



NDI News

JULY 2008

NDI ready to do business at Farnborough



The aerospace industry is gearing up for the Farnborough International Airshow - and many of Northern Defence Industries' 200 member companies will be out in force at what is undoubtedly one of the world's most important trade exhibitions.

This year's event - celebrating 60 years since the first airshow was staged in 1948 - looks set to be the biggest yet, with more than 1500 companies exhibiting the very best in aerospace equipment and technology.

In spite of the rise of other air shows around the globe, there is no doubt that Farnborough remains the place to do business, and any company involved in the aerospace industry at any level ignores this show at its peril.

NDI's member companies understand this, and they fully appreciate the outstanding commercial opportunities that Farnborough presents, to exhibitors and visitors alike.

Our members have won significant business from their involvement in previous airshows, and there is anticipation that Farnborough 2008 will present even more new challenges and opportunities - opportunities that can (particularly in the case of SMEs) radically transform their whole business.

Northern SMEs are currently working on some of the world's largest military and civilian aircraft programmes including the F35 Joint Strike Fighter, the Eurofighter Typhoon and Airbus 380; it is gratifying to know that there is northern engineering brilliance built in to each of these outstanding and technically sophisticated aircraft.

As in previous years, NDI has its own prominently placed display stand at Farnborough 2008; this year you will find us in Hall 1, Stand A11, so make a point of stopping by during your visit.

Our team of NDI experts will be on hand throughout the week. Their knowledge of the outstanding defence and aerospace capabilities available in the North of England is unsurpassed, and they will be delighted to provide help, information, and advice on all aspects of the industry in the region.



NDI member company wins Eurofighter contract. See page 7

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Visit NDI at Farnborough 2008 - Hall 1, Stand A11

Exhibitor Profiles



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The North East of England is a world-class location for the design of innovative ships for the defence and commercial shipping sectors and its design engineers are sought throughout the world.

That expertise is also channelled so as to serve the rapidly expanding oil and gas and renewables market, where pioneering developments are now taking place almost on a daily basis and where, yet again, the services of our members are in great demand.

The Marine Design Centre is at the hub of all this activity, allowing member organisations the opportunity to showcase their skills and expertise on projects throughout the globe.

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MKW Engineering Group is a long established engineering manufacturer based in Ryton Tyne and Wear.

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Welcome to the latest edition of NDI News; I hope you will find it an informative, enlightening and entertaining read.

Whilst our focus just now is on aerospace - and particularly Farnborough 2008 - we should not forget that NDI and its member companies operate across every part of the defence industry.

The theme for NDI's 2008 Annual Conference, held in Leeds at the end of February, was that of through-life partnering on major defence procurement programmes. In particular we examined how this re-defining of customer-supplier relationships in the industry would affect our dynamic SME communities, regionally and nationally.

Progress in the arena of defence procurement since the publication of DIS has been somewhat mixed; but there can be no doubt that in the future our industry as a whole will need to carefully re-examine the ways in which it operates to best effect.

In recent months we have seen significant announcements made regarding the Future Rapid Effect System (FRES) and we have also witnessed the

Government giving the 'green light' to the new aircraft carrier programme, CVF.

Progress (albeit later than originally envisaged) on these major procurement projects is gratifying, not least because of the huge efforts already made by NDI and the defence community in the North of England to ensure that, when contracts are placed, a significant proportion of work will be directed to this part of the world.

NDI works in partnership with two Regional Development Agencies (RDAs), Yorkshire Forward and One NorthEast. Both agencies understand the value of defence contracts to the North; indeed, latest figures show that defence and aerospace currently generates in excess of £2 billion per year and safeguards and sustains more than 20,000 jobs in the region.

Contracts placed in the North of England on both FRES and CVF will further enhance the contribution that defence and aerospace SMEs make to the strength of the regional economy.



The defence and aerospace industry remains hugely competitive; it can be a risky place; at times a frustrating place - but ultimately it is a rewarding arena in which to do business. And at the end of the day, would we have it any other way?

Trevor Harrison
Group Managing Director
Northern Defence Industries Ltd

Marine Design Sector has a great future



Alan Johnston, CEO BVT Surface Fleet (left) with David Hewitt, Marine Design Centre Director

The Marine Design Centre in Newcastle upon Tyne hosted a visit in March by Alan Johnston, the then CEO designate of BVT Surface Fleet - the joint venture forged by BAE Systems and VT Shipbuilding to oversee the CVF programme.

Outlining plans for BVT, he was also very complementary as to the high level of design skills that exist within the North East, and commented on the very strong resurgence in maritime-related sectors such as oil and gas - although with a slight note of caution.

