



AIDN NATIONAL NEWSLETTER

ISSUE 2 OF 2019

CONNECT WITH US! 

Upcoming events

AIDN ACT

Collaborating with Primes

The Leidos Journey

Wednesday, 26 June 2019

5:30pm - 7:00pm

Leidos Offices,

53 Wentworth Ave, Kingston ACT 2604

[Register here](#)

AIDN TAS

Understanding Defence Export Controls

A two part workshop "An introduction to export controls and "Information for Defence Industry" brief.

Tuesday, 30 July 2019

1:00pm - 4.30pm

Office of the Department of State Growth, 4 Salamanca Place, Hobart

[Register here](#)

AIDN NT

Defence Industry Awards and Update Breakfast

Monday, 24 June 2019

7:00am to 10:30am

(Breakfast provided)

Mantra on Knuckey,

43 Knuckey St,

Darwin City NT 0800

[Register here](#)

More events listed on page 5

In this issue

[Latest news](#) 2

[More events](#) 5

[Local chapter contacts](#) 6

[Enquiries](#) 6



AIDN QLD ANNUAL GALA DINNER 2019

The AIDN QLD Annual Gala Dinner will be held in the stunning Figs on Sylvan in Toowong on Thursday the 18th of July 2019. This Gala Dinner will feature special guest speakers and VIP's from the Defence industry.

A DEFENCE INDUSTRY GALA EVENT NOT TO BE MISSED.

SAVE THE DATE
18TH JULY
2019

Frontline Manufacturing achieves ISO 3834 LVL 3 Certification

AIDN QLD member, Frontline Manufacturing became the first Queensland defence-based company to achieve ISO 3834 LVL 3 certification in preparation for LAND 400 Phase 2.

They are the first Defence based company in Queensland to achieve this standard. Following the successful tendering by Rheinmetall for LAND 400 Phase 2, in mid 2018 prospective Australian suppliers were tasked with achieving European-recognised standards in order to enter the Rheinmetall global supply chain. As part of its vision to grow metal fabrication for Defence, Frontline immediately commenced working towards this accreditation in conjunction with Weld Australia. The awarding in April of this certification is the culmination of a 12 month upskilling and improved systems program at Frontline which strongly positions the company to support Primes sourcing from within Australia.

Matthew Ellis, the Founder and General Manager of Frontline commented "I have enjoyed many proud moments in business over the last 20 years, but none rank higher than this. Frontline did not even perform welding until 8 years ago, so to be accredited to a world class standard is an enormous credit to the team."

It is one aspect of a rapid transformation undertaken by the company in the last

12 months, along with the upgrading of all welding machines to pulse technology and its expansion of robotics to improve cost efficiency and repeatability, upskilling of several staff to weld supervisor level, appointment of a Responsible welding coordinator and a senior Plant Manager, and the commencement of a new high tech facility.

"By offering a turnkey solution from specialist cnc machining, laser and plasma cutting, heavy presses, and precision welding, Frontline is Defence-ready, willing and able to expand our output to a European standard" Mr Ellis said.

AIDN QLD President, Carl Quarterman offered his congratulations to Matthew and the team at Frontline Manufacturing. "This achievement demonstrates the skills and capability in Queensland (and Australia) are available and ready for defence. There are many things AIDN is doing to help SMEs in Australia to become Defence ready suppliers. After all the work we've done it's great to see this progress of companies taking larger steps to stand out in the Global Supply Market. AIDN-Qld is excited to see one of our members certified to this standard."



FRONTLINE
MANUFACTURING PTY LTD

AIDN South Australia

With a \$90 billion investment in naval shipbuilding projects underway, the spotlight is firmly on South Australia's defence industry.

Whilst key projects such as the Future Submarines (Attack Class) have been making headlines, other projects such as the Landing Helicopter Dock mission system, ANZAC ship combat system in-service support and Collins class submarine Integrated Ship Control Management and Monitoring System upgrade are also housed here in SA. In addition to these maritime programs, the new Australian Space Agency headquartered in Adelaide, indicates that South Australia is truly the nation's 'Defence State'. And many South Australian SMEs are potentially in line to reap the rewards of being involved in the supply chains, either directly or indirectly.

AIDN-SA is the state chapter of the Australian Industry & Defence Network Incorporated (AIDN), which is a peak national industry association for SMEs looking to do business in the defence and security sectors. "Defence is a truly national endeavour and each state/territory has its unique attributes and benefits, hence we engage with all stakeholders within the states/territories to credibly inform our national headquarters in Canberra, providing proximity to federal government ministers, senior advisors, the ADF customer groups and policy makers. However, AIDN-SA provides a platform for South Australia's defence community to be represented nationally", says AIDN-SA President Gary Bettcher.

