

Marconi News

MARCONI'S BIGGEST EVER FARNBOROUGH

The biggest demonstration of radar and airborne electronic equipment ever staged by Marconi will be seen by visitors to the Farnborough Air Show, 16th to 22nd September.

A typical working mobile radar system will be on view, made up from units in the S600 series of modules. At the hub of the system will be a new radar display control cabin, one of a series providing facilities ranging from simple displays to an automated display and data handling system using on-line computers. An example from this range will be in operation, and visitors will be able to see a radar display of the Farnborough flying programme and other air activity in the region, derived from the nearby S600 height-finding and surveillance heads.

A new video map generator will be in operation and on view for the first time. It enables outlines of the territory or flight "corridors" covered by a radar to be superimposed on a radar display along with the conventional plan position radar information.

Also in full operation and on view to the public for the first time will be a new air traffic control secondary

radar system, jointly developed by Marconi and Elliott-Automation. Their unique experience in this vital field has led to the introduction of a number of advanced design features which give significantly improved performance. As a result, the equipment could make a big contribution to increased safety in the air and it establishes a new standard of cost effectiveness.

The Company will also demonstrate a new airborne moving map projection display. It can hold four times more film than competitive equipment and will give airline pilots, for the first time, a completely automatic tracking system, capable of covering routes all over the world, with space to spare for projecting check lists and other flight information. Like the new secondary radar it will be in operation for the first time at a public exhibition.

A new helicopter doppler navigation system, type AD510, will be yet another new product on view for the

first time in the U.K. Using a fixed aerial only 12 inches square, it gives readings of velocity vertically, forward or reverse and left or right.

Also on display will be an h.f./v.h.f. communications system, type AD1400, for providing communication links between an aircraft and ground vehicles, walkie-talkies or other aircraft in a tactical situation.

The new AD170 communications transceiver and AD270 navigation receiver will be shown, along with some of their printed circuit boards which make extensive use of integrated circuits.

In the outdoor park of the British Aircraft Corporation, a Marconi mobile radar system, currently in operation with the British Army, will be on view. The display brings together equipment from a number of the manufacturers who won the recent major multi-million pound Libyan defence contract, Marconi's part in which is worth many millions of pounds.

On Short Brothers and Harland's guided missile stand, there will be a demonstration of how their Seacat missile is "gathered" and guided to its target by a Marconi television system.



Alan Matthews, foreground, and Mike Lewis, both of Engineering 'B' Radar Division, working at Bushy Hill on the S600 transportable operations cabin which will be shown at Farnborough.

Chairman Visits Fleetville

During their visit to St. Albans, the chairman, Mr. F. N. Sutherland, and deputy managing director, Mr. D. G. Smee, were shown the production of signal generators at the new Fleet-

ville Works of Marconi Instruments, their guide being Mr. M. E. Kelsey (left), M.I.'s works manager, whose father is Mr. G. T. Kelsey, manager of London Office.

Massive Message Switching System for Defence Ministry

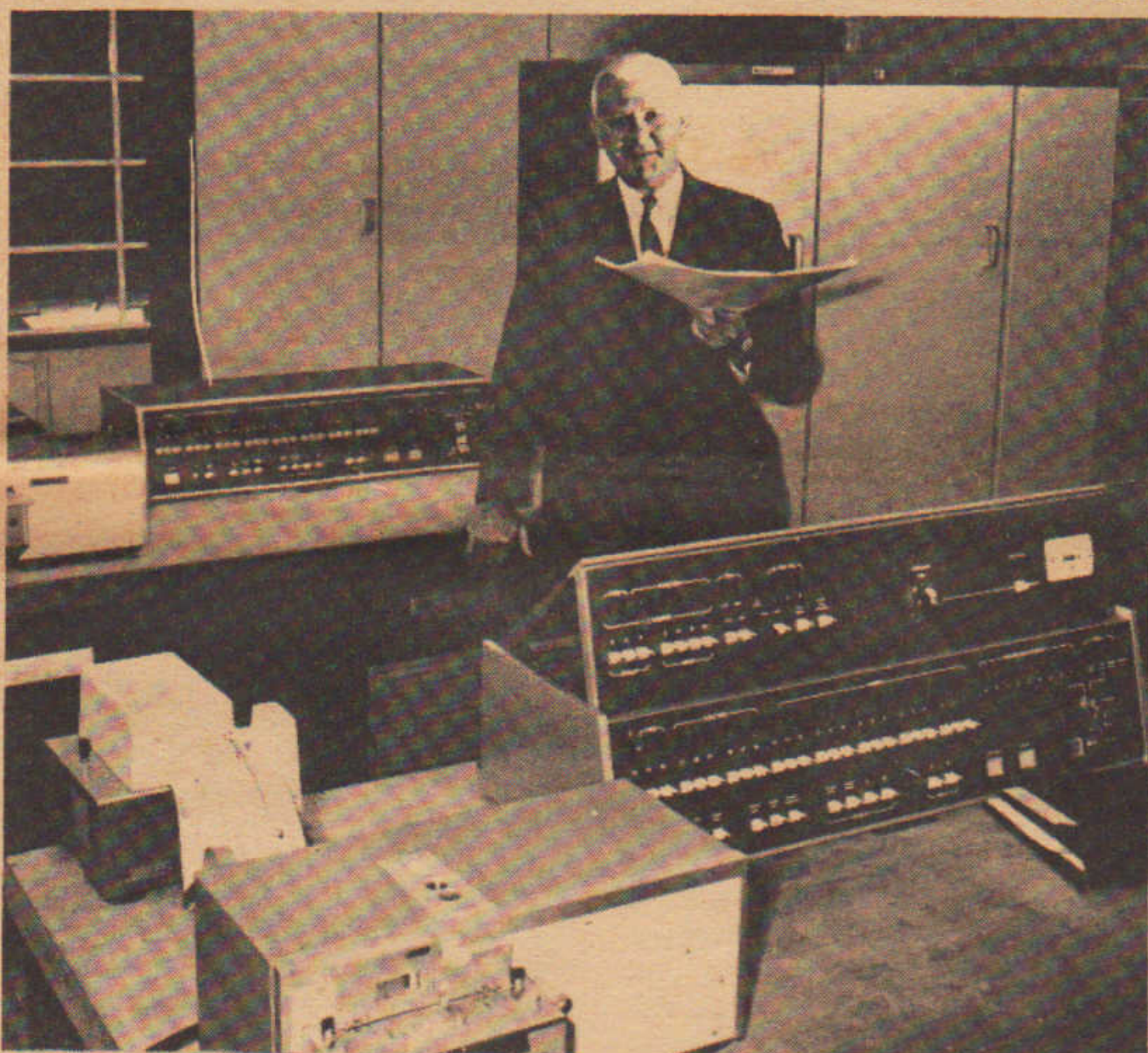
A massive system, certainly the largest outside the U.S.A. and possibly in the world, for switching military teleprinter messages and data traffic, has been ordered for the Ministry of Defence.

