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NDI BULLETIN

October 20th 2009

Dear subscriber

Welcome to the latest edition of the NDI Bulletin

As you may know, last year the MoD commissioned their former advisor Bernard Gray to look at their procurement processes in order to implement reform.

His report highlights a budget overrun of £35 billion and programmes coming into service an average of five years late. The list goes on as you will see from the report which you can access [here](#). These rather damning findings will have come as a shock to much of the general public although I think it comes as little surprise to those who have experience of dealing with the MoD supply chain.

While there have been improvements to the MoD supply chain in the last few years, the findings of the Gray report show all too clearly a body that is in drastic need of an overhaul.

However, the report is a double edged sword. On the one hand anything that makes the MoD reform its procurement practices for the better is a good thing and long overdue. On the other hand, it is incredibly damaging to the public perception of the defence industry as a whole.

I have spoken before of those in Government and the wider community who take a short-term approach and view the defence budget as an easy target for cuts, rather than seeing the defence industry as resilient and one that can play a significant role in pulling this country out of recession. I fear that this report will only give further justification for the cuts. For this reason, perception changing initiatives reinforcing the importance of the defence industry, such as DIC's Defence Matters become all the more urgent.

I would also like to remind you to put Tuesday November 18th in your diary - this is the date of our AGM which is this year being held at Crathorne Hall. Please see the events section for more details.

With best wishes

Robin Fox
Managing Director

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An apology

Many of you will have received posters from the Defence Industries Council regarding their Defence Matters campaign, with a covering letter from NDI. Due to circumstances beyond our control these were sent without postage. Hopefully you will have received an apology from the DIC along with an offer to reimburse any charges made by the post office at the point of delivery. NDI wishes to apologise unreservedly to our member companies for any inconvenience this may have caused, and for those member companies attending the Annual General Meeting in November, Robin has promised that he will buy you a pint in recompense.

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LATEST NEWS

Contract allows Apache crews to focus on Afghanistan



A new contract for the maintenance of the Apache attack helicopter means that the Army Air Corps can continue to focus their attentions on front line operations in Afghanistan. The new £439m Integrated Operation Support (IOS) contract has been awarded to AgustaWestland, whose engineers and technicians will provide maintenance for the Apache.

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

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Tories 'to cut MoD costs by 25%'

The Conservatives have asked civil servants to draw up plans to cut Ministry of Defence costs by 25% without reducing front-line troops. Shadow defence secretary Liam Fox told the party's conference: "Some things will have to change and believe me, they will." It is understood the savings will be in bureaucracy as the MoD has some 85,000 civil servants.

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

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Lack of time, Lack of expertise, Lack of resource

In the last issue of the bulletin we brought to your attention a study by YouGov, which found that fewer than 46% of the companies examined had conducted any contract renegotiations since September 2008. The survey also showed that companies had not renegotiated mainly because of lack of time, expertise and resources.

Renegotiating with suppliers can positively and significantly enhance your trading position with service and payment terms being amongst the most important factors that can be changed in your favour. Over the last 18 years Expense Reduction Analysts have built up an enviable reputation for saving clients significant amounts of money by focusing on peripheral costs, leaving them to focus on core costs and strategic decisions.

Their expert knowledge of over 100 expense categories, together with their buying power, means that they can save companies an average of 19.7%, which can mean an uplift of 40% on bottom-line profit. Their service has minimal impact on your business, and if they do not find any savings, they do not charge you a penny. Put simply, all you have to lose is unnecessary expense.

For more information, please contact Tom Charlton at [Expense Reduction Analysts](#) on 07891043308.

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Reports

Review of acquisition for the Secretary of State for Defence

As mentioned in Robin's introduction, the 'Review of Acquisition for the Secretary of State for Defence - An independent report by Bernard Gray' has been published.

