

V/O Aviaexport at ROCC

September 16 - saw deputy general director Alexi V Komissarov and director of data processing, Eugeny V Grigoryef from V/O Aviaexport visiting ROCC for one and a half days of meetings with directors Derek Strath and Norman Watling and product demonstrations given by senior management. The purpose of their visit was to review V/O Aviaexport's computing requirements and to see ROCC's latest range of products, especially those dedicated to the Open Systems concept.



Picture shows l to r: Norman Watling, Ken Seabrook - managing director, J B Electronics Ltd, Alexi V Komissarov, Derek Strath and Eugeny V Grigoryef.

V/O Aviaexport is based in Moscow and has been the commercial import and export organisation of the Soviet aircraft industry for 30 years.

It first became a user of ROCC computers in 1980, with the purchase of a R850 which is still being used today. Since then it has regularly increased and upgraded its systems, which now number six, including two ROCC 2885 Classic machines. There are over 100 terminals and printers. The total investment to date is in the region of £1 million pounds.

...ROCC reliability and flexibility responds to the challenge

The principal application running on the systems controls the supply of spare parts throughout the world for the repair and servicing of Soviet aircraft and helicopters. V/O Aviaexport says that without the reliability of the ROCC hardware and the ease and flexibility of the software its task in responding to this challenge, especially in cases of emergency, would not have been so successful over the past 11 years.

Alexi Komissarov was one of the first programmers to work on the R850 in 1980 and now has the responsibility for being the deputy director general of development and information management services. At a time of enormous change with the move towards a market economy and the privatisation of state industries, it is likely that the role of V/O Aviaexport will assume an even greater significance within the aircraft industry. The industry comprises over 500 factories throughout the republics, with a total labour force of some 3,500,000 million workers.

David & Peter win Frontline contract

David Scorer and **Peter Carvin** of Business Management Group's Islington sales branch, have won a FRONTLINE contract worth around £23,000.

The contract was awarded by Chelmsford-based Marconi Communications and involves FRONTLINE in two days programming each quarter and complete telephone support for the next four years.

Thanks!

It was pleasing to hear from members of staff that they liked the first issue of Newsline. Thank you for your kind comments.

Issue 2 has been kept fairly small but the following publication should hopefully see features from **Roger Cocks** on his return to the motorcycle racing circuit, and from **Tim Hemsley** who attended the 17th world scouts jamboree in Korea last August.

If any of you have any interesting news to tell me then either give me a call or pop in to see me.

Beryl Hutchin, Editor (ext.2383)

Czech sales exceed £600,000

The first six months of the new financial year in Czechoslovakia has seen general manager, **Roger Landau** and his team secure contracts to the value of £600,000. These are for supplying systems to Chemko and the Czech State Insurance Company and PCs to a number of other companies.

Hungary signs

Roger has also won a contract worth around £130,000 to supply the first ROCC GOLD UNIX®-based system to Pecs Dohanygar, a tobacco company based at Pecs, near the Yugoslav border.

In the late 1970s, ROCC (then Redifon) had four Hungarian users, so this new system is our first in that country for over a decade. Congratulations, CSFR sales branch.

TPM grows

Since April, ROCC's additional services department has won third party maintenance contract business with a variety of organisations and educational establishments, to the value of £600,000.

ROCC is a relative newcomer to this highly competitive area in the computer industry and is bidding for business against scores of companies, both large and small, many without BSI 5750 registration. Turnover for this service last year hit £1 million and it is looking to double this figure for the current financial year. However, as divisional director, Alan Page told Newsline: "At the end of the day, certainly with local government tenders, it is the lowest bid that secures the contract, irrespective of one's reputation in the marketplace."

Russian dpm training

A party of eight Russian dp managers arrived at ROCC's training services on September 30 for a two-week course covering Novell Netware and the use of computers in a management environment. The contract is worth around £16,000 and forms part of a series of courses for Russian organisations.