A £1 million contract for the system has been awarded to Marconi by the Ministry of Technology. The fully-automatic, multi-computer message switching and distribution system for the Defence Communications Centre, buried deep under central London, is the largest yet ordered by

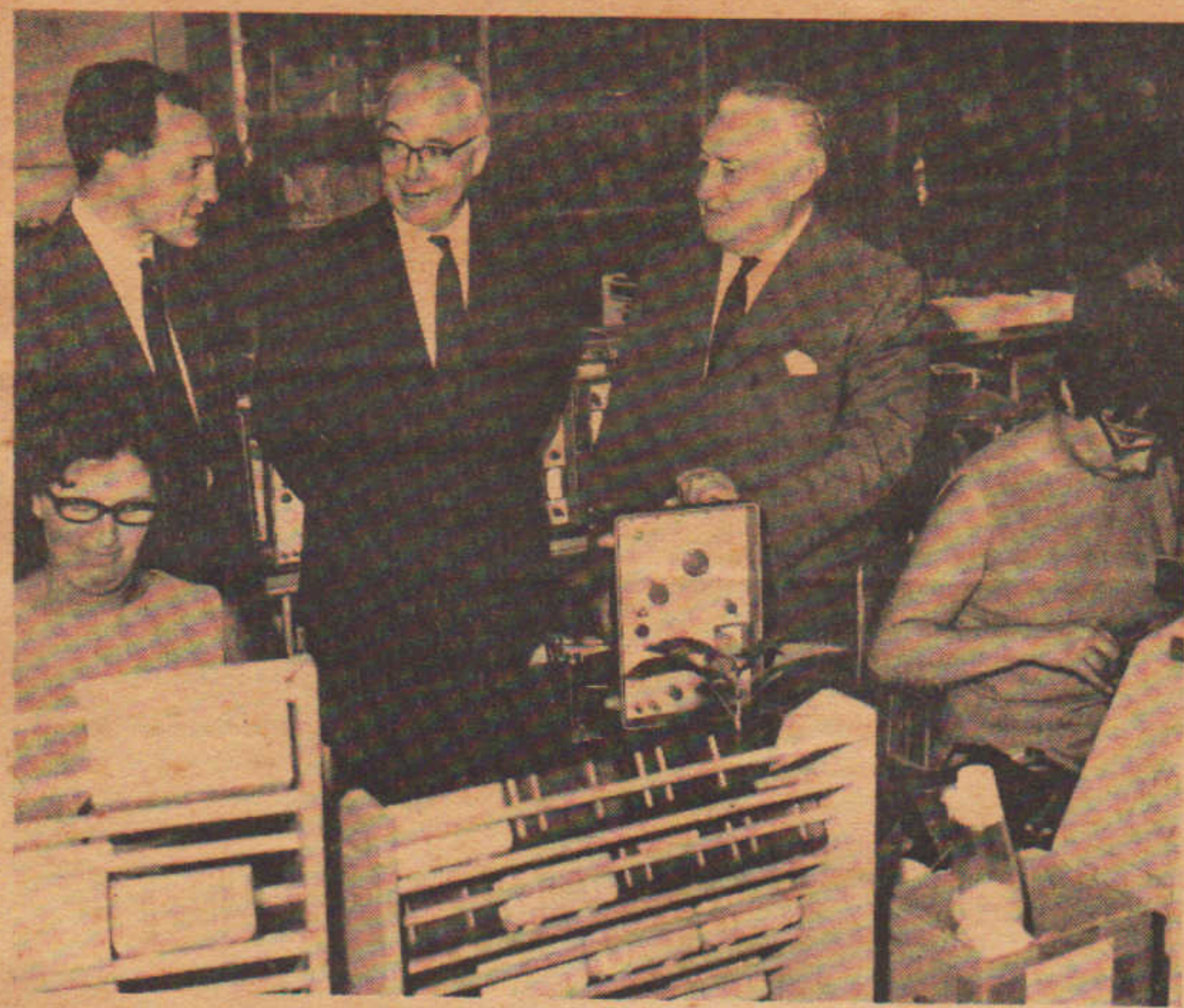
the British Government. It will handle internal communications between the separate branches within the Ministry, and will also form the hub of the military services network in the U.K. and overseas. Manual routing, or handling of messages, will be completely eliminated, and all messages will be accepted immediately and stored on magnetic discs to be transmitted automatically to the appropriate destination as lines become free.

P. R. Keller, manager of Line Com-

munications Division, said of this order: "This is the third major order that we have received for MARS (Marconi Automatic Relay System). They cover both the military and civil markets and two of them are for export. We are at an advanced contract negotiation stage with a number of other orders. This now firmly establishes us as the only Company offering systems of this type based on U.K. computer technology and employing duplicated equipment with 'fail-safe' software, features which are essential to maintain continuous operation despite breakdown of the hardware."



Eric Rose, Chief of Message Switching Sales, was the founder member of the former Line Communications Division message switching team. Since the formation of Line Communications Division, message switching has been supported by a team of experts in both hardware and software development, system design and project control. E. Rose is seen here with the system which is destined for Cyprus.



THE PLESSEY BID

A PERSONAL MESSAGE FROM LORD NELSON

As you will have seen in the Press, on Wednesday morning, 21st August without any previous consultation, I was informed by the Plessey Company that they proposed to make a bid for the whole of the ordinary share capital of English Electric, i.e. that Plessey should take over English Electric.

Your Directors considered this proposal at a special Board Meeting on Friday and as you will have seen, have stated that in their opinion this proposal would not be in the interest of the shareholders of English Electric. I would like you to know that they also do not consider it to be in the interest of the Company's staff and employees nor of its customers.

The number of product activities which overlap between English Elec-

tric and Plessey is a small proportion of the whole and the Plessey Board and Management have no knowledge nor experience of the majority of English Electric activities. The gains from such rationalisations as might be possible could not in any way compensate for the serious disturbances which a change of management of this nature would involve.

English Electric has a magnificent record of achievement in its range of activities most of which are now a significant proportion of the whole British industrial activity in each field. It has a very high standing with its customers all over the world and is making a very great contribution to the country's exports. A major upheaval of this nature must seriously undermine the Company's business—much of which is dependent upon

customer confidence—and therefore cannot be in the interests of the Company's shareholders, nor its staff and employees and all their dependants.

We are all aware that English Electric must improve its earning record now that the major mergers we have undertaken in the last two years are well in hand. Our ability to convince our shareholders that this will be done will be a critical factor in avoiding this wholly inappropriate takeover. All of us must redouble our efforts to ensure significant improvement in earnings in the years immediately ahead.

I am sure I can rely on the full support of every member of our Company in taking all action to achieve this objective and in assisting me to avert this takeover.

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The camera rolls on Janet Levine, a test equipment programmer, Ken Smiles is on the right and Chris Hunt operates the camera.

Filming Manufacturing Processes

New unit created

To explain to other parts of the Company what is involved in the manufacturing process, Manufacturing Services have established a film production unit. Supervisor of the unit is F. F. Round of Manufacturing Services and his unit cameramen are Marconi apprentices Peter Small and Chris Hunt. Also closely concerned with this new project are Dennis Sanders, Chief of Value Engineering, and Tony Gunn, of Central Production Engineering Services.

The Ministry of Technology's Production Engineering Advisory Service is providing the technical guidance to set the unit off on the right lines, and a prototype film is currently being made by the unit under the guidance of PERA communications

project engineer, Ken Smiles. The film will show how the best use can be made of a new numerically controlled Weidemann turret press. Future films, which will be produced solely by the Marconi team, will include one explaining to product divisions the steps taken by the manufacturing unit to meet a production requirement and the ways in which the divisions can help. Another film planned will show lofting techniques at Gateshead.

The film equipment consists of one "Super" 8mm, colour camera with sound projector. Except for processing, all the film production and editing will be done by the Manufacturing Services team.

The Accommodation Problem

A statement from the Accommodation Advisory Committee

Work has now started on part of the Crompton Works site, preparing the way for the transfer of Commodity Information Service, formerly known as Standardization Division, which will take place in September/October.

Further to the comment in last month's Marconi News it can now be stated that a detailed study is being carried out of the possibility of moving certain activities to the Crompton Works site.

