



Tenders & Business Opportunities Bulletin 7 January 2010

IMPORTANT NOTICE - Tender Opportunities Bulletins Circulation

The Tenders and Opportunities Bulletins that are sent out weekly are constructed to meet the needs of those companies who have joined specific Special Interest Groups (SIGs) which focus on those sectors where that Member operates.

Those wishing to have more information about the following SIGs can contact the relevant person who can send the Groups' Terms of Reference, and add you to the Membership if required to a nominated point of contact (POC), if different from the current A|D|S POC:

Defence Air Interest Group (D AIRInG), Defence Training Industry Group (DTIG) and Simulation and Training Advisory Group (STAG) - Tracey.Higgs@adsgroup.org.uk
Maritime Interest Group (MIG), NBC(UK) and Exclusive Economic Zone Interest Group (EEZInG) - Ingrid.Correa@adsgroup.org.uk
Land Interest Group (LANDInG) and Clothing Interest Group (CLING) - Kelly.Wyatt@adsgroup.org.uk

However, for EEZInG and NBC(UK) you will need to be Members of these special interest groups already. If you are not already, then you should make contact with Ingrid Correa (Ingrid.Correa@adsgroup.org.uk) to take out Membership of either/both of these bodies, in the first instance.

With regard to the general A|D|S Marketing Newsletter on generic tenders and opportunities, this is **ONLY** sent out to A|D|S Member Companies' central focal point contacts. If you want to arrange internally who wants to volunteer to take on this role, then please discuss this within your company and get back to our Membership Executive, Mrs Shelagh Edwards (Shelagh.Edwards@adsgroup.org.uk), to confirm that you want this to be the case for the future, and that nominated focal point of contact would be happy to receive **ALL** correspondence from us on everything.

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Reg. No. 7016635 England & Wales.

Uniform and Clothing

CANADA

<http://www.merx.com/>

MERX Canadian Public Tenders

A Hotlink is provided to access the full documentation of any Notice identified.

Supply and delivery of dress uniform and ceremonial gloves

Doc Number: 188543

Type: Request for Proposal (RFP)

Issuing Authority: Ministry of Government Services, Ontario Shared Services

Description: ABSTRACT for RFP OSS-078703 - The Supply and Delivery of Dress Uniform

Timescales: 2010-01-15 11:00 AM Eastern Standard Time EST

Hotlink:

http://www.merx.com/English/SUPPLIER_Menu.Asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&searchtype=category&id=188543&src=osr&FED_ONLY=0&ACTION=&rowcount=&lastpage=&hcode=4WC163qbqsPY9spV6tlobQ%3d%3d

Jackets, Uniform, Duty, Multi-Season

Doc Number: MB-MBPB-12T-00952

Type: Invitation to Tender (ITT)

Issuing Authority: Manitoba Infrastructure and Transportation

Description: ITEM 10 31/03/2013

60.00 Each GSIN: N8405MATERIAL: 49897

JACKET, UNIFORM, DUTY, MULTI-SEASON/ALL WEATHER, ENVIRONMENT OFFICER,

MUST MEET THE REQUIREMENTS AS OUTLINED IN ATTACHED MANITOBA SPECIFICATION NUMBER 85-010-2

Timescales: 2010-01-20 12:00 PM

Hotlink:

http://www.merx.com/English/SUPPLIER_Menu.Asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&searchtype=category&id=MB-MBPB-12T-00952&src=osr&FED_ONLY=0&ACTION=&rowcount=&lastpage=&hcode=vHuOEV13z%2bpSlorWwSTvGq%3d%3d

EUROPE - Official Journal

www.ted.europa.eu

The following provides a synopsis of Contract Notices contained on the Official Journal. To access the full documentation of any Notice identified,

access website then click on EN, Click on extended search, insert the Doc Number contained in the synopsis below into document number field.

NL-De Bilt: clothing, footwear, luggage articles and accessories

Doc Number: 000568-2010

Type: Contract Notice

Issuing Authority: Voorziening tot samenwerking Politie Nederland, Utrechtseweg 2, Attn: Afdeling Inkoop t.a.v. Dhr. M.M. (Theo) Brakenhoff, 3732 HB De Bilt, NEDERLAND. E-mail: EAsokken@vtspn.nl.

Internet address(es):

General address of the contracting authority: <http://www.vtspn.nl>.

Description: Clothing, footwear, luggage articles and accessories.

Timescales: 5.3.2010 - 12:00.

RO-Bucuresti: protective gear

Doc Number: 000768-2010

Type: Contract Notice

Issuing Authority: Apa Nova Bucuresti, Splaiul Independentei, nr. 235, sector 6, Contact: Paul Onoiu, 060041 Bucuresti, ROMÂNIA. Tel. +40 213140110. E-mail: paul.onoiu@apabucur.ro. Fax +40 213143095.

Internet address(es):

Address of the buyer profile: www.e-licitatie.ro.

Description:

Protective gear.

Special workwear.

Protective footwear.

Timescales: Time limit for receipt of requests for documents or for accessing documents: 12.2.2010 - 16:00.

Time limit for receipt of tenders or requests to participate: 15.2.2010 - 10:00.