Mr Johnston said: "There are great opportunities for manufacturers and marine design companies to win substantial orders in the coming years from the UK defence sector - the new carriers being just one example. However, the issue of resource and skills must be addressed continually if these opportunities are to be realised.

"We need to build a sustainable industry and a strong supply chain that has an abundance of skilled people capable of utilising new technologies to innovate and add value.

"I am very impressed by the Marine Design Centre and its ambition to support the marine sector in the region so that it is fully capable of meeting the challenges and, most importantly, the opportunities that face it now and in the future. If it can help provide solutions to issues such as training and skills, recruitment into the sector and the best use of new technologies then it will provide great service to the North East and the sector it promotes."

NDI Annual Conference 2008 - the best yet



On February 28 & 29, NDI staged its 2008 Annual Conference at the Royal Armouries in Leeds.

Attracting more than 250 delegates from the UK and abroad, this latest conference was our largest yet, further cementing NDI's reputation for staging events of genuine national importance to the defence and aerospace industries.

Two packed days of lively and informed presentations and discussions were augmented by a busy exhibition area that included displays by 29 companies, and (for the first time at conference) a 'meet the buyer' event on day 2 that attracted a great deal of attention.

The theme for the 2008 conference was 'Through-Life Partnering for Defence: Engaging SMEs'.

With the introduction of the Government's Defence Industrial Strategy (DIS), industry has witnessed a significant re-definition of the defence procurement and supply landscape. Great expectations are now being placed on the principle of 'through-life partnering' and the 2008 conference examined in detail the implications of these changes on future supplier-customer relationships. On a

practical level, there was much attention paid to the new business opportunities that these changes hold in prospect for industry at every level of the supply network.

The NDI conference was sponsored by a number of our Global Partners, including BAE Systems, General Dynamics UK Ltd, Lockheed Martin UK, ARTEC, Nexter, and Thales UK.

Inaugural NDI Business Awards

This year's event witnessed the presentation of the inaugural NDI Business Awards.

The scheme was first announced in January 2008 with the express purpose of providing recognition for NDI member companies that had achieved outstanding business success in the calendar year 2007.

Launching the scheme, NDI Chairman David Bowles OBE said: "NDI wishes to recognise, mark and reward the excellent performance that many member companies achieve in servicing customers in the defence and aerospace industry, one of the toughest, most competitive and technically demanding markets in the world.

"The NDI Business Awards will be a celebration of the success of NDI member companies."

The awards were made at the conference dinner by Dr Liam Fox MP, Shadow Secretary of State for Defence and comprised three categories:

NDI Company of the Year: awarded to the company that, in the opinion of the judges, demonstrated success in business by winning orders through investment, sales, marketing and people.

Winner: mtl group Ltd

NDI Exporter of the Year: awarded to the company that, in the opinion of the judges, achieved outstanding export success.

Winner: CAV Aerospace Ltd

NDI Training for Success Award: awarded to the company that improved performance by investing in the training and development of its people.

Winner: SLT Engineering Ltd



Dr Liam Fox (left) presents Dr Henry Shirman (mtl group) with the NDI Company of the Year award

NDI companies excel in annual Business Awards event

Regular readers of this magazine will know that NDI constantly promotes the excellence of our member companies to Government, to prime contractors and to the business world in general.

It is, therefore, hugely encouraging when the talents and abilities of our members are recognised in awards programmes staged by outside agencies.

The North East Business Awards is an established and well respected competition, staged annually by the Newcastle Journal and Middlesbrough Evening Gazette newspapers.

Now in its eighth year, the Awards seek to recognise and acknowledge the very best companies in the region - and we're pleased to say that this year no fewer than 8 NDI member companies featured prominently in the scheme.

The regional heats saw success for:

Thermacore Europe
Responsive Engineering
Express Engineering
Eclipse Translations
Onyx Group
Burdon Engineering
Darchem Engineering
Tanfield Group

In the grand final, Darchem Engineering won the overall 'company of the year' award; Eclipse Translations won the 'services' award; and Responsive and Express Engineering both featured as runners-up in the 'manufacturing' and 'learning, training & skills' categories respectively.

NDI extends its congratulations to all concerned; their collective success confirms the outstanding talent we have within the ranks of our 200-strong membership.



NDI sponsors 52 Infantry Brigade 'Welcome Home' event



NDI's Robin Fox on the terrace of the House of Commons in conversation with soldiers from the 1st Yorkshire Regiment

On Monday April 21, NDI Director and General Manager Robin Fox attended a special event at the House of Commons for troops of 52 Infantry Brigade returning from duty in Afghanistan.

