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NDI BULLETIN

October 6th 2009

Dear subscriber

Welcome to the latest edition of the NDI Bulletin

As you will see from the article below, it has been reported in The Times that the defence industry is putting pressure on the Government to sign equipment deals before they fall foul of the expected cuts in the promised Strategic Defence Review. While in the short term it is important to secure some of these contracts, this should not be just be a scramble to salvage what we can.

We as an industry must not become as short sighted as those who see defence as an easy target for cuts and we should concentrate on the longer term view. The argument that the defence industry has immense value to the UK economy and a potential catalyst for more growth remains as valid as ever.

For this reason I am again highlighting Defence Industries Council (DIC) 'Defence Matters' campaign. The campaign is focused on raising the awareness of the defence sector with the public and our politicians and highlighting the significant economic and technological benefits to UK plc that flow from a strong and vibrant defence industry.

I am asking you to be part of the campaign and encourage you and your colleagues to support the notion of a strong and vibrant defence industry and for your company to become engaged with the campaign by inviting your Member of Parliament to visit to talk about the importance to you of defence work. NDI will be happy to provide support in your attempts to engage with your local politician.

I recommend a visit to the Defence Matters website – www.defencematters.co.uk – for more information regarding the campaign. I would also encourage you to download a copy of the recently published Oxford Economics report, 'The economic case for investing in the UK defence industry', available on the NDI website, which makes a very strong case for supporting the defence sector.

Finally I would like to wish a warm welcome to a new NDI member, E-T-A Circuit Breakers and also to Catherine Jeffrey, who has just joined NDI as our Finance Director.

With best wishes

Robin Fox
Managing Director

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LATEST NEWS

MoD announces £300m to boost Puma power

The RAF's fleet of Puma helicopters will receive a £300m upgrade that will enhance performance and enable it to operate in the toughest and most demanding conditions.

The upgrade includes a £220m contract to equip the Puma fleet for at least ten years' further service. Around £45m will be spent on new engines with the remaining £35m being spent on other contracts in support of the upgrade. The new Puma engines will give 35 per cent more power and 25 per cent better fuel-efficiency than the existing engines.

Read more on this story on the [MoD website](#)

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Pressure put on government to sign defence contracts

The defence industry is pushing the Government to sign equipment contracts worth up to £20 billion in the next few months, in an attempt to prevent the projects becoming a victim of cost-cutting next year.

Industry insiders have told The Times that intense lobbying pressure is being brought to bear on the MoD in the hope of getting big deals signed quickly

Read more on this [here](#)

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Business Ethics Toolkit updated



The DMA and SBAC, now merged as A|D|S, have issued an updated toolkit to strengthen and promote the Common Industry Standards (CIS). The Standards are a valuable contribution to the global drive to improve corporate integrity.

The report can be downloaded from the NDI website [here](#)

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Study reveals lack of contract renegotiations

A recent study by YouGov examined 1,320 companies' cost reduction strategy and activity since the steep decline in the economy last Autumn. Fewer than 10% were satisfied with their companies' cost reduction drive and nearly half (46%) had not conducted any contract renegotiations since September 2008. However, 84% agreed that cost savings could be made.

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New faces at NDI



Two new faces have been spotted at the offices of NDI this week.

Firstly, **Catherine Jeffrey** (above left) who has been appointed as NDI's new Finance Director. Catherine is joining us from Simpson & Gregg where she was Company Accountant for 3 years.

Secondly, **Mollie Erin Winsper** made her first appearance at NDI with her proud new mum, **Maria**.

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MEMBER NEWS

NDI members make "Fastest 50" list

NDI member companies **A&P Group Limited**, **Analox Limited** and **Express Engineering (Thompson) Limited** have all made the "Fastest 50" list for 2009. Sponsored by leading law firm Ward Hadaway and backed by The Journal, the list highlights and celebrates companies and organisations in the North East showing the strongest growth, as a way of rewarding high achieving companies and encouraging others.

Read more about this story [here](#)

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Qioptiq STA equipment selected for UK's FIST soldier system



Following an open competition, leading defence equipment developer **Qioptiq Ltd** has been awarded a significant contract to supply equipment in support of a Surveillance and Target Acquisition (STA) system, under the first increment of the MoD's Future Integrated Soldier Technology (FIST) programme.

Read more about this story [here](#)

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Unison dubbed Yorkshire's 'Most Enterprising Company of the Year'



The manufacturer of tube bending machinery, **Unison**, has been named Yorkshire's 'Most Enterprising Company of the Year' at the International Business Forum event.

Congratulations to Unison on receiving this prestigious award.

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

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Marshall provides Mobile Intelligence Analysis system



Marshall SV, part of Cambridge based **Marshall Land Systems**, has delivered a mobile intelligence analysis system to the MoD for user acceptance trials. The system has been designed to provide working space for intelligence analysts to process data and deliver information to commanders.

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

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New NDI members

NDI would like to welcome its newest member, **E-T-A Circuit Breakers**



Founded in 1948 [E-T-A Circuit Breakers](#) remains in private ownership and has grown into an international group of companies serving industrialised markets worldwide.

Based in Buckinghamshire, E-T-A is dedicated to the design and development of innovative circuit protection solutions, which combine reliability with low cost of ownership. Their production processes are carefully controlled to avoid influences harmful to the environment, and the company has an award-winning continuous improvement programme.

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EVENTS

Stand-off detection of Volatile Organic Compounds

6th October 2009, CDE, Harwell

On behalf of the CT S&T Centre, the Centre for Defence Enterprise (CDE), will host a seminar on the stand-off (i.e. remote from the target) detection of Volatile Organic Compounds (VOCs).

At this seminar, a call will be launched for innovative research proposals for technology that can assist in the location of trace amounts of VOCs in a wider environment.

More details on this event can be found [here](#)

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Accessing business opportunities in the naval and coastguard programmes of the United States

9th November 2009, London

This seminar will review the current and future naval and coastguard programmes of the United States; the business opportunities that these present for the UK naval and maritime industries, with particular reference to the SSBN replacement programme and the Polaris Sales agreement amended for Trident and the Trident successor; the difficulties posed by ITAR constraints; and the assistance that is available to UK companies.

Registration information can be found [here](#)

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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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BUSINESS OPPORTUNITIES

Parts for military vehicles

For the supply of Warrior Armoured vehicle Seat Assembly from Bozeat Industrial Ltd T/A B I Engineering. This opportunity is for subcontract interest only.

Deadline for expression of interest - 09/10/2009

For full details please 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

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Raise your company profile in the NDI Annual Review

Why not advertise in our Annual Review with a profile of your company and benefit from its circulation among other NDI Member Companies, as well as opinion formers and decision makers in the defence industry?

For only £300 we are offering our SME member companies a profile (plus picture) in this year's NDI Annual Review. To make this even better value and gain another way to promote your company, included in this cost is the opportunity to have a pop-up stand at our Annual General Meeting on 18th November.

For more information, please contact [Dan Tweedy](#).

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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!

THALES

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