UNITED STATES OF AMERICA

Federal Business Opportunities www.fedbizopps.gov/

A Hotlink is provided to access the full documentation of any Notice identified.

The Washington Air National Guard is seeking sources interested in entering into a Blanket Purchase Agreement for Uniform items.

Doc Number: W912K-10-RFI-001

Type: Sources Sought

Issuing Authority: Department of the Army

Description: This is not a solicitation. Please specify business size. Vendors are requested to provide ABU's, blues and thermal underwear under a Blanket Purchase Agreement. Contact Heidi Weber at heidi.weber@ang.af.mil 509-247-7223 or Scott Petrin at scott.petrin@ang.af.mil 509-247-7221. Full details will be in the form of a solicitation. This is only a request seeking interested vendors.

Timescales: January 20, 2010

Hotlink:

https://www.fbo.gov/?s=opportunity&mode=form&id=b7e8dcbdf95578491abf9f2ea8e90c48&tab=core&_cview=0

Gaiters

Doc Number: W68P XK93140003

Type: Combined Synopsis/Solicitation

Issuing Authority: Department of the Army

Description: The USA ACA Fort Lewis requires the following items, Meet or Exceed, to the following:

LI 001, Mountain Hardwear Xenon Stretch Gaiter - BLACK (SEE SIZE and QUANTITY BREAKDOWN BELOW & ON ATTACHED DOCUMENT) Upper Shell made of Gore-tex paclite fabric (94% nylon/6% spandex); lower shell constructed of Condura, 4-stretch nylon in rear to provide secure fit around boot. Scuff guard on lower inside of gaiter to prevent damage from boot. Replaceable bootstraps secure gaiter under foot.

Ht: 16", Wt: 11oz, Lining: 420d pack cloth; Panel: Stretch Nylon soft shell

Sizes: MED = 50LRG = 650XLRG = 120, 820, EA;

Timescales: January 18, 2010

Hotlink:

https://www.fbo.gov/?s=opportunity&mode=form&id=c87827cbd773ac9c2bb9217d4a6a80de&tab=core&_cview=0

United States Coast Guard Summer Uniform

Doc Number: W911QY-10-R-0001

Type: Pre-solicitation

Issuing Authority: Department of the Army

Description: The U.S. Army RDECOM Contracting Centre, Natick Contracting Division on behalf of the U.S. Coast Guard (USCG) for USCG summer uniform. This is a pre-solicitation notice for items prepared in accordance with the format in Federal Acquisition Regulation (FAR) Subpart 15.2, as supplemented with additional information included in this notice. A Request for Proposals (RFP) will be issued on or about 19 January 2010. The NAICS code for this procurement is 315299. This procurement is a full and open competition.

It is anticipated that the Government will award a single contract with a base and four option years, that will contain firm-fixed price line items. This is a best value acquisition; therefore Offerors are cautioned that award may not necessarily be made to the lowest-priced Offeror. To be eligible for award, all Offerors must be registered in the Central Contractor Registry (CCR). Information on the CCR may be obtained at <https://www.bpn.gov/ccr/default.aspx>.

Once issued, the RFP may be viewed on the U.S. Army RDECOM Contracting

Centre Natick Contracting Division webpage at

<https://www3.natick.army.mil>

Timescales: January 19, 2010

Hotlink:

https://www.fbo.gov/index?s=opportunity&mode=form&id=e0db95e89522dd314d469964295a4b78&tab=core&_cview=0

Personal Equipment and Spares

UNITED STATES OF AMERICA

Federal Business Opportunities www.fedbizopps.gov/

A Hotlink is provided to access the full documentation of any Notice identified.

Monocular Night Vision Device (MNVD) AN/PVS-14 and Night Vision Goggle (NVG) AN/PVS-7, associated spare parts (including 18mm Third Generation image intensifier tubes), and purge devices for these devices.

Doc Number: W91CRB10MNVDNVG

Type: Sources Sought

Issuing Authority: Department of the Army

Description: This is a market survey to locate/identify potential sources. The US Army is considering issue of a Request for Proposals (RFP) for procurement of the Monocular Night Vision Device (MNVD) AN/PVS-14 and Night Vision Goggle (NVG) AN/PVS-7, associated spare parts (including 18mm Third Generation image intensifier tubes), and purge devices for these devices. The Army has placed an increased priority on its entire night vision capability in order to be able to operate as well at night as in the day. In order to satisfy this priority, it is critical that the night vision systems necessary to achieve this capability be procured.

System Description:

The AN/PVS-7 is a NVG incorporating a single third generation image intensifier which uses prisms and lenses to provide the user with simulated binocular vision. The NVG incorporates a high light protection circuit in a passive, self-contained image intensifier device which amplifies existing ambient light to provide the operator a means of conducting night operations. The NVG is a hand-held, head-mounted, or helmet-mounted night vision system that enables walking, driving, weapon firing, short-range surveillance, map reading, vehicle maintenance, and administering first aid in both moonlight and starlight. The housing assembly incorporates infrared (IR) light source which provides illumination to permit close in viewing.

The AN/PVS-14 is a lightweight, third generation, multi-purpose, night vision monocular device incorporating a third generation image intensifier with similar key features found in