"South Australia is built on the back of SMEs, who make up 98% of the states businesses. Many of these businesses employ fewer than 20 people, but in total, represent more than a third of SA workers. It is the role of AIDN-SA to advocate and provide a voice for SMEs in our defence industry.

We also have a vital role in helping them navigate the defence environment and present them with opportunities. We can help small businesses to understand what they need to do to get into the industry, provide guidance on the various grants and other government support on offer, and make an informed decision as to whether defence is the industry for them."

Recent advocacy and feedback topics raised with federal government ministers and policy advisors have included: -

- Concerns on SME engagement by the Naval Shipbuilding College;
- Input to the Defence Industry Skilling and STEM Strategy;
- Access issues for SMEs to the Innovation Hub;

- Concerns on the costs of compliance for Cyber Security and DISP; and
- SME concerns on how AIC will be monitored and policed, leading to a discussion on an AIC Assurance Program.

Gary is a champion of the defence industry, having been involved with defence industry organisations for more than 10 years, and as a business owner himself, providing mentoring and leadership skills to defence businesses through his organisation, Leadership Management Australia - Bettcher. He, and other committed owners and operators of SMEs on the AIDN-SA Management Committee, volunteer their time to promote and support existing and future leaders in defence industry.

"The AIDN-SA Management Committee understand the issues that SMEs face every day. Amid all the excitement of this defence activity, SME owners need to understand that good strategic, tactical and operational planning, combined with lots of persistence and patience are also key in being successful in the defence market."

AIDN-SA is also focussed on promoting the defence industry to young people, highlighting the achievements of people under 30 years old with the annual AIDN-SA Young Achiever Award (YAA). The 2018 SA Winner was Josh Mack, Senior Project Manager of AECOM. Gary says, "the industry is dynamic and provides many opportunities for young people, not just in engineering but a wide variety of jobs. We are really pleased to showcase these young people's achievements."



Phil Hoffman Travel, generously donated a cash prize to Aaron de Visser of Ingenia for the Encouragement Award, whilst Defence SA provided a trophy and sponsored the travel and accommodation for Josh Mack to attend the AIDN National YAA Competition in Canberra.

Gary Bettcher says, "we appreciate the support we receive from Defence SA and other sponsors of our SA activities. The collaborative environment that we work in with the ICN, the CDIC and other defence industry associations is all about helping industry, particularly SMEs, to build their capability and capacity to optimize the benefits for all Australian stakeholders".

AUSSIE IS IN OUR DNA

At NIOA, the national interest is in our DNA. Those that serve and protect our country are our sons and daughters too. Being 100% Australian born and bred, looking after our family comes natural.

100% COMMITTED - 100% AUSTRALIAN.

NIOA
www.nioa.com.au

Long term engagement with Australian SME's

Since first investing in Australia more than 30 years ago Thales has had a consistent commitment to long term investment, technology transfer and deep engagement with Australian suppliers to build advanced sovereign industrial capability in Australia.

Now, through the Global Supply Chain program, those advanced capabilities developed in Australia are embedded in Thales solutions globally, across Europe, the USA and the Middle East.

Thales joined the GSC Program in 2010 and through its dedicated Industry Engagement Unit actively seeks out opportunities for

Australian SME's in Thales' global supply chain.

To date, Thales has awarded 128 export contracts under the GSC program, with more than 50 new opportunities being progressed. A recent example was AIDN award winning SME Droneshield, which successfully signed a teaming agreement with Thales Spain.

Other examples include laser rangefinders for Thales Netherlands, vehicle training simulators for Thales UK, submarine radars for Thales Germany, satellite communication systems for France & USA, cyber security for Thales USA and high tech security systems for Thales in the Middle East and Belgium.

In Thales' research facilities in France, several Australian SME technologies are being

tried in wide ranging fields such as the development of alternative power sources, artificial intelligence, ISR, video analytics and specialised coatings. The aim being to integrate these niche, emerging technologies into Thales solutions to give our customers a technology advantage.

Back home, Thales Australia spent more than \$500m with 1607 Australian suppliers last year, and Australian SME suppliers benefit from Australian exports including protected vehicles, explosive ordnance and underwater sonar systems.

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AUSTRALIAN INDUSTRY & DEFENCE NETWORK PAVILION

"Enhancing Industry & Defence"

First held in 2000, the biennial Pacific International Maritime Exposition has become internationally recognised as the premier commercial maritime and naval defence industry trade exhibition in the Indo-Asia-Pacific region.

The exhibition and its associated conference program bring together key industry, defence and government decision-makers from Australia and around the world and represent the ideal forum to do business.

In addition, **PACIFIC 2019** now features an Australian Industry & Defence Network Pavilion for our members.

