckwell

ONE of Portsmouth Centre's founder members, Ken Tuckwell has died of cancer. Ken, a former centre Treasurer, was one of Portsmouth's most enthusiastic workers and committee members. He rarely missed an event in the 12 years of the centre's existence. Members of the centre will miss his jovial presence at meetings and events.



Ken Tuckwell.



The winners of the Australia Cup team trophy from the Portsmouth Centre pictured with Chris Candler, chairman of Club Council.

## News from around the centres

### Chelmsford

The Chelmsford Centre has organised a theatre/dinner evening on Thursday 24th October to see "A Passionate Woman" by Kay Mellor at the Mercury Theatre, Colchester. Dinner will be taken in the theatre restaurant preceding the performance, which commences at 8pm.

The cost of the evening is £23 all inclusive.

### Coventry

Nearly 40 members recently attended the Coventry Centre summer lunch at The Grange. The Christmas lunch will also be held at

The Grange on Sunday 8th December. Bookings are being taken now for this event. Can we make it bigger and better than last year? Please contact Alan Nixon.

### Manchester

The vice president of the China University of Japan, Professor Kawanishi Hiro-suke, accompanied by Professor Toshi-yuki Tsuchida, recently visited the Trafford Park offices of GEC ALSTHOM Power Plants Group.

They were in the UK to research into the life of Mr Yoshitaro Fujikawa, a Japanese engineer who died in 1980. Yoshitaro was an apprentice between 1935 - 38 for the Metropolitan

Vickers Company and a member of the Overseas Club. After his brief time in the UK, he went on to become an influential industrial figure in Japan.

### Portsmouth

Members and guests of the Portsmouth Centre recently enjoyed Sunday lunch and the rest of the afternoon shuttling between Alesford and Alton on a veteran Watercross Line steam train. On another occasion, members had a picnic supper and enjoyed an evening at a Goodwood race meeting.

Forthcoming events include the Centre Annual Dinner, on 25 October at The Royal Naval Club in Old Portsmouth.



### CLUB SECRETARY

**Council:** David Twigger, GEC, I Stanhope Gate, London, W1A 1EH  
 Tel: 01203 565588

### CENTRE SECRETARIES

**Chelmsford:** Chris Christelow, EEV, Chelmsford, CM1 2DU  
 Tel: 01245 493493

**Coventry:** Alan Nixon, GPT, New Century Park, Coventry, CV3 1HJ  
 Tel: 01203 563784

**Lincoln:** Tim Dunn, GEC Plessey Semiconductors, Carlisle Road, Lincoln, LN1 1SG  
 Tel: 01522 526350 ext 5704

**London:** John Forster, 20, The Avenue, Fittwick, Bedford, MK45 1BP  
 Tel: 01525 713891

**Manchester:** F S Mansoori, GEC ALSTHOM Power Plant Group, Booths Hall, Chellford Road, Knutsford, WA16 8GE  
 Tel: 01565 758000

**Portsmouth:** Roger Peplow, GEC-Marconi Defence Systems, Browns Lane, Portsmouth, PO3 5PH  
 Tel: 01705 675210

**Rugby:** Phil Moore, CECELEC Projects, Boughton Road, Rugby, CV21 1BU  
 Tel: 01788 563498

**Stafford:** Colin Riley, GEC ALSTHOM Turbine Generators, Lichfield Road, Stafford, ST17 4LN  
 Tel: 01785 274089

**Australia:** Don Bartha, GEC-Marconi Systems, Meadowbank, NSW  
 Tel: 02809 9700

**Canada:** Graham Herriman, GEC ALSTHOM Int, Canada, Mississauga  
 Tel: 905 6248300

**UK rep for Canada:** Henk Altling-Mees, Cottage Wayside, Little Baddow, Chelmsford, Essex, CM1 4RS  
 Tel: 01245 222309

**Hong Kong:** Kim Steele, GEC Hong Kong  
 Tel: 5893 8282

**South Africa:** Jake Crompton, GEC ALSTHOM Int, Rivonia Gate North 181 Rivonia Boulevard, South Africa  
 Tel: 27 11 447 3108



# CLASSIFIED COLLECTION

## HOLIDAYS

**FLORIDA**, Orlando. Two bedroom, two bathroom air-conditioned villa. Sleeps 4-6. Positioned on a quiet estate overlooking 18th fairway Meadow Woods golf club. Includes free golf on two courses, swimming and tennis. From £200 pw. Tel: 01745 833426.