A downloadable copy can be found at <http://www.aof.mod.uk/>

The document is some 300 pages long so not perhaps your favourite choice for bedtime reading, however, can we encourage you to read the executive summary and the summary of recommendations as this will point the way to some of the likely and substantive changes we can expect to see in the future.

Short term business attachment to India

The UKTI Advanced Engineering team in Sectors Group arranged a Short Term Business Attachment to India. Dr Maghin Tamilarasan was seconded to UKTI for six months from QinetiQ during the period January to June 2009, with five months being based in India. The objectives of the secondment were to assist UK companies to understand which technology areas presented the greatest business potential; identify key areas of collaboration and partnership between the two countries; and raise Indian awareness of UK Advanced Engineering capability and to promote the UK as a place to do business.

Dr Tamilarasan's full report can be seen [here](#)

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MEMBER NEWS

Royal Saudi Air Force takes delivery of first EuroFighters



The Royal Saudi Air Force has commenced flying operations following the delivery of the first 4 of 72 Eurofighter Typhoon aircraft to the Royal Saudi Air Force. To support this, the Governments of the Kingdom of Saudi Arabia and the United Kingdom have reached agreement on detailed arrangements under the Salam Support Solution that will provide support for operations by the Royal Saudi Air Force Typhoon fleet for a three year period.

These arrangements will be operated through a full availability service contract with [BAE Systems](#), the first of its kind for Typhoon - read more [here](#)

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Boeing supplied with second Unison tube bending machine



An all-electric tube bending machine from [Unison](#) has proved such a success with Boeing Integrated Defence Systems that they have supplied a second machine for Boeing's helicopter manufacturing facility near Philadelphia – just two years after the first system was supplied.

You can read more about this story [here](#)

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Member Company Focus - SLT Engineering



Based in Blyth, Northumberland, [SLT Engineering](#) was started in 1996 by Ernie Craig and his brother, although only Ernie is still with the company. They began working out of 2000 square feet, but the

success of the company meant that by 2004 they needed to move to a unit of 10,000 square feet. This now accommodates six CNC facilities and eight conventional machines, as well as the capacity to work with new carbon fibre materials.

SLT Engineering offers sub-contract precision machining and CNC programming services to a very diverse range of industries. In addition to aerospace and defence, the company also works in the automotive, hydraulics, sub-sea, medical and the food sectors. They have also added the oil and gas industry to their extensive portfolio and are currently positioning themselves to offer their services to the nuclear industry.

Ernie Craig, SLT's Managing Director, is very passionate about training. Not surprising coming from a man who worked hard to better himself and, quite literally, work his way up from the shop floor. This kind of dedication earned SLT the NDI Training for Success Award in 2008 (pictured) and their ongoing employee training is still going strong.

In 2008 SLT started working towards SC21, as a self starter. They are also involved in the ILM programme of 'Junior Leaders' as well as mentoring small businesses on behalf of the Prince's Trust. In addition to their Investors In People accreditation they are also an AS 9100 and ISO 9001:2008 registered company.

Tel: 01670 365388

Fax: 0870 8381152

Email: enquiries@sltengineering.co.uk

Web: www.sltengineering.co.uk

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EVENTS

NDI Annual General Meeting



18th November 2009 - 11:00am

NDI will be holding its Annual General Meeting at Crathorne Hall Hotel near Yarm. We have invited a senior opposition defence spokesman to give the keynote address.

All members are welcome and papers for voting members will be sent out during the week commencing 19th October.

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Aerolink Farnborough



4th November 2009

Aerolink Farnborough is a brand new event for the South East of England. It builds on the success of Aerolink - held annually in Cardiff since 2004.

This event has proved so successful that now, in partnership with the Farnborough Aerospace Consortium, Aerolink will be brought to the heart of the UK aerospace industry in Farnborough for the first time in November 2009.

Visit www.aerolinkfarnborough.co.uk now in order to find out more about the event and to register.

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Aero Engineering 2009

10th-11th November 2009

The Strategic Business Summit with a supporting supply chain exhibition being held at Manchester Central Convention Centre.