Promote your business at **PACIFIC 2019**

Exhibit in the Australian Industry & Defence Network Pavilion

Market your products at the most comprehensive commercial maritime and naval defence exposition in the Indo-Asia-Pacific

Display at **PACIFIC 2019**

Visit our website www.pacificexpo.com.au

Great exposure.....great value.....larger presence

The Australian Industry & Defence Network Pavilion at **PACIFIC 2019** will be a specialised focal point, incorporating only AIDN SMEs from around Australia.

The open-plan Pavilion will comprise twelve inter-connected individual exhibition spaces with counter and wall space for each exhibitor.

More than **60% larger** than the SME Showcase products for an increased exhibition footprint.

Included in the exhibition package are:

- One (1) exhibition space (2m x 3m) with rear wall space
- One (1) counter with lockable cupboard
- One (1) bar table
- Two (2) stools
- One (1) brochure rack
- One (1) 10 amp power outlet
- Lighting
- Company name signage
- Daily stand cleaning
- Company listing in **PACIFIC 2019** event guide

The AIDN Pavilion at PACIFIC 2019 offers a presence like no other!

Don't miss out! Space is limited Book now!

This Pavilion is tailored for AIDN and our members and is not available as a general exhibition product. Big savings with the inclusion of the negotiated exhibition furniture package.

Be part of the PACIFIC 2019 AIDN Pavilion..... you can't afford not to exhibit!

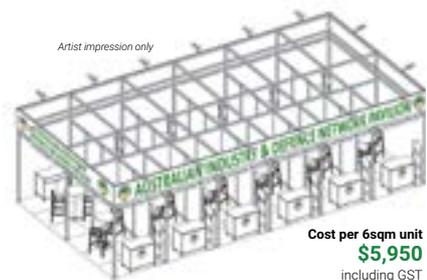
PACIFIC 2017 Highlights

- 546 exhibiting companies from 25 countries
- 79 official Defence, Government and Trade delegations from 53 countries
- 18 Conferences, Symposia and Seminars
- 16,765 Trade Visitations

For further information and exhibition enquiries contact:-

Sandy Brogan, AIDN National Coordinator E administration@aidn.org.au M 0409 122 827

The **PACIFIC 2019** sales team:- T +61(0)3 5282 0500 E expo@amda.com.au www.pacificexpo.com.au



Cost per 6sqm unit
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including GST



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RECRUITMENT

AIDN supports ADM's Women in Defence

AIDN supports ADM's Women in Defence Awards program which celebrates talented, determined, successful women who have made a positive impact in the defence business arena, as members of Defence industry, Australian Public Service (APS) or in uniform.

In April, AIDN-ACT hosted a sell-out breakfast briefing titled 'Women in Defence & Defence Industry - Their Experiences'. Three ladies shared their story with a captive audience. Ella Dion, deployment strategist at Palantir Technologies, described her overwhelmingly positive experiences working in Defence industry as a young female. Emily Frizell, CEO and Executive Director of AeroPM,

shared her experience in uniform and then establishing a Defence industry SME. Katherine Ziesing, Managing Editor of ADM, compelled the women in the audience to work hard, support each other, and help other women climb the ladder of success.

It was an enjoyable morning and great to see females comprising more than half the audience. The event was attended by Kate Lundy, ACT Defence Industry Advocate, and Sandy Brogan, AIDN National Coordinator, and was a great opportunity for networking.

The ADM Women in Defence Awards will be presented to the winners in July 2019 at a gala dinner event at the National Arboretum in Canberra. More information about the awards and tickets for the gala dinner can be [found here](#).



Women in Defence breakfast. Pictured left to right: Ellie Dion, Emily Frizell, Katherine Ziesin.

ASSURING THE RIGHT CAPABILITY IS FIT FOR PURPOSE

Now over 550 people strong across the globe, Nova Systems has grown to be the leading, 100% Australian owned and operated specialist professional service provider to the ADF. We have been listed as a 'Best Places to Work' 7 times, and 'Most Innovative Company' 6 times. We recognise that our greatest asset is our people. The foundation of our culture is built on encouraging an entrepreneurial outlook and innovative thinking that is focused on finding solutions and delivering outcomes to our clients most complex problems. It is a diverse and unique mix of backgrounds, skill sets and safari suits. We give our people opportunities to make a difference across the globe, and value their contribution. Our teams reward us and our clients with unparalleled excellence.

