

## Welcome to the latest edition of the NDI Bulletin

**The visit of HMS Ark Royal to Tyneside this Friday serves to remind us of the role that NDI has been and is playing, on behalf of its member companies, in winning contracts to build elements of the Royal Navy's new aircraft carrier project.**

In July 2009 the Jarrow shipyard of A&P Tyne won a £55 million construction contract to build a top block for the aircraft carrier HMS Queen Elizabeth. The block, one of 24 fully fitted out portions of the ship's upper works, which are being fabricated on a distributed basis around the country, is a complex piece of work, which will require robust and reliable supply chain support. A&P Tyne has a first class 210-strong work force that will see this five year project through to a very high standard.

In January 2010 Imtech Marine Group with its UK subsidiary Imtech Marine & Offshore employing 58 permanent staff in Monkton, Hebburn, was awarded a contract valued at over £100 million to supply climate control technology for the two new aircraft carriers.

Other NDI and MDC member companies are also heavily involved in this project, including Darchem, AEI Cables, Cablescaan, Babcock, CSD Sealing Systems, LPA Channel and Stauff.

NDI has been engaged in the Carrier programme since 2001 initially with Thales, for whom we organised and managed major industry days, and then with BAE Systems assisting both companies in their bids to win the order by helping to identify ship building and supplier capability in the North of England.

Since then NDI has continued to promote the case for the North with successive Ministers of Defence, the Admiralty, MOD Defence Procurement Agency (now DE&S) as well as BAE Systems, Babcock Limited and VT Group.

In the same week we learn of Argentina's threat to prevent what it believes is 'illegal' drilling for oil in its claimed territorial waters - including a blockade of ships. John Nott was Britain's Defence Minister when the Falklands War broke out in 1982. He was criticised for the invasion in the belief that his proposed naval cuts that had seemingly encouraged Argentina to think that Britain was no longer concerned about her overseas possessions.

The Argentine Government may conclude today that our Armed Forces do not enjoy the necessary financial, human and material resources to defend the Falklands. Is this not a timely reminder of the need for the powers that be to recognise that asymmetric conflict in Afghanistan is not the only threat we face?

Finally, I'd like to welcome three new NDI members; Sunderland-based RTC North, Maher Limited from Sheffield and Fibraccon in Derbyshire. Please check out their business offering below and on our website.

With best wishes

Robin Fox  
**NDI Managing Director**

P.S. If you have not already done so, I would urge you to reserve your place at our Annual Conference in March. I would also recommend that anyone wishing to exhibit at the conference should call Liz Ferguson as soon as possible as places are limited and filling up quickly. Further details are in the events section below.

## LATEST NEWS

### MoU between UK and France on urgent operational requests

The Minister for Defence Equipment and Support, Quentin Davies, has signed a Memorandum of Understanding (MoU) with his French counterpart, Laurent Collet-Billon, which enables the potential for closer co-operation on the procurement of urgent operational equipment.

[Click here](#) to read the full story from the MOD

### Afghanistan 'signpost' to UK military future

One of the great questions the next government will settle is where the United Kingdom stands in the world. How much power can we project? Does Britain's diplomacy need to be backed by significant military force including nuclear weapons? And what can we afford?

All of this will be addressed in the government's Strategic Defence Review. General Sir Richard Dannatt, who is to deliver a speech on the subject at the National Liberal Club, outlined his views to BBC Radio 4's Today Programme that the Afghan war "is not an aberration, it's a signpost" for future UK military strategy.

[Click here](#) to listen to the interview in full from the BBC

## MEMBER NEWS

### MTL Group wins national manufacturing award



Sheffield-based contract manufacturing specialist, **MTL Group**, has once again triumphed at the EEF Future Manufacturing Awards this time picking up the Westfield Health National Business Growth Award.

The EEF Future Manufacturing Awards celebrate the achievements of companies and individuals that are showing exactly what UK manufacturing can be – innovative, mould-breaking and ultimately a successful engine for growth in the UK economy.

