

Welcome to the latest edition of the NDI Bulletin

'Jaw-Jaw about War-War;' 'We need a visionary to fight our future wars;' 'We need soldiers more that fighter jets or ships.'

These are just some of the newspaper headlines that have followed the Chief of the General Staff, General Sir David Richards' recent presentation at the International Institute of Strategic Studies where he stated that a radical shift in defence spending is needed.

He contends that our enemies are less likely to attack us with traditional weapons that we can counter with tanks and fast jets. Conflict today is about people and about the minds of people. Hence, priority should be given to troops working on the ground to winning the hearts and minds battle. The UK is behind its enemies in being prepared for this modern warfare; and there is too much emphasis on cutting-edge technology and not enough on cheaper troops and staff.

General Richards believes that current and future conflicts will focus on using communication to drum up support and we will need more British troops to work among populations such as that in Afghanistan. That we must be capable of being among them has a radical consequence for defence because it requires a critical mass of troops on the ground. If we are equipped more for this type of conflict, while significantly reducing investment in higher-end war-fighting capability, we can buy relevant equipment and more of it. As a former commander of NATO's International Security Assistance Force in Afghanistan his views are compelling.

The public nature of the ensuing headlines attributed to the respective Services heads may seem parochial but each has the right and duty to argue his Service quarter. Inevitably though, they come up against those who control the purse strings. The Royal United Services Institute projects budget cuts of 10 – 15 per cent in real terms over the next six years. This could mean a reduction of more than 30,000 personnel and around twenty per cent fewer ships, aircraft and ground units. Details will not be known until the long-awaited and warmly welcomed Strategic Defence Review to which the main political parties are committed.

One could argue that now is a time for defence spending to increase as a percentage of GDP rather than for it to decline and certainly any cuts should be made in the context of our national interests; and at a time when our economy is in a position to support the inevitable consequences of such cuts.

If there is one lesson to be learnt from Afghanistan it must be that the invading other countries whatever the pretext and whatever the invitation is unlikely to result in 'conventional' victory. Furthermore, our track record of forecasting either the type or whereabouts of our next conflict

is poor. It is, therefore, sensible to retain flexibility and balance within our Armed Services. The danger is that the demands of the war in Afghanistan will affect our strategic thinking and that future threats will be overlooked.

The UK requires integrated and well equipped forces and our efforts should focus on a fight against defence cuts and not an acceptance of their inevitability.

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

Military chiefs fight for future of their services

The heads of the Army and the Royal Navy have been setting out their priorities for defence spending in the future, ahead of what are widely expected to be painful cuts after the general election and the defence review.

Read more from BBC News [here](#)

NDI Global Partner secures major MOD Nimrod contract



The **Boeing** RC-135 Rivet Joint electronic intelligence-gathering aircraft has been selected by the MOD to replace the Royal Air Force's current fleet of 3 **BAE Systems** Nimrod R.1 aircraft.

MOD approval was given during December 2009 for the US solution to Project Helix, as the Nimrod R.1 replacement is called by the RAF. A formal announcement is expected this month.

Read more on this from [Defence iQ](#)

NDI and BAE Systems host Industry Day



NDI hosted an event with **BAE Systems** in Newcastle on Monday 25th January to update companies on the progress of the new Future Rapid Effects System – Specialist Vehicles (FRES SV) programme. The event was also designed to draw attention to the opportunities that exist to become involved in the supply chain to construct the new vehicles, if BAE's bid for the contract is

successful (see picture).

Around 150 delegates attended the event at the Newcastle Falcons Rugby Club stadium, to listen to senior BAE representatives talk about the FRES SV programme. Sixteen members of BAE Systems were also on-hand to talk with delegates one-on-one, to explore how the products or services of their companies could become part of the BAE's supply chain.

The importance of the event to NDI members was even more apparent when BAE explained that they intend that at least 70 per cent of the supply chain needed for FRES SV would be sourced from within the UK. BAE anticipate that this would secure around 400 BAE jobs in the UK and a further 600 jobs in their UK supply chain.

MEMBER NEWS

Imtech wins carrier contract



Workers at **Imtech Marine & Offshore Ltd** are celebrating after winning a prestigious defence contract worth £120m.

Imtech Marine & Offshore, based at Monkton Business Park in Hebburn, will carry out work for the two aircraft carriers being built for the Royal Navy. The contract, to supply climate control technology for the two vessels, will safeguard 50 jobs at the Hebburn plant.

Read more from the Shields Gazette [here](#)

Fabreeka and Tech Products help protect U.S. troops



Fabreeka International and Tech Products are supplying their products to the U.S. Department of Defense, who are increasing production of variants to their Mine Resistant Ambush Protected (MRAP) vehicles (pictured), to provide better protection to troops from roadside bombs.

Both Fabreeka and Tech Products have significant product placement on a number of these vehicles with engineered products such as chassis mounts, suspension components, and resilient equipment mounts

Read the full story on our website [here](#)

'Tube-Bending' tours

Unison has announced a new series of tours around engineering companies in the UK, to demonstrate how manufacturers can reap productivity benefits from the precision and flexibility of servomotor-controlled tube bending technology. Tours have been scheduled for February, March, May and July in 2010.