**IBIZA**, Cala Llonga. Comfortable apartment on private development. Two bedrooms. Two terraces. Restaurant and lovely gardens. Three bars, two pools. Accommodates up to five. From £35 pp, pw. Flights, car hire, insurance, all arranged. Tel: 01442 253584.

**RITE PRICE**, world-wide travel insurance and car hire arranged. Generous discount on travel insurance. Call Elaine on: 01438 368150. Open until 9pm every day.

**YORKSHIRE DALES**, Tossie, near Settle. B&B in charming barn conversion, peaceful and picturesque. Close to the three peaks, Settle to Carlisle railway, Trough of Bowland etc. En-suite facilities. £18 pp per night. Open all year. Tel: 01729 840482.

**MALTA**. Privately owned holiday flat in a quiet coastal town yards from the sea. Sleeps five, two twin and one single room. Winter '96/Spring '97 £100 pw/flat. Tel: 0141 616 0513.

**NEWQUAY**, Cornwall. Friendly, family-run guest house, five minutes walk from nearest beach, 15 minutes walk from town. All rooms immaculate with TV, washbasin, coffee and tea facilities. En-suite rooms available. Open all year round. B&B £13 (double £18). Tel: 01637 873857.

**SMALL** guest house in Cheshire countryside. Excellent well-maintained accommodation. TV, beverage tray in room and good home-cooked food. Many local places of interest. Two miles from M6. No smoking. B&B from £15, evening meal extra. Tel: 01477 534291.

**MENORCA** - Son Bou. Two bedroom apartment. Private pool and gardens. Fitted kitchen, electric cooker, microwave, fridge freezer, lounge/diner, bathroom with shower. Two sun terraces, 15-20 minutes walk to golden sandy beach. Tel: 01245 471600.

**NORTH WALES**, Porthmadog. Spacious, comfortable and well-equipped four bedroom house overlooking harbour with views of the hills. Sleeps nine, cot provided. Good beaches, Welsh narrow gauge railways and Snowdonia mountains nearby. Available throughout year. £150-290pw including weekends. Tel: 015395 355664.

**NORTH CORNWALL**, Mawgan Porth. Holiday flat sleeps six. Private outdoor pool, tennis courts and parking. 100 yards from sandy bathing and surfing beach, shop, pub and chip shop. Newquay five miles. Competitive rates. All year booking. Tel: 01637 860504.

**CARNLOUGH**, County Antrim, Northern Ireland. Luxury bungalow on beautiful Antrim coast amid the glens of Antrim. Excellent walking, fishing, sightseeing and touring. Two bedrooms, double bedsettee in lounge, sleeps 3/6. Northern Ireland Tourist Board certified. Tel: 01266 653596.

**THE GAMBIA**. Professional bird guide with eight seater car available October to March. Local trips or longer excursions up river arranged. Also camp in unspoilt bush, £15 pp, half board. For details and bird list, tel: 01263 721228.

**TORQUAY**. Family run hotel, car park, level stroll to beach / town centre and gardens. Standard and en-suite rooms available with Sky TV, tea and coffee. For brochure, tel: 01803 294435.

**SOMERSET/Devon/Dorset** borders. Charming terraced hamstone cottage in picturesque village. Sleeps four. Idyllic area with many places of interest within short distance, including Devon/Dorset coast. Excellent for walking, bird-watching, visiting country houses

etc. Tel: 01963 363841.

**FLORIDA**, Kissimmee. Modern fully furnished four bedroom detached house (sleeps ten). Near major attractions/Disneyworld. Large private screened and heated pool. Cablevision, stereo-system, air conditioned, fitted kitchen, plus more. Children welcome. Assistance with travel arrangements. Tel: 01279 434534.

