

NDI Annual Conference confirmed for March 8 - 9

NDI is pleased to confirm that its 3rd '21st Century' conference will take place on March 8th and 9th at the Hilton Newcastle Gateshead Hotel, Tyne & Wear.

Entitled 'Accessing Technology for Defence in the 21st Century – Involving SMEs in the Technology Supply Chain', this major event will seek to build on the huge success of NDI's previous conferences in 2004 and 2006 which focussed on Naval Construction and Land Systems issues respectively.

Picking up on themes clearly defined by Lord Drayson in the Government's Defence Industrial Strategy and Defence Technology Strategy, this year's Conference will, firstly, take comprehensive stock of progress in accessing technology for defence in the 21st century; it will also address the ways in which MOD, industry and academia will work together in future to encourage innovation in support of the UK's front-line forces.

The Conference will feature significant contributions from prime contractors,

SMEs, academic research institutions and the MOD in a series of lively and highly topical debates and presentations over two days.

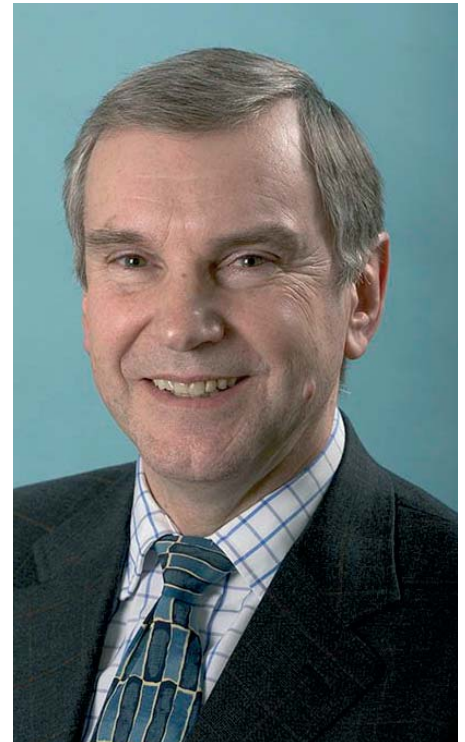
Chaired by Richard Maudslay (Chairman dstl), the NDI Conference will feature speakers of the highest calibre.

NDI is delighted that David Gould (Chief Operating Officer, DPA) and Lt. Gen. Dick Applegate (Chief of Materiel[Land]) will both address the conference – and they will be joined by top-level speakers from major national and international defence contractors.

Who should attend?

The vitality and topicality of this year's NDI Conference makes it a 'must-attend' event for prime contractors, integrators, sub-system integrators, suppliers and sub-contractors, SMEs from industry, IPT leaders and managers from DPA and DLO.

The Conference programme has been structured to provide delegates with a significant opportunity to gather information, address concerns and discuss current and future business issues.



Richard Maudslay CBE will Chair the NDI Annual Conference

Looking to the future

The Defence Technology Strategy sets out in detail those technologies which the MOD believes should be supported and brought from concept to front-line delivery more quickly.

This Conference will examine the challenges presented to every part of the supply chain. We look to the future; to expose and explore new technology and technological opportunities; to bring the buyer and supplier together; and to discuss essential support for their activities.

I look forward to welcoming you to the NDI conference on March 8th and 9th.

Trevor Harrison
Managing Director
Northern Defence Industries Ltd

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Trevor Harrison

NDI and DMA sign new agreement

NDI's long-standing relationship with the Defence Manufacturers Association (DMA) has recently been reinforced and re-invigorated.

At the end of 2006, a new Memorandum of Understanding (MOU) was agreed and signed by DMA Director General Alan Sharman and NDI Managing Director Trevor Harrison, signalling a closer future working relationship between the two organisations.

Trevor Harrison told NDI News what the new agreement would mean – particularly for NDI and its' member companies: "This new MOU ensures that a flow of information and business intelligence will be maintained between both organisations.

"Members of NDI's executive will have use of DMA consultancy services, and we will also be given membership of appropriate DMA special interest groups

"With immediate effect, all NDI member companies will be able to attend DMA events at the DMA member rate – and vice versa.