These include:

Radar Division, which is at present located over several sites. It would be the intention to consolidate as

many departments as possible at Crompton Works so as to provide a more efficient organization.

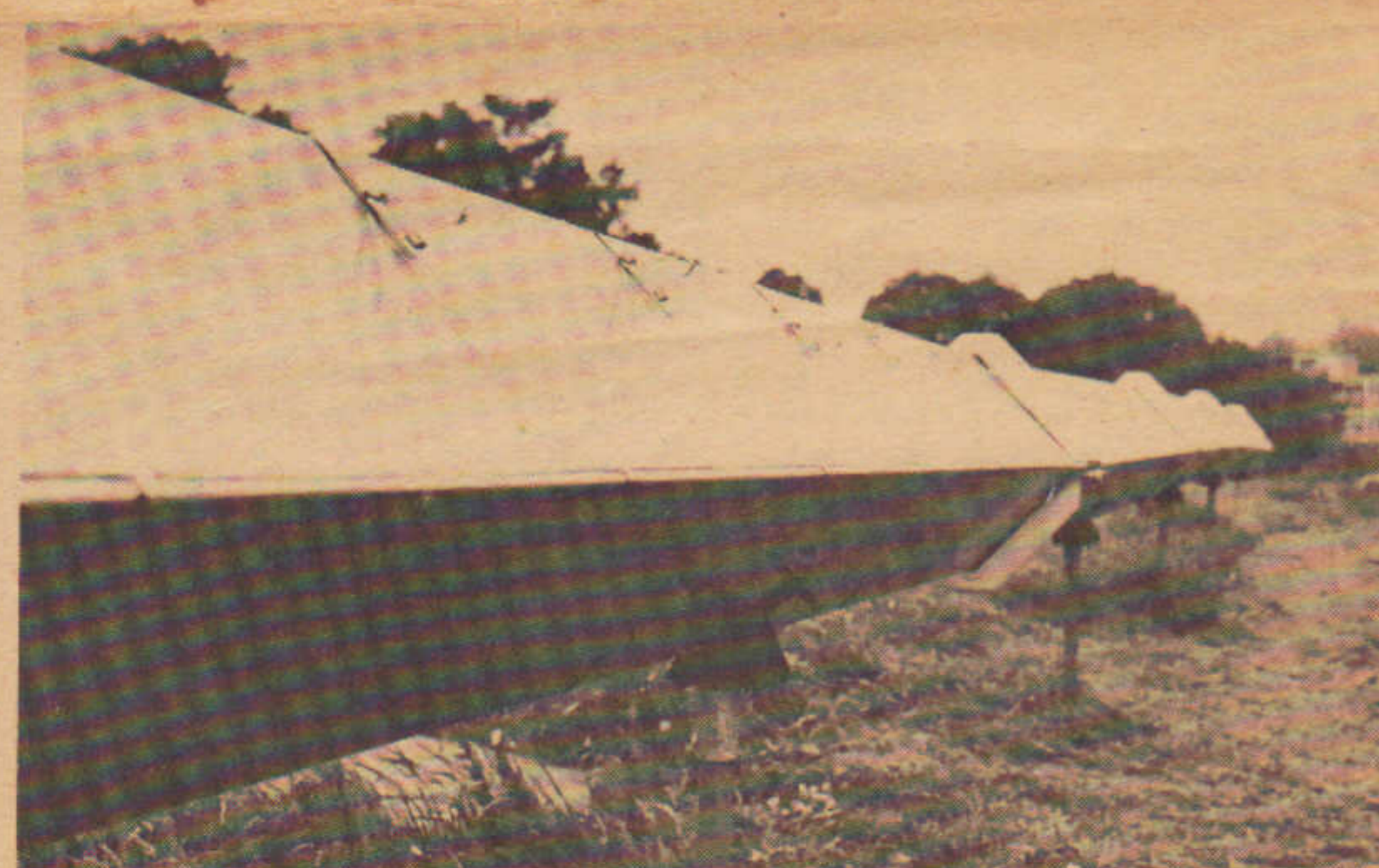
Fabrication Division from New Street. The objective also in this case will be to obtain an efficient manufacturing layout appropriate to our current products and future plans.

Again it must be emphasized that these are studies, which involve considerable investigation and consultation but do not yet constitute decisions. When firm decisions can be made everyone concerned will be told immediately.

NEW STYLE DESERT TRUNKING COMPLETED

Testing has now been completed at Baddow on the laboratory sections of the new economy style of trunking, designed by Mast & Aerial Group at New Street. The trunking will carry feeders and cables across two and a half miles of the Kuwait desert from a transmitter building to tower radiators.

The new design, consisting of two V sections, will bring about a dramatic reduction in transport costs. In transit the sections will be stacked like flower pots and on arrival at site will be bolted together to form a square duct. They replace the old style circular sections, which were inevitably extremely bulky.



The photograph shows a laboratory section of the trunking for Kuwait outside Hut 22 at Baddow, prior to shipment.

AUTOMATION AT BRUNEL

International Symposium sees advanced computer graphics

One of the most advanced demonstrations of computer graphics ever given in the U.K. was staged at the end of July by Automation Division at a Brunel University Symposium.

The event attracted an international gathering of delegates from both industry and commerce, and the interest was so great that it was not possible to accommodate all those who wished to attend.

The range of lectures and exhibits was specifically designed to encourage the use of computer graphics in the delegates' fields of activity; one lecture, particularly well received by both delegates and other lecturers, was on computer graphics software and was given by Simon Bird of Central Automation Services Division.

All the leading manufacturers of computer graphic systems were represented in the exhibition, including I.B.M., Elliot-Automation, I.D.I., Plessey and Ferranti.

Automation Division's X2000 display system, which provides a unique interface between man and the ever increasing complexity of modern computer systems, was exhibited in a 60-seater lecture theatre. Demonstrations showed delegates how electronically drawn or written information can be manipulated on the screen and how design problems can be solved; process and design diagrams illustrated the versatility of any system.

There were "Full House" attendances at the Marconi Automation demonstrations showing applications of their system to computer aided

design, with no other manufacturer exhibitor attracting such large audiences.

The Mayor of Hillingdon was among interested visitors to the Symposium.



L. M. Cunningham of Automation Division comments at the Brunel Symposium. The operator is P. Timms of C.A.S.D.

WORLD-WIDE DIAGNOSTIC TESTING FOR DATA TERMINALS

Line Communications Division has introduced a new diagnostic testing service for users of the Company's Marconidata transmission system, the H6010 series.

For the new service, terminals have been provided at Writtle which will be permanently open to "calls" from

customers anywhere in the world who may wish to carry out tests on their equipment and its operation.

It is expected that the time, effort and cost involved in locating and rectifying faults by the customer, on his own premises, will be greatly reduced.

Profile

Ron Sherwin

WORKS MANAGER, GATESHEAD

"Unless you are prepared to identify yourself with the designer's problems you will not have the feel for the equipment."

Ron Sherwin's aim on leaving school was to make flying his career, and it was not until fifteen years later, when he was over thirty, that he first placed his stake in the electronics industry.

From Toxteth Technical Institute in Liverpool, he went in 1937 to R.A.F. Cranwell on a technical apprenticeship to be followed by aircrew training.

"But the war prevented me from flying, it came as I was finishing my technical training and the R.A.F. needed trained technicians as much as pilots. In fact I was selected for pilot training in 1940 but was shipped out to India instead, where I found myself lugging mules up the Khyber Pass behind the Lincolnshire Regiment as a member of an R.A.F.-Army Co-op. Squadron.

