



Beiträge zur Geschichte der Flieger- und Fliegerabwehrtruppen

Rollout des ersten Doppelsitzers F/A-18 D J-5231

St. Louis, 25. Januar 1996

Im Anhang sind das Programm des Anlasses, der Beitrag von John P. Capellupo und eine Pressemitteilung der Gruppe für Rüstungsdienste vom 1. Januar 1996 enthalten.



John P. Capellupo, President, McDonnell Douglas Aerospace

Agenda
Swiss F/A-18 Rollout Press Conference
8:30 a.m., Room 322, Building 1
McDonnell Douglas Aerospace-St. Louis, Mo.
Jan. 25, 1996

1. Kickoff, welcome -- Tom Williams, vice president - communications, McDonnell Douglas Aerospace.

At conclusion of welcome, Mr. Williams introduces John Capellupo, president of McDonnell Douglas Aerospace.

2. Introduction of MDC executives and Swiss officials
-- John Capellupo.

MDC executives to be introduced are:

-- Harry Stonecipher, president and chief executive officer of McDonnell Douglas Corp.;

-- Mike Sears, vice president - general manager, F/A-18 Program;

-- Charlie Plummer, F/A-18 program manager for Switzerland.

Swiss government officials to be introduced are:

-- Toni Wicki, chief of armament, Defence Procurement Agency;

-- Lieutenant General Fernand Carrel, commander-in-chief, Swiss Air Force;

-- Dr. Martin Erb, director, VSM.

3. Opening McDonnell Douglas statement -- John Capellupo introduces Harry Stonecipher, who gives statement. (At conclusion, Mr. Capellupo introduces Mr. Wicki).

4. Opening Swiss government statement -- Toni Wicki.

5. Statement that executives and government officials will now take questions from reporters -- Tom Williams.

6. Answer reporters' questions until 9:15 a.m. -- Harry Stonecipher, John Capellupo, Mike Sears, Charlie Plummer, Toni Wicki, Fernand Carrel, Martin Erb.

7. Closing of press conference, thank you -- Tom Williams.

F/A-18 Swiss Rollout
January 25, 1996

Remarks by
John P. Capellupo
President, McDonnell Douglas Aerospace

Good morning and welcome!

I'm happy to see that so many of you were able to join us for this celebration.

Today marks a high point in what has been a very long...and very special partnership with the people of Switzerland.

We will soon present the first of 34 F/A-18 Hornets to the government of Switzerland. These are the finest air defense systems in the world. They will serve your country well for many decades to come.

We have gone up and down many roads together to get here. It has been a rewarding and enriching journey.

The Swiss Military Department chose the Hornet in 1988 -- after a thorough evaluation involving a number of aircraft.

But the program did not get its final go-ahead until 1993 -- when Swiss voters turned down an initiative that would have halted advanced aircraft purchases until the year 2000.

After years of intense scrutiny, the Hornet -- and our partnership -- emerged the clear winners.

This says a lot about the teamwork between the people of the Hornet team and the people of Switzerland.

Our partnership is rock-solid. It flourishes because both sides share a commitment to quality...to value...and to building things that endure.

Ever since 1935, when McDonnell Douglas delivered the first DC-2 to Swissair, we have been partners.

Swissair for decades has relied on our commercial jets for air travel.

Today -- through the Hornet program -- McDonnell Douglas continues to advance the Swiss aerospace industry.

Swiss industry is doing final assembly of 32 Hornets and is building a number of the aircraft's components. This work provides high tech jobs in all of the nation's regions.

The Hornet offset program has been another successful tool for industrial partnership.

Now in its third year, the program is halfway to its goal of placing business with Swiss companies.

Jobs, training, new business partnerships, economic growth...this is the stuff of real teamwork.

Today belongs to our teammates and our partners --

- the Swiss government,
- the U.S. government,
- the U.S. Navy,
- suppliers,
- Swiss industry,
- and the people of McDonnell Douglas.

Their support has been absolutely critical to this program's success.

One key person, the Honorable Kaspar Villiger, unfortunately was unable to join us today. As former Minister of Defense, he has been a long-time advocate of the program.

Now I'd like to recognize just a few of the many people on both sides of the Atlantic who have made substantial contributions to the Swiss Hornet program.

Please stand when I call your name.

From the Swiss government,

- Mr. Toni Wicki, Chief of Armament,
- and, Mr. Peter Lyoth, F/A-18 program director.

From the Swiss Air Force is Lieutenant General Fernand Carrel, commander-in-chief.

