

## Welcome to the latest edition of the NDI Bulletin

**May I take this opportunity to wish all readers of the Bulletin a Happy and Prosperous New Year.**

Clearly, we face a year of heightened uncertainty, not least in the period leading up to the general election and thereafter. We in the defence, security and aerospace industries, not to mention the country as a whole, urgently need evidence of a clear foreign policy from the incoming government, which will shape structure and confidence in the attendant defence policy.

The incoming party will need some time to find its feet and address these issues. However, the Strategic Defence Review, which is supported by the principal political parties, was announced last July. The first stage of this important process is a Green Paper, which the Secretary of State for Defence promised in early 2010. This, we are told, will set out the Government's initial thoughts and be followed by a more substantive Strategic Defence Review after the next general election. Government sources say the initial review would not consider making cuts to the £36bn defence budget. Instead, it will examine defence policy as a whole - its purpose, the way it works, what the service expects and its technological priorities.

Be that as it may, we know that we will face financial constraints (cuts) and that cuts in themselves do not amount to a defence policy. We at NDI stress at every opportunity to Government and the MOD that they must not play politics with defence procurement and to avoid a moratorium of procurement decisions as the new Government assumes office. Sir Neville Trotter and I were able to make this point when we met recently with James Arbuthnot MP, Chairman of the House of Commons Defence Select Committee, whose responsibility it is to monitor and to hold to account the Ministry of Defence on behalf of the House of Commons and the people who elect it.

We need to impress on the MOD and Government the importance of taking decisions on procurement to ensure we get the right equipment on the ground for our troops who are at war in Afghanistan. You can help in this process, and I know some of you have done so already, by supporting the A|D|S 'Defence Matters' campaign. You can play your part by briefing your local MP (not forgetting prospective parliamentary candidates). If you need any guidance on this initiative, please give me a call.

The importance of the defence industry to the future of the UK economy is something we have continued to highlight and we are majoring on this subject at our Annual Conference in March. The conference is only weeks away and I urge you, if you have not yet done so, to book your place at what will be a significant event in challenging political and economic times.

As a final note, I would like to give a mention to board member and former NDI Managing Director Bill McGawley, who received an OBE in the Queen's New Year Honours List for services to Business and to Skills Training in the North East. Now Executive Vice-Chairman at TDR Training Ltd, Bill has long been an advocate of high quality training through modern apprenticeships, and our congratulations go out to him for this well deserved award.

With best wishes

Robin Fox  
**NDI Managing Director**

## LATEST NEWS

### A|D|S paper on acquisition reform



A|D|S has prepared a paper at the MOD's request to influence their development of the paper on acquisition reform they are expected to issue towards the end of this month with the Green Paper. DIC members were also given an opportunity to comment on it before it was submitted. You can download the paper [here](#)

A|D|S would welcome any further comments on the approach the industry should adopt. Please forward any comments to Prema Gurunathan ([prema.gurunathan@adsgroup.org.uk](mailto:prema.gurunathan@adsgroup.org.uk)) by close of play on Wednesday 20th January.

### MOD prepares to announce WCSP winner and is closer to FRES-SV decision

The MOD expects to announce the winner of the Warrior Capability Sustainment Programme at the end of the first quarter of 2010, with an anticipated Initial Operating Capability in 2013. Under the programme, which could be worth up to £1 billion a total of 643 Warrior infantry combat vehicles and other variants will be upgraded in a number of key areas in order to extend their out-of-service date to 2035.

An announcement is also expected from the MOD to select and award contracts in the first quarter of 2010 for the Future Rapid Effect System - Specialist Vehicle (FRES-SV), which has a total potential value of up to £4 billion. FRES-SV aims to replace the currently deployed Combat Vehicle Reconnaissance family of light armoured vehicles, the first example of which entered service with the British Army as far back as 1973.

The first part of FRES-SV to enter service will be Recce Block 1 (RB1), which is expected to be worth up to £2 billion and cover the supply of about 600 vehicles out of the total FRES-SV requirement for about 1,200 units. All of these vehicles will be tracked and there are only two contractors bidding for the contract: **BAE Systems Global Combat Systems**, with the CV90 Recce, and **General Dynamics UK** with a further development of the ASCOD 2.

### MOD signs contract for additional C-17 Globemaster



Contracts have been signed for the RAF's seventh C-17 strategic transport aircraft to increase the size of the fleet that has seen heavy usage during recent operations in Iraq and Afghanistan.

The Boeing C-17 Globemaster has proven extremely popular with the RAF and can operate in both strategic and tactical roles, combining transcontinental range with the ability to operate from short runways under basic conditions.

Read more on this from the MOD [here](#)

[Back to top](#)

## Slingsby bought by Marshall Aerospace

**Slingsby Advanced Composites**, which supplies components to many defence Primes including **BAE Systems** and **Rolls-Royce**, has been bought by a leading design and manufacturing companies in the aerospace industry.

Cambridge-based **Marshall Aerospace**, which designs, manufactures, and tests aerospace components has bought the company for an undisclosed sum.

