



Falcon News

Keeping you in touch with all things BRUSH

Issue 07 December 2011

Welcome

Welcome everyone to the Christmas edition of the 'Falcon News'

This year has passed so quickly; it's really difficult to believe we are preparing for Christmas again. We end the year as a business with a huge number of transformers and generators to deliver in December, but I am confident that we will deliver what is required.

I am incredibly proud of everyone within the business; you have proved that you enjoy a challenge and that we can improve our productivity year on year.

We have faced many challenges in 2011 and have demonstrated that we are a highly capable and formidable workforce.

2012 will be a year full of challenges, but challenges that we are well equipped to deal with. Our volumes will rise to nearly 80 machines in Loughborough, which is the highest volume since 2001. Much of the work that has been



done and the investments being made in 2011 have positioned the business to be able to respond to our customers' demands efficiently.

Thank you all for an incredible year.

I do hope you enjoy reading the news items in this edition.

In the meantime, best wishes for a very Merry Christmas and a prosperous, happy, healthy and successful 2012 from all the management team at BRUSH!

DAX 87-520: A new era for BRUSH

BRUSH has won a £multimillion order as part of a large air-cooled generator development project. 10 units of the DAX 87-520 have been purchased by GE as part of a new generation project, making this order one of the biggest in BRUSH's history. It marks the start of a new era for BRUSH, being the first new generator design for over 15 years and is the result of major development that has taken place at BRUSH over the last 18 months. The majority of the design work has been completed here at Loughborough, in partnership with SEM and HMA Engineering.

The DAX 87-520 design is based on the hugely successful DAX 82-445 and DAX 9-450 and offers an extension to the output that we could previously offer. As a result, the technology is well-known and is the same that is utilised on all current DAX generators.

This design has used all the software tools available, including CFD for the ventilation and thermal analysis, Ansys for the finite element modelling and also the new 3D-CAD system that is now available throughout the company.

Previously, the maximum output for the DAX range has been 138 MW for 60 Hz applications and 153 MW for 50 Hz under typical ISO conditions. The DAX 87-520 has now extended this to 174 MW at 60 Hz under the same conditions.

This particular project has a rated output of 190 MW when the coolant temperature is 10°C and 129.6 MW when the coolant has a temperature of 60°C.

This order is also the first BRUSH generator to be coupled up to a steam turbine for GE. Although GE is one of our main customers, all the generators supplied to date have been for a gas turbine application. As well as providing the DAX 87-520 with a reference list that will help to achieve more orders in the future, it could also lead to future work for other steam turbine projects.

Thank you to everyone that helped win this order and we hope you will continue to offer your support in delivering a world-class DAX 87-520 to follow in the footsteps of our current products.

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BRUSH customer experience

January 2011 saw the opening of our new customer service suites, one year on BRUSH is looking to expand the area by opening the third and largest suite that will hold 10 guests when completed in the next few weeks. The reception area is also undergoing a major facelift.

The unit is headed up by Kate Jessop assisted by Beatrix Nalepa in the BEM area and Lisa Howard in the Aftermarket area but the girls are trained to cover both areas whenever the demand requires this.

The idea of the customer facility was to improve the experience for the customer when visiting the factory or attending meetings with the sales team.



All the suites are equipped with wireless internet connection and presentation equipment. The reception area is the main point of contact for the customer when they first arrive; it provides information about Health & Safety to ensure they are safe whilst in our care.

Kate and the team look after every aspect of their stay while they are here including hotel reservations, train tickets airline reservations and taxis for them. This allows the customer to concentrate on the visit and not worry about travel arrangements.

“When customers are on site the team try to make them feel welcome by providing refreshments, hot or cold lunches” said Beatrix. Factory tours are usually conducted by Wayne Pearson, Keith Krummeck or a member of the senior management team.

Kate told Falcon News “It’s very interesting to meet people from all over the world, have a conversation with them and find out that after all we all laugh or cry about the same things.” Sometimes the Customer Service team gets unusual tasks. Kate recalls a time when one of our customers had left his Blackberry in a taxi and she spent several hours trying to track down the driver to retrieve his phone.

Our customers come from all over the world and the team have to deal with people with different habits, religion and cultures. The girls each speak three different languages to enhance the customer experience.

Feedback from our customers over the last year has been very positive. Customers are impressed with new facilities and feel that they have been made welcome during their stay.

BRUSH Olympic Scholars

When Loughborough College and BRUSH teamed up to encourage and support five athletes we always knew it would be mixed fortunes for the hopefuls.