"NDI will be provided with copies of DMA notices and Newsletters, which we can forward to our membership as appropriate; we will have opportunities to contribute to DMA representational activities; and the DMA website will include hyperlinks to our own site."

"I am pleased that we have been able to formalise our already-good relationship with DMA in this way, and I am sure our new agreement will be seen to have significant benefits for both parties in the months and years to come."



Alan Sharman,
Director General, DMA



NDI welcomes ten new member companies

As an organisation whose strength can be gauged by its membership, NDI constantly strives to attract and recruit companies who work in the defence and aerospace industry sectors.

In December 2006, we experienced a real surge in membership as we welcomed no less than ten new companies to the organisation.

Indicative of NDI's burgeoning reputation as an organisation that 'gets things done' in the defence and aerospace industries, the latest recruits to the NDI roster come not only from the North of England, but also include places as far apart as Birmingham and Belfast, Accrington and Aberdeen.

Welcoming the new members, NDI's Managing Director Trevor Harrison said: "Our numbers continue to grow as more and more companies come to understand and appreciate the added-value that NDI membership brings to their operations.

"Defence and aerospace constitute an intensely competitive and challenging marketplace. In order to succeed in such a demanding business environment, companies need to access resources outside of their own organisation – and this is where membership of NDI can produce real benefits.

"We have developed sophisticated clustering models and have helped create supply-chains for major international defence projects, opening up business opportunities that some of our member companies, working independently, may not previously have been able to realise.

"The Government's Defence Industrial Strategy (DIS) has made it clear that the defence industry will in future face ever greater challenges – but it will also be presented with new opportunities. NDI has the capability to 'plug-in' our member companies to the new and profitable opportunities that this brave new world of defence procurement is bringing about.

"NDI is contracted by Regional Development Agencies (RDAs) One NorthEast and Yorkshire Forward to help ensure that the North of England continues to have a healthy and profitable defence sector – and it is pleasing that more and more companies are now taking advantage of NDI membership".

(To find out more about NDI & the benefits that membership can bring to your organisation, visit www.ndi.org.uk. Alternatively, call Aaron Jobling, Communications & Membership Manager on 0191 516 6680 or email: aaron.jobling@ndi.org.uk)

NEW NDI MEMBER COMPANIES DECEMBER 2006

Company & location	www address
MMS Ship Repair & Dry Dock Co Ltd Hull	www.mms-shiprepairs.co.uk
Slingsby Advanced Composites Ltd Kirkbymoorside nr York	www.slingsby.co.uk
Trelleborg Protective Products Ltd Hull	www.trelleborg.com/protective
C F Struthers Ltd Hull	www.cfstruthers.co.uk
Norland Secure Ltd Belfast	www.norland-secure.com
Burcas Ltd Birmingham	www.burcasonline.com
Parmley Technologies Ltd Newcastle upon Tyne	www.parmley-technologies.co.uk
High Frequency Solutions Ltd Accrington Lancs	www.hfs-info.com
Cramlington Precision Forge Ltd Cramlington Northumberland	www.cpfll-tvs.com
Measurement Devices Ltd Aberdeen	www.mdl.co.uk

General Dynamics United Kingdom sign up as NDI global partners

NDI is pleased to announce that we have recently signed a global partnership agreement with General Dynamics UK.

This brings the total number of such agreements to five – our other global partners being BAE Systems Land Systems, Thales plc, Maersk, and Boeing.

We asked NDI Managing Director Trevor Harrison about this latest agreement and he told us: "I consider our agreement with General Dynamics UK to be of great significance. NDI is now closely linked with five of the world's largest defence, merchant marine and aerospace contractors, proof positive that our hard work in the last few years is bearing fruit.

"In order that NDI can help bring substantial defence and aerospace business to the North of England – and more particularly to our NDI member companies – it is crucial that we

develop close and mutually beneficial relationships with the biggest and the best companies in the industry.

"It is now just over a year since the Government published its Defence Industrial Strategy (DIS). In this new and challenging environment of defence procurement, it is important that SMEs have maximum access to the opportunities available to them.

