

## **Welcome to the latest edition of the NDI Bulletin**

**Yesterday you will have read of the MOD's intention to place the £4 billion AFV contract for at least 750 FRES vehicles with General Dynamics; in preference to the BAE vehicle, based on its CV90 chassis. While this may be a disappointment to some, particularly in the North East, we are happy to be moving forward on this nationally important project - our troops on the ground need these vehicles without any further delays.**

While both companies are NDI Global Partners, this decision does raise yet again the need for Government to consider carefully which industrial capabilities we retain in the UK to ensure that we can continue to operate our equipment in the way we choose to maintain national sovereignty - and thereby protect our national security.

The UK market for defence equipment and services is the second largest in the world - although our share of the global market has slipped to 4.7 percent from 7.92 percent in the last eight years - and we benefit from this broad-based and sophisticated defence industry; as we do from the presence in our market of companies who are prepared to invest and develop their businesses in this country.

But core to this procurement decision is the need to retain the specialist skills and systems engineering capabilities required to manage military capability on a through life basis, and this applies particularly to our ability to produce high capability AFVs in the UK.

The Government needs a clear policy to support manufacturing and engineering and to improve the way we acquire, support and upgrade our equipment to ensure that our Armed Forces have the equipment they need now and in the future.

I shall be returning to this subject at our Annual Conference later in the week – and I'm sure Bernard Gray will expand on this theme in his presentation on Friday.

I look forward to seeing you there.

With best wishes

Robin Fox

**NDI Managing Director**

PS. Last but by no means least, I warmly welcome two new NDI members, Oldbury UK and Lift-Rite Engineering Services.

## LATEST NEWS

### **GDUK wins UK FRES SV**

Defence firm **General Dynamics** has won a contract to build a new light tank for the British Army, [reports the BBC](#).

The firm, which plans to manufacture most of the new tank in the UK, beat rival bidder **BAE Systems** - where 500 under-threat jobs will now be lost.

The news is a blow for BAE's factory in Newcastle, which was in line to build part of the company's tank

### **DSTL to become the key focus of science and technology within MOD**

Changes taking place to the management of science, innovation and technology across British defence mean that from 1 April 2010 the Defence Science and Technology Laboratory (DSTL) will become the key focus for these areas.

From that date, DSTL will become responsible for leading the defence science and technology research programme - designing, formulating and commissioning programmes with industry (large and small), academia and other research organisations.

Read more from the MOD [here](#)

## NDI critical of call to axe ships carriers

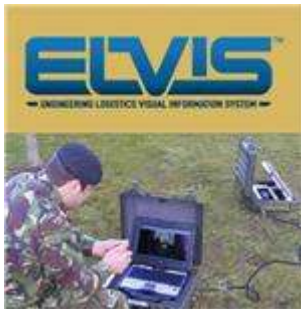
A FORMER defence chief's call for Government to axe the construction of two new aircraft carriers – being partly built in the North East – has been criticised by NDI, writes *The Journal*.

Lord Guthrie, who was chief of the defence staff between 1997 and 2001, said the £5bn carriers project was among the “nice to have but non-essential” programmes. And he said they would “distort” the £30bn defence budget for years to come.

NDI Managing Director Robin Fox, said on a recent visit to shipyards in Newcastle that ministers had made clear the carrier project was at a “point of no return”. He said: “NDI has the carrier programme in its DNA and will continue to promote the excellence of the SME supply chain to this and future naval ship programmes.”

## MEMBER NEWS

### ELVIS makes appearance at NDI conference



Fortunately, those expecting to see ‘The King’ will be the only ones disappointed. Making its debut appearance at the NDI Conference is ELVIS – Engineering Logistics Visual Information System – at the exhibition stand of **TMS Support Solutions**.

ELVIS is a forward deployable, multiple capability solution for front line diagnostic and maintenance support for multiple assets. The necessity for several laptops is condensed into a single self contained system, drastically reducing support costs. ELVIS has a built in multi-mode power supply and is also available with a thermal printer that has only one moving part, again reducing support issues.

TMS Support Solutions will also be displaying their eFerret, a hand-held data capture device with built-in barcode scanner that makes handover / takeover easier. eFerret also incorporates an innovative asset browser based management system.

For further information on these products visit the TMS Support Solutions exhibition stand at the NDI Annual Conference, 25 – 26 March 2010, Saviles Hall, Royal Armouries, Leeds. You can also read more [here](#) or visit their website: <http://www.tmsp.co.uk>

## ISTAR control shelter delivered in only 28 days



A new communications and surveillance control shelter has been delivered to the UK Ministry of Defence in only 28 working days by Marshall SV, part of Cambridge based **Marshall Land Systems**. The order placed just before Christmas was delivered in early February.

The ISTAR (Intelligence, Surveillance, Target Acquisition and Reconnaissance) container was designed, manufactured and tested before being delivered to the Deployable Support and Test Equipment (DS&TE) IPT and the Imagery & Geospatial Systems (IMaGE) Delivery Team at the MOD earlier than the contract had called for.