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Nova contact: Chief Executive Nova Systems Australia —
Steven Robinson | Telephone: +61 8 8252 7100



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UPCOMING EVENTS

AIDN WA

AIDN-WA End of Financial Year Function 2019

Friday, 21 June 2019

6:00pm – 9:00pm

The Old Brewery Perth

AIDN Member Price \$25.00

[Register here](#)

AIDN SA

Disruptive Technologies Seminar

Thursday, 6 June 2019

9:00am – 1:00pm

Adelaide Oval, William Magarey Room, North Adelaide

Cost: \$55.00

[Register here](#)

AIDN-SA Defence Industry Networking Event

Tuesday, 25 June 2019

5:00pm – 7:30pm (Wine and canapés provided)

National Wine Centre – Exhibition Hall, cnr Hackney Rd & Botanic Rd

Cost: \$40.00

[Register here](#)

Rheinmetall Defence Australia (RDA) GSC/AIC Presentation

Tuesday, 2 July 2019

9:00am – 12:00pm

Naval, Military & Air Force Club, 111 Hutt Street, Adelaide

Cost: Free

[Register here](#)

Advertising in our newsletter

Would you like to advertise with us? The AIDN National Newsletter is distributed to over 1,000 defence related companies in Australia, national and international associations and key decision makers. Please contact the AIDN National Administrator to discuss your advertising requirements.

¼ page: \$185 + GST. ½ page: \$250 + GST. 1 page: \$300 + GST.

AIDN QLD

AIDN QLD Member Meetings

20 June

15 August

Townsville Defence Policy for Industry Participation – What does this mean for me and my business?

Friday, 31 May 2019

7:00 am – 8:30 am AEST

Rydges Southbank Townsville, 23 Palmer St, Townsville

[Register here](#)

AIDN QLD Annual Queensland Dinner

Thursday, 18 July 2019

Figs on Sylvan,
1/65 Sylvan Rd, Toowong

\$150+GST Members / \$200+GST Non-Members

Table of 10 Prices - Members - \$1400+GST / Non-Members - \$1900+GST

[Register here](#)

Reminder – Don't forget to use the emailed promo code to access AIDN QLD member prices

SUPPLIERS AROUND OUR NATION – ARE YOU DEFENCE READY?

AIDN NATIONAL INVITE YOU TO ATTEND AN INDUSTRY PANEL SESSION AS PART OF PACIFIC 2019

THE PANEL DISCUSSION WILL PROVIDE AUSTRALIAN SME'S WITH:

- > Practical guidance on entry points for SME's into the Defence Industry, whether direct to defence, through Primes or their supply chains.
- > Key concepts of opportunity assessment, tender preparation, contract negotiation and transition to deliver and sustainment modes.
- > Analysis and insight into unsuccessful tenders. Why it is important to receive and reflect on Prime feedback.

Panel representatives will include defence prime Supply Chain Managers and tender writing, bidding and winning experts.

Don't miss this valuable opportunity to learn how to pre-position to win more business.

COME AND JOIN US:

WHEN: Pacific 2019
Tuesday 8 October 2019

WHERE: Level 3, International Convention Centre, Sydney

TIME: 2:00pm to 3:00pm



ENHANCING
INDUSTRY
AND DEFENCE



CHAPTER CONTACTS

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BUILDING



THE FUTURE



St Hilliers have delivered in excess of \$500M of projects for Defence over the last 10 years across the country. The success of these projects has been reliant upon the engagement and support of the local industry in each region we work.

TRUSTED

NATIONAL

EXPERIENCED

We are proud to support the AIDN and their advocacy of the Australian local industry and its capacity to contribute to the Australian Defence Forces capability.



WITH YOU.



Do you have news?

Share your recent success stories, products or services with us!

We'd love to tell our Member Companies and people with an interest in the defence, security and aerospace sector.

This is a free service to members. Please submit your article along with images to administration@aidn.org.au for consideration.

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.

Contact

If you would like any further information or require any assistance with defence industry issues, please contact the AIDN National Coordinator at administration@aidn.org.au.

 Connect with us

 Contact us

Need help understanding ITAR, EAR and Export Controls?



Join us for a 1-day face-to-face training course to de-mystify the complex area of Export Control regulations.

The course will address:

- An overview of the ITAR, EAR and DEC
- How the ITAR and EAR applies to all areas of your business, including technical, operations and management
- Advice on employing dual and third country nationals
- How to establish a compliance program within your business
- Licensing and permit requirements
- Reviewing of case studies relevant to the Australian environment
- Interactive course format including “Hands on” exercises
- Advice on transfer and retransfer requirements for sub-contractors
- How to classify technical data as controlled
- Advice on managing EAR items once controlled under ITAR
- How to apply the de-minimis rule
- Advice on current focus topics as advised from the US
- Record keeping requirements
- Q&A session at conclusion of course

When

Tuesday 25 June 2019

Where

Level 1, 50 Queen Street
Melbourne VIC

Time

9am – 5pm

Cost

\$693 per person (inc GST)
(early bird discount available
until 1st June 2019)

Inclusions

Workbooks, morning
tea and lunch

For more details please
contact Cheryl Lantry

clantry@goalgroup.com.au

Limited places to ensure interaction and networking.

Book now at: <https://www.stickytickets.com.au/86124>

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