"NDI member companies have a vital role to play in the complex and sophisticated supply chains that characterise the defence and aerospace markets; our ties with our global partners are, therefore, a real plus for our membership.

"General Dynamics UK Limited has joined BAE Systems in co-sponsoring NDI's Annual Conference, to be held in March 2007 – and we are particularly pleased that Dr Sandy Wilson, President and Managing Director of

General Dynamics UK, will deliver a key address at this event. I'm sure our member companies will be interested to learn that Dr Wilson has also recently been appointed as a Council member of DMA, with special responsibility for SMEs."



Dr Sandy Wilson

(Editor's note: For more information about the NDI Annual Conference please see the programme and booking form included with this edition of NDI News).

General Dynamics UK Fact File

General Dynamics UK is part of General Dynamics Corporation, one of the top defence companies in the world with over 81,000 employees. The company has offices and facilities throughout the UK with 10 facilities and over 1700 people. It is structured around four main businesses: Mission Systems, Ground Systems, Network Solutions and Bowman.

General Dynamics UK is the fourth largest UK defence company and the third largest defence prime contractor in the UK. It has a turnover of £500M+ and spends approximately £250m per annum with UK Suppliers.

General Dynamics UK Solutions and Capabilities

Bowman – Command Battlespace Management (Land)	Surveillance, Target Acquisition & Reconnaissance)	SoftMap®	DIF DTC (Data & Information Fusion Defence Technology Centre)
FRES (Future Rapid Effect System) and Armoured Fighting Vehicles (AFV)	Air NEC	Modelling, Simulation & Experimentation	The future Defence Information Infrastructure project (DII)
C4I	Avionics	Digitised Training Solutions & Services	
ISTAR (Intelligence,	Chemical, Biological, Radiological & Nuclear (CBRN) Protection Solutions	Research & Development	

SC21 – Supply chains in the 21st century

As regular readers will know, NDI is a regional partner to the Society of British Aerospace Companies (SBAC).

At the Farnborough Airshow last July, SBAC in conjunction with UK aerospace and defence companies unveiled a national industry plan "Action Plan for 21st Century Supply Chains" (SC21), the aim being to increase productivity and competitiveness within the aerospace supply chain.

No fewer than 19 leading aerospace and defence companies became signatories to the plan, in an unprecedented move to commit to changes that ensure that UK supply chains continue to rival international competitors.

Speaking at the time, Chris Geoghegan, SBAC President, said: "The industry recognises the need to embrace innovation and modernise business relationships. The supply chain action plan has been produced by industry, for industry".

Shortly after the Farnborough announcement, an SC21 task force was established and December 2006 saw the launch of a detailed implementation guide, offering specific advice on how companies could work together for better effect, focusing on the areas of:

★ **relationships** – how companies communicate and interact in supply chains has long been recognised as a key factor influencing the ability of the industry to compete and increase its share in world markets.

★ **performance and development** – signatory companies recognise the importance of achieving commonality in supply chain development processes, including the use of lean principles and practices.

★ **accreditation** – reduced auditing through the recognition of supply chain accreditation, so avoiding repetition and duplication in processes and reducing the burden on supply chain companies.

NDI's Managing Director Trevor Harrison told us: "The national plan introduces greater commonality and co-ordination between companies, and it aims to reduce the cost of productivity programmes. The SC21 guide is a major step towards creating a supply chain fully prepared to meet the challenges faced by the UK aerospace sector in the 21st century.

Lord Drayson, in welcoming the implementation guide on the first anniversary of the launch of Defence Industrial Strategy, said "I am delighted and encouraged to see the way that industry is embracing this important programme of supply chain improvement".

(Editor's note: NDI has secured Russ Armitage (BAE Systems) as a speaker at the NDI conference; Mr. Armitage is heavily involved in the SC21 initiative. We encourage our member companies to find out more about SC21, how they can become involved – and how they could ultimately benefit from participation. In the first instance, please contact Karl Ward at NDI on 0191 516 6680 or email: karl.ward@ndi.org.uk. Further information can also be found at www.sbac.co.uk)

NDI reports a year of progress at AGM

NDI held its AGM at the Ridding Park Hotel near Harrogate, North Yorkshire on Wednesday November 22nd.

