

➤ Summer 2012



US-UK Defence Trade Cooperation Treaty:

What does it mean for SMEs? See page 9.

WELCOME

Welcome to the summer edition of 'Leading Edge', NDI's quarterly magazine.

A lot has happened since our last edition, most notably our 11th annual conference, which this year took place near the MOD's Defence Equipment and Support (DE&S) headquarters at Abbey Wood, Bristol.

The two day 'Building for Growth' conference was by far our most successful yet and this year focused on the importance of the defence, aerospace and security sectors to the UK economy and opportunities for growing these strategic markets. Over 250 delegates from businesses around the UK heard from influential speakers and experts from government and the MOD who discussed upcoming projects, initiatives and opportunities for SMEs to engage with industry.

The conference culminated with a large 'Meet the Buyer' exhibition where some of the UK's most powerful businesses and buying organisations, including Lockheed Martin UK and BAE Naval Systems, met with SME

suppliers representing the four sectors.

Our aim was to bring together industry and suppliers to generate knowledge-sharing and real business opportunities in the SME sector, which has a major role to play in rebalancing the economy, promoting innovation and generating national wealth. We received overwhelmingly positive feedback from delegates and speakers at the conference and are aware of new opportunities and contracts being facilitated as a result of the Meet the Buyer exhibition.

We also used the annual conference to launch our new brand and suite of services. Our new image has been very well received and we now feel fully equipped to expand our reach and offer our members and partners new and modern services which will not only add value to our membership but generate greater opportunities for growth.

One area which we are working hard to develop is the frequency and variety of events we hold that allow our members to connect and share ideas. As always, the most important driving factor in the way NDI operates is

member feedback and one of the things members value most about our service is the quality of the events we hold. As a result, we are introducing regular networking sessions in which members and non members can connect and discuss topics or issues affecting the supplier base.

We hosted our first networking event in June where members came together to openly discuss the benefits of SC21 accreditation. As well as hosting more informal networking and workshop sessions, we are also pushing ahead with some exciting programmes and events in collaboration with our global partners.

We will be shortly announcing an upcoming industry day and India trade mission in partnership with Tata Consultancy Services and continue to work closely with Lockheed Martin UK to develop a supplier development programme to help SMEs attain the skills that are important to supporting and delivering a service to a prime contractor. We will also be exhibiting and representing our members at a number of major international events, including Farnborough 2012 and DSEI 2013.

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Military Minded over the last 150 years

Today it is difficult to comprehend what a military campaign was like before the invention of the Tank and Aeroplane in 1903. Yet some two generations before these strategically important inventions were conceived and in the same year as the invention of the Gatling Gun in 1861, a couple of entrepreneurs saw an opening in the market, and Oldham Engineering Ltd. was formed.

Today, Oldham Engineering Ltd is a premier supplier to the Nuclear, Offshore, Subsea and Defence sectors and has a culture of continuous improvement. With an 80,000sqft facility and investment in the latest machine tool technology, the company excels in managing turnkey projects specifically with medium to heavy engineering content and precision assembly operations.

Back in 1861, Oldham Engineering, previously named Buckley and Taylor, started their operations by supplying Valves for waterworks schemes. They made a name for themselves at the turn of the Century in the production of steam engines, extensively used by industry, for the manufacture of military goods and associated equipment.

In the 1930's, with the demise of engine manufacture, Oldham Engineering diversified into the marine industry, manufacturing marine auxiliary equipment for ships of the British Admiralty.

Today, Oldham Engineering Ltd. is able to fabricate, stress relieve, machine, blast, paint and assemble products all under the same roof, enabling a high level of quality control and project management to successfully deliver projects on time.

Oldham Engineering has an extensive range of 2, 3 and 4 Axis CNC machine tools, for light, medium and heavy manufacture. Capabilities include;

- Floor Boring with 13m (42.7 feet) bed capacity
- Vertical lathes to machine up to Ø2.1m (Ø6.9 ft)
- 30 tonnes capacity Rotary Tables (5 axis)
- Horizontal machining with 10m (32.8 feet) bed



- A High Integrity welding and fabrication cell for exotic material processing

The company manufactures a wide variety of components for all three armed forces in the Defence industry, from Submarine components to Aircraft training units.

In 2010, Oldham Engineering was part of a pioneering team involved in the supply of an aircraft training unit for the USA Air Force for an F-35 project.

The F-35 Lightning II fighter's price tag means that it is not that commercially viable to make the aircraft available for maintenance students to train and practice on. To address this, an F-35 weapons load training unit was designed to be dimensionally identical to the real thing, but available at a fraction of the cost.

Oldham Engineering has been heavily involved in the manufacture and assembly of several of these training units, one of which is installed in the Eglin Air Force base in Florida, USA.

Martyn Fieldsend, Fabrication Manager at Oldham Engineering said, "**The F-35 weapons load training unit is a great concept. Clearly the fabricated box-section structure we use in its construction will never allow the training unit to fly, but the attention to detail in its 1:1**

scaled construction is very rigorous."

Martyn continues, "**Our dedicated 20,000sqft Assembly area and highly skilled fitting team is a great value-adding service to our clients, specifically when the company executes turnkey projects like the F-35 development."**

Over its long history, Oldham Engineering has also manufactured and assembled Land Vehicles and Aircraft Carrier Munitions Lift platforms and is widely recognised as a premium Level 2 supplier to first level defence contractors.

In Spring 2012, Oldham Engineering invested in a new 4 axis Soraluze floor boring machining centre capable of machining components up to 10m long and over 3m high in a single operation.

This latest machine tool development is part of a significant capital investment program over the next 12 months, which will help to ensure Oldham Engineering maintains its leading premier position in the UK engineering sector and continues to service present and future Governments, Military Authorities and associated partners.

For further information about Oldham Engineering Ltd., please see www.oldham-eng.com

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