**TURKEY**. Aygul Hotel, Calis Beach, Fetihye. Only £55 pp, pw, B&B. Great people, stunning views, good food, large swimming pool. Competitive flights and insurance. Group discounts for ten plus. Tel: 01392 881363.

**MENORCA**. Detached villa with private swimming pool. Three bedrooms, sleeps 6-8 persons maximum. Fitted kitchen, large lounge/diner, two bathrooms. Two sun terraces, private gardens, close Ciudadela, ten minutes walk to beach/coves. Tel: 01634 867183.

**FLORIDA**, fifteen minutes from major attractions and Disneyworld. Three bedrooms, two bathrooms, privately owned luxury villa that sleeps up to eight. Private screened and heated pool. Cable TV, air conditioned and fitted kitchen. Advice on travel arrangements available. Tel: 0191 3855127.

**BEAULIE-SUR-DOROGNE**. English run chambre d'hôte (B&B) in beautiful French country house. Discover the real France by exploring the wonderful countryside and villages nearby. Local activities include canoeing, walking and riding. Tel: 01252 373603 or 00 33 55 91 54 79.

**KENYA**. Enjoy a fabulous holiday on the waters of the Pemba Channel. Snorkelling, windsurfing, scuba diving. Big game fishing or cruising among the islands of the Zanzibar archipelago. Perfect for group hospitality. Tailor-made itineraries available. Tel: 01334 472504.

**SNOWDONIA**. Trawsfynydd. Comfortable, well-equipped, two bedroom

stone cottage. Sleeps 4/6. Cot provided. Pets welcome. Good walking and fishing locally, convenient for exploring rest of North Wales. Available throughout year, £84-168pw. Winter mini-breaks from £42. Tel: 01489 574626.

**CHARENTE-MARITIME**. Easy drive from St Malo. Luxury mobile home sleeps six adults. All facilities on British-owned site. Close to Cognac, Futuroscope and beaches. Special reduced prices for 1997 for GEC staff. Details from: A Dearing, Sual Project, 2/ F, C Block, Booths Hall, Knutsford WA16 8GE.

**DEVON CLIFFS**, Sandy Bay, Exmouth. Three bedroomed eight berth caravans on a Haven site. Especially suitable for families. Weekly cost includes admission to pools and clubs. Free gas and electricity. Privately owned and maintained. Prices below camp charges. Tel: 01963 362101 evenings.

**COSTA DEL SOL**. Detached villa, sleeps six, two kilometres from town centre. Close to excellent beaches and other facilities, tennis etc. Ideal for summer or winter holiday. Car hire can be arranged. Tel: 01892 528517.

**FRANCE**, La Palmyre, near Royan. Modern villa accommodates six. Two bedrooms, living room, kitchenette, swimming pool (in season) and tennis courts. Village style complex. Sandy beaches, shopping precinct and restaurants nearby. Ideal for Cognac, Bordeaux, Futuroscope. Tel: 01276 28792.

**AUTUMN**, Christmas and Hogmanay holidays. Warm Scottish hospitality in relaxing and graceful accommodation. Three night short breaks from only £49.50 pp in the beautiful Trossachs Hills and Loch Lomond area. For winter breaks with Topic discount, call Ann on: 01877 382276.

## PROPERTY

**ESSEX**. Beautiful, new Bovis show home. Square

lounge, fully fitted kitchen, dining room, study, utility. Four bedrooms. South-facing landscaped garden. Double garage. GCH. Chelmsford 20 minutes/ London 60 minutes. £135,000. Call Chris on: 01633 835039 or G-Net: Access + 486 5039.

**PORTUGAL**. Timeshare apartment at Praia-da-Rocha, Algarve. Super resort/beaches. Mid December week, peak RCI red time, so exchange anywhere, anytime. Freehold, sleeps six. Lovely site, pools etc. £2,500. Tel: 01752 794399.

## FOR SALE

### RECORDS FOR SALE

Hundreds of LPs, singles, cassettes etc. Black Sabbath, Bowie, Alice Cooper, Dire Straits and so on. Most LPs are £1.50 plus a few rarities at knockdown prices. Records found and collections valued. Swaps considered. Call Steve on: 01908 229109 (work).