Sarah Stevenson

Putting everything in to perspective Sarah Stevenson sadly lost both parents to cancer within three months and also became world Taekwondo champion, inspired by her parents’ struggle with this disease. Our thoughts have been with Sarah through what can only be described as an extremely difficult time in her life.

Sophie Casson

Sophie’s Olympic dream was cut short when the Team GB swimming selectors decided not to hold a formal trial for the open water swimming event but instead chose to preselect two athletes during the summer. Although bitterly disappointed Sophie has re-focussed her mind towards beating the record to swim the English Channel, we will be watching closely how she progresses.

Lizzie Simmonds

Lizzie is back in full training heading towards the trials for London 2012. Her training does not only involve pool work but also lifting heavy weights as well as other land based work including mountain biking, rock climbing, gymnastics and other such activities.

James Dasaolu

Like Lizzie, James is back in full training with the focus being on the Olympic trials next summer. He will head off for warm weather training just after Christmas, most likely South Africa, before returning to fine tune his programme. Key to James’ success will be the medical support team around him.

Nicola White

If you looked closely at the BBC news sport last week you may have noticed that



Sarah Stevenson

the hockey pitch was available for use by the Team GB team, Nicola was in the thick of it. The pitch is blue, apparently it shows the white ball up more clearly. Nicola was really excited to try out the pitch and hopes to get more time before the opening ceremony on July 27th 2012!

Talkback: Have your say

“ Hello and welcome to issue seven and our Christmas edition of our in house magazine. It seems strange thinking about Christmas when it's only the end of October and I still have a late summer holiday to come. I received several complaints from the last issue that people did not have long enough to get the children's colouring competitions in, we have taken this on board and have endeavoured to get this issue out very early in December to enable employees using up their holidays to still participate.



The Summer Colouring competition was not the success I hoped: sadly we did not get our 50 entries so hopefully we will achieve it this issue? The three winners who received Pizza Hut vouchers were 0-4 – Lacey Berry whose parents Kerrie and Matt work in the Quality and Test Departments. 5-10 – Jessica Critchlow whose parents Simon and Denise work in the Fabrication Shop and HR.

And finally, 11-16 group – Ailsa Lindsay whose Dad Hugh works in the Insulation and Laboratories Department. All other entries received a bag of sweets. This issue's competition is based around Christmas and there will be three Argos vouchers up for grabs, so let's see if we can break the 50 barrier?



And finally, I am not aware of any births or marriages over the last few months so have had to leave this section out this issue. I am also looking for people that would like to be featured in the In Focus company profile section – if you are interested please contact me. The next edition will be out just before Easter so the deadline for entries will be the end of March 2012



On behalf of all of the editorial team I would like to wish you all a very Happy Christmas and a successful New Year

Derek Adams, Editor

Above top: Lacey Berry with mum Kerrie
Above right: Jessica Critchlow
Above: Ailsa Lindsay



Christmas Tea Break trivia Quiz



For fun only...

- 1 Which company was the first to use Santa Clause in an advertisement?
- 2 Which president was the first to decorate the White House Christmas tree?
- 3 Which country did the gingerbread house come from?
- 4 What kind of Christmas does Elvis Presley sing about?
- 5 Which ocean is Christmas Island in?
- 6 What is the name of the Grinch's dog in the movie "How the Grinch Stole Christmas"?
- 7 Which country is the turkey from?
- 8 Which reindeer helps Rudolph fly at the reindeer games?
- 9 Which reindeer is Rudolph's dad?
- 10 Which Christmas movie has been played more than any other?

For answers go to the back page.

Fiftieth Mobile Pac presentation

Derek King, Sales Manager for BRUSH America recently presented a framed signed photograph of the 50th Mobile Pac BDAX62-170ER generator to our customer's team at the Pratt & Whitney Power Systems offices in East Hartford, Connecticut. Lunch was served to all the staff – with approximately 120 attending the presentation. Over 40 BRUSH employees from various departments across the Loughborough site signed the photo mount of the generator unit, which was displayed at our recent Family Fun Day.