Q&A competition

The Quality & Accuracy competition for data entry professionals using ROCC computer equipment will be run again next year.

Stage 1 of the competition is scheduled for January, 1992, with stage 2 being run the following month. The final will be held in March at Crawley headquarters.

Project prize

Susan Goble from West Chiltington in West Sussex was chosen by a board of examiners at Brighton Polytechnic to be the recipient of the 1990/91 HND (BS) project prize.

The prize of £50.00 is awarded by ROCC each year to the student who has submitted the best HND computer studies (business studies) project.

ROCC sponsors

Last July saw divisional director systems design, **Terry Carter** as one of the judges to find the young engineers from the Southern Counties Regional Final to go forward into the National Final on September 10/11 in London.



ROCC was one of the sponsors of the regional final for this annual competition to find the Young Engineers for Britain. It is organised by The Engineering Council and aims to encourage young people to undertake engineering project work and to strengthen links between education and industry. Commercial application of the entries is taken into account. ▶▶▶

Projects may be based on any branch of engineering. The simplest of innovative ideas are seen beside sophisticated working models.

More than 400 students aged between 11 and 19 entered the contest, which was held at Shoreham airport on July 10. Top honours went to would-be architect Matthew Hoad, aged 18, for his design of a draughtsman's drawing board. Other winners were students from a Bexhill school who won acclaim for their electric car.

The event was organised by Sussex SATRO (Science and Technology Regional Organisation) part of Brighton Polytechnic and was hosted by Northbrook College of Design and Technology. Sponsors included British Telecom, Parker Pen (UK) Ltd, ECRO (Careers), Ewbank Preece Ltd, Ricardo Consulting Engineers Ltd, Southern Water plc and Worcester Controls (UK) Ltd.

Graduate training

Systems integration set up a training programme for sponsored student, **Peter Brown** two years ago, for adjudication this year by the Training Accreditation Board of the Institution of Manufacturing Engineers. This was duly accredited by that body on behalf of The Engineering Council last August.

The programme is designed to assist students in gaining the appropriate industrial experience, whilst reading for a degree, thus enabling them to apply for corporate membership of the institution on obtaining their honours degree. Peter is in his final year at Loughborough University reading for a degree in production engineering.



Phil to House of Lords

Divisional director for Manufacturing Design Services Division, **Phil Carr**, has been invited by the British Safety Council to receive his certificate at its Diploma of Safety Management awards presentation at the House of Lords on November 7.

More news on this in the next issue.



Newsline | PEOPLE

Good news

Security officer, **Bill Haines** returned to ROCC for a short time before returning to hospital on October 10. He should be away for approximately six weeks but told Newsline he would definitely be in fine form in time for the dinner and dance on December 18!

Ron Lines, who is recovering from two broken ankles, is now back. It's good to see you around again, Ron.

New trustee

The directors have appointed personnel administration officer, **Janet Fox** to serve as a trustee of ROCC Computers' Pension Fund.

Newsline | BABIES



TO: **Mike Gutteridge** (contracts manager) and his wife, **Lyn** a boy, Matthew, James, born on August 20 at the Royal Surrey Hospital weighing in at 8lb 7oz.

TO: Proud grandparents, **Ron Saulsbury** (shipping and travel administrator) and his wife, **Anne** a third grandchild, Amber, Jade, born on October 2 at Crawley Hospital weighing 6lb 2oz. It is the first child for their daughter, Jacqueline and husband, Malcolm.

Ron rushed to tell us his good news.

Newsline
APPOINTMENTS

Customer Services Division

Technical Support



Martin Palmer has been appointed as technical support manager. He joined ROCC in 1984 as a repair group engineer and was promoted to technical support engineer in 1988. Academic qualifications: HND in electrical and electronic engineering - Middlesex Polytechnic. In his spare time Martin enjoys watching rugby, American football, and athletics.

UK Operations Centre



Dave Hatfield has been promoted as manager of the operations centre from senior technical support engineer. He joined ROCC in 1979 as a customer engineer, moving into technical support in 1980. Academic qualifications: HNC in applied physics - Kingston Polytechnic. Dave's main pursuits are gliding and power flying.