Organised by the Army All Party Parliamentary Group (APPG) and the UK Defence Forum, the reception - held in a special marquee on the terrace of the House of Commons - saw more than 100 soldiers from 52 Brigade 'welcomed home' by a host of senior politicians and industrialists.

Three defence ministers (Rt Hon Des Browne, Rt Hon Bob Ainsworth, and Derek Twigg) led the Government delegation, and their counterparts from the Conservative and Liberal Democrats were also in attendance amongst more than 50 MPs - including a good friend to NDI, Kevan Jones MP, a member of the House of Commons Defence Select Committee.

NDI supported this event, along with a number of our Global Partners, including Thales, BAE Systems, General Dynamics and Boeing.



Secretary of State for Defence, Rt Hon Des Browne MP addresses the 52 Infantry Brigade 'welcome home' event

FRES announcement sparks renewed rallying call to Yorkshire business

Hard on the heels of the MOD's announcement that General Dynamics' Piranha 5 has been selected as the preferred design for FRES, NDI Director Robin Fox - in an exclusive interview with the Yorkshire Post - issued a rallying call to defence and engineering businesses in Yorkshire to take advantage of the opportunities that this huge procurement programme will present.

Speaking to the Yorkshire Post, Robin Fox confirmed that Yorkshire businesses throughout the supply chain are primed to capitalise on the FRES programme. He told the newspaper: "Some of the region's larger firms - particularly NDI member companies such as David Brown Engineering in Huddersfield, mtl in Sheffield and Rotherham's Newburgh Engineering - are already hoping to benefit from FRES.

"But there could be some outstanding business opportunities for smaller firms who have engineering skills and capabilities that can be utilised on this complex and long-term procurement project.

"I would urge Yorkshire companies to come forward without delay and put their hands up. Over the last twelve months, NDI - with valuable support from RDAs Yorkshire Forward and One NorthEast - has engaged with 600-700 companies in the North of England who have shown an interest in different areas of the supply chain.



Piranha on trial

"NDI brought all three FRES design competitors to the region to meet with industry. Without exception these events proved valuable for all parties - the prime contractors and the SMEs alike.

"For the primes, it displayed the breadth and depth of engineering expertise available to them in the region. For the SMEs, it delivered a rare opportunity for them to get face-to-face with decision-makers.

"The considerable delays with FRES have been frustrating for companies throughout the UK and particularly Yorkshire. Now, it starts to get exciting.

"We are still at the stage where companies can engage with General Dynamics, but it won't be for long. Companies need to get in touch with NDI as soon as possible so that we

can help them to register their capabilities with General Dynamics.

"FRES is all about producing modern vehicles that will protect troops on the front line as they perform a complex range of battlespace tasks. The programme has the potential to give a boost to the local economy at a time when it needs it most; at NDI we will do all we can to enhance that business potential for our SME community."

(Editor's note: While Robin Fox's comments were directed in this instance to predominantly Yorkshire-based SMEs, the sentiments expressed hold equally good for companies throughout the North of England. If your company wants to explore the business potential that FRES could offer, contact the NDI team as soon as possible on 0191 255 1720)



Pictured at General Dynamics/NDI FRES industry day at AMP Sheffield (l-r): Ms Julie Kenny CBE DL, Board Member, Yorkshire Forward; Steve Rowbotham, Vice President GDUK; Trevor Harrison, Group MD NDI; Prof Keith Ridgway OBE, Research Director, AMP; Dr Sandy Wilson, President & MD, GD UK

Trade Minister pays a call on NDI

On May 2 Lord Digby Jones, Minister for Trade and Investment, made a flying visit to the region - and he took time out to visit the NDI offices in Newcastle while he was here.

Over lunch, Lord Jones met senior executives from a number of NDI member companies and he received a briefing from NDI's Group Managing Director Trevor Harrison.

Lord Jones said "I get a bit fed up hearing from the national press and television that we don't make things any more.

"This country is the finest manufacturer in the world and there is evidence everywhere I go. I fully support the defence manufacturing industry in the region. Its importance to the economic strength of Yorkshire and the North East should never be under-estimated or taken for granted."

Trevor Harrison said: "Lord Jones' visit to NDI is particularly timely, following the recent transfer of responsibility for UK defence exports from DESO to the new UK Trade & Investment Defence & Security Organisation (UKTI DSO).