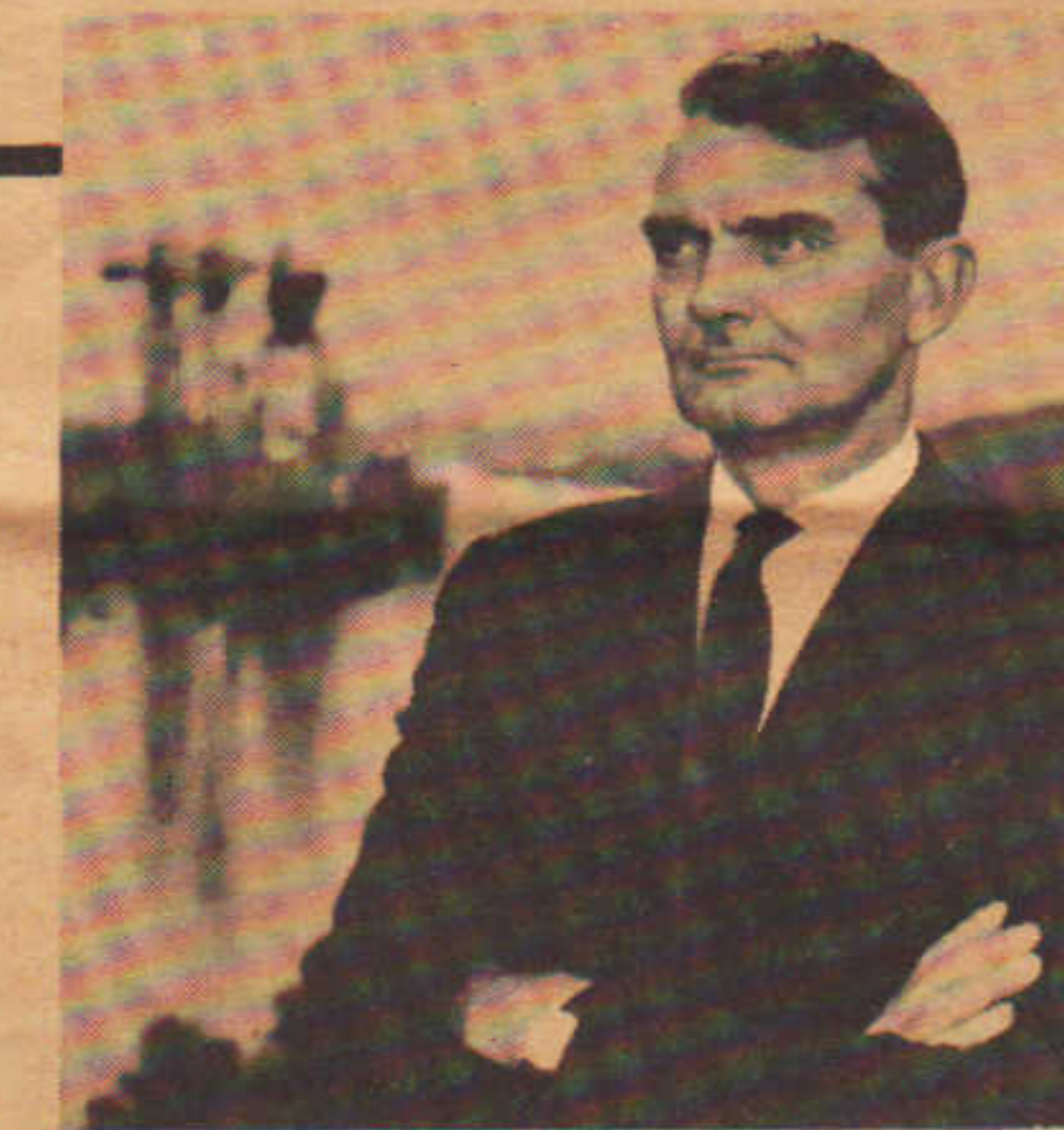
Mules played a key role on the North West Frontier and later in the war in Asia, carrying the receivers, transmitters, aërials and generating sets for the signals units.

Ron Sherwin was celebrating his 21st birthday in Rangoon on the day that Singapore fell. He spent the next three months travelling north on foot across Burma in the chaos of the British withdrawal, finally being flown back to India on the last aircraft out of Myitkyina before the Japs arrived.

He got some flying soon afterwards as a wireless operator on the Assam front. Then, once more with mules, he joined General Wingate's first Chindit expedition, probing far beyond the Japanese lines. His job was to establish radio communication for air drops to the mobile columns.

After the war he was working in the Middle East with the Aeronautical Inspection Service, carrying out the repair and refurbishing of damaged equipment. Then, as throughout the war, much of the equipment Ron Sherwin dealt with was Marconi's.

"Some of the repairs were shockers," he says, "and I found myself writing from the middle of the desert for technical information and receiving it from what later proved to be the well known C. S. Franklin. I always got a prompt and courteous reply, and this, plus my close association with



Marconi equipment, no doubt influenced me to apply to Marconi when I made the decision, in 1951, to leave the R.A.F. and enter industry.

"I was about to join them when the R.A.F. told me I must stay on another year because of the Korean war. Twelve months later to the day Marconi contacted me and I joined Marine Test."

It was difficult at first to adjust to industry, so to get a broader look at its management structure, Ron Sherwin took the B.I.M. Diploma course on management studies at the Mid-Essex Tech. By good fortune, his lecturer on works management was J. Aikman, at that time works superintendent, Chelmsford, who gave him his first insight into the subject. Two years later he joined Mr. Aikman as a project engineer in Production Control, and so practice followed theory.

"I never purposely set my sights on a particular target; the opportunities presented themselves and logic told me to take them."

His work with Mr. Aikman involved him in the planning and manufacture of many new and advanced equipments. "But perhaps even more beneficial to me, was the fact that this work put me in touch with a wide variety of people throughout Marconi."

After three years Ron Sherwin returned to the Test Department as inspection controller, re-organizing mechanical inspection. Then, in the summer of 1960, he was appointed chief inspector of what was the Felling Works at Gateshead.

The site of the Works, at the heart of Tyneside, has an industrial history going back some hundreds of years, but the mechanical engineering and structural work done there in the more recent past had a particular affinity with the heavy engineering industries of the area. In 1962, when the Company created Mechanical Products Division to exploit the expertise of the Felling establishment, Ron Sherwin was appointed quality control manager. In 1965 he became works manager. Shortly afterwards

the Mechanical Products Division was disbanded and Gateshead Works was established as we know it today.

"I was sceptical of the name-change," he says, "I felt a demonstration of the fact that we were now a different organization was more important. But the decision was right; together with the change of name came a new atmosphere. It was a challenging time, we were faced with a slender order book and the need to be involved in the evolution of new products, while extending the traditional skills of our people, who had been accustomed over the years to a steady pattern of certain production techniques.

"The need was to maintain a balanced state of mind, and we had to create an engineering relationship with the product divisions, with whom our future lay. There was no point in waiting for things to be developed and then to be associated with the production manufacture, so we set out to establish ourselves at the drawing board, and so create confidence, both with the divisions and our own people. As a result we have now grown well beyond the old concept of simply making things to other people's instructions. Earlier this year over half our work was concerned with development.

"Unless you are prepared to identify yourself with the designer's problems," says Ron Sherwin, "you will not have the feel for the equipment. What we have created here at Gateshead is a versatile organization, able to talk with designers on their own level, and stimulated by being connected with the Company's newest projects. Now we can plan ahead, anticipate future requirements and prepare for new products, new tools and new facilities.

