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Three sign radar-seeker pact
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EC-Marconi, Dassault Elec-
tronique and Selenia have
signed an agreement to co-
operate in the development,
production and marketing of
radar seeker heads for missiles,
drones and other uses.

GEC Marconi says the new
agreement will involve technol-
ogy exchanges which will help
eliminate duplication, reduce
development and production
costs and expand markets.
The company adds that the
deal is "a very general agree-
ment to look at seeker-head
opportunities to see whether we

would be best advantaged by
putting together a collaborative
bid". Missile programmes will
be looked at on a "case-by-case"
basis, says GEC-Marconi.
The signatories stress that
they will "recognise national
programmes where the cus-
tomer may favour national solu-
tions". The agreement does not
alter existing arrangements or
programmes.
The UK contractor says that
the agreement between the
three companies follows the
Franco-Italian accord establish-
ing the FSAF (Future Surface-

to-Air Family) missile-systems
programme. This includes the
development of the Aster mis-
sile using an active radar seeker
presently under joint develop-
ment by Dassault Electronique
and Selenia. GEC Marconi offi-
cials say this programme is one
of the areas where there is
potential for sharing the collec-
tive knowledge of the three
companies.
GEC Marconi and Dassault
have collaborated on the devel-
opment of radio frequency
seeker heads since signing a
January 1989 agreement. •

Military slump lifts Dassault's Falcons
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rench aerospace manufac-
turer Dassault Aviation is
attempting to boost sales of
Falcon business jets over the
next five years to compensate
for the downturn in military
markets.

The group will also expand
its CATIA computer software
and Hermes spacecraft activities
in a bid to earn more than half
of its revenue from non-military
sales.
Dassault chairman and chief
executive officer Serge Dassault
says he is aiming to lift sales of
civil aircraft from the current
30-35 a year to 40-50 by 1995,
and to raise turnover, now at
20%, to 35% during the second

half of the decade. Military sales
are expected to plummet from
78% to 55%. The company will
aim at increasing space activities
to 10% of total sales.

Dassault is pinning much of
its hopes on the new Falcon
2000 twinjet aircraft due for
first delivery by the end of
1994. With five firm orders and
ten options already booked,
Dassault hopes to sell 300 Fal-
con 2000s over nine years.
Vice-president Bruno Revel-
lin-Falcoz says the re-engining
of the Falcon 900 with the
Garrett TFE731-5B, planned for
the third quarter of 1991, will
also boost activities.
Dassault Aviation, which has

FAR EASTERN PROMISE FOR AEROFLOT
Lloyd Helicopters of Singapore has set up a new company, Aerolift International, to market Aeroflot helicopter capabilities. In technical co-operation with Papua New Guinea operator Hevi Lift, the new company's main thrust will be with the Mil Mi-26 and the Kamov Ka-32. Both helicopters already operate in Papua New Guinea. Aerolift is also looking for outlets for the Mi-17. The helicopters will remain on the Soviet register and be flown by Aeroflot crews.

Aeritalia as a risk-sharing part-
ner with a 25% stake in the
Falcon 2000 programme, is
looking for possible co-opera-
tion deals with foreign aero-
space groups in other projects.
The group expects to hear
shortly from Boeing whether it
has won a competition to make
wing flaps for the 777.
Subassembly contract talks
are under way with Saab and
Piaggio. The French plane-
maker, which already builds
fuselage parts for the Fokker 50,
says it is prepared to go into any
civil aircraft project, including
the planned 80-130-seat com-
muter which Aerospatiale hopes
to build with Deutsche Aero-
space, Aeritalia and CASA.
Dassault group last month
posted a 65% drop in first-half
1990 pre-tax profits to Fr268.9
million.
The Gulf crisis has tightened
the screws further on military
sales. Deliveries of Mirage F-l
fighters to Iraq have been aban-
doned, and hopes for a large
Mirage 2000 sale to Baghdad
have evaporated. The French
Government also ordered the
suspension of Jordan's order of
Mirage 2000 combat aircraft
and, under pressure from
China, blocked the sale of 100
Mirage 2000s to Taiwan.
Dassault is resisting pressure
to end his company's long-
standing independence, particu-
larly from Aerospatiale. •

FFV links up with
Volvo and Bofors

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FV Aerotech and Volvo
Flygmotor have formed a
joint venture to maintain mili-
tary and commercial aircraft en-
gines. FFV is also to merge large
parts of its defence business
with Bofors.

The engine move, part of the
wider restructuring of the Swed-
ish defence industry, will see
Volvo with a controlling 51%
holding in the new venture and
a further option to increase its
shareholding at an unspecified
date in the future.

The Engines, Gas Turbine
and Parts Repair divisions of
FFV Aerotech along with its
ScanMotive subsidiary will be
transferred to the new company.
Volvo will move the repairs and
servicing of its RM8 engines,
used in the Viggen fighter, into
the joint venture.
The company will be based at
Arboga and will employ in the
region of 900 people.
In a separate move FFV has
signed a letter of intent with
Nobel Industrier — Bofors par-
ent company — to merge a wide
range of defence operations.
Negotiations, which are ex-
pected to be complete by April
1991, involve setting up a joint-
owned company focusing on
missiles, torpedoes, ammuni-
tion, and other weapons. D
Cripen delays bite P 17

SAS reshapes for

global alliances
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candinavian Airlines System
(SAS) has undertaken a
major company reorganisation
designed to manage its global
alliances more effectively.
The new business and strate-
gic development department
(BSDD) contains a unit for air-
line alliances, to be headed by
former chief operating officer
Lars Bergvall.
The aim of the BSDD is to
supervise SAS's growing owner-
ship interests in other compa-
nies, and support the business
interest of the alliance partners.
The vacant chief operating
officer post is now taken by
Kjell Fredheim. D

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