For more information email shonal@unisonltd.com or click [here](#)

Marl receives 'Innovation Award' for LED technology

Sci-Light technology from **Marl International** has won the Passenger Comfort Innovation of the Year award at the Railway Interiors Expo 'Innovation & Excellence' 2009 Awards.

Marl has specialised in the design and manufacture of visible LED indication and illumination components and systems for over 35 years, to customers in the electronic, power generation, defence and telecommunications industries.

Read more on this from [Industry Today](#)

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

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>

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 or click [here](#)

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

Partnering Event for the Defence and Security Sector in Turkey

11 February, Ankara, Turkey

UKTI DSO will run an Industry Partnering Event in Ankara on 11 and 12 February 2010. The event will bring together representatives of the UK and Turkish defence industries with the aim of exploring opportunities for joint activity and partnership.

Speakers will include Richard Paniguan, Head of UKTI DSO, Murad Bayar, Undersecretary of SSM and senior representatives from both UK and Turkish industry.

For more information please contact:

Paul Armstrong
RD West 2a
UKTI Defence and Security Organisation
Kingsgate House, 66-74 Victoria Street
London
SW1E 6SW

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Email: paul.armstrong@ukti.gsi.gov.uk

UKTI Advanced Engineering Roadshow

12 February, Wakefield

Lord Davies of Abersoch CBE, Minister for Trade, Investment and Small Business will deliver a Ministerial address on the importance of the Advanced Engineering Sector to the UK economy and host a Question & Answer session for regional businesses.

The Ministerial address will open the UKTI Advanced Engineering Roadshow at 9.15am on Friday 12 February at The Cedar Court Hotel, Wakefield. The address will be followed by your choice of informative seminars, lunch and a chance to network with leading industry experts. Please [click here](#) for the full programme.

The Roadshow is designed to enable you to discover a wide range of grants and expert advice that are available across government to help you unlock your global business potential and thrive in tomorrow's advanced engineering market.

To register, e-mail angela@btob.co.uk to book your place and choice of seminars, or call Angela Sobers on 020 7700 0008.

Investing in UK Maritime Renewable Energy - Engineering Challenges & Business Opportunities

10 – 11 February, The Assembly Rooms, Bath

A national conference to inform and promote debate on the important factors that impact on the development of maritime renewable energy in the UK, with a special focus on the potential for harnessing offshore wind, tidal and wave energy.

This conference will seek to portray those challenges and map out the many business opportunities which are already emerging for the maritime engineering sector. A key feature of the programme will be structured one to one networking meetings between the renewable energy players and the maritime engineering companies.

Contact Clementina Upton Tel: 020 7448 7023 Fax: 020 7638 4376 Email:
events@maritimeindustries.org

BUSINESS OPPORTUNITIES

Warrior Warning Light

UK-Telford: Supply of Warrior Armoured Vehicle warning light

Estimated Value of Requirement: Category I1: 40K - 93K GBP

Deadline for Expression of Interest: 02/02/2010

Contact:

Defence Support Group (DSG), DSG Support Group, Sapphire House, Telford, TF3 3AD, GB
Tel. 01952 215072, Fax. 01952 215403, E-mail: julie.gardner@dsg.mod.uk

Supplier online registration with ITER

ITER International Organisation (www.iter.org) has recently created a 'Supplier on-line registration' to encourage new vendors of relevant goods and services to register with their Procurement and Contract Division.

For further information on supplier's registration please see their website [here](#)

To avoid missing out on any forthcoming opportunities companies are encouraged to register their interest as soon as possible, as well as encouraging other UK companies with appropriate skills/expertise to register their interest with ITER IO.

If you would like any further information, please contact:

Dan Mistry, Tel: 01235 46 6607, Fax: 01235 46 6610, Mob: 07710 838013
Email: dan.mistry@ccfe.ac.uk

Skills and Innovation for your Business from the University of Leeds



Require Additional Engineering Skills and Resource for Your Company This Summer?

The University of Leeds, a world class engineering university, can provide some of our top engineering students – chemical, civil, electronic/electrical, environmental, mechanical, or product design - for summer work placements in your company (10-12 weeks from June-September) and the back up support to organize this for you to provide you with excellent additional skills and resource to undertake improvement projects. And it is 'commitment free until you find a student that you wish to work with!

Need More Innovation in Your Business?

The University of Leeds, a world class university covering virtually every major discipline you would expect in such an institution, can also provide world class academics to help your company overcome innovation problems that you face – be it in new product development, major process improvement or any other areas of innovation where you may lack the ‘in house know how’ to get the work done. Plus the projects attract a 67% grant for SMEs and a 50% grant for large companies.

Sound interesting? For further information contact:

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Fax: 0113 343 2162
Email: D.G.Hurren@leeds.ac.uk

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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