Read more in this from the Yorkshire Post [here](#)

[Back to top](#)

## MEMBER NEWS

### MTL Group becomes first UK company to be awarded TL approval by German Army



Contract Manufacturer **MTL Group Ltd** has become the first company in the UK to be awarded TL approval from the German Federal Armed Forces (Bundeswehr or BWB).

After a rigorous audit of both MTL Group's systems and capabilities at their site, the Sheffield based company passed first time in all areas and was awarded the approval in late December 2009. TL approval now allows MTL to supply components manufactured from armour steel in accordance with strict German defence manufacturing standards for contracts specifically related to the BWB.

Read more on this on our website [here](#)

[Back to top](#)

### Marshall Land Systems announces new company in Norway



**Marshall Land Systems** has announced the formation of a new company. Marshall SV Norway A/S will be the focal point of MLS's activity in Norway.

Marshall SV Norway will provide in-country support for the field hospitals of the Norwegian Defence Forces and co-ordinate support to deployed units including arranging training, support and maintenance to ensure that the facilities are kept to the highest levels of quality expected of medical units. Wherever possible much of this work will be contracted to Norwegian companies.

Read more on our website [here](#)

[Back to top](#)

## Analox earns TickIT certification



**Analox Sensor Technology** has added Tick IT certification to the ISO certification it has held for 13 years.

'TickIT' is a quality management standard covering the development, supply and maintenance of software. Analox has also been recertified to the latest version of ISO 9001:2008, the internationally-recognised standard for quality management systems. It is now permitted to use both the Tick IT and ISO logos on its literature and website.

Read more on this [here](#)

## Responsive Engineering completes 'Northumbria Trek'

The Directors of the **Responsive Engineering Group** would like to express their sincere thanks to everyone who has supported their quest to raise £10,000 for Cancer Research by trekking around Northumbria.

The support and contributions from so many has been fantastic and has helped them to exceed their target. With gift aid the company has now raised in excess of £14,000 for Cancer Research.

If anyone hasn't already done so, you may like to visit their blog and perhaps get a chuckle from viewing some of the photos; [www.director-trek.blogspot.com](http://www.director-trek.blogspot.com)

## New Members

### Delcam Plc

Based in Birmingham, Delcam Plc is the world's leading developer and supplier of CAD/CAM software for the 3 dimensional design, manufacture and inspection of complex shapes. Its products are used in a huge range of applications, from conceptual design to pattern making and tool making.

As well as being a developer of CAD/CAM software for manufacturing industry worldwide, Delcam is also a sub-contract manufacturer of complex 3D components and supplier of CAD/CAM services to aerospace, nuclear, defence and automotive industries.

<http://www.delcam.co.uk/>

## EVENTS

### NDI Annual Conference 2010



**25th - 26th March 2010**

**Saviles Hall, Royal Armouries, Leeds.**

'The Defence Supply Network - A Vital Part Of The Nation's Recovery'.

A conference designed for customers and suppliers to examine the current and future requirements for defence programmes, and to improve business contacts. There will be a strong emphasis on exhibitions of company products and services.

Speakers include: Dr Andrew Tyler, Chief Operating Officer, DE&S, Lt Gen Simon Mayall, Deputy Chief of the Defence Staff for Commitments, Kevin Taylor, MD, Military Air Solutions, Bernard Gray (author of the recent 'Gray Report') and many more.

**PLEASE NOTE THAT EXHIBITION SPACES ARE FILLING UP QUICKLY - THOSE WISHING TO EXHIBIT SHOULD ACT NOW.**

**TO RESERVE YOUR SPACE AND TAKE ADVANTAGE OF OUR EARLY-BIRD DISCOUNT PLEASE [CLICK HERE](#)**

Please contact [Liz Ferguson](#) on 0191 2551720 for more information

[Back to top](#)

### NDI Company Awards 2010



These awards are open to all subscribing members of NDI and are aimed at providing recognition and publicity to member companies that have achieved business success in the calendar year 2009.

The application forms for the NDI Company Awards are now available on our website [here](#) and we hope that you will take some time to consider making an application in one or more of the categories - Company of the Year, Exporter of the Year and Training for Success.

The deadline for receipt of completed applications is Friday 22nd January 2010 by mail at the NDI office address or by email to [liz.ferguson@ndi.org.uk](mailto:liz.ferguson@ndi.org.uk)

The awards will be made by a panel of judges chaired by David Bowles OBE and will meet in February to consider applications, visit companies and reach final decisions.

The awards ceremony will take place at the NDI Annual Conference dinner on the evening of 25th March 2010.

## BAE Systems and the FRES SV Supply Chain

**BAE SYSTEMS**

**25 January 2010 - Newcastle Falcons Rugby Club**

**BAE SYSTEMS** and NDI are pleased to announce they will be holding an Industry Day with focus on supply chain opportunities within FRES SV . There are still opportunities to enter into this multi-billion pound supply chain and BAE SYSTEMS are interested to meet potential suppliers. There will be seminars from BAE SYSTEMS in the morning and an opportunity to have one-to-one meetings with BAE SYSTEMS staff in the afternoon.

