



NATIONAL NEWSLETTER NO 1 of 2018

▶ AIDN NATIONAL NEWS

AIDN NATIONAL WELCOMES PRESIDENT AND VICE PRESIDENT

AIDN would like to pay a belated welcome to Robert Robes and Carl Quarterman. Rob took the helm of AIDN National President and Carl as the Vice President at the wind down of 2017 at the AIDN Annual General Meeting when most of us were focusing on festive beverages.

No stranger to the Defence Industry Rob was the Chairman of the AIDN-ACT Chapter for four years until April 2017 and is a current member of the ACT Government's Defence and Innovation Advisory Board (ACT, DIAB). Robert Forbes practised as a solicitor in South Australia. He then joined a leading Accounting firm Touche Ross & Co, specialising in Taxation and was admitted to the Institute of Chartered Accountants. He moved over to the commercial world working in finance and management in leading Australian wine companies in the Hunter Valley and South Australia.



Along with his AIDN commitments, Rob is employed at CEA Technologies as an external director. At its founding he took on a full time senior finance role in the company in Canberra in 1996. He has subsequently filled the positions of Financial Manager, CEO and currently, Commercial Director. Rob is a great believer in the potential of the Australian indigenous defence industry and seeks to build understanding of the capabilities that it possesses. He retains an interest in the wine industry serving on the Board of and advising small to medium winemaking companies.

Carl Quarterman, President AIDN-Qld was elected to the position of Vice President AIDN National. Carl is a member of the SME community as the current Managing Director of Queensland Gaskets, a family owned company established by Carl's grandfather some 65 years ago. Carl has succeeded his father as MD and is ushering the company into the modern era of high technology manufacturing.

Rob Forbes, President, AIDN National

Queensland Gaskets is an Australian owned SME and Carl joined AIDN, seeing that organisation as a dedicated support group assisting SMEs to be successful in the Australian Defence Industry, through advocacy and networking. Carl was elected President of AIDN-Qld in 2016, after serving on the AIDN-Qld Management Committee. Since becoming President, he has contributed to and supported the AIDN National Executive, assisting with the progression of the National body towards a highly respected, Canberra based SME support entity. Carl has, also developed a strong relationship with Defence Industry Queensland (DIQ), to the benefit of members, State Government and the Queensland Defence Industry.

AIDN would like to take the opportunity to thank Alan Rankins the outgoing President. His commitment to the advocacy for the SME community has made a real difference. Few have more experience in the sector and a great ability to represent over 3000 SMEs that are the back bone of the defence industry. We thank you Alan Rankins.



Carl Quarterman, VP AIDN National

AIDN NATIONAL DINNER

The Australian Industry & Defence Network (AIDN) National Annual dinner was held in Canberra on the 14th February in Canberra at Gandel Hall at the National Gallery of Australia. The Minister for Defence Industry, Christopher Pyne delivered the main address at the National Gallery of Australia.

The AIDN Young Achiever Award for 2018 was presented to Tim Ryan from Nova Systems, who was the AIDN-Queensland State winner by Air Vice Marshall Cath Roberts. Rob Forbes, National President expressed AIDN's gratitude for the ongoing support provided by the Department of Defence, Capability Acquisition and Sustainment Group (CASG).

The 2018 AIDN YAA State finalists were: ACT – Zachory Major, Codarra Advanced Systems, NSW – Ella Dion, Thales Australia, QLD – Tim Ryan, Nova Systems SA - Henry Schilg, Supershock, WA - Adam Britto, Thales Australia

Guests enjoyed a night of networking at the gala dinner which was kindly sponsored by Leidos (Platinum), Thales and Fincantieri Australia (Gold), CKI Group, BAE Systems, Naval Ship Management (NSM) Australia (Silver), RUAG, Rheinmetall Defence Australia, CEA Technologies, Goal Group Professional Services, Boeing Defence, Aviall Boeing, Israel Aerospace Industries Ltd (Bronze) and Navy Health (Pre dinner drinks). AIDN National, its State and Territory Chapters would like to thank the sponsors for their support of the event and guests who attended the dinner.



Platinum Sponsor Leidos, Executive Director Christine Zeitz, delivers a very entertaining speech



Air Vice Marshall Cath Roberts (CASG) and Minister for Defence Industry, Christopher Pyne present trophy to the winner of 2018 AIDN Young Achiever Award to recipient, Tim Ryan

THANK YOU TO OUR SPONSORSS



Ai GROUP AND AIDN HOST INDONESIAN DEFENCE UNIVERSITY VISIT

Ai Group in collaboration with AIDN will host Instructors and students visiting from the Indonesian Defence University. The Total War Strategy Course will focus on Australian perspectives on the regional strategic security environment and the development of national strategic policy in response. The visit is kindly being hosted by Lockheed Martin at their brand new offices in Canberra.

A further visit will be held for staff and students from the The Asymmetric Warfare Course in late April. Key themes for the study visit are the threat of extremism, counter-terrorism, and cyber security. AIDN and Ai Group has been asked by the Australian Defence Staff Jakarta, Australian Embassy Jakarta if any of our members would be able to host the course for visits in Canberra.

Please contact the National Coordinator for further information or to express your interest to host the April visit administration@aidn.org.au

AIDN SA ITS ON THE WAY

The Australian Industry & Defence Network (AIDN) National Executive announce that it is in the process of re-establishing its AIDN South Australia Chapter. With a formal launch date soon to be communicated, we are seeking interested parties in joining our renewed direction in SA.

AIDN South Australia is looking to build a groundswell of Small to Medium Enterprise (SME) members for whom it will provide dedicated State level support through access to Advocacy at National level, connections to Trusted Partners at local, national and global level and tailored Supplier Development and Diversification services.