From the U.S. Navy,

- Vice Admiral John Lockard, Commander of Naval Air Systems Command,
- Rear Admiral Craig Steidle, former F/A-18 program manager and now JAST program manager,
- Captain Joe Dyer, F/A-18 program manager
- and Ms. Lynn Powers, F/A-18 foreign military sales program manager.

And from McDonnell Douglas are:

- Neil Eddins, former vice president of our Swiss office,
- Charlie Plummer, Swiss Hornet program manager,
- and Guy Cheatham, director of operations for our Bern office.

Presentation of Aircraft

Before we present this aircraft, let me tell you about some of the activity underway on the Swiss F/A-18 program.

The two Swiss Hornets being built by McDonnell Douglas are ready to enter flight verification.

The aircraft being presented today flew for the first time just five days ago. It will undergo weapons systems verification for several months before being delivered to Switzerland in December.

The second Hornet is ready to make its first flight here in early February.

Since August 1995, we have delivered three of the 32 Hornet kits that will be assembled and delivered by Swiss Aircraft and Systems Company in Emmen, near Lucerne.

Its first aircraft -- now in assembly -- is scheduled to fly this fall.

And since 1994 Swiss industry has been delivering many components it is building for the Hornet program.

We have trained a number of Swiss mechanics and engineers responsible for assembly and product support. And pilot training at Cecil Field is also underway.

Now I would like to ask Mr. Toni Wicki to join me at the podium.

In 1991, Mr. Wicki became the Chief of Armament for the government of Switzerland. He came to the position with extensive engineering and industry management experience and military background.

Mr. Wicki,

We have come to the moment that Swiss Hornet team has worked so long and so hard for. Today is a testament to the great cooperation between all the Hornet team members.

On behalf of the team's members, it gives me great pleasure to present the first of 34 F/A-18s to the people of Switzerland.

This multi-mission Hornet will provide your country with decades of outstanding service. We are deeply honored to be your partners in this great program.

Congratulations!



So far half of the Offset Obligation in the F/A-18 Project has been met!

Status 1.1.96

As of January 1, 1996, the confirmed offset contracts are worth 1.2 billion SFr. This means that the F/A-18 manufacturers have already met half of their offset obligation of approx. 2.3 billion SFr. More than 280 Swiss companies in almost all the cantons of Switzerland have a share in this success; roughly three-quarters of them are "small businesses". Since the beginning of the program, more than 1,100 Swiss companies have contacted representatives of the F/A-18 manufacturers. In the same period, about 1,000 visits by US companies to Swiss enterprises have taken place. Approximately 2,000 business meetings of Swiss companies at U.S. enterprises have been conducted.

These figures show the trend of the indirect offset agreement. Above all it aims to establish long-term contacts in foreign markets. The continuing success of indirect industrial participation (offset) demonstrates the enduring competitiveness of many Swiss companies. This is all the more gratifying since these activities take place in a market environment characterized by increasingly stiffer global competition. Moreover, the weak dollar continues to have an adverse effect on the competitiveness of Swiss products. The positive trend can be attributed not only to the significant efforts of the F/A-18 manufacturers, but also to the fact that in each individual transaction the interested Swiss companies strived to conclude offset business. However, experience shows that such success is only possible if the Swiss enterprise makes the offset potential part of its long-term market strategy. Thus providing the interested companies with the relevant instruction and information is of vital importance.

Since 1995, the F/A-18 manufacturers, in cooperation with the Swiss Association of Machinery Manufacturers (VSM), have been conducting special workshops in which interested companies are given the opportunity to update their practical know-how on the possibilities of indirect industrial participation in the F/A-18 project. These information campaigns are to be continued in 1996 as needed. Long established activities, such as trade-specific meetings of Swiss company representatives with F/A-18 manufacturers in the U.S. or the creating of a forum for Swiss companies at international exhibitions, will go on.

To counter the effects of the strong Swiss Franc to some extent, the F/A-18 manufacturers are also trying to use their world-wide network of connections, thereby opening up market opportunities outside the U.S. to Swiss companies. In the

framework of the so-called Buy Back Program, Swiss industry is making an effort to supply F/A-18 components and parts to third parties. In addition to the necessary competitiveness of Swiss blds, it is a prerequisite that American vendors receive aircraft orders. These factors were already mentioned in the 1992 armament program bill. In the meantime, there has been a worldwide decline in the production of military aircraft and an intensification of competitiveness, which has an impact on the Buy Back Program as well.

Considering the total of recognized offset contracts, however, there is no doubt that the offset obligation will be met by the Americans. In addition, the invaluable asset of intensification of contacts between Swiss and U.S. companies should not be overlooked. In stiff international competition, establishing timely business contacts is often decisive in concluding a contract. In such cases, offset agreements can make valuable contributions.