**FERGUSON VIDEO STAR** portable studio camera, takes normal VHS tapes. Includes carry case, battery, battery charger, zoom lens, boom microphone, title facilities and many more extras. £600 ono (bought for £1,200). Call John on: 01708 852212 after 6.30pm.

## MISCELLANEOUS

**18 PLUS**, an independent organisation for anyone

Send your classified advertisement written clearly in block capitals (maximum 40 words) to: *The Topic Office, The General Electric Company, plc, 1 Stanhope Gate, London, W1A 1EH by 18 November 1996* giving your name, address, telephone number and, where appropriate, your GEC site. Next issue - December 1996.

Only one insertion per ad is allowed. Insertion is not guaranteed but every effort will be made to include your advertisement as soon as possible. GEC employees, their families and people who have retired from the company may advertise free of charge. For others the cost is 50p per word. Please make cheques payable to: The General Electric Company, plc.

Topic takes no responsibility for any misrepresentations or inaccuracies in classified advertisements or for any breaches of obligations by classified advisers. Readers are recommended to take appropriate professional advice before entering into obligations.



## A cricketer's dream come true

Pete Urwin from GEC-Marconi S31, Stockport was anything but bowled out when he played cricket at Lord's.

To a cricketer, the 'holy ground' must be Lord's. While most cricket fans are happy to be spectators in such impressive surroundings, one GEC-Marconi engineer decided to go a step further - and play there instead. Pete Urwin, a software engineer in the Systems Assessment Group at GEC-Marconi Simulation and Training,

Stockport, took part in a national cricket competition held at the famous ground - and won!

Pete's team, the Caldycricket Club, was one of 600 other teams to enter the Village National Knockout Cup. This year was the club's 75th anniversary and the players were overwhelmed to win on their anniversary.

## Father and son team take national bowls title

REDRING office sales manager, Davide Russo and his father, Antonio have teamed together to become national champions in the 6th annual British pairs carpet bowls championship.

### Fine performance

The competition was held at Pontins, Hemsby. The Russo team competed against more than 400 other pairs in a bid to win the competition. Davide and

Antonio put in a fine performance although they had not played together for two years. They won six games to reach the final, where they defeated a team from Cambridge 14-9 over 11 ends. Congratulations to them both!



Davide, right, with his father Antonio, holding their trophy.

## Kazakhstan Scouts come in 'Friendship' to GEC ALSTHOM



A GEC ALSTHOM employee recently organised a visit for 24 Scouts from Kazakhstan in the former USSR to GEC ALSTHOM T&D Transformers, Stafford.

Richard Holliday, an estimator and also a scout leader of the 20th St Bertelins Scouts, Stafford had arranged the visit as part of a two-week outing

called the International Friendship Camp, based at Kibblestone Scout Camp near Stone. The party was welcomed by the company's managing director, John Grant, and was given a tour of the factory.

*Pictured on a tour of the GEC ALSTHOM factory is Richard Holliday (far right) with some of the Kazakhstani scouts and one of their leaders.*

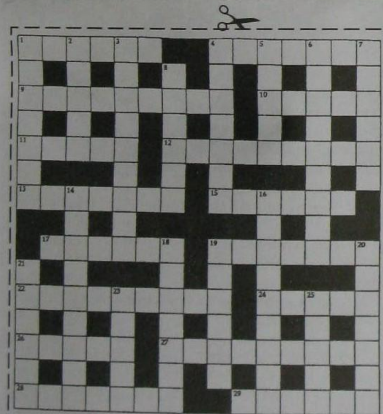
## Marconi Instruments back bike run for town's birthday

MARCONI Instruments, Stevenage recently sponsored a cycle run as part of the town's 50th anniversary.

Stevenage was purpose-built shortly after the second world war. A company backed cycleways treasure hunt was organised by the Stevenage museum as part of the town's celebrations.

A hundred cyclists spent the day following clues and hunting for answers to both observational and historical questions on the town.

All those who took part received a T-shirt and the winners were presented with sweatshirts, all donated by the company.