With some exciting new plans for AIDN around the nation, now is the time to get in at the ground level and help us to shape our direction forward. If you believe you have something to contribute and would benefit from being part of the team, please contact us at administration@aidn.org.au

ITALIAN IDUSTRY TOUR

A collaborative AIDN/Ai Group Defence Council Industry delegation is underway in Italy following an invitation from The Italian Trade Agency (ITA), in collaboration with AIAD (Italian Industries Federation for Aerospace, Defence and Security). The five day Australia Industry Day event which concludes on 23 March 2018 was organised in collaboration with the assistance of the Australian Industry Group Defence Council where companies had the opportunity to further build and establish trade links between Italian and Australian industries. Australian companies taking part in the visit were AAIDN National, Goal Professional Services, Steve Military & Aviation Spares P/L, Mine Site Construction Services, Daronmont Engineering, REDARC Electronics, Victoria Econ Development, Ferra Engineering, DEK Technologies Pty Ltd, Marand Engineering, BlueZone Group, DTC, Marine Technicians Australia, Ottoway Engineering, Customs Agency Services Pty Ltd, Supashock. AIDN hopes this is a first of a growing series of Industry exchanges between Italy and Australia.

GET LINKEDIN TO AIDN NATIONAL



Where technology,
engineering & science
intersect

With over 1,000 local experts, backed by our global experience and a network of partners, Leidos Australia delivers trusted solutions that help secure Australia. We are the largest commercial provider of intelligence services to the Australian Government and deliver C4ISREW solutions to the Department of Defence.

Leidos Australia provides a number of critical systems integration projects to defence, including the command and control system for Headquarters Joint Operations Command.

To learn more, go to:
leidos.com/australia

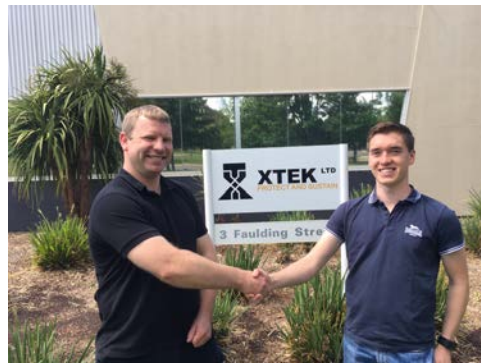
The Leidos logo, featuring a stylized white paper airplane icon to the left of the word 'leidos' in a bold, lowercase, sans-serif font.

DEFENCE ENGINEERING INTERNSHIP PROGRAM

AIDN-ACT has participated in the Defence Engineering Internship Program (DEIP) Round 6 and conducted site visits at XTEK and ECLIPS (both AIDN-ACT members). The interns were very impressive young professionals and the standard of work achieved by them very high.

The Defence Engineering Internship Program is an initiative of, and funded by, the Department of Defence. Initially funded for two rounds, the Department of Defence has continued to support the Program and has recently extended for this recent round in the 2017/18 financial year.

The intent of DEIP is to increase engineering students' level of interest and participation in defence industry, particularly with SMEs.



Ted Reakes, XTEK Supervisor (left) and Jack Henderson, Intern, (right)



Ted Reakes, the XTEK Supervisor (left) and Jack Henderson, intern (right)

SLOW FOOD

AIDN-ACT held the first of the popular breakfast events for 2018 at the EQ Café, Deakin on Tuesday, 21 March 2018. The event features members or 'friends of AIDN-ACT, providing short

information sessions of approximately five minutes against the backdrop of a networking breakfast in comfortable and This event was fortunate to receive an update from AIDN-ACT Deputy Chairman and Egger Technology Training Managing Director, Mark Egger and ACT Government Defence Industry Advocate Kate Lundy, while AIDN-ACT Chairman, Graham Priestnall provided an update on AIDN-ACT's 2018 function calendar, including the upcoming AGM on 18 April 2018.



Mark provided an update on the Egger Technology Training Systems Engineering course and detailed his experience in seeking and achieving exports to a number of countries, including India. AIDN-ACT congratulations Egger Technology Training on being included in the Australian Government Military Sales Catalogue, which was launched by Minister Pyne later that morning. Kate Lundy, provided a summary of the initiatives that the ACT Government is implementing to support the defence industry in the ACT and surrounding regions. AIDN-ACT appreciates the strong support of Kate since her appointment to the role. It was pleasing to see a number of attendees from other AIDN Chapters at the event, as well as Simon Cullen, the QLD Government Defence Industry Advocate. The next breakfast event will be held in September.

The technology of defence

Ensuring the Australian Defence Force consistently maintains its capability edge, while preparing for more complex conflicts of the future, is critical to our nation's ability to be better protect itself. For 65 years we have been investing in cutting edge technology to help Australia do just that.

To learn how we are advancing technology visit www.baesystems.com



Celebrating 65 years in Australia

BAE SYSTEMS
INSPIRED WORK

► AIDN - CANBERRA NEW MEMBERS

Raptor SS

From its inception Raptor SSC has aimed to deliver risk management and governance assurance services to its clients through Systems, Solutions and Consulting services.

Please contact

David Harris

P: 02 6162 6364

E: info@raptorssc.com



Brownstone Consulting

Brownstone Consulting provides a range of management services across various sectors with a total business approach. We plan for success and get things done. Brownstone offers value through process, program and project management; provision of contracting and procurement expertise; leading complex projects; managing complex teams; tender and proposal management; technical and management writing; managing change and business transformation; contract management; and operational and service delivery assessments. Please contact Emma Stuart

P: 0408 256 710

E: admin@brownstone.org.au

www.brownstone.org.au/

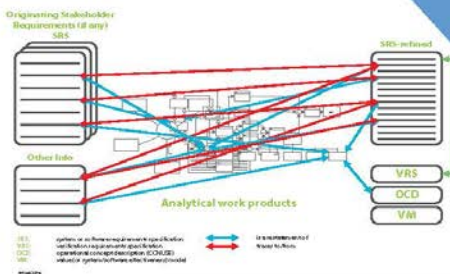
BROWNSTONE

AERO PM

Provide exemplary customer-focussed professional services across your program's lifecycle. Aero PM we deliver: Engineering Services - Systems Engineering and Engineering Management through provision of current and recent professional services within complex CASG programs. Further, Aero PM has continued to expand its extensive experience in development of Capability Definition Documentation suites and Specifications as well as project engineering documentation. With the ability to specialise in software, aerospace systems, electronic systems, Certification, Airworthiness, Systems Safety, Electronic Warfare (EW), communications, Integration and Test and Evaluation (T&E), Aero PM can deliver integrated professional services from Project Engineering Managers through to technical systems specialists.