More than 50 delegates were addressed by Managing Director, Trevor Harrison, and received a keynote presentation by Ms Mary Goetz, Director of Industrial Participation, Boeing United Kingdom Ltd.

Reviewing the year, Trevor Harrison described the positive and progressive relationships that NDI continues to enjoy with its contracted partners, the Regional Development Agencies (RDAs) Yorkshire Forward and One NorthEast.

He re-emphasised the economic importance of the defence and aerospace industries in the North of England, pointing out that these sectors contribute an estimated £2 billion per year to the GDP of the region, and sustain more than 20,000 jobs in the process.

What is even more remarkable, though, is that more than two-thirds of this £2 billion is generated by hundreds of small companies; companies that have average turnovers of less than £6 million, employing on average 50 people or fewer.

Mr Harrison told delegates: "These figures demonstrate that, here in the Northern Region, there exists a vibrant and dynamic community of SMEs; small companies that are well managed; small companies that are agile and alert to new business opportunities; small companies that invest in technology; and small companies that have real vision.

"The capabilities and resilience displayed by our regional defence and aerospace SMEs, in an intensely competitive and demanding marketplace, is testament to the skills and talent we have in the North of England. But we must be aware that training and development and the provision of a highly-skilled future workforce is vital for our continued collective success".

Boeing's Director of Industrial Participation, Mary Goetz, echoed Trevor Harrison's views on the need to train and develop highly-skilled people to meet the ever more demanding challenges presented by the defence industry. She described the substantial investment made by Boeing in the UK, where the company works closely with industry and with Universities, including Cambridge, Cranfield and Sheffield.

In particular, Ms Goetz highlighted Boeing's £28 million partnership with Sheffield University in establishing the Advanced Manufacturing Research Centre (AMRC), a project that has already created 44 new direct jobs at AMRC, and generated some £55million of additional revenue into predominantly Yorkshire-based SMEs.

Ms Goetz told delegates that her company spends more on procurement in the UK than anywhere else in the world outside of the USA, and the company has an established presence in every region of the country.

Ms Goetz also picked up the topic of Lean Manufacturing (LM), a process now used widely in many industry sectors.

The Boeing company continues to pursue the global benefits of 'lean philosophy', and perhaps Ms Goetz' most telling comment in conclusion was that, in LM, when you think you have achieved 'lean' in your business – you haven't. You have merely reached a stage where you can take a deep breath – and start the process over again.

£20m expansion to create 150 jobs at Burdon Engineering

Plans for the £20m expansion of NDI member company Burdon Engineering have been given the go ahead by Government officials.

Based in Stokesley, North Yorkshire, engineers Burdon have been granted planning permission following referral to the Secretary of State by Hambleton Council.

As a result, the company expects to start work on site within weeks, creating a new headquarters on land close to its current base at Stokesley Industrial Park.

Eventually there will be an additional 85,000 sq ft of buildings for manufacturing, office, warehousing and assembly use.

We spoke with Burdon's Managing Director, Barry Hindson and asked him to describe his company's plans in more detail. He told us: "We currently employ about 70 people and our clients include some of the world's largest manufacturers of earth moving, automotive and aerospace equipment.

"We are gaining new business all the time, and we must have the capacity to be able to fulfil those orders.

"We already invest heavily in the latest machine technology and in

developing our skilled workforce. This planning permission means we can take our growth to the next level – and we aim to triple our workforce in the next five years".

Burdon Engineering's ambitious plans are set to have a wider impact too, extending far beyond the company's own site. As Barry told us: "We have previously estimated that the local economy benefits from our presence by anything up to £10m – from salaries, investments in materials and sourced services. Naturally, our expansion plans will bring about further increases in our local spending, which can only be good news for the area".



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Please submit material for inclusion in NDI News to:

Maria Winsper
Northern Defence Industries Ltd.
Business & Innovation Centre
Sunderland Enterprise Park East
Sunderland
Tyne & Wear
SR5 2TH
Tel: 0191 516 6680
Email: maria.winsper@ndi.org.uk