## October Crossword

### October Prize

The prize for the October crossword is a Hotpoint WM12 compact microwave, which comes in polar white.

### July winner

The first correct entry drawn at random from the July crossword entries came from J Lockyer of GEC-Marconi S31, Frimley, who wins an Xpelair Taurus desk fan.

### July solution

#### ACROSS

1. Symptom; 5. Touched; 9. Alarm; 10. Massacres; 11. Carbon copy; 12. Afro; 14. Lily-livered; 18. Cabaret star; 21. Note; 22. Beer cellar; 25. Mail order; 26. Guest; 27. Custody; 28. Letters.

#### DOWN

1. Seance; 2. Meagre; 3. Tomfoolery; 4. Mimic; 5. Test pilot; 6. Utah; 7. Hereford; 8. Discords; 13. Overweight; 15. Latterday; 16. Economic; 17. Abstains; 19. Fleece; 20. Crates; 23. Rural; 24. Go-go.

#### ACROSS

1. Nursery rhyme doctor and nurse (6)
4. Head of team in a fit of rage can be the very devil (7)
9. It's below the ocean's surface for the most part (2,3,4)
10. Born and died before getting first of several requirements (5)
11. Fish: church leaders are after a number (5)
12. After mid-June Brown's returning to the range? That's odd! (9)
13. Income made by a lot of men in a musical show (7)
15. Here's a small seal and one can hear a small swan (6)
17. Civil service to restrict pay increase during emergencies (6)
19. Sound municipal body offers advice (7)
22. Was chirpy, but muttered peevishly when first ticked off (9)
24. Coach making a lot of drops after start of term (5)
26. Italian city involving its leaders in revolution (5)
27. A vegetable hotchpotch aunt got me (9)
28. Bill's brought back shows written archaically. Must be nuts! (7)
29. Financial resources demanded by time-consuming fools (6)

#### DOWN

1. Fried food that makes one healthier? That's about right (7)
2. 4 ac. possibly upset Santa (5)
3. The planes being dismantled could be jumbos (9)
4. Lessees in temporary accommodation to be given an injection (7)
5. Fellow, on leaving public school, became an artist (5)
6. The unpleasant people who give one a feeling of horror (3,6)
7. Take stock, perhaps, but make little sound (6)
8. Often called mother when tea-urn got knocked over (6)
14. Green coat sometimes worn by copper? (9)
16. Let's put on thin gloves - long ones (9)
18. Is economical with material: paints just the outside (7)
19. Disheartened couple doing without love; giving up (6)
20. A soothing drink brought us together d'you say? (7)
21. Volunteers stick around endlessly in stable (6)
23. Sound as a bell, with a bit of extra colour (5)
25. A number of Romans make unlimited money single-handed (5)

**ENTRY FORM**

Name.....

Address.....

.....

Company.....

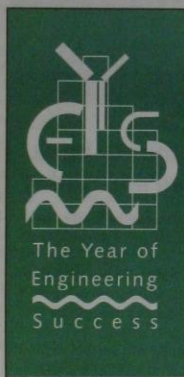
**DEADLINE: 18th November 1996**

A copy of your crossword together with this entry form should be sent to Topic, GEC plc, 1 Stanhope Gate, London W1A 1EH. Please mark your envelope OCTOBER crossword.



## GEC says 'YES' to next year's engineering initiative

GEC recently showed its support for the 1997 Year of Engineering Success (YES) by participating at the preview exhibition of the YES campaign in Birmingham.



### Nationwide campaign

The preview was held in a tented village during the science festival of the British Association for the Advancement of Science & Technology at Birmingham University.

As 1997 has been designated the Year of Engineering Success, a nationwide campaign is being launched to highlight the role of the engineer and the importance of engineering

to the country's economic vitality and quality of life.

Dr Mary Harris, director general of YES, says, "The YES campaign will focus society's attention on engineering so that talented people and financial investment are attracted to engineering practice - from the boardroom to the primary school."

As well as raising public awareness, YES aims to spark children's interest in engineering and technical courses, and to encourage the media to project a more positive image of engineering.