Project and Program Management Services - Aero PM has wide-ranging experience managing and delivering complex projects and programs across Air, Sea and Land domains. With skilled experts in scheduling, cost estimating, financial management, risk, management, transition management and quality management Aero PM retains significant practical experience developing Business Cases, Project Execution Strategies and supporting project documentation.

Procurement and Contract Management Services - Aero PM has proficiency in solicitation including tender preparation, evaluation and contract negotiation. Aero PM has experience developing contract performance management frameworks and managing contracts, including contract remediation activities. Please contact Emily Frizell. <https://www.linkedin.com/in/emily-frizell-16561aa3/>



REQUIREMENTS ANALYSIS & SPECIFICATION WRITING FIVE DAY COURSE

UPCOMING COURSES

2018

26 Feb - 02 Mar Adelaide, SA

09 Apr - 13 Apr Sydney, NSW

10 Sep - 14 Sep Melbourne, Vic

12 Nov - 16 Nov

Melbourne, Vic



HELPING PROJECTS SUCCEED...

Learn actionable, effective and efficient methodologies for the capture and validation of requirements to an objective and measurable standard.

Bad requirements are the single biggest cause of project problems; the ROI from avoiding such problems can be very high indeed.

"One of the best and most valuable professional development classes I have ever taken; relevance, substance, depth and breadth of presenters expertise. Wish I would have taken it earlier." -delegate

For more information & to register visit our website: www.ppi-int/rasw



NEW ADMIN AT AIDN-QLD

AIDN-Qld will undergo some changes in the administrative area with the resignation of Kev Carroll as Executive Officer, after 17 years of service in support of AIDN-Qld. We are fortunate knowing Kev will continue as a member of the Management Committee.

Mel Woon takes up the post with effect on the 6th March. This will also coincide with the opening of the AIDN-Qld office in the United Service Club building at 183 Wickham Terrace, Spring Hill, Brisbane. Mel will be able to be contacted via E: qldadmin@aidn.org.au

Mel's background is in the vocational and higher education arena and has specialised in the areas of tourism, hospitality, commercial cookery, events and business management. She has previously worked for QTIC, a membership based association (Queensland Tourism Industry Council) and has experienced working with both State and Federal Governments on funding/grant applications as well for tourism businesses and vocational education. Welcome on board Mel!

GILMOUR SPACE TECHNOLOGIES

Gilmour Space Technologies has successfully test fired 70 kilonewtons (or 15,700 lbs) of thrust in what could be the world's largest successful demonstration of a single-port hybrid rocket engine.



"This is a major milestone in hybrid rocket development, and for our company. It's proof that we have the core technology needed to deliver small payloads, up to 400 kg, to orbit," said its CEO & Co- Founder, Adam Gilmour. "Indeed, there are multiple applications for our low-cost hybrid propulsion systems in Defense, which we're also exploring," he added.

Unlike the vast majority of commercial rockets today, which use either solid- or liquid-fuelled engines, Gilmour Space is pioneering new hybrid-engine rockets that combine a liquid oxidiser with a proprietary 3D printed solid fuel. Indeed, the company first made headlines in 2016 when it successfully test launched a sub-scale rocket to an altitude of 5km using its additively manufactured rocket fuel.

"We chose hybrid technology because it's simpler, cheaper, environmentally greener and a lot less explosive than solid or liquid rockets," said Mr Gilmour. "But hybrids have been notoriously difficult to scale up, resulting in a relatively poor engine efficiency and performance," he added. Until now.

"With this and our earlier tests, Gilmour Space has demonstrated capability in what could be the largest (46 cm diameter) successful test fire of a single-port hybrid rocket engine." Single port engines are believed to be the most fuel-efficient design for hybrid rockets.

Other demonstrated results: a peak thrust of 70 kN, which exceeds the performance of many small launch competitors' main orbital engines; high level of thrust stability; and the ability to throttle from 10% to 100%. "We're now looking to flight test this engine to the edge of space in the second quarter of 2018, subject to launch approvals in Australia," said Mr Gilmour.



Last month, the company announced it had signed a Space Act Agreement with NASA to collaborate on various space research and technology development initiatives. This news was welcomed by Australia's Minister for Defence Industry, Hon Christopher Pyne MP, who said that, "Investment in space capabilities will be an important element of the Government planned commitment of \$200 billion to build up our defence capability over the next ten years."

The Australian Strategic Policy Institute (ASPI) has also released a report on 'Australia's future in space', which recommends using innovative 'Space 2.0' technologies, including small satellites, and responsive space launch capabilities to reduce Australia's dependency on other nations for critical space access and infrastructure.

"We are at the crossroads in commercial space with new small launch vehicles, and it's great to see Gilmour Space becoming a serious new player in the global small launch market," said Massachusetts Institute of Technology (MIT) Apollo Program Professor of Astronautics, and former Deputy Administrator of NASA, Professor Dava Newman. "I congratulate Adam and his team for their incredible achievements so far, and look forward to seeing more of such innovative engineering from this promising young rocket company"

Interested to launch? Bookings for Gilmour Space's commercial launches from 2020 will be open the second half of this year.

► AIDN-QLD NEW MEMBERS

BIG WINS FOR QUEENSLAND AND INDUSTRY

Unless you have been living under a rock you would be aware of news of Rheinmetall's successful bid for the \$5.2 billion LAND 400 Phase 2 contract, which will see the Australia's ASLAV fleet replaced by over 200 Boxer CRVs. This will mean big wins for not only Queensland but for Australian Industry content.