Pictured is MTL Group Managing Director Henry Shirman, receiving the award from Westfield Health's Jill Davies and the BBC's Declan Curry. Read more on this on our website [here](#)

## Tekdata bucks the business trend

**Tekdata** the UK-based specialist in high-performance interconnects for markets such as defence, aerospace, energy management and space exploration, has announced a 23 per cent increase in turnover for the last financial year. Also, unlike many businesses today, Tekdata is increasing staffing to continue improving its performance and has doubled the number of engineers it employs in the last two years.

Read more on our website [here](#)

## New Members

### Fibracon

Fibracon Twin is a well established manufacturing company founded in the 1970s. Since then, the company has grown and diversified. During the late 1990s, Fibracon was brought together with a sister company, Insoll Components, under new private ownership.

Fibracon specialise in manufacturing larger diameter parts whereas Insoll specialise in manufacturing small diameter components. Together they provide the broadest range of machined and fabricated PTFE and High Performance Polymer components available from a UK manufacturer.

<http://www.fibracon.com/>

### Maher Ltd

Maher supplies advanced alloys for high performance applications. Founded in Sheffield in 1932, the privately owned business has forged a reputation for supplying quality materials that meet your highest demands.

The materials supplied by Maher may be applied to conditions or specifications that demand high integrity alloys. The range of alloys they supply include: nickel and copper based, maraging, titanium, controlled expansion and PH grades. The company also supply bar, billet and plate and have the capability to manufacture specific components to meet their customers' precise requirements.

<http://www.maher.com/>

### RTC North

RTC North is an independent company delivering initiatives and providing services to support economic growth. Their consultants excel in the areas of technology transfer, commercialisation, business growth and open innovation and have worked with thousands of local companies since 1989 to create jobs, wealth and a better quality of life for the people of Northern England.

RTC North is a trusted delivery partner of business support, innovation and enterprise programmes on behalf of regional development agencies, the European Commission, local authorities and central government. Established in Sunderland, the company employs 70 people and opened new offices in Liverpool (2004) and Leeds (2007) to help promote its services across the Northern Way.

<http://www.rtcnorth.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 PLEASE [CLICK HERE](#)**

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

### Meet the Buyer at the NDI Annual Conference

**26 March 2010 - Saviles Hall, Royal Armouries, Leeds**

Meet the Buyer is now a well established part of the NDI Annual Conference. This is an exclusive opportunity to meet and exchange business details with key procurement decision makers.

This year we are pleased to announce that Buyers will be attending from:

- BAE Systems
- Boeing
- Finmeccanica - Maritime
- Finmeccanica - Land Battlespace
- Lockheed Martin
- MOD
- Thales

Additional confirmation of attendance is expected from General Dynamics and UKTI.

Interested? If so book your appointment now by contacting [Andy Collier via email](#) or on 0191 2551720.

The Meet the Buyer event is only open to attendees of the NDI Annual Conference & Exhibition. If you have not yet booked your place you can do so by clicking [here](#).

## Advances in Electrical System Design for Complex Marine Projects



**2 March 2010 - Marine Design Centre, Newcastle**

An increase in project complexity over recent years across all disciplines of the marine, off-shore, oil & gas and renewable industries has created many challenges for electrical system integration. Traditional methodologies are struggling to keep pace with these demands and engineers are increasingly turning to bespoke integrated CAD software solutions to reduce risk and control cost.

Take the opportunity to come and meet with Zuken Ltd at this seminar to find out more about how you can:

- overcome cabling design issues;
- integrate electrical and electronic products requiring different standards;
- build in flexible capabilities to deal with the capture of client requirements; and
- manage the resultant project design data.

Delegates are welcome to remain after the workshop closes to look at the software in more detail.

Attendance at this workshop is free of charge although registration is required. To register please email [events@marinedesigncentre.com](mailto:events@marinedesigncentre.com) or call 0191 2551710.

## Defence and Marine 'Meet the Buyer' Event

**3– 4 March 2010, Newcastle Racecourse**

The Defence and Marine 'Meet the Buyer' event takes place in the Procurement Pavilion at this years Business Exchange North East and will save you time, money and travel by matchmaking the needs of buyers and suppliers and bringing all of this together, in one place, over two days.