Todd Emery (Program Director - FT8 Engine products) who received the presentation on behalf of all the Pratt & Whitney team recognized the key part that major vendors such as BRUSH have contributed to the success of their Mobile Pac product. "...Continuous improvement,



Photo from left to right:
Jack Flieger – Specialist Buyer; Todd Emery – Program Director, FT8 Engine products;
Derek King – BRUSH Sales, Account Manager; Tim Lewis – Specialist Buyer

innovative manufacturing techniques and the skills and talents of the BRUSH team go into every generator delivery. BRUSH has been highly responsive to the needs of our demanding market place. BRUSH's ability to also comprehensively support field operations has enabled many installations around the world to be commissioned and quickly handed over to our end clients. The combination of Pratt and Whitney with the BRUSH company is a winning team..."



In Focus: Hugh Lindsay



In my 21 years with BRUSH I have twice featured in the employee newsletter, firstly announcing my marriage to my wife Joanne, secondly in an article about a Long Term Test facility built to test stator coils. To accept the invitation to feature for the third time was a pleasure if only to keep ahead of my daughter Ailsa who has her second newsletter appearance in this issue.

I joined the Insulation Department in 1991 after gaining my honours degree in Material Science. I originally applied for a welding technician position, but John French and Fred Hinds felt I would be more suited to the position of Insulation Technician, which I accepted over the telephone without visiting the department, partly based on desperately needing a job, but one I have not regretted. I wanted a career where every day would be different with new challenges, scientific investigation and problem solving. Working within the Insulation Department continues to tick all these boxes and is why I have remained within the department throughout my career from technician to engineer, from senior to chief engineer.

My career has developed into other areas taking charge of the laboratories. I was also Chief Engineer in charge of the Test Department for a period before the restructuring into value streams, a challenging, sometimes stressful period; but most enjoyable, educational and rewarding.

From September to May as a family we're generally to be found cheering on the Tigers from our seats at Welford Road culminating in our annual pilgrimage to Twickenham for the Premiership Final, though our hotel booking for 2012 may have to be postponed for a year. In general I am sport mad as my wife would put it, watching everything from

swimming to bowls, baseball to golf. All hail Sky Sports and ESPN. Despite my not so athletic physique I was quite a sportsman in my youth playing football, rugby, badminton, cricket and was district discus champion for 8 years. Now there's just the early morning swim before work.

My daughter and I enjoy our fishing, as shown by the 2lb rainbow trout picture by my desk, a pity Ailsa caught it. Any other free time is taken up with tracing my Scottish, sometimes Irish family ancestry. There's a family tale that David Livingstone was an ancestor, but this appears to be fading. I am currently working on links to Alexander Fleming of penicillin fame as I have Fleming relatives in Ayrshire where he was born.

My career has taken me around the world to many countries, having the pleasure of experiencing different cultures and people. Progress in my career could not have been achieved without the mentoring, training and support from skilled people dedicated to BRUSH, many no longer with us, others now enjoying the sand of beach or bunker. For 122 years skills, knowledge, pride and passion have been passed from generation to generation of BRUSH worker, ensuring BRUSH continues to prosper. While working in the present we must continue to prepare the younger generations to take BRUSH into the future.

BRUSH supports the Geothermal Energy Expo

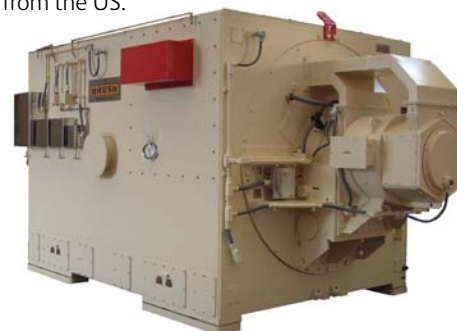
More than 2,500 attendees from 33 different US states and 13 different countries came together in San Diego at the end of October 2011 for the Geothermal Energy Association (GEA) Geothermal Energy Expo, the largest gathering of geothermal energy leaders in the world.

The sold out Expo Hall featured 160 exhibitors. BRUSH was present to showcase our leading technology for small sized geothermal appropriate generators of both 2 and 4 pole varieties. Many of our customers were present including Mitsubishi, Alstom, Siemens/TurboCare, Toshiba, Fuji and GE Energy. This trade show included Project Developers, Government Agencies, Drilling Companies, Electric Utilities and End Users, as well as diverse equipment suppliers such as BRUSH.

Geothermal energy has been in use for over 40 years, but is garnering more attention due to environmental and fuel supply concerns. In addition to its large potential capacity, geothermal energy offers advantages over other forms of energy. It is ideally suited to provide baseload (24/7) power that intermittent renewable resources cannot provide. Additionally, when compared to other forms of baseload thermal generation, geothermal offers major advantages in fuel price stability, since it does not require a fuel supply, significantly reduces air emissions, and has a smaller footprint per installed MW.