Over 40 Australian companies will take part in the project with the vehicles being built in Brisbane. The project is tipped to create 1,450 jobs across the country, with 330 to be created in Queensland, 170 in Victoria and 140 in NSW during the project's acquisition phase. Of the \$5.2 billion contract, \$2.8 billion will go into the acquisition phase, \$1.8 billion of which will be spent in Queensland and \$635 million in Victoria.

Queensland companies make up the bulk of companies chosen to participate in the project, with 13 companies from the sunshine state chosen to contribute. NSW's defence industry will set to benefit receiving a large chunk of the pie, with \$90 million set to be spent across the eight NSW companies included in the project.

The full list of Australian companies confirmed to contribute to the LAND 400 Phase 2 project:

Able Industries (VIC)	Frontline Manufacturing (QLD)
Albins (VIC)	G&O Kert (QLD)
Allplates (QLD)	GCI Group (QLD) Global
AME (VIC)	Manufacturing Group (QLD)
APT (VIC)	Hetech (QLD)
AW Bell (VIC)	Hofmann Engineering (WA)
Axiom (SA)	IntelliDesign (QLD)
Bisalloy (NSW)	Kiddie Deugra (VIC)
BlueScope (NSW)	Land Air Sea Space (NSW)
Cablex (VIC)	Milspec (NSW)
CAS (SA)	Nezkot (VIC)
Century Engineering (SA)	NIOA (QLD)
Codan (SA)	Nupress Manufacturing (NSW)
Curtiss Wright (NSW)	Penske (QLD)
DGH Engineering	Precision metal Group (NSW)
Direct Edge (TAS)	Redarc (SA)
Elbit Systems (QLD)	Rojone (NSW)
Entech (SA)	Supacat (VIC)
Extel (VIC)	Tectonica (VIC)
Ferra Engineering (QLD)	Toolcraft (SA)



EPE. TRUSTED TO PROTECT WINS AGAIN

Brisbane based company awarded second Contract under the Defence Innovation Hub. The Minister for Defence Industry, Christopher Pyne has announced the second contract awarded to Zangold Pty Ltd (trading as EPE.Trusted to Protect) under the Defence Innovation Hub fund. This project funded to the value of \$1 million involves EPE working with Navy to develop a portable capability to assist with the stand-off detection and identification of homemade explosives, chemical warfare agents, narcotics and gases during the conduct of Maritime Operations. Warwick Penrose, Director of EPE said 'We're proud to be working closely with Defence to develop this next generation force protection capability for those members of the Royal Australian Navy performing hazardous boarding operations. This innovation has the potential to deliver a new paradigm in boarding operations enabling stand-off detection prior to boarding.'

"The PRIED project recognises EPE's long term commitment and investment in building and developing sovereign force protection capabilities that help take Australian servicemen out of the danger zone. Our team delivers a broad spectrum of innovative Force Protection capabilities that are in service today with the ADF, NZDF as well as local and federal police and first responders" Warwick said.

This Innovation Hub Project funded by the Federal government gives EPE the opportunity to further develop this technology which has been deployed for force protection on land operations and modify it to meet the unique requirements for a maritime application. EPE employs 20 people, and is headquartered in Brisbane with offices in Canberra, Albury/Wodonga and NZ.

For more information visit www.epequip.com or contact Narelle Hoffman, Marketing and Corporate Communications +61 (07) 3308 9300 or email: narelle@epequip.com

▶ AIDN- QUEENSLAND NEW MEMBERSRS

Auroa Marketing

Knows ASDEFCON – they have worked on RFPs (and every derivative) for DMO, DSG and now CASG. They understand the white papers, the plans and the initiatives, and understand Defence's direction. Auroa Marketing have work closely with a number of clients in the Defence Industry in Australia, New Zealand and Europe, helping them to shape an opportunity and deliver to their customer. Importantly, we utilise our bid management framework to deliver to the most complex of tenders, and our team has always delivered.

Please contact:

Sally Maconochie

P: 0417 644 689

E: sally.maconochie@auroramarketing.com.au



Hillier Engineering Services

Hillier Engineering Services is a family owned and operated CNC and Manual machine shop located at Acacia Ridge, Brisbane, Australia. Hillier Engineering Services was established in 1988 and are highly efficient, in both CNC and Manual Machining, and Fabrication all in house. They offer precision CNC Turning, CNC Milling, CNC Wire Cutting, CMM Inspection, Manual Milling and Manual Turning using the latest machining technology, have developed their own computer manufacturing database, "Tracking Manufacturing" to ensure our clients requirements, and delivery times are achieved at all times.

Please Contact:

John Hillier

P: 07 3344 2255

E: enquiries@hes.net.au



Practical Engineering

Practical Engineering is a Brisbane based mechanical, structural and process engineering firm specialising in design inspection, certification, project management and construction. They provide our clients with practical, fit-for-purpose, efficient solutions to complex industrial problems. Our engineers, project managers and tradespeople provide experience to the energy, resources utilities and other heavy industry sectors. Please contact: Scott Cox

P: 07 38752133

E: sales@praceng.com.au or scott.cox@praceng.com.au

W: www.praceng.com.au

Jones Lang LaSalle

Project Manager/Contract Administrator delivering projects within the Estate Works Programme behalf of DEWPO (Defence Estate Works Programme Organisation) Please contact: Daniel Morris

P: 07 3231 138

E: daniel.morris@ap.jll.com

W: jll.com.au



RUD Chains

The expert global provider of standard and specialist applications for the defence force. In Australia, RUD supplies a range of lifting, lashing and load securing devices, tyre protection and traction chains and heavy vehicle lifting systems.

RUD is ISO 9001 certified and have many products with NATO Serial Numbers (NSN's). The organisation is renowned for their expertise in heat treatment methods—delivering high-performance chain and related products to suit the most exacting defence force applications.