"To break down the barrier of distance from Chelmsford, and so that our people can see the ultimate use to which their work will be put, we organize regular visits for demonstrations in places like Rivenhall and Bushy Hill with the assistance of the product divisions.

"There is more of a family feeling at Gateshead today, I think. The young men from technical colleges and universities who have come to us during the last few years seem to blend happily with our established craftsmen and engineers.

"Certainly I am happy here, and there is no one I like better to work with than the traditional Geordie."

Ron Sherwin and Gateshead seem to go well together. For the Works this year sees by far its largest order book and a 50% rise in the labour force. For the Sherwin family, who are all keen seekers after knowledge and explorers of the countryside, the university city across the river and the historical border country on their doorstep provide an endless stimulus.

GIANT BBC ORDER GAINED

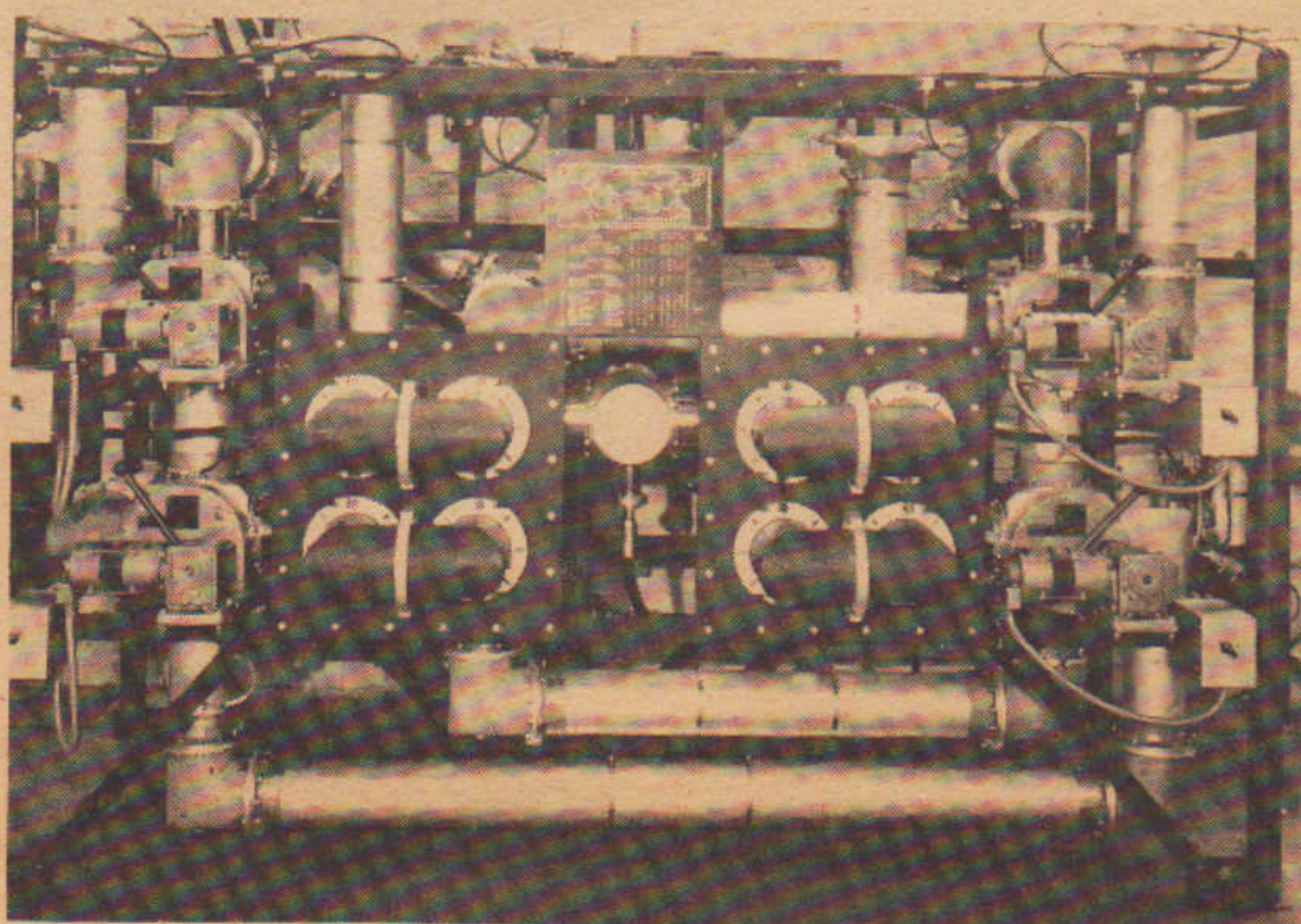
£1 million worth of transmitters for BBC-1 and -2

The BBC, aiming to start BBC-1 on the air in colour during the winter of 1969-70, has ordered nearly £1 million worth of Marconi u.h.f. multiplex transmitters from Broadcasting Division.

When the new service comes into operation the v.h.f. service will be duplicated on 625 lines and u.h.f. and the areas of BBC-2 reception will be extended. The transmitters are for BBC-1 and BBC-2 stations throughout England, Wales and Scot-

land. The contract, for nine 10kW, two 25kW and five 40kW transmitters, all to be delivered at intervals between now and early 1971, takes the value of current BBC transmitter orders with the Company to well over £1½ million.

The latest order was awarded after a month's intensive evaluation of u.h.f. equipment by BBC engineers at the Building 46 development laboratories in New Street.



The u.h.f. multiplex combining unit assembly, which will be made for the BBC in the R & D Workshops and Chelmsford Works.

Training Success

Outstanding success in training test operatives for the Luton servicing facility is reported by M.I. This scheme was introduced as a result of the acute shortage of skilled electronic technicians in the area, and the response to the Company's offer of full pay while training has proved extremely good. In the last twelve months, forty men and women, few of them with any kind of technical

background, have successfully passed through the adult training courses, with the co-operation of the Luton College of Technology.

A training course for junior technicians is now under way. Following a year's full-time study at the Luton College of Technology, these young people will spend some time on practical work at the training centre incorporated in the Luton Works.

Four Firsts for P.C.M.



A call is made at the Bangor opening of the p.c.m. link to Belfast.

The most advanced pulse code modulation equipment in Europe came into operation in Northern Ireland last month for the Post Office. It is the first installation of Marconi p.c.m. equipment, the first installation of a p.c.m. system in Northern Ireland and the first anywhere in the United Kingdom to be carried out by Post Office engineers. It is also some of the first p.c.m. equipment in Europe to make extensive use of integrated circuits.

Between Belfast and Bangor, a distance of 10 miles, it will provide twelve times the traffic handling capacity on sixty existing telephone circuits.

Currently, one and a half million

pounds' worth of such equipment has been ordered by the Post Office from Marconi and is to be installed in areas all over Britain. The Company's first contract, announced in April of last year, represented a breakthrough for Marconi into the telephone market. Today this equipment is being supplied from flow line production facilities with automatic testing which have been set up by Line Communications Division at Basildon Works.

Previous pulse code modulation systems in the U.K. have been installed by individual manufacturers, and the system in Northern Ireland is the first installed by the Post Office themselves.

Radar to Expand World Sales

G. N. S. Taylor leads strong team

A major new sales team has been formed by Radar Division to expand still further the world sales of radar and associated equipment for air traffic control.

The Company pioneered this increasingly active field some fifteen years ago; now, with the introduction of the strengthened sales team and a new range of products, it is intended to extend our influence in this area even more.

