



WORLD NEWS

West Coast Exchange

A British aerospace sales development team consisting of representatives from 17 different companies in the aircraft equipment industry has recently returned from a three-week visit to US West Coast aircraft companies with a high regard for their professionalism and with strong hopes of mutual contracts.

The team, which was sponsored by the British National Export Council (*Flight*, January 18), visited Boeing, Douglas, Hughes, Lockheed, Ryan, Convair and Rohr Corporation. It was led by Mr Jeremy Miles of the Miles Group and had as secretary Mr James Hutcheson of the US procurement committee of BNEC-USA, who commented last week that many of the members found it an unnerving experience at first to talk to US companies but came out of it feeling much the better for the experience. There was great interest in the US in British companies. The Americans respected British skill and technology, and where their own labour costs were high were looking for a cheaper way of doing things. But, he said, the Americans wanted to be sure of continuity of supply and for this reason needed to know everything about the British companies. US production of aircraft was so professional that every minute of every hour was scheduled; when they said an aircraft was going to be rolled out on a certain day, it was.

Team members made presentations and were listened to with great interest; several contacts were made and in many cases would lead to rapid developments. But, commented Mr Hutcheson, without

a close and speedy follow-up, all this would be wasted. He summed up the visit by saying: "There's gold in those hills—it's there for the one who digs hardest." The output of money by US companies is colossal, and with some of them—like Boeing—it's policy to place orders in countries where their aircraft are going to be used.

"The mission's visit has eased a lot of people into a lot of places it would have taken them a long time to get into by themselves."

Members of the team were Messrs Frank Latham, J. R. Bramah & Co; Anthony Sheridan, British Physical Laboratories; Norman Ruffle, Cossor Electronics; Richard Brown, DIAC Engineering; Charles Dunn, Dowty Rotol; Don Chambers, Kontak Manufacturing Co; George Williams, Lucas GTE; Jeremy Miles, Miles Group; Roy Saunders, Page Engineering Co; Donald Packham, Ferranti; George Hart, Insulating Components and Materials; Roy Gardner, William Mallinson Aircraft Products; Dennis Greengrass, Mechanism; John Lobley, Scottish Aviation; Rolf Schid, SE Laboratories; David Northey, Engel & Gibbs; and Brian Buckley, HSD.

Bill Bedford's Award

A tribute to the teamwork which goes into test flying was paid by A. W. (Bill) Bedford when he received the Air League Founder's Medal for 1967 at a ceremony at the Royal Aeronautical Society on Monday of last week, April 8. Awarded for the most meritorious aviation achievement of the year, the medal goes to Mr Bedford in recog-

nition of his VTOL test and development flying.

He referred to the "genius and imagination" of Sir Sydney Camm; to Dr Stanley Hooker and his team for their genius in evolving the Pegasus vectored-thrust engine; to Sir James Martin for the ejection seat which saved his (Mr Bedford's) life at 200ft during an emergency landing in a P.1127—summing this up as an example of the "brilliant technical achievements of which the UK is capable."

Looking to the future after 27 years flying which terminated with the challenge of test flying "a new concept in aviation, the V/STOL Harrier" Mr Bedford reminded his audience that in the engine field Britain led the world. Over the past 20 years her aircraft industry had contributed £6,500 million to the national economy; and it was forecast that by 1970 we should be on the verge of a world aerospace-market explosion worth £4,000 million in the military and civil fields, Britain must ensure that, by having the courage and foresight to "back aviation technology to the hilt," she enjoyed a big slice of that £4,000 million cake in years to come.

Exports and Orders

British aircraft industry exports in the first two months of 1968 reached a record total of over £50 million. Announcing this, the SBAC also says that orders received in the first quarter of the year totalled nearly £400 million, more than half of these being for export markets.

Jetstream to Visit USA

The fourth prototype Handley Page Jetstream, which flew last week, is due to visit the USA next month for sales demonstrations. This is the first of the type to be fully furnished and equipped as an executive aircraft. The prototypes have logged 370 hours of test flying.

PAC's Second BSE Hearing

Another chapter in the story of Bristol Siddeley Engines' alleged overcharging on aero-engine overhaul contracts, already the subject of reports by the Public Accounts and Wilson Committees, was written last week with the publication of a second PAC report following its further examination of two BSE witnesses.

The witnesses, Sir Reginald Verdon-Smith, chairman of BSE, and Mr Brian Davidson, business director, were asked to reappear before the Public Accounts Committee because of allegations that they gave "untrue or misleading" evidence to it. They were given leave by the Commons to be represented by counsel.

In its new report the committee says

Piratical armament This fine study shows a Buccaneer being flown from Hawker Siddeley, Brough, in connection with the HSD/Engins Matra Martel air-to-surface missile trials. The four dummy missiles, which are weighted, are being carried for flutter tests; drop tests will follow. Operationally, Buccaneers will be able to carry four anti-radar Martels or three television rounds; in the latter case the fourth pylon will carry the streamlined television receiving unit, which will face rearwards to view the missile as the aircraft heads away from the target