Aero Engineering provides senior engineering decision-makers across the UK supply chain with real networking and business opportunities within existing and upcoming aerospace programmes, delivered by leading representatives from civil & military programme management.

Held every two years, and alternating with the Farnborough Air Show, Aero Engineering will attract this year around 1500 attendees from every level of the UK aerospace supply chain.

Please visit <http://www.aeroconf.com/> for more information on this event.

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Seminar: Submarine Plant Design & Development

12th November 2009

A seminar is being held on Thursday 12th November in Newcastle upon Tyne. The theme is "Dreadnought to Astute: 50 Years of Submarine Plant Design & Development" and the lecture is being delivered by Mike Bowker CBE, of Rolls-Royce plc.

It is being held at: **The North of England Institute of Mining, Neville Hall, Westgate Road, Newcastle upon Tyne NE1 1SE**

This is a free lecture organised by the Nuclear Institute and is open to their members and non-members alike. Whilst registration is not required (you can turn up on the day), please let **Dan Tweedy** know if you intend to go by Monday 9 November, to aid the organisers with their catering requirements.

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BUSINESS OPPORTUNITIES

Defence opportunities

Please contact **Dan Tweedy** if you require further information on these opportunities

Safety headgear. Helmets. Military helmets - Response date 06/11/2009

Commodities Cluster, DE&S, DES Commodities-Comrcl-DC-TM1A, Spur 6, Block B, Beckford, DE&S Ensleigh, UK-BA1 5AB Bath. Tel. +44 1225467366. E-mail: DESCommodities-Comrcl-DC-TM1A@mod.uk (Supplement to the Official Journal of the European Union, 25.9.2009, 2009/S 185-266476)

Torches. Hand tools - Response date 22/10/2009

The requirement is for the urgent supply of 28,000 sets of Torches, Head torches and Multi-tools to support operations in Afghanistan.

Commodities Cluster, DE&S, Spur 6, Beckford, DE&S Ensleigh, UK-Bath BA1 5AB. Tel. +44

1225467366. E-mail: DESCommodities-ComrcI-DC-TM1A@mod.uk

Military uniforms - Response date 09/11/2009

Supply and Fit of Various Uniforms, Jackets, Trousers and Greycoats for the RAF and Made to Measure Uniforms for the RAF QCS. The RAF requirement will be on a Supply and Fit basis carried out at recruitment establishments and various other locations throughout the UK, and the RAF QCS requirement will be carried out at various locations throughout the UK.

Defence Clothing (DC), DE&S, AQTM3, Spur 4, Beckford, DE&S Ensleigh, MoD, Attn: Amanda Waterson, UK-Bath BA1 5AB. Tel. +44 3067700659. E-mail: DESCommodities-ComrcI-DC-TM3A@mod.uk Fax +44 1225468506

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Olympic opportunities

The upcoming London Olympic Games in 2012 has created many varied business opportunities which should be of interest to a wide range of companies.

'CompeteFor' is a free service that enables businesses to compete for contract opportunities linked to the London 2012 Games and other major public and private sector buying organisations.

In order to view and respond to hundreds of Olympic opportunities you will need to register and publish your business profile on www.competefor.com

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Opportunities in India

Thinking of doing business in India? A|D|S has opened an India office in Bangalore offering differentiated services for those wishing to access the Indian market.

Please see [here](#) for more details of the service levels offered.

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Raise your company profile in the NDI Annual Review

The next edition of the NDI Annual Review will be published to coincide with our Annual General Meeting on 18th November. With sponsorship of £300 your company could benefit from its 6,000 circulation among other NDI member companies, opinion formers and decision makers in the MoD, procurement and supply chain managers in the defence industry and the political community.

The cost includes a 200 word profile with photograph and 'pop up' stand at the AGM in November.

Please contact your NDI Business Sector Manager or Pamela Baker for more information on 0191 255 1720

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



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