"Defence exports help sustain key UK industrial capabilities. This recent development provides NDI members with tremendous opportunities, enabling them to play an important role in the UK's continuing success in a fiercely competitive global market."



Trevor Harrison (left), UKTI's David Coppock (centre) and Lord Jones during the NDI briefing on May 2

Welcome to our newest NDI member companies

We extend a warm welcome to the following companies who have joined NDI since publication of the last issue of NDI News:

- Walker Morris
- David Brown Engineering Ltd
- SCH Services Ltd
- CMCA Ltd
- AEI Cables
- Pressmatic
- A & P Tyne
- Xperion
- Nordec Research
- Polamco Ltd

Full contact details for these new members - together with their company profiles and a description of their capabilities - can be found on the NDI website: www.ndi.org.uk

(To find out more about NDI and the benefits that membership can bring to your organisation, please call Membership Manager Aaron Jobling on 0191 255 1720 - or email: aaron.jobling@ndi.org.uk)

Darchem sets sights on revenue of £100m

NDI member company Darchem Engineering has revealed plans to drive its annual revenue beyond the £100m-mark within five years after landing a lucrative contract with Rolls Royce.

The firm, based at Stillington near Durham Tees Valley Airport, has won a £4m-a-year deal with the aerospace giant to supply parts for its BR 725 engines.

The £60m-a-year business, which was named 'company of the year' at this year's North East Business Awards (see story on p 4), said the rolling contract would be worth between £15m and £20m to the firm.

The new engine is scheduled to power the first flight of the Gulfstream G650 aircraft in the second half of 2009 and will enter service in early 2012.

Darchem Managing Director Jon Gagg said: "We have an excellent quality record and one of the best supply records for delivering on time. We are a hi-tech, specialist engineering business and will look to grow organically by spinning our core products into other applications."



In the last year, Darchem has won contracts worth £100m, supplying blue chip companies including Airbus, Boeing, Bombardier, BAE Systems, Rolls Royce and the Ministry of Defence. Last month it announced it was investing £2.5m at its Stillington plant to extend its insulation systems facility, thermal protection business unit and aerostructures operations.

Darchem's aerospace products account for around two thirds of its overall business and are attracting interest from Asia and the Far East. But the company said it was not looking to establish new manufacturing sites overseas

"This photograph is reproduced with the permission of Rolls-Royce plc, copyright © Rolls-Royce plc 2006".

and that its Teesside base would be the focus of its expansion plans. Owned by US parent firm Esterline Corporation, Darchem employs around 600 people at its Stillington headquarters and a further 120 at its Gloucester facility in the South West.

The company manufactures high temperature complex fabrications and lightweight insulation systems for the aerospace and nuclear markets.

Castlet Ltd wins JSF contract

NDI member company Castlet Ltd has recently been awarded a contract through Honeywell Life Support Systems for the design and manufacture of flight equipment in support of the Lockheed Martin F-35 Lightning II (Joint Strike Fighter) aircraft.

The equipment consists of integrated high speed fan blowers with electronic speed control and supervisory systems to be used as part of the ventilation supply package to provide decontaminated air to the aircrew.

On the back of this latest success, NDI News spoke to Castlet's Aerospace Engineering Manager, Tom Cooney, and we asked him about other work the company is doing for the military and civil aviation markets.

Tom told us: "We are naturally delighted with the Honeywell JSF order. We have a proven track record in the design and manufacture of this type of equipment; in fact, similar units have supported platforms such as Jaguar, Harrier, Tornado and Typhoon."

"In March 2008 we shipped a first production batch of a proprietary battery charger analyzer for ground support on the Typhoon. This equipment, supplied through BAE Systems, is a complex design that has taken several years of development."

"We specialise in the design, development, assembly, repair and maintenance of bespoke electronic and electro-mechanical products for the aviation industry. We also



offer re-engineering of legacy products and complex, low-volume built to print services.

"We have also been investing heavily in upgrading our facilities; in April we opened a new 85 sq metre clean room for the qualification, manufacture and test of electronics hardware. This increased facility will help us further improve our services to all of our customers in the aviation, defence and industrial sectors."



Component testing at Castlet

Burdon celebrates £4m Eurofighter contract

NDI member company Burdon Engineering has secured a £4 million deal to make parts for the landing gear of the Eurofighter Typhoon combat aircraft.

The North Yorkshire based precision engineering company has signed a five-year contract with Messier-Dowty - and the company has also been tasked by Messier-Dowty with making parts for landing gear on the Boeing 787 Dreamliner and the Airbus A340.