Leading the team is G. N. S. Taylor, who is appointed sales manager, Air Traffic Control, and who has been associated with ATC radar business since its inception. He joined Marconi in 1949, and the systems group of Radar Division when it was formed in 1954, becoming deputy chief, responsible for civil radar in 1958. After three years as manager of the ATC Projects Group he became product planning manager for the division. In this post he was engaged on a number of market surveys to establish air traffic control requirements for the future and to define the most satisfactory products and



G. N. S. Taylor, sales manager, Air Traffic Control, Radar Division.

systems for them. In his new post he retains general responsibility for this work, with day-to-day control being taken by H. W. Cole, as deputy chief of product planning.

Three sales controllers are appointed, each responsible for a different territorial region and supported by sales engineers and ancillary staff. L. W. H. King is responsible for U.K. and

Western Europe sales. R. H. J. Goodship covers South America, Africa and Australasia and G. J. Williams deals with Eastern Europe, the Middle and Far East. Appointed special consultant to Mr. Taylor is F. D. Adams, who recently retired from the Royal Navy after long experience in the operational side of Air Traffic Control.

ENCOURAGING NEW TALENT

by M. Morgan, Director of Education

The technical world in which we operate is far from static. Customers' needs expand, markets change and technical knowledge surges into new fields. The skills and abilities needed in our industry become more demanding each day.

The last ten years has seen a striking change in methods of teaching over the whole ground from the primary school through university to graduate and higher education. The use of electronic aids, the preparation of specially programmed instruction books, the techniques of questions and answers to check and reassure the learner that he has absorbed and understood the lesson, the use of projects to develop theory into practice—all these are symptomatic of a change of attitude and method.

The need for new thinking is every bit as important in industry as in the traditional seats of learning. Indeed the need is probably even greater and more immediate because it is in industry that the full effects of the surge in technical knowledge are first felt.

The Marconi Company has been in the forefront of technological change for more than 70 years and it is fortunate for us all that successive managements have always appreciated the need to invest in education and training.

It is the aim of the education and training departments to make the best use of new methods of teaching, and to plan individual careers to ensure a steady supply of top quality managers, engineers and skilled people in all the specialized technical and non-technical activities needed to create an efficient company.

It is a characteristic of the human race that it tends to resist change, and not the least of the tasks of our education and training departments is to overcome this basic inertia till people welcome change for the sake of improving performance.

There are four areas where education and training have an obvious task to perform. Firstly, the recruitment of people, at all levels, with the maximum previous education and experience to fit the particular requirement of the Company. Secondly, having got the people, to supervise their induction and initial training to make them aware of the Company they have joined so that they can better understand what is required of them and the purpose behind their individual activities. Thirdly, the further education and retraining of employees to enable them to move up from one activity to another requiring greater skills and abilities. Fourthly, the planning of career structures to ensure a future supply of people with the necessary experience and knowledge to enable them to reach senior posts and carry out responsible tasks always a bit better than their predecessors.

The more successful the Company

becomes the greater the need to find and train people of the necessary knowledge and skills to exploit the success, and the greater the need to refill the human stores with people possessing new knowledge and new skills.

Many individuals have seen the challenge for themselves and have refilled their own human stores by reading, self-education and deliberate acquisition of new experiences. But it is clearly accepted by management that the Company also has a positive task to recognize the need and encourage and plan for other, perhaps less ambitious, individuals to increase their potential.

The Company has always been famous for its training. Its College and its apprentice training schemes are second to none. It has encouraged and worked closely with local and national educational establishments. It has provided very fine library facilities. It has encouraged participation in seminars and the symposia of the learned societies. It has pioneered a technical writing scheme to help employees to write and publish technical articles.

Now there is a new mood, and on top of all these traditional activities is a new recognition that the organization and personal involvement of people within the Company, from the youngest apprentice to the Mana-

ging Director, will provide the greatest opportunity to increase overall efficiency and meet the challenge of the times.

Much work has been done in the study of manufacturing processes and outstanding results have been achieved.

Now similar emphasis will be placed on non-manufacturing areas through new techniques such as Variable Work Factors, Value Engineering, Supervisory Techniques, Management Skills and Behavioural Sciences. Education and training in the future will study, more than ever before, the understanding of how people behave in industry, how they are motivated to give of their best, how to involve people more closely with the Company at all levels, how best to work together as a team or teams, how to improve co-operation between different departments for the benefit of both. For this purpose the Company has established a Staff Development Centre at Arbour Lane.

It is recognized that an individual is happiest and most effective when engaged in a satisfying job where he can fully exploit his natural and acquired talents. It will be the primary task of the Principal of the centre, in close co-operation with the Personnel Department, to identify the needs of individuals and groups and to organize the specialized training to enable them to improve their performance and increase their own potential.

'La plume von meine zia ...'



Ouch! Not, however, one of the problems you are most likely to encounter in your attempts to master a new language. Your main need will be for practical experience of pronunciation and inflection, to get the feel of the language as it is spoken by its native users.

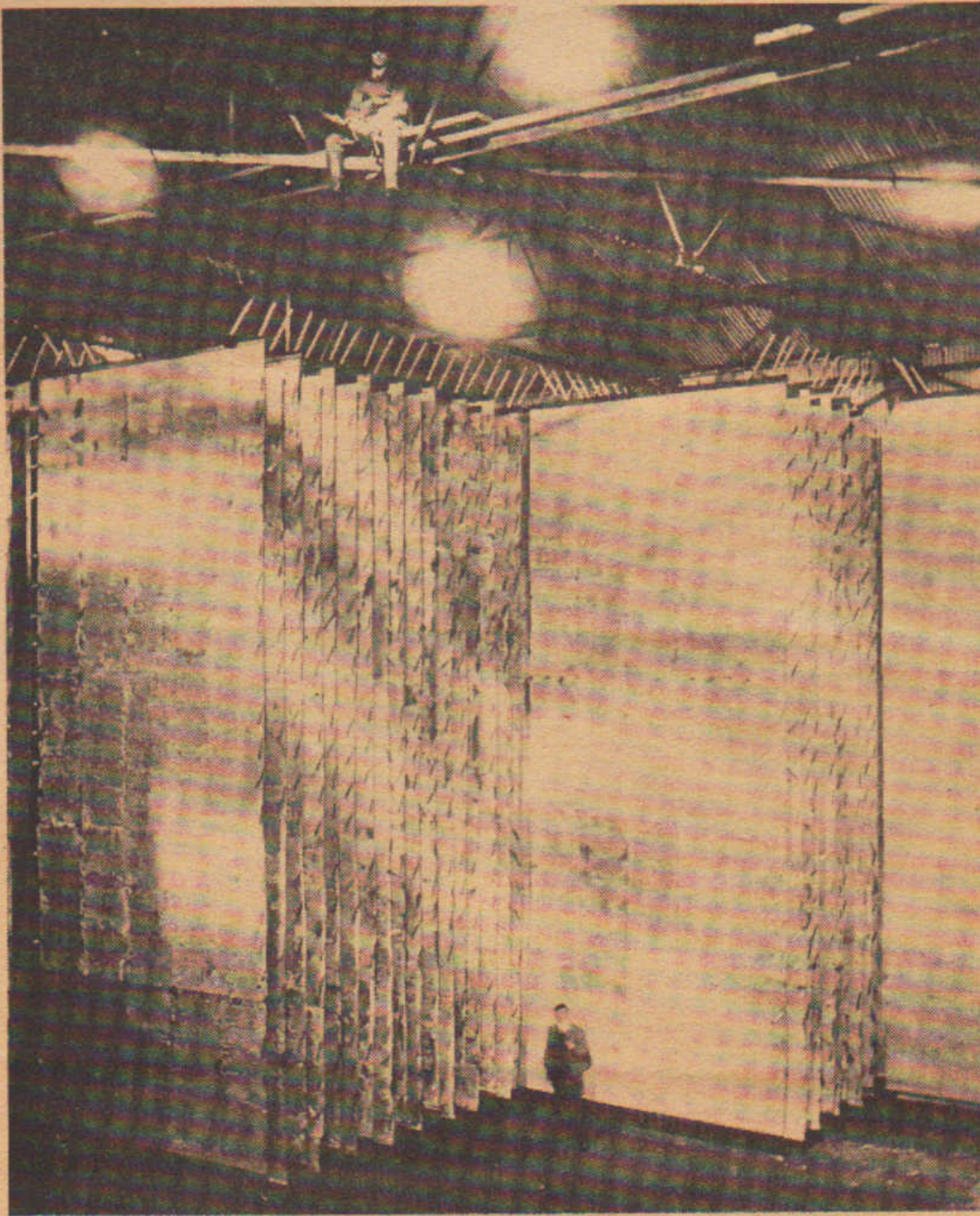
This is where an Eddystone shortwave receiver can be of such value. Tune in to a broadcast from the country of your choice—you'll find it difficult at first, perhaps, to follow the direction of the dialogue but slowly first the general sense, and then the subtleties, of what is being said will become clear. And remember, you are not listening to a conversation teacher or a gramophone record, but to people addressing you as one of themselves.