This event is free to attend for NDI members including members of NOF, NWAA and FAC or £80 (+VAT) for non members. Companies are able to exhibit a pop-up for an additional cost.

In order to secure your place, please complete the registration form available [here](#) (along with the agenda for the day) and return it to [liz.ferguson@ndi.org.uk](mailto:liz.ferguson@ndi.org.uk) or fax to 0191 255 1721.

For any further information please contact Liz Ferguson on 0191 255 1717.

## Farnborough International Airshow

**19-25 July 2010**

The next Farnborough International Airshow will be held from 19-25 July 2010 and is certain to be the most exciting to date. With its existing exhibition halls, flying displays and UAV pavilion, FIA 2010 will evolve its business theme to include a number of new networking initiatives such as a themed conference and seminar programme, a 'Meet Your Buyer' event and a day dedicated to International Futures for Youth. Additionally, FIA 2010 will feature a dedicated 'Space Zone' and enhanced UAV presence.

Although NDI will not be exhibiting, we will have a presence on the FAC stand. Following our recent Memorandum of Understanding with the FAC, NDI Members are being offered the same rates as FAC Members on the FAC stand.

For more information on exhibiting please contact Tracey Bernholt Telephone: +44(0)1252 532825 Email: [tracey.bernholt@farnborough.com](mailto:tracey.bernholt@farnborough.com) or click [here](#)

## Clipper Windpower & Project Britannia

**21 January 2010 - Marine Design Centre, Newcastle**

US-based Clipper Windpower is a world leading wind energy technology, turbine manufacturing, and wind project development company, which has been developing a new 10MW turbine in Blyth since 2007. Clipper was recently awarded a £4.4m UK Government grant to develop a prototype 70-metre blade for the firm's Britannia project, which will see the largest wind turbines in the world created.

To register, please email [events@marinedesigncentre.com](mailto:events@marinedesigncentre.com) or call 0191 255 1710. Places at this event cost £20 (+VAT) for MDC members and £45 (+VAT) for non-members.

## **2010 Showcase for Commerce in Johnstown, Pennsylvania**

**31 May - 5 June 2010**

Showcase for Commerce is the ultimate opportunity to link major defence corporations with qualified local companies for subcontracting.

With the addition of the Government Procurement Expo, Showcase will promote direct contracting, increasing the value of the opportunities to make new business contacts and expand the market for local goods and services with Federal and Pennsylvania government agencies. To find out more, visit [www.johnstownchamber.com/showcase](http://www.johnstownchamber.com/showcase), and please speak to your NDI Sector Business Manager if you wish to attend.

## **Helicopter Rotor Blade Scintillation**

**11 February 2010 - Centre for Defence Enterprise, Harwell**

At this seminar, a call will be launched for innovative research proposals for technology that can assist in this high priority sector. When operating in sandy or dusty environments, interactions between rotor blades and particles stirred up by the rotor downwash can give rise to a phenomenon referred to as scintillation also known as “the halo effect”. At this seminar, proposals will be invited which will investigate the physics of this phenomenon and propose credible means to eliminate it.

A networking lunch will be available between 1230 and 1330. Spaces are limited for this free event and early application is advised via their website at <http://www.science.mod.uk>

## **DVD 2010**

**23 - 24 June, Millbrook, Bedfordshire**

DVD is one of the most important events in the defence equipment calendar. It is a two-day event, organised by the MOD, for vehicle, battlefield infrastructure and related support services industries with an interest in the defence sector. It is aimed primarily at manufacturers, purchasers, specifiers and senior users, and provides a single point of contact and interaction for the multitude of large and small stakeholders involved in these sectors.

If any NDI members intend to exhibit, or have an interest in exhibiting at this event, then we would be grateful if you could contact your NDI Sector Business Manager or our Events Manager Liz Ferguson at [liz.ferguson@ndi.org.uk](mailto:liz.ferguson@ndi.org.uk)

## BUSINESS OPPORTUNITIES

### NDI in partnership with BiP Solutions



As announced in December, NDI has reached an agreement with BiP Solutions Ltd to supply information about new defence contract opportunities via the NDI website at a discounted rate for NDI members. These defence contract opportunities are available through the MOD Defence Contracts Bulletin (MOD DCB) Premier Package and Defense Contracts International (DCI).

We are currently finalising the technical details with BiP Solutions and we will be making an announcement to all of our members within the next two weeks with information on rates and how to apply for the service.

[Back to top](#)

## SEND US YOUR STORIES!

### Have you got a story or a news item to tell?

Anything from a recent success story to a new product or service, we want to hear about it.

Why? So we can tell all our Member Companies about it! Oh, and the many other people with an interest in the defence, security and aerospace sector who receive the NDI Bulletin.

Where possible we will also market your stories to local and regional news media. NDI recently arranged a visit of the Deputy Business Editor of the Yorkshire Post to two member companies, [Donaldson Filter Components](#) and [Cablescon](#). The visit resulted in major coverage for these companies in this important regional paper. You can read the full story [here](#).

If you want to see your news or story in the next edition of the NDI Bulletin, or in the pages of your regional newspaper please send it to [Dan Tweedy](#) today!

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