- Expert provider of standard and specialist applications for the Defence force.
- Reputation for quality, innovation and know-how.
- Renowned for our expertise in heat treatment methods.
- Currently supply solutions for the LAND 121 project.
- Endurequip Hoists, part of RUD Australia, is the only Australian heavy vehicle hoist manufacturer approved by the ADF
- RUD supplier of traction chains for the Bushmaster vehicle.



Please contact: Ludi Walmsley

P: 07 38091300

E: ludi.walmsley@rud.com.au

W: www.rud.com.au

Praesidium Global

Praesidium Global designs, develops, manufactures and assembles military unmanned ground vehicles. They provide in-house, end-to-end mechanical, electronic and software integrated solutions leveraging computerised engineering methodology

Please contact: Martin Alexander

P: 1300 899 218

E: m.alexander@praesidium.net.au

W: www.praesidiumglobal.net



Reid Industrial Graphic Products

Reid Industrial Graphic Products is an established manufacturer of interface products located in Redcliffe, Qld. Established in 1990, our team of skilled professionals are supported by an advanced manufacturing structure accredited to AS/NZ ISO 9001:2015. By utilising the latest manufacturing technologies, we have the engineering and production capabilities required to design, manufacture, assemble and supply Membrane Switches, Overlay Panels, Touchscreen Protectors, Capacitive Switches, Labels, and various Electronic and Back-lit Instrumentation Panels including NVIS capability.

Please contact: Trevor Johnson, National Sales Manager

P: 07 3889 5533

M: 0416 230 608

E: trevor@reidindustrial.com.au

W: www.reidindustrial.com.au



Workforce Solutions

Permanent & Temporary Recruitment Labour Hire Training - Traineeships - Internships. Please contact:

P: 07 3875 0000

E: jessb@workforcesolutions.com.au

W: www.workforcesolutions.com.au



RPR

Offers services and solutions that deliver specialised recruitment optimised performance and mitigated risk for your industrial workforce. Recruitment: skilled and semi-skilled blue collar workers through to lower management, on a permanent, contract or casual basis, either directly for clients or under a labour hire arrangement.

Performance: optimised performance and productivity of skilled and semi-skilled blue collar workforces, through sound assessment, training, reporting and management

Risk: Mitigated risk through leading edge solutions in both safety and wellness, and industrial relations.

Please contact: Matthew Micallef

P: 07 3456 5600

E: matthew.micallef@rprtrades.com

W: www.rprtrades.com



Allmet Engineering

General Fabrication, Sheet Metal Work, Mild Steel, Stainless Steel & Aluminium. Precision machining, Fitting & Turning. Platforms Ladders & Stairs Vehicle & Machinery Component Manufacture. Laser Cutting. Pressing, Metal Processing, Tanks, Pipe, Cabinets, Tool Boxes. Please contact: Alex Pitt Sales Manager

P: 07 3271 2988

E: alex@allmet.com.au

W: www.allmet.com.au



Applus Group

The Applus Group operates globally through six regional headquarters in the USA, the UK, Malaysia, South Africa, Oceania and the UAE and has 70 offices in 40 countries worldwide. Applus + can provide global 2nd or 3rd Party Inspection and Expediting, Vendor Inspection, Technical Staffing / Manpower Supply, Quality Assurance (QA) and Quality Control (QC) Consultancy, NDT Consultancy, Asset Integrity Management (AIM), Risk-Based Inspection (RBI), Reliability-Centred Maintenance (RCM), Safety Integrity Level (SIL), Fitness for Services (FFS), Hazard and Operability (HAZOP), Independent Project Verification, Statutory Inspection and Certification of Equipment, Quality, Environment and Safety Management System Certification, (QC) Surveillance, Corrosion Monitoring & Cathodic Protection Surveys, C-Scan Corrosion Mapping, and many other services.

P: 07 3120 0900 M: 0419 665 626

E: brendan.monaghan@applusvelosi.com W: www.applus.com



Hawker Pacific Component Services

Hawker Pacific Component Services Brisbane based Aerospace MRO facility with capability in Welding (CASA License Welders), NDT(Mag Particle, LPI and Eddy Current), Wheels and Brakes overhaul, starter generator overhaul, Landing gears, Heat Exchanger Repair, Composite repair work, Abrasive Blasting, PU Painting and Flap track Repair.

Two-standalone division's backs this up, one being an Advanced Manufacturing Capability with state of the art CNC Machinery, Software and CMM (Coordinate Measuring Machine) technology and the other Facility is a Composite & Sheet Metal repair shop with a full downdraft enclosed heated paint booth. All 3 facilities are on the same street in Coopers Plains. Hawker Pacific Component Services centre of excellence continues to provide unsurpassed component R&O and manufacturing support to the regional and international aerospace and defence markets.

Please contact: Shane Leggieri

P: 07 3270 2000

M: 0447 447 147

E: shane.leggieri@hawkerpacific.com

W: www.hawkerpacific.com



L3 Micreo

Is a world leader in high quality design and production of RF and photonic products for radar and electronic warfare systems. The company's ability to lead the way in design to specification and high quality build-to-print manufacturing services, stems from deep expertise in the EW domain and an equally deep understanding of their customers' desired outcomes beyond the specification. The application of revolutionary and patented technology enables L3 Micreo to provide fast times to market and lower costs.