The Procurement Pavilion is a tailored meeting space that connects purchasing professionals with the very best suppliers the North East has to offer. By matching your requirements we will facilitate a schedule of short one-to-one meetings with potential partners who can who can offer real value to your business.

Business Link is working with NDI to host this years Meet the Buyer event at Business Exchange North East. For more information or to take part in the event visit [www.business-exchange.org.uk](http://www.business-exchange.org.uk), contact Nina Cliff on 0191 241 4523 or email [nina@business-exchange.org.uk](mailto:nina@business-exchange.org.uk)

## South Africa Business Event

**3 March - Chelsea FC, London**

President Jacob Zuma of South Africa is on a state visit to the UK from 2-5 March 2010.

The President will be accompanied by a business delegation and UKTI is hosting an event, led by Lord Davies, at Chelsea FC in London on Wednesday, 3 March.

Although the list of South African companies is not yet confirmed, along with aerospace, UKTI are expecting companies from a number of sectors: financial and legal services, energy (including oil and gas), mining (corporate financing), agri-tech, infrastructure, ICT, transport, healthcare, BPO (business

process outsourcing), sporting legacies (Host 2 Host) and higher education and skills.

If companies are interested in attending this UK/ South Africa business event, please forward your details to:

Neil Semple  
Head of Aerospace  
Advanced Engineering Sector Team  
UK Trade & Investment  
Europa Building, 450 Argyle Street  
Glasgow G2 8LG  
T: +44 (0) 141 228 3614  
F: +44 (0) 141 228 3627  
Mobile +44 (0) 7977 152644  
[neil.semple@ukti.gsi.gov.uk](mailto:neil.semple@ukti.gsi.gov.uk)  
[www.uktradeinvest.gov.uk](http://www.uktradeinvest.gov.uk)

## **Defence Industry NW 2010 Conference - Keynote Speaker Quentin Davies MP**

**5 March 2010 – Radisson BLU Hotel, Manchester Airport**

The conference will highlight the challenges facing the Defence Industry, its skills base and the opportunities the industry has. This event will be of interest to defence companies, trade union officials, local and central government and the armed services. The aim is to agree what the regions' unions, industry and supporting public sector should do to ensure the industry prospers.

Keynote speaker is Quentin Davies MP, Minister for Defence Equipment and Support.

The full programme of speakers has yet to be confirmed but we will publish this on our website [here](#) as soon as we have it.

This is a free event, but prior booking is essential. To book, please contact Vicky Hurst at [vhurst@furnessenterprise.co.uk](mailto:vhurst@furnessenterprise.co.uk) or call on 01229 820611.

## **From S to M in the SME Growth Cycle: How to Make Your Business Sustainable as it Expands**

**16 March 2010 – NETPark, Sedgefield**

Technology companies can expand rapidly – this intensive and interactive seminar will give you a framework to be able to sustain an efficient, effective and profitable business

Why attend? Getting a product to market for a small firm can be tricky – sustaining the growth even more difficult. The transition from a small to a medium-sized company is often more fraught than it needs to be – this seminar will flag up some of the common issues and introduce tips and tools to put secure foundations in place.

Who should attend? Representatives of companies working in science, engineering and technology.

There is no charge for this event but numbers are limited to 20 on a first come first served basis. Please confirm your place at this seminar by emailing [events@uknetpark.net](mailto:events@uknetpark.net) or calling 01740 625180.

## Canada Market Visit

NDI & UKTI North East and Yorkshire & Humber are in the progress of organising a market visit to Canada. The mission would be a perfect opportunity to meet the right people if you are considering expanding into this lucrative market. The aim is to either exhibit at or visit:

### **DEFSEC Atlantic 2010**

September 8-10  
Halifax, Nova Scotia  
Canada  
[www.defsecatlantic.ca](http://www.defsecatlantic.ca)

The mission program will be flexible and will be tailored to company needs. Potential activities include the following options:

- Attendance at DEFSEC Atlantic, defence and security conference and exhibition.
- Optional exhibitor participation as part of the UK Pavilion. Space has been reserved at preferential rates and will be dealt with on a first come first get basis
- Networking events - including golf tournament, welcome reception and gala dinner.
- Potential partnering event with Canadian and U.S. companies.
- Relevant site visits.
- Additional separate mission program to Ottawa, if required

Grants for this visit will be available but are presently under discussion. More information will be made available as the visit shapes up.