The issues associated with project development, financing and insurance continue to be defined and managed such as to allow for the greater exploitation of this resource. Gradually governments and industry groups are finding ways to mitigate risks to encourage further development. BRUSH has

shown a clear commitment to the Geothermal industry through our customized products to address special considerations. The industry sees BRUSH as a committed party and has favoured us with significant orders over the past years. The BRUSH team was represented by Matt Hinton from the UK and Ben Milam from the US.



One of two 27MW 3600rpm TEWAC generators built for geothermal project in Mexico – (cooler has been removed for shipment)



Showing off!

In September BRUSH attended the Power-Gen Asia exhibition in Kuala Lumpur. They were able to discuss some of the latest developments from their Generators, Transformers, PRISMIC and aftermarket divisions.

Mark Alvey who is currently based in Kuala Lumpur said "This is an excellent opportunity for the BRUSH Sales team to meet all our Asian customers Mitsubishi, Hitachi, IHI, Shin Nippon & Kawasaki".

Meetings with existing & prospective customers for new build & Aftermarket were held in the dedicated meeting room that was part of the stand.

BRUSH received lots of visitors who wanted to discuss current market situations and trends. Positive enquiries were received for four new build generators, eight Aftermarket products and two enquiries were received for transformer products.

Robert loses fight with Renal Cancer

Falcon News regrets to inform you of the passing of Robert Wortley who lost his fight with renal cancer on the 13th October 2011. He was 62.

Robert joined BRUSH in the early sixties as an apprentice in the Fabrication shop and his career took off quite quickly spending some time in the Transformer Tendering Department eventually leading him to the Drawing Office where he became section leader.

Roy Horne Drawing Office Manager had this to say about Robert "I was fortunate enough to have known Rob in a personal and professional capacity for over 30 years and his passing leaves a big hole in both areas. He will be sorely missed"

Robert was well-liked and respected by everybody he worked with and will be missed by everyone, especially those within the Engineering team and the Transformer value stream. Our thoughts go to Robert's wife Judy and his family at this very sad time.

BRUSH around the globe Enertopia Recognition of Achievement

In July 2011 Mr. Myoung-Ki Kim who is the President of the company Enertopia (Awons) with their main offices in Paris, France and Seoul, South Korea was nominated by the South Korean Presidency to the following positions:

Member of the National Unification Advisory Council

President of the Western Europe Council including France, Belgium, Switzerland, Greece, Romania and Bulgaria

Mr. Kim and his company, Enertopia (Awons) are the Representatives for BRUSH Aftermarket with responsibility for developing and conducting business interests within South Korea. In recognition for Mr. Kim's achievement a pair of decorative Dutch Clogs were presented to Mr. Kim during a recent meeting at the Enertopia offices in Paris, France



Mike Williamson (BRUSH Regional Sales Manager) pictured with Mr. Kim and his team commented

"Mr. Kim is fully deserving of this significant recognition and we pass on our congratulations. We have been working with Enertopia for several years within South Korea and recognition by the Korean presidency is just another example of the depth of quality that Enertopia have within the market place. It is a significant pleasure to have them on our team".

BRUSH to supply generators to Israel

BRUSH are supplying twelve 45MW turbogenerators for use with GE Hungary Zrt gas turbines plus two steam turbine units via Skoda Power. These will be installed in the Dorad power plant, owned by the Eilat Ashkelon Pipeline Company, which will be the largest private power plant in Israel. The project is a 'combined cycle' plant, which will provide electricity to consumers throughout Israel, and will distribute any excess production capacity to the Israeli Electric Company, in accordance with the local electricity market regulations.

Generator data

Type	BDAX 8.290ERH
Driver	Gas turbine GE LM6000
Power output	12 x 45 MW
Voltage	11.5 kV
Frequency	50 Hz
Cooling system	Self ventilated, open inlet and ducted outlet
Excitation	Brushless AC exciter



Bygone BRUSH

No.1

Pneumonia Alley

by George Toms

Pneumonia Alley started life as a lane entrance to the Falcon Works when it was first developed in the 1864-67 period.

Its initial course followed the approximate entrance from Nottingham Road that we see today and the Main Offices which date from 1898. At one time, it continued further however, and to trace it we must go through the 'chapel doors' into 24 DAX Shop and continue its path.