With compliant cleanroom manufacturing space and advanced test and assembly equipment, L3 Micreo has the critical infrastructure and services to manufacture complex aerospace grade electronics hardware. Located in Brisbane, Australia, L3 Micreo works with customers to design leading-edge products for extreme environments and has products installed in several front-line military aircraft. Current clients include the Australian Department of Defence, Raytheon, Northrop Grumman and BAE Systems Australia. Please contact: Marl Pezaro Business Development Manager

P: 07 33406200

M: +61 408 038 868

E mark.pezaro@l3t.com

W: www.l3t.com/micreo

Springfield City Group

Greater Springfield is fast becoming Brisbane's second CBD and is already the business heart of the high-growth Western Corridor. Central, occupying some 390ha, will provide an employment base for 52,000 workers within an area containing in excess of 2.6 million m2 of office, retail, educational, health and technology facilities. When complete, the investment in Greater Springfield is calculated to be worth more than \$85 billion. More than \$12 billion has been invested to date and more than \$600 million approximate growth expenditure as at 2015. Greenfield city offering opportunities to achieve 4, 5 or 6-Star Green Star Rating depending on corporate mandates. Opportunity to provide the largest floor plates in Australia of between 2,500m2 - 8,000m2. Access to a catchment of a qualified and ready workforce of more than 706,000 people (this equates to more than 86% of the Brisbane workforce within a 32-minute drive or 41 minute rail trip from Brisbane Central). Dark fibre optic network connectivity between Springfield Central's commercial, office and retail buildings, companies can connect to the internet or interstate offices using high-bandwidth services. The Polaris Data Centre designed to Tier 3+ standards is one of Australia's most advanced ICT facility - offers high availability, high-security data storage and co-location hosting services.

Please contact Jim Varghese

P: 07 3819 9999

M: 0418 881 866

E: j.varghese@springfieldland.com.au

W: www.greaterspringfield.com.au

**GREATER
SPRINGFIELD** | By
Springfield
City Group



depth
LOGISTICS

THE CHOICE OF HEAVY INDUSTRY

24/7 phone 1DEPTH
Depthlogistics.com
enquiries@dethlogistics.com

- International shipping for military goods and equipment
- On time, on budget and safely - Air, Sea, Road
- Border Force and Biosecurity Clearance
- Dangerous Goods Capability



Australia - New Zealand - Philippines - United Kingdom with agents globally

NORTHERN TERRITORY ENGAGEMENT

AIDN-NT members have really stepped up to engage and benefit from a range of key activities over the past 5 months. The following key programs have focused on greater interaction between Primes and Suppliers:

The introduction of 'What Primes Want – What makes a good supplier' program started in November 2017 in Darwin. Run as an industry Panel Session which included Thales, BAE and Lend Lease, Supply Chain Managers responded to a range of hard hitting questions on the role they play and their preference of demonstrated supplier behaviours. With a slightly different panel, including Fulton Hogan, Laing O'Rourke and Lend Lease, a second industry panel session was held in Katherine.

A big thank you to Fay Miller, Mayor of the Katherine Town Council for great support and to the NT Government for supporting this event. As a follow up to these events, AIDN-NT also held its Supplier Readiness Program in the Regions Program in Katherine.



AIDN-NT was pleased to provide support to participating local and NT suppliers who took their essential first step in better connecting and building their capabilities and capacity to work with Defence through the Supplier Readiness Program in Katherine from 6th to 8th March 2018.



The importance of Defence to the Katherine Region is something that Local Member Sandra Nelson feels very strongly about, noting the many opportunities within Defence locally and nationally.

AIDN-NT has also supported and co-hosted a range of Prime engagement activities which included:

NAVAL Group Future Submarine Industry Briefing, 24th Oct 2017, Lockheed Martin AIR 6500 Project Brief, 13th Dec 2017
Babcock offshore services Australasia - Launch - Airbus H175 Helicopters, 14th Dec 2017, BAE Systems Australia: Estimating & Pricing Fundamentals Course: 18th/19th Dec 2017, Fincantieri Industry Briefing and 1:1s: 25th Jan 2018 and
BAE Systems Digital Shipyard Experience Industry Briefing: 21st Feb 2018 .

For more AIDN-NT events be sure to visit www.aidnnt.org.au/

▶ AIDN- NORTHERN TERRITORY NEW MEMBERS

The significant increase in investment in NT and US Defence infrastructure is attracting new suppliers and customers to the region. In conjunction with stronger collaborative relationships with the NT Government and local and national Primes, AIDN-NT is striving to communicate better and tailor its support to add greater value. AIDN-NT has experienced growth in its membership base over the past 5 months with an increase of the following 24 members:

Ernst & Young
Akron Group NT Pty Ltd
TIMG
Northtrack Machinery Pty Ltd
A&J Communications Pty Ltd
Ampcontrol Pty Ltd
PH Electrical Services Pty Ltd
Hi Spec Civil Equipment
Finlaysons
The Leprechaun Resort
ABR Group Pty Ltd
FAL Consulting Pty Ltd

Programmed Electrical Technologies Pty Ltd
Aerotech Australia Pty Ltd
Colemans Printing
Dornep Securities
Osprey Global Pty Ltd
H&M Tracey Construction Pty Ltd
OGS NT
Rusca Bros Services Pty Ltd
Rubber Duck Civil Worx
Treeti Mediation + Consulting
Innovative Office Furniture Pty Ltd
Northern Power Services Pty Ltd

INDUSTRY SUPPLIER DAY AT THALES

Fourteen NSW members went to Thales at Rydalmere last month to take part in a showcase of capability with Thales project engineering staff. Most found the day to be highly productive with new business opportunities under active discussion. Thales was similar enthusiastic about the event. Future events are being considered with the first to be at Garden Island with hopefully all primes on the Island taking part, then other Sydney prime contractors to be asked to take part in similar events.

THOMAS GLOBAL SYSTEMS AND SAFRAN FORM ALLIANCE

NSW members Thomas Global Systems and Safran have formed an alliance to further support high end defence products. The alliance will see Thomas establish a specialist advanced manufacturing facility for Safran products including the PASEO long range sighting system not previously manufactured outside France. Defence Industry Minister Christopher Pyne was present at the signing.

BISALLOY JOINS RAFAEL GSC PROGRAM

NSW member BISALLOY has been appointed to Rafael Advanced Defence System's Global Supply Chain program with a \$900,000 contract to supply and support BISALLOY's Armour steel product range.

APC TECHNOLOGY DELIVERS TO BAE SYSTEMS

NSW member APC Technology has recently finished delivery of custom designed displays for BAE's navigation trainer project for Air Force. BAE commented that APC provided thinking outside the box solutions to unexpected problems arising in sustainment projects.