Quite an achievement, isn't it? Find out how much an Eddystone shortwave receiver can do for you by asking your Eddystone distributor for full details or by writing to us.

Eddystone Radio Limited, Eddystone Works, Alvechurch Rd., Birmingham 31. Telephone: 021-475 2231 Telex: 33708



WHAT HAVE WE HERE?



T. A. Manson and P. B. Helsdon of Baddow, A. G. Husselbury and S. S. Spraggs of New Street and K. R. Murphy from St. Albans, were on the mark with last month's Puzzle Picture, stating that it showed an underwater television camera used when H.M. submarine "Affray" sank some years ago.

The story behind the picture was that on 16th April 1951 the submarine "Affray" vanished without trace off the south coast of England. Two months later the submarine was identified by television nearly 300

feet down on the bed of the Channel.

The improvised apparatus which was used was standard Marconi outside-broadcast equipment, the camera being housed in a pressure-casing specially made by the Admiralty. The photograph showed the apparatus being hoisted aboard ship.

Above is this month's Puzzle Picture and we again invite our readers to identify it for us. Please address your correspondence to:

The Editor, 'Marconi News,'
St. Mary's House, Victoria
Road, Chelmsford.

RECORD TURNOVER FOR ENGLISH ELECTRIC

English Electric's international turnover rose by seven per cent from £203 million to a record £219 million in the first 28 weeks of 1968.

Profits after tax, which have been adversely affected by devaluation and associated measures and by higher interest charges, totalled £4.2 million against £4.9 million in the same period last year.

Year's Profits Steady

The directors forecast that "in the absence of unforeseen circumstances, after allowing for the adverse affects of devaluation and associated measures, the pre-tax profits for the year 1968 will be at about the same level as those for 1967."

Profits before interest for 1968 are expected to be at least equal to those for 1967 after excluding from the latter the loss of some £2.4 million incurred by English Electric Computers.

Key to Knowledge

If there is anything you need to know about any subject which relates to the Company's business, you are sure to find the answer in the research library at Great Baddow. Four-and-half thousand technical books are available on loan. They include encyclopaedias, dictionaries, telecommunications histories and reference copies of all the principal journals, over 500 of which are circulated to about a thousand staff.

Apart from books, the library holds over 12,000 technical reports. Reports from our Product Divisions, English Electric, the Central Production Engineering Services, U.S. and U.K. Government research and development laboratories and conferences such as C.C.I.R. and C.C.I.T.T. are either kept in the library or are obtained on request.

The library is also a fertile source of abstracts, bibliographies and trade pamphlets.

The administration of a service of this size makes considerable demands on the librarians, but they still find time to give information both verbally and in the form of a monthly bulletin which is issued throughout the Company.



D. R. Hill, systems development engineer, Space Communications Division, takes advantage of the library service.

Marconi-Elliott Announce New Management Structure

A new management structure is announced by the recently formed Marconi-Elliott Microelectronics Company. In addition to the appointments of T. Mayer as managing director, I. G. Cressell as deputy managing director, and K. Jones as marketing director, the following appointments have been announced: S. E. Lewis, company secretary; R. P. Towell, chief engineer; A. M. White, commercial manager and site manager, Glenrothes; M. D. E.

Porteous, works manager and site manager, Witham; K. Grant, works manager, Glenrothes; D. A. S. Mott, chief accountant.

All these appointments have been made from within Marconi and Elliott-Automation.

Mr. Mayer will retain his position in Marconi as general manager, components, responsible also for Specialized Components Division and the works at Hackbridge.

Progress Maintained through Tyne

Holiday

A reduced staff maintained progress on vital deliveries at Gateshead during the annual Tyneside holiday last month — a long-established event in the area, when all works and factories shut down for a week.

With Gateshead's 1968 order book the largest ever, a complete shut-down would have been impossible.

MARCONI WINS TWO TO ONE

*Joint Favourite first
at Newton Abbot*

As we go to press news reaches us that Marconi has come in first again, this time in the Avon Selling Handicap Hurdle at Newton Abbot.

Marconi is a steeplechaser, and one that punters should keep their eye on. Owned by Derek Jones and trained by G. H. Price, the bay gelding has done well over the sticks throughout the summer. At Newton Abbot it was joint favourite and was ridden to victory at 2 to 1 by J. Morrissey.

In the words of that famous tipster, Prince Monalulu "We gotta horse!"

Industrial Espionage!

The free flow of ideas and information between engineers and scientists is being increasingly encouraged by a number of specialized magazines and by the correspondence columns of the technical and professional journals. This is a very healthy situation and one that is encouraged by the Company through the technical writing scheme.

But there is a danger. Suppose, for example, an engineer sends a letter to a technical journal, mentioning an interesting aspect of part of a project that he is working on. It could be that, without the writer's knowledge, one of the commercial divisions of the Company is involved in confidential negotiations with a possible customer, or that we are deliberately nursing a marginal lead over one of our competitors.

As all technical journals are a basic source of information for all the important, internationally-read newspapers and magazines, it can happen that publication of the letter embarrasses the confidential negotiations or warns the competitor. The final result could even be the cancellation of the project and the total wastage of all the work.