If this visit would be of interest to your company please let your Business Sector Manager know or contact [liz.ferguson@ndi.org.uk](mailto:liz.ferguson@ndi.org.uk).

## BUSINESS OPPORTUNITIES

### Are you interested in Global defence, emergency service and humanitarian aid contract opportunities?



Defense Contracts International (DCI) delivers contract information and market intelligence and is an essential tool for everyone in the global defence, emergency service and humanitarian aid marketplace. Opportunities in the UK and International Aerospace, homeland security and counter-terrorism markets are available, as well as civil defence emergency services - including fire, police, ambulance, coastguard - and

humanitarian aid in the UK, Europe and worldwide. Through DCI you can also access new MOD Contract and MOD Procurement opportunities.

By subscribing to DCI you will receive the following benefits:

- Vital and up-to-the-minute information on new defence, emergency service and humanitarian aid contract opportunities via e-mail, matching your organisation's own unique profile, every working day
- The Market Monitor news and intelligence service, the Translator service and the MOD DCB Magazine completely free for the first year of your subscription

For more information on DCI please visit [www.dcicontracts.com](http://www.dcicontracts.com) or [click here](#) to see the discounts available to NDI Members

## Radio Frequency Identification Devices

Boeing has a need for long range, passive Radio Frequency Identification Devices (RFID) with interfaces for specified sensors, or, with embedded sensors.

The key requirements for this RFID device are:

Memory Capacity: 128Kbytes (written to by the interrogator or by the sensor)

Interrogation Range: 10 meters

Sensor: Pressure, temperature, humidity, electrical continuity, acceleration

Compliance: Electronic Product Code (EPC Global Class 1, Gen 2)".

If you are interested in this opportunity please contact Nick Hooper. Email: [nicholas.hooper@fco.gov.uk](mailto:nicholas.hooper@fco.gov.uk)

## Helicopter Future Support

Description: Repair and maintenance services of aircraft engines. Parts for aircraft engines.

The requirement will be to provide future support arrangements for UK MOD Gem Mk 204 and Mk 205 aero engines fitted to Lynx Helicopters, and this is split into 4 different areas or lots. These will include the building and testing of Gem aero engines at RNAS Yeovilton; the Repair and Overhaul (R&O) of Gem Modules; Post Design Services & Fault Investigation for Gem engines and Field Service Representation for all engines at Lynx helicopter main operating bases; and Engine Spares Provision at all levels and locations as required. It is anticipated that the future contract is likely to endure until 31.3.2017.

For all expressions of interest, only those companies that can demonstrate a sufficient level of competence to operate on Gem engines (OEM Approved) will be considered further. Potential tenderers may be required to demonstrate their credentials and experience within a Pre Qualification Questionnaire (PQQ) before being invited to tender.

OJEU Ref: (10/S 33-47850/EN); CPV: 50211210, 34731500.

Time-limit for receipt of tenders or requests to participate: 16.3.2010 - 12:00.

Further information can be obtained at: Helicopter Engines IPT, DE&S, Heipt, Rm 101, Gazelle Hse, Yeovilton, Attn: HEPT Senior Commercial Officer, Yeovil BA22 8HJ, UNITED KINGDOM. Tel. +44 1935453697 / 1935453739 / 1935453720. E-mail: [hes-c1@esair.dlo.mod.uk](mailto:hes-c1@esair.dlo.mod.uk) Fax +44 1935453658.

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.

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!



EMAIL: [enquiries@ndi.org.uk](mailto:enquiries@ndi.org.uk)  
TEL: 0191 255 1720 | FAX: 0191 255 1721



NDI LTD  
Central Square South | Orchard Street | Newcastle Upon Tyne | Tyne & Wear | NE1 3AZ | England | ([view map](#))

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