If one studies the accompanying photograph, taken in 1892 and entitled 'Lunch Time at the Falcon Works', then one may gain an insight as to how Pneumonia Alley developed. The buildings in the foreground have all gone, the stables on the left along with the chimney, stand on the site now occupied by 24 Shop.

Opposite the chimney is a building with a bracketed lamp on its corner, just above the lad sitting on a workman's shoulder. This building survives as 11 Shop and is the oldest surviving building at the Falcon Works.

It was built in 1877/78 as a tramcar shop by the Hughes's Locomotive & Tramway Engine Works Ltd, and extended several years later. This latter date is cast into the iron columns along the centre of the shop, viz FALCON WORKS 1884.

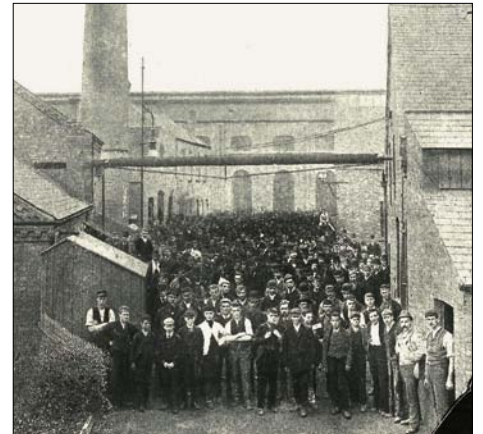
On the left hand side past the chimney are Falcon Cottage and offices, all now gone, swept away with the developments of 1898, which resulted in the buildings we see today in Pneumonia Alley.

Today, a surviving telegraph pole survives, well painted, and now within the buildings complex, just to the right, before one goes into 18 Shop.

Before this feature, there used to be a Tosova's Safety Shoes notice board under the steel stairs to the office over Pneumonia Alley.

During the early 1960s the BRUSH BROADSIDE notice board newsletter featured a cartoon of a man banging his head on the underside of the stairs whilst reading details of the shoes. Safe one end, but not the other!

Beyond, dead centre and background, is the Heavy Machine Shop, towering above all buildings other than the chimney. This was the start of the BRUSH investment at the Falcon Works during the protracted move from London.



What we see are the high roofed first sections, because over the years to 1912 the present day 18 and 19 Shops were extended until they reached the Midland Railway boundary and almost reached the now defunct Medical Centre. 19 Shop was originally the foundry and saw diesel engine production during World War 2 and for many years until the late 1990s, traction motor production. These two shops were built over the yard which Pneumonia Alley served and a gangway extended it across the shops after they were built. Beyond, was the boundary with fields, yet to be built upon, and the Rempstone footpath.

Why Pneumonia Alley? Well, after enclosure, with none of today's sophisticated doors the draught howled through the thoroughfare and during winter it was cold to the extreme. The only thing missing was the tumbleweed.

A BRUSH WITH THE PAST!

Do you recognize these BRUSH Final Assembly and Test staff from 1999?

We built the first of what became a standard program DAX generator in 20 weeks after gaining the initial order for eight units. The series of generators BRUSH built were called the Montgomery project after the Houston location where sensitive commercial negotiations took place with our customer General Electric.

Due to a rapidly expanding need for additional power equipment, further orders were placed over the following four years.

During the final inspection and preparation for shipment the main assembly and test staff were gathered together for a special recognition photograph.



New Apprentices for BRUSH Electrical Machines

As part of its long term commitment to the Engineering industry and ongoing support to the local labour market, BRUSH have appointed 20 youngsters from across Leicestershire to join its converted apprenticeship scheme. The National Apprenticeship Service considers the BRUSH Apprenticeship programme to be of a gold standard.

The apprentices will undergo a four or five year intensive training programme enabling the teenagers to become fully skilled engineers and gain central qualifications.

Mentored by the company's own apprentice mentors, the youngsters will benefit from vocational training which is

supplemented via block release courses at Stephenson's College and at the company's own dedicated in-house training centre at BRUSH Loughborough.

BRUSH's training manager Dave Commons said "As a company we pride ourselves on the quality of our work and are acutely aware that these youngsters will, at the end of their training, be representing not only BRUSH but the electrical engineering industry as a whole.

"With some of our past apprentices recognised as amongst the best in their trade in the country, we are hopeful that amongst these aspiring youngsters will be the next generation of Engineers and master craftsmen"



New Trials bike for Sam

BRUSH-backed East Midlands trials champion Sam Gent took delivery of his new BRUSH sponsored trials bike on Saturday 8th October, and won a competition on the new machine only a day later. After no time to get to grips with his 2012 bike, Sam managed to take 1st place the very first time he had ridden the bike in a competition at Grantham.