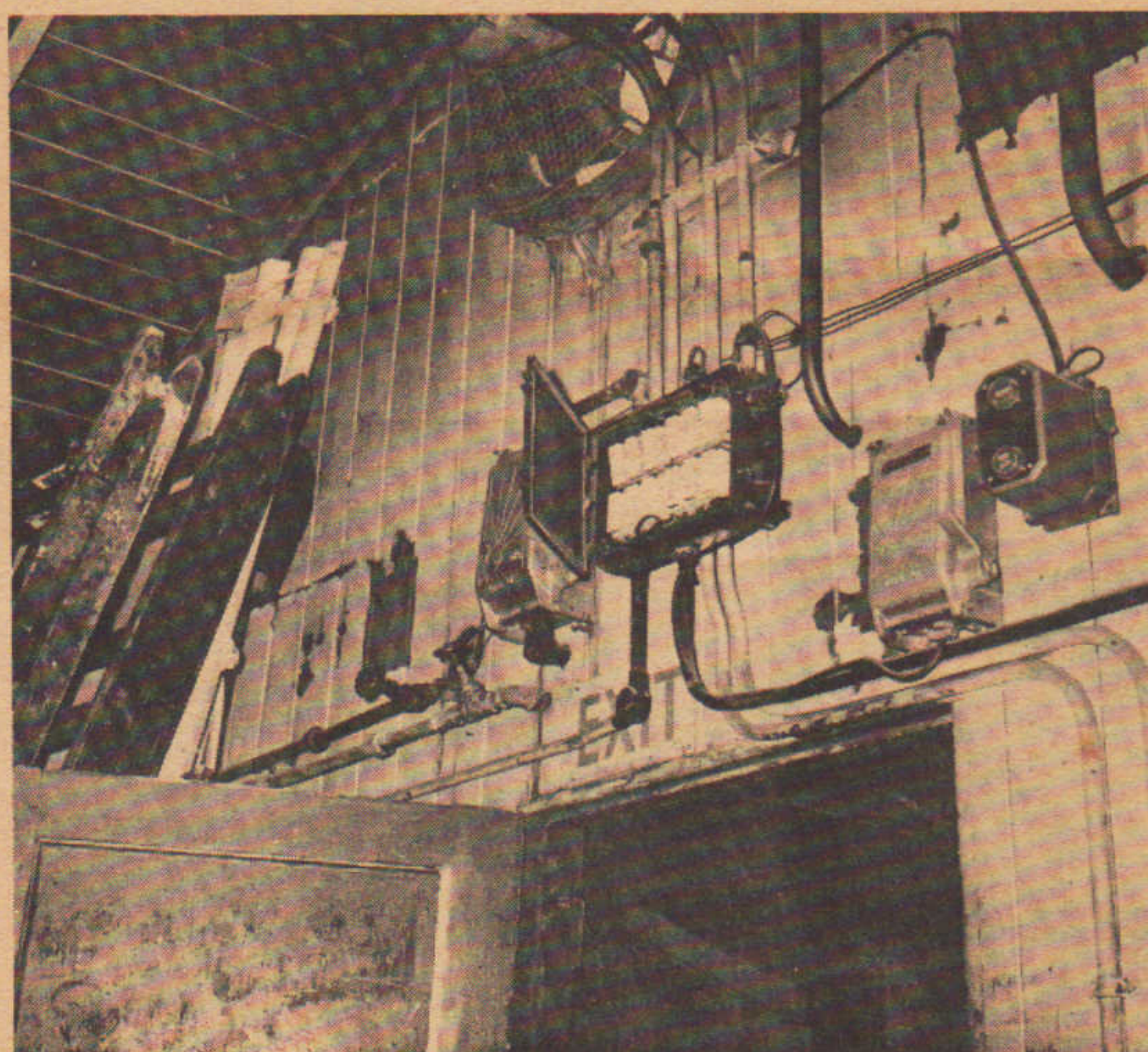
This sort of thing is not altogether an alarmist fantasy. It has happened before now and is the reason why the Company insists that one express condition of employment should be that no-one may give Company information to the press, in any form, or for any reason, except through the Publicity Department. This is not intended to restrict the flow of information. Indeed, the reverse is true because it is also the Publicity Department's job to get as many high quality articles as possible into the world's authoritative journals. It is simply designed to protect the individual and also the Company. It is the responsibility of the Publicity Department to ensure that the information has been 'cleared' as thoroughly as possible, both inside and outside the Company. If they pass information for publication, then it is their problem if it goes rotten.

So, if you want to send a signed article or letter to the press, discuss it first with your departmental chief and then consult the Publicity Department: if the subject matter is technical, Arthur Williams, who runs the Technical Writing Scheme, is the man to contact. He sits in Room 65, Publicity Department, St. Mary's House, and is on extension 303 (internal) or 709 (external) on the New Street exchange.

And it could be financially rewarding.

SAFETY POINT

The careless and dangerous practice of leaving fuse boxes open is illustrated in this photograph, taken on our premises. Extreme care should always be taken with electrical appliances; apart from personal danger, if fuses of this type blow while the door is open there is a very real possibility of a fire being started by the fused wire dropping on to inflammable material.



WAR ON WASTE (5)

Reducing Waiting Time for Transport

The Company's five passenger service vans cover as many routes and operate as many journeys as can be planned into the timetable, but obviously the frequency of these journeys cannot meet an 'on demand' service. However, there is great movement over these same routes by other forms of transport, including Company-owned vehicles and private cars operating on the Company's 'Pool'.

It has been suggested that Company people driving these types of vehicle should always enquire at the gate houses or from the Company's commissionaires whether anybody requires a lift.

To assist the practical operation of this suggestion, notice boards have been prepared and installed to indicate to drivers that personnel are waiting for lifts to other establishments. The boards will be found outside gate houses or where these do not exist, in the vicinity of the commissionaire's office.

It is hoped that all drivers will respond to this suggestion.

Transistor Technology for the Swiss

Against fierce European competition Marconi has won a large order from Switzerland for colour and monochrome television transmission equipment.

The equipment, to be installed in a Postes, Telegraphes et Telephones broadcasting station at Bantiger near Berne, includes four of the recently announced Marconi solid-state u.h.f. drive units, believed to be the first broadcast transmitting equipment employing transistor technology to be supplied to Switzerland.

The new Marconi drive unit is used with the Company's latest range of television transmitters and is already being supplied with thirty-five Marconi transmitters currently on order from stations in Britain and Scandinavia requiring colour transmission facilities.

The Bantiger station equipment will be installed by Company engineers at the end of this year.

CORRESPONDENCE COLUMN

War on Waste — Stationery
May I suggest that for posting, the Marconi News be folded lengthwise, i.e. from top to bottom, twice; it could then be carried by an envelope half the breadth of the one now in use. It may be necessary to reduce the width of the paper by 1/4 in. if the same length of envelope is desired.
N. Wells, Belfast

A comment which amused me in your "War on Waste" article of the five ways to economize on paper: No. 1 interested me for you seem to use a 12 x 10 in. envelope (a monster) when a 6 1/2 x 4 1/2 in. is ample. Perhaps I have the wrong idea!

Rupert S. Whiteman, Chelmsford.
Editor: Envelopes have to accommodate newspapers varying in number from one to twenty, according to location. In these circumstances, it is more economical in time and money to use a single size of envelope to feed the addressograph machine. We are experimenting with a wrapper, though this is complicated by the thinness of the newspaper.

We welcome these comments, which come from Marconi Veterans, all of whom now regularly receive Marconi News, which we hope helps to keep them in touch with the Company and its current activities.

Envelopes for Internal Post
Some years ago a notice was circulated which banned the use of staples for securing envelopes, owing to the danger to people's hands. It is obviously time for this order to be repealed, as we frequently find in the internal mail an envelope fastened with as many as 10 or 12 staples. As well as being dangerous, this is wasteful, particularly of time spent in opening the envelopes.

Considerable waste is also evident in the excessive use of sellotape to fasten envelopes for internal mail, even in the case of 'tuck-in' envelopes, which do not need any sealing for internal use. Even more extravagant is the use of drafting tape for this purpose.

Will you please consider issuing a notice to cover these points.

F. C. Chamberlaine,
International Division

A Bridge of Plastics

Believed to be the first of its kind a two-span pedestrian bridge made of reinforced plastic material now joins a new three-storey office block to the factory buildings at English Electric's Liverpool Works.

The bridge has one span of 27 feet and one of 30 feet, mounted on reinforced concrete support pillars.