This latest contract win takes Burdon into the highly-demanding military aerospace sector for the first time, and adds to the company's already impressive roster of customers which include Rolls Royce, Aston Martin, Caterpillar and Volvo Aerospace.

Burdon Engineering recently announced a £20 million expansion of its Stokesley site, investment that will bring an extra 85,000 sq ft of new buildings for manufacturing, office, warehousing and assembly. The company also plans to recruit a further 150 staff over the next five years.

Burdon's Managing Director Barry Hindson told NDI News: "By investing in the very latest technology, we are able to compete for the best contracts in the market place - and this is one we are certainly delighted to have won.

"Every time we win a contract like this it is good news not only for our credibility within the industry; it is also great news for the local economy."

Defence Services Asia 2008

The 11th international tri-service Defence Services Asia (DSA) exhibition and conference was held at the Putra World Trade Centre in Kuala Lumpur in April, attracting more than 23,000 trade visitors from all over the world, together with VIP delegations from more than 60 countries.

NDI's Group Managing Director Trevor Harrison attended this major event, as did several of NDI's global partners and member companies.

DSA 2008 - Asia's largest defence and security exhibition - saw a large UK presence, not only from industry but from the political arena also.

The UK political delegation was led by Baroness Taylor, Minister for Defence Procurement, and Trevor Harrison secured a meeting with the Minister at the event during which he was able to discuss a number of issues of concern to NDI members.



Lord (Tom) Burlison (1936 - 2008) - an appreciation

Universally liked and admired, Tom's talents were spotted by Labour Party leaders; between 1992 and 1996 he was Treasurer of the Labour Party, and he accepted an invitation from Tony Blair (in 1997) to become a working life peer in the House of Lords.

Widely credited as a trades union and political moderniser, Tom played a role in making Labour 'electable'; he helped bring stability to a party in turmoil.

A man passionate about industry and the Northern region, he lost no opportunity to promote both at every opportunity throughout his distinguished career.

NDI's Chairman, David Bowles OBE said of Tom: "When NDI approached Tom to become a patron of our organisation, he accepted immediately. He understood precisely what we were trying to achieve for industry in the North of England.

"I feel very privileged to have known Tom over many years. He did an enormous amount to help bridge the gap between the private sector and trade unions.

"With Tom's passing we have lost not only a good friend, but a staunch ally."

From panel beater to Peer; from footballer to trades union stalwart. Whichever way you look at it, the career of Tom Burlison covered a great deal of ground, and he left his mark on the fabric of the North East in a host of different ways.

Tom Burlison was born in Edmondsley, near Durham in 1936. A panel beater, he was also a talented footballer, and played professionally for Hartlepool Utd and Darlington between 1953 and 1965.

When his football career was over, Tom threw himself into trades union work, eventually becoming Deputy General Secretary of the General, Municipal, Boilermakers' and Allied Trade Union (these days more commonly known as the GMB).

NDI briefs Minister

On Friday June 6, NDI hosted a meeting of the Northern Business Forum (NBF), a body made up of private sector business support organisations and North East based companies, at which the special guest was the Rt Hon Nick Brown MP, Minister for the North East of England.

During the Minister's visit, NDI's Group Managing Director Trevor Harrison took the opportunity to brief Mr Brown on the work NDI is doing for the region's defence and aerospace industries. In particular, Trevor was able to highlight the preparatory work done on FRES and CVF, and discuss the opportunities these programmes present for SMEs in the region.

As constituency MP for Wallsend, Mr Brown has a detailed awareness and understanding of the marine industry and its importance to the economic well-being of the North East; during his visit he was also briefed by David Hewitt on the work of the Marine Design Centre.

David Bowles OBE



Regular readers of NDI News will remember that our Chairman, David Bowles, was awarded an OBE in the New Year's Honours List for his services to the defence industry.

Recently David had the pleasure of attending a ceremony at Buckingham Palace where he received his 'gong' from HRH The Prince of Wales.

Reflecting on the occasion, David told us: "In conversation, Prince Charles was very well informed about NDI and the defence industry in the northern region. He spoke knowledgeably about Javelin, and made it abundantly clear that NDI as an organisation is held in great regard.

"It was an occasion I will treasure - not least because it confirmed that NDI has achieved a great deal over the last ten years. Our hard work in promoting this region as an engineering centre of excellence is paying dividends, and that is a tribute to the skills and capabilities of our member companies."



Pictured (L-R): Trevor Harrison, David Bowles (NDI Chairman), Rt Hon Nick Brown MP, David Hewitt, Marine Design Centre Director



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Yorkshire & Humber Regional Development Agency

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