VARLEY DELIVERS TO THE JSF PROJECT

NSW member Varley Group has delivered to Lockheed Martin the first quantities of 29 transportable containers that will be outfitted with F-35 support equipment. The first 2 containers will go to the US to support RAAF F-35A aircraft prior to delivery to Australia. See Up Coming Activities section for Adelaide and Brisbane scheduled industry Briefing events

QUICKSTEP PARTNER WITH AFR GROUP

NSW member Quickstep Holdings has announced a partnership with Italy's AFR Group realising a strong outlet for Quickstep's advanced composite manufacturing processes to a well-respected European composite company. AFR has strengths in design, development, tooling and advanced manufacturing in the automotive and aerospace sectors.

MEI ALLIANCE WITH VARIVANE

NSW member Marine Equipment International has announced an alliance with Varivane UK which supplies ships furniture, ammunition and decoy stowage lockers and security containers. They are also a design authority, OEM and contractor to BAE Systems, Babcock and the Royal Navy. MEI are excited and looking forward to supplying and supporting the Varivane range to the Australian Navy.

SEA5000 BRIEFING AT PENSKE POWER SYSTEMS

BAE Systems held another in their SEA5000 Roadshow series at the premises of NSW member Penske Power Systems. Near to 100 people heard an update on the project and BAE's bid as well as touring the hi tech Penske engine facilities.

NSW GOVERNMENT NEWS

During 2017 and 2018, the NSW Govt Standing Committee on State Development has been holding an inquiry into the Defence Industry. AIDN NSW put a submission to the inquiry last year and has responded to the resultant discussion paper this year. Next month we will also take part in a final roundtable before the inquiry wraps up.

AIDN-NSW NEW MEMBERS

AIDN-NSW has welcomed 47 new members

Milspec Manufacturing	Molico	Stella Engineering	PPI
Roobuck	Astor Industries	Ocius Technology	R. Stahl Australia
Weigh-Tech	Bisalloy Steel	Santova	Noske-Kaeser Marine
Carbonix	DCL Engineering	MMC Learning & Development	Crondo
Australian Maritime College	Kleinfelder	C&M Leussink Engineering	Standard Communications
Cincom Systems of Australia	Interfarb	Bambach Wire and Cables	DTS Diagnostics and
C&L Sales & Services	Alto Partners	Air Affairs	Technical Services
Ausbright Electrical	Raymax Applications	Embassy Freight Services	Adroitia
Allship Engineering	Blue Visions	Beca	Action Laser
Serco	S & J Industrial	Archer	Britton Marine
Butchart Marine Services	ART Electronics	Cap XX	Chess Industries
Control Logic	Allship Engineering	Capral Aluminium	Energetique

CHANGES IN WA



Kris Constantinides, was elected Chairperson and President late 2017 succeeding Paul Roberts. Kris has been a Board Member of AIDN-WA since 2014. He is the General Manager of Airflite and has been with the Company and involved in the Defence sector since 2003. Airflite is an aircraft maintenance, sales, leasing, product support, pilot training and component repair organisation, with half of its business in supporting Defence requirements, predominantly in the aviation sector. Airflite also supports clients in the business aviation, general aviation, large helicopter, regional airline and airline markets.

Kris holds a Bachelor of Commerce double major in Corporate Administration and Management (BCom) and is a Graduate of the Australian Institute of Company Directors (GAICD). He is due to complete a Masters of Business Administration (MBA) in 2018. He is also a regular speaker at various industry related events in Australia and internationally.

Speaking about the Defence industry in Western Australia, Kris notes, "The challenges for the industry in Western Australia relate to increasing awareness of capability, enhancing opportunities for collaboration, and preparing the SME community for the opportunities for engagement with Primes and Defence that lie ahead. Additionally, we are actively seeking to consolidate the many voices in Western Australia in support of Defence industry, so that the SME community is represented with precise objectives and a clear message.

Our aim is to provide guidance for our members on how to succeed within the current environment, and to utilise our State-relationships and National influence to engineer further opportunities in the future.

I am very fortunate to be surrounded by a passionate and committed team at AIDN-WA, and I look forward to the positive impact we can continue to have on the Defence industry in Western Australia and nationally." AIDN welcomes Kris on board.



ENTRIES OPEN NEXT MONTH FOR \$30,000 DEFENCE INNOVATION AWARDS

Land Forces 2018 Exposition will call in early April for entries for the third round of Land Forces Industry Innovation Awards. These National Awards recognise and reward Australian companies and individuals who are at the forefront of defence industry innovation in the Land domain. They will be presented in Adelaide at the Land Forces 2018 Exposition, 4-6 September.

As well as the Trophy presented to the winner of the National Innovation Award there are two cash awards of \$15,000 each, one for the most innovative Small to Medium Enterprise (SME) and one for the most promising Young Innovator. Awards will be presented in the following categories:

- **LAND FORCES 2018 National Innovation Award**
- **LAND FORCES 2018 SME Innovation Grant (\$15,000)**
- **LAND FORCES 2018 Young Innovator Award (\$15,000)**

Organisers are particularly keen for entries in the following categories, in which the judges, at their discretion, may present additional prizes:

Combat Equipment and Mobility – anything from body armour and personal equipment up to guided weapons, high velocity guns for armoured vehicles and advanced truck and vehicle designs
Autonomous and Unmanned Systems – anything from hand-held UAVs, airborne payloads and advanced ground stations to robots, autonomous battlefield surveillance sensors and vehicles
Intelligence Surveillance and Reconnaissance (ISR) – anything from an infra red weapon sight or tactical communications systems to a corps-level battle management system, satellite communications link, Artificial Intelligence (AI) or Cyber Security capability.

For further information and application forms please visit <http://www.landforces.com.au>

**Commercially Developed
Military Qualified**

Aviall has spent eight decades developing innovative solutions for our customers. Our world-class infrastructure has revolutionized distribution for the commercial sector and it provides immediate benefits for our military customers as well. This means our customers consistently save time and money on aviation parts and distribution. Go with Aviall.