Sheila McNally of GEC's Education Liaison department explains how the CONAN advanced remote manipulator system, made by GEC ALSTHOM Schilling Robotic Systems, works. The display was organised by GEC ALSTHOM Engineering Systems, Whetstone.

YES is backed by the Engineering Council, engineering institutions, industry, government, education and trades union. GEC is one of the patrons of the initiative.

The campaign will bring engineering closer to the public by relating its successes to everyday life. As Tim Rathbone MP recently

said in the House of Commons, "YES will mark and remind people of the vital role of engineering in our country's economic success in an increasingly competitive world, and of the contribution that engineering makes to our lives at home, at work, in transportation, in health care, in communications, in leisure and, not

least, in our future environment."

High-profile events will be organised by regional working groups drawn from supporting organisations, local firms and government departments. Various follow-on activities will ensure that the impact of the initiative continues beyond 1997.

## Magnet celebrates silver anniversary

THE Magnet group of companies was formed 25 years ago. Its anniversary coincides with a move to new headquarters at 45 Beech Street in the City of London.

The Magnet group, comprising Magnet World Travel, Magnet Shipping Services and Magnet Airfreight Services, is an associate GEC company with a network of 15 offices based at GEC sites across the UK. The group provides travel services, shipping, air and surface freight, and travel and freight management consultancy services to GEC group companies, their

customers and associates throughout the world.

For many years, GEC's shipping department was known as Magnet Shipping Services, reflecting GEC's earlier use of a magnet as a trademark. When, in 1971, GEC acquired the shipping agency Haymor Limited, the Magnet group was formed to bring together the company's growing shipping and travel activities. The owner of Haymor,

Elias Sofaer, was made managing director of the new subsidiary. In 1981, the directors of Magnet purchased the majority shareholding in the business and it then became an associate company.

### Shipping and travel

Over the years, Magnet Shipping Services has developed into a global organisation specialising in the field of international distribution and logistics. It handles anything from straightforward single destination shipments to complex multi-location programmes.

World-wide inward bound freight is handled by Magnet Airfreight Services, which was formed in 1990, and is a joint venture operation with MSAS Cargo International, GEC's appointed export airfreight contractor.

Magnet World Travel is

one of the largest independent business travel specialists in the UK. Not only is it ABTA, IATA and ATOL bonded, the company is also a member of the highly prestigious Guild of Business Travel Agents, whose members collectively handle 80 per cent. of all business travel in the UK.

The company provides travel, hotel and car hire reservations, an emergency out-of-hours service, a passport and visa service, foreign exchange, leisure and group travel services, and 'meet and greet' airport assistance. The company also offers private travel discounts to GEC staff.

### Staff and technology

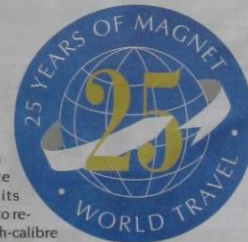
Last year, all Magnet offices were awarded ISO 9002 certificates of quality accreditation for performance standards.

Magnet's commitment to quality depends on the competence and ability of its staff. "Our aim is to recruit and train high-calibre consultants who are dedicated to maintaining the excellent quality of our service," explains Elias Sofaer. "By employing expert consultants rather than order-takers, we are able to offer the quickest and most effective booking service for any journey, anywhere in the world. This ensures our clients receive the best travel advice in the industry."

In addition to good staff and excellent training, Magnet has invested substantially in the very latest technology. In the travel sector, for example, Magnet can access a computer database showing thousands of discounted scheduled fares. The company has negotiated a wide range of airline, hotel and car hire

deals, which offer significant savings, allowing clients to make the most of their travel budget. Magnet's computer reservation system is also used to book hotels and car hire world-wide, providing instant confirmations. The company has recently installed a Eurostar ticket printer in its London office to provide a speedy service to cross-Channel travellers.

After 25 years in the business, Elias Sofaer is confident that Magnet World Travel and Magnet Shipping Services will "continue to evolve and develop" to meet their clients' needs and face the challenges present in ever-changing market conditions.



Magnet's investment in the latest computer technology provides a speedy booking service for clients including GEC employees, who are eligible for discounts off the cost of all private travel.