Sam's new bike, one of the first in the country, is an Italian manufactured Beta Evo 300cc 2 stroke, with many improvements from the old bike. These include, increased engine capacity from 250 to 300cc, producing a lot more torque at low and mid rev ranges. A new clutch design making it much more progressive and easier to seek grip in slippery conditions, Carburation has also been improved from previous models to produce instant throttle response.

Sam told Falcon News "The new bike is fantastic, and to win on it first time out isn't a bad start. It's completely different to my old one in terms of power delivery, which will take some getting used to, but its absolutely mega to ride. My plans for next year are to ride national events and compete in all the British championship rounds I can, so at the minute I am riding events and practising as much as I can, as well as working hard at my fitness to be ready for next year and hopefully improve my results even further". Sam would like to thank everyone who has been involved at BRUSH for their support.

Quorn Falcons under 10's



After winning division 7 last season the Falcons have taken a massive step up and are testing their wits against much stronger teams in Division 4 of the Leicester and District Mutual League and currently sit second in the league just one point behind leaders Ratby but with a game in hand.

Recent performances have been outstanding beating Harborough 6-2, Ratby 1-0, Westfield Wanderers 3-1 while also playing undefeated Loughborough Dynamo Whites and beating them 11-1! These outstanding performances have led to the influx of new players and the Falcons are pleased to announce the new signing of Jack Burton from Whetstone Oaks.

Craig told Falcon News "We hope to do the BRUSH proud and put up a good fighting spirit against these teams while also trying to go top of Division 4, We thank everyone that is part of BRUSH for their help, support and sponsorship as without them many of these children wouldn't get the opportunity to play fixtures like this ever in their life"

To keep up to date with how the Falcons are doing please visit:
www.pitchero.com/clubs/quornfalcons

The Magic of "MERLIN" Company Wide E-Learning Development

Competent people, leaders and managers are critical to the success of any business. In knowledge based businesses such as BRUSH, this is even more so, extending to everyone within the business. To raise competence and therefore performance in a speedy, efficient and cost-effective way is the challenge facing the business.

During the next three years BRUSH aims to establish a comprehensive programme of

learning and development designed to improve both individual and collective performance at a rate that is needed by the changes in the markets and in the business.

The first phase of the HR Learning and Development Strategy is the launch in quarter one of project "Merlin" which is being managed by Sue Reed Learning and Development Manager with a cross functional project management team.

The company-wide e-learning development will include:-

Induction, Health and Safety, Mandatory training, Leadership and Management Development, Information Technology, Apprenticeship, Career path progression, and a lot more...

More information will follow in the next addition of the Falcon News.



Puzzle Corner

Sudoku challenge!

- Each row, column and box must end up containing all of the numbers from 1 to 9.

Instructions

Your task is to fill in the blank squares. There's only one rule:

This rule has a side-effect:

- Each number can only appear once in a row, column or box.



Local hockey club sponsored by BRUSH

BRUSH employee engagement committee were pleased to be able to assist Loughborough Carillon Mixed Hockey Club (LCMHC) with the purchase of away kit that will be used by all six teams of mixed ability and age ranges.

The new look A Team have had a mixed start to the season. Highlights have included an end to end draw with last year's champions Rutland Horseshoes and progressing into the 3rd round of the league cup beating local rivals Coalville Rangers 6-1.

The B Team have had a great start to their season with only 2 losses so far showing that a mixture of young talent and experience is a great recipe for a winning formula.

The Falcons, Kestrals and Hawks are all in the same division this year, the Falcons have also progressed into the next round of the cup and the 5th team the Hawks had an unlikely win over the 4th team Kestrals. Both teams are looking forward to the re-match!

Our 6th team the Merlins is a great development team for our youngsters; they have more points so far this season than any other season to date.

The junior training continues to thrive each week with some amazing young talent appearing and we hope for them to start filtering up the teams soon.

			7					8
	4	8	6			5	3	2
				4				6
	3					2		
5					9			
			3		6		1	4
		4	1			9		
9	8							
	2							

Tea Break Trivia Answers

1. Coca-Cola
2. Franklin Pierce
3. Germany
4. Blue
5. Indian Ocean
6. Max
7. USA
8. Clarice
9. Donner
10. It's a Wonderful Life

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