PROUDLY KEEPING THE WORLD IN FLIGHT

aviall.com/defense

AVIALL
A BOEING COMPANY



INVITATION

Varley Group & Rafael Advanced Defence Systems Joint Venture (JV)

LAND 400 Phase 2 Industry Engagement Forum



Please join us for an information forum for potential suppliers to the Varley – Rafael Joint Venture for the: Anti-Tank Guided Weapon (ATGW) and Active Protection System (APS), as associated with LAND 400.

LAND 400 Phase 2 will deliver a networked and integrated capability replacing the current ASLAV fighting vehicle fleet. The JV is offering the Spike LR2 5th Generation Anti-Tank Guided Weapon (ATGWs) to provide Land 400 with a long range defence capability – manufactured and supported in Australia.

Varley Group, including its IDES and Varley Defence & Aerospace divisions, has partnered with Rafael Advanced Defence Systems, one of the leading global defence companies, to establish a new local entity offering advanced capabilities for the Australian Defence Force (ADF).

Key Varley and Rafael representatives will be on hand to provide a briefing on the partnership and what opportunities are available for interested local companies. Please indicate in your registration if you wish to attend a short one-on-one engagement with JV representatives.

Adelaide Industry Briefing

Date: Tuesday 10th April 2018

Time: 8.45am for 9.00am start – 11.30am finish

Venue: PEPPERS Waymouth Hotel, 55
Waymouth Street, Adelaide SA 5000

RSVP: Tuesday 2nd April 2018

To register or go to:

<https://www.trybooking.com/UUSF>

Brisbane Industry Briefing

Date: Wednesday 11th April 2018

Time: 8.45am for 9.00am start – 11.00am finish

Venue: Aviation Australia Auditorium
15 Boronia Rd Eagle Farm, QLD
Free parking is located in Melia Street

RSVP: Tuesday 2nd April 2018

To register or go to:

<https://www.trybooking.com/UUSP>

For more information relating to this project, please visit:

<https://gateway.icn.org.au/project/4057/varley-group-rafael-advanced-defense-systems-joint-venture-jv-land-400?st=projects&psid=1516768951>

**A single technology
providing multiple solutions for**



AIR

LAND

SEA



LAND FORCES

Date: 4-6 September 2018, Adelaide

DOING BUSINESS IS EASY AT LAND FORCES 2018!

A variety of exhibition and participation options are available and, as a centrepiece regional exhibition, the opportunities for business engagement at LAND FORCES 2018 will be considerable. In addition to hosting senior international military, defence, government, scientific and industry delegations from around the world, LAND FORCES 2018 will attract a comprehensive array of defence professionals and trade visitors at all levels.

An attractive suite of exhibition, sponsorship and promotional packages has been devised to suit the broad spectrum of business budgets, and to accommodate the varied requirements of diverse businesses, both large and small, that operate in the land defence sector.

National ("country") Pavilions, as well as Specialist ("themed") Precincts, will offer attractive exhibition opportunities, particularly for international small businesses, while LAND FORCES 2018 will also host an Australian Small Business Precinct specifically for small Australian firms. Value-adding sponsorship options are also available to exhibitors, to optimise product positioning, facilitate business engagement and enhance brand awareness.

The business value to both exhibitors and trade visitors of participating in LAND FORCES 2018 will be enhanced by the event's own downloadable Smartphone App. This will make it easier to find and reach out to potential customers, suppliers and partners and arrange meetings and briefings. The App also includes an exhibition floor plan, list of exhibitors, conference program, list of seminars, briefings and social events and a diary function that lets you plan your visit to LAND FORCES 2018 in detail.

For further stand information and to hear about special offers for AIDN Members please contact Jason Thomas
E: jthomas@amda.com.au P: 03 5282 0535



Are you dealing with the complexities of ITAR, EAR and Export Controls?



Get practical training and strategic advice to protect your business.

We offer:

- Face-to-face training
- Online inductions
- Audits and consulting

Access expert help to build your compliance

Call 02 4967 4500 today

goalgroup.com.au

Contact your local AIDN Chapter for more info on the above activities:

AIDN NATIONAL

Phone: 0409 122 827
administration@aidn.org.au

AIDN-NT

Phone: 0402 895 822
ceo@aidnnt.com.au

AIDN-TAS

Phone: 0408 050 027
robm@pfg-group.com.au

AIDN ACT

Phone: 0408 492 405
aidn.docs@outlook.com

AIDN-QLD

Phone: 0421 315 981
qldadmin@aidn.org.au

AIDN-VIC

Phone: 03 9885 0442
aidnvic@aidnvic.org.au

AIDN-NSW

Phone: 0421 345 637
nswxo@aidn.org.au

AIDN-WA

Phone: 0408 949 604
admin@aidn-wa.org.au

DO YOU HAVE NEWS?

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, and also the many other people with an interest in the defence, security and aerospace sector who receive the AIDN Newsletter.

This is a free service to members. Articles are to be limited in size and submitted by email to administration@aidn.org.au

CAN WE HELP YOU??

If you would like any further information or require any assistance with defence industry issues, please contact the AIDN National Coordinator

AIDN Coordinator

administration@aidn.org.au

ABN: 37 252 416 031 ARBN 115 614 803

www.aidn.org.au

ADVERTISING IN THE AIDN NEWSLETTER

Would you like to assist yourself and AIDN by advertising in the newsletter? The newsletter is circulated to more than 600 defence related companies in Australia, as well as Overseas Associations and key CASG decision makers. Advertisements of one column wide by half a column long can be booked at \$185 + GST per issue for members. Please contact the AIDN National Administrator to book your advertisement. We will continue to print newsworthy information for free under Members' News.

DISCLAIMER

Views expressed in the AIDN Newsletter do not necessarily reflect the opinion of AIDN Inc. Not all third-party events included in the UPCOMING ACTIVITIES section are endorsed by AIDN. No responsibility is accepted by AIDN or the editor for the accuracy of information contained in the newsletter or the consequences of any person relying upon such information.