## A&P Tyne bids for slice of renewable energy market

A South Tyneside yard is bidding to win a lucrative slice of the budding marine renewable energy market, bosses revealed today, writes **The Jarrow & Hebburn Gazette**.

With its location on the North East England coast and huge fabrication facilities, bosses at **A&P Tyne** at Hebburn said the yard is ideally placed to win offshore construction work, including ambitious plans for wind turbines around the UK coastline.

## New Members

### Olbury UK Ltd

Oldbury UK, based near Wolverhampton, was founded in 1861 by Isaiah Oldbury, manufacturing axles, suspension and components for horse drawn carriages and carts.

Today, Oldbury draws on its extensive experience and knowledge to design and manufacture specialist trailers, to integrate vehicles and trailerised systems and engineer solutions for customers from a wide range of sectors and industries including:- Defence, Homeland Security, Aerospace, Aviation, Waste Management, Quarry Construction, Commercial Vehicles and General Industry.

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

## Lift-Rite Engineering Services

Lift-Rite Engineering Services is a specialist provider of lifting equipment, fall protection systems and on-site services. The company offers a comprehensive range of engineering solutions including testing (proof loading and non-destructive), servicing, repairs and calibration through to design and manufacturing of bespoke lifting solutions.

Offering a full range of equipment for hire or sale, Lift-Rite also has on-site service teams that can complete projects such as contract lifting, machinery moves, proof load testing, jacking operations, bolt tensioning through to statutory examination of lifting equipment, mechanical engineering, abseiling and complete rigging services.

<http://www.lift-rite.com/>

## 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.

**FOR THOSE WHO HAVE NOT YET BOOKED THEIR PLACE, PLEASE CONTACT LIZ FERGUSON TODAY ON 0191 2551720.**

For more details please [CLICK HERE](#)

## 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).

## UK Aerospace Sector Mission to Russia



**29 March - 1 April 2010**

UK Trade & Investment is organising an aerospace sector mission to Moscow to enable UK companies to get a better understanding of the market and opportunities for new business and to meet with key aerospace organisations.

The Russian aerospace sector includes 275 companies with a range of private sector companies from the small to the large corporations continuing to emerge or move into the supply chains, 108 manufacturers and 111 research and development design bureaus.

The benefits of participation will include:

- Opportunity to meet and present to United Aircraft Corporation (UAC).
- Present at a seminar at the British Embassy to the Russian professional aerospace audience, including potential buyers.
- Attendance at a briefing seminar including an overview of the aerospace sector, how to do business in Russia, Russian culture and UK Trade & Investment services.
- Attend a networking reception at the British Embassy.

For more information, including details on how to book for this event, please click [here](#).

## **A|D|S - Doing Business in the USA Seminar Series**



**Thursday 29 April 2010 - Central London**

**A|D|S** is joining together with Pittsburgh Regional Alliance and UK Trade and Investment Defence and Security Organisation, to stage a one-day seminar that will take a look at the current situation in the US, examine different ways of achieving success there in the Defence & Security markets and to highlight what help is available to you to develop your business there.

This “boot camp” is a must for any UK Defence or Security sector companies seeking to export to the US market, set up operations in the US, establish joint venture partnering with US companies, or build new supplier relationships.

For an application form please contact [Tracey Higgs](#) on +44 (0) 1428 602614 or for more information please [click here](#).

## **Ministry of Defence - Open for Innovation**

**29th April 2010, Dynamic Earth, Edinburgh**

The Centre for Defence Enterprise (CDE), in partnership with the University of Glasgow and Scottish Enterprise, is delighted to be able to present this seminar, which is specifically designed to provide attendees with a wide spectrum of information concerning science and technology challenges in MOD. At the seminar key members of the MOD research and technology community will highlight the various challenges and issues faced by our Armed Forces as well as the opportunity to network with them during the day.

This seminar will be of interest to a wide range of SMEs, academia and industry. Spaces are strictly limited and early application is advised. Please [click here](#) to

register or [click here](#) for more information.

## BUSINESS OPPORTUNITIES

### Explosives and Weapons Detection

Terrorist attacks are characterised not only by their ferocity and ruthlessness but by their variety and unpredictability. Terrorists constantly innovate, trying new methods of attack, new weapons and new explosives. Those organisations whose job it is to protect the UK from terrorism need to innovate too.

Improving the protection of the UK's key infrastructure, transport facilities and crowded places are key elements of the Government's Counter Terrorism Strategy, known as CONTEST. To support CONTEST, the Home Office, Department for Transport, Centre for the Protection of National Infrastructure, MOD Counter Terrorism Science and Technology Centre and the Metropolitan Police Service are inviting companies and academic institutions located in the UK to submit proposals for innovative research and development in the field of explosives and weapons detection.

This call is being conducted in association with the Home Office Innovative Science and Technology in Counter-Terrorism (INSTINCT) programme.

Deadline for initial Expressions of Interest is 9.4.2010.

Please contact [dan.tweedy@ndi.org.uk](mailto:dan.tweedy@ndi.org.uk) for more detailed information.

## 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!

THALES

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