Surbiton Service Centre

Graham Sharpe has been appointed by ROCC as a commercial manager, coming to us from Datalect where he was employed as a sales executive for three years. Academic qualifications: BSc 2.1 honours degree in economics and politics - Bath University.

During his leisure time Graham enjoys playing squash, sea fishing, watching rugby union and horse racing and he is also interested in photography.

Tamworth Service Centre

John McGarvie (below) has joined as a commercial manager after nearly 18 months at Ibek Systems where he was a salesman. Prior to this he was with Alcatel Business Systems for six months in the same capacity. Academic qualifications: HND business studies - Leeds Polytechnic.

John lists his leisure pursuits as playing football, rugby (union), tennis, squash and he enjoys travelling and gardening.



Finance Division

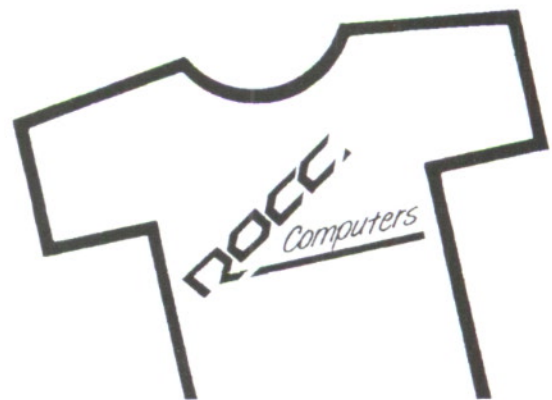
Linda Gray (above) has joined as a credit controller coming to us from the formerly Crawley-based company, VG Precision. She worked there for three years as a sales ledger clerk before it ceased trading.

Linda's hobby is gardening and she is a member of the Corocraft darts team.

Czechoslovakian Branch

We welcome a number of new personnel supporting Roger Landau, Ken Kasey, Tony Harrop, Miroslav Sazima and Sasha Landauová in our Czech branch: **Milan Gatter, Jiří Jurkovský, Milan Stoček, Otakár Vrbík, Vladamír Chalupník and Ivan Ševčík.**

And
now
for
bed



Winter is nearly here and a ROCC T shirt makes a super nightshirt! Buy one from the press office at £2.25p for XL sizes and £3.25p for XXL & XXXL.

LONG SERVICE

August 1 1991 saw senior credit control administrator, **Julia Ellwood** being recognised by finance director, Derek Strath for her 10 years loyal service to the company. At the presentation he awarded her a 10ct gold ballpoint and pencil set, a Long Service Certificate and she also received a bouquet of flowers from the board of directors.

Julia, currently on maternity leave, came in specially to receive her award. Certainly, baby Cara behaved herself perfectly with 'temporary baby minder' Katie Bristow.

August 5 was the turn of principal development engineer **Tony Adlam** to receive his award for 15 years loyal service. Director, Norman Watling presented Tony with a carriage clock bearing an engraved citation and a Long Service Certificate. A bouquet of flowers was sent to his mother from the board.

August 28 and technical support engineer, **Tony Parsons** was invited to attend an awards presentation by director Keith Banks.

Tony has completed 10 years service with ROCC and he received a 10ct gold ballpoint and pencil set, together with a special service certificate.



Julia Ellwood with, from left to right, John Martin, Derek Strath and Kevin O'Neill



Janet Fox and Norman Watling congratulate Tony Adlam while Terry Carter keeps time.



Keith Banks presents Tony Parsons with his certificate and gift with Janet Fox and Alan Dobson looking on.

DIARY

Date change

The company's Christmas Dinner and Dance is now being held on Wednesday, December 18 at the Copthorne Effingham Park, instead of December 12.

The tickets will cost £10.00 per person for employee/partner; £10.00 per person for ex-employee/guest from January 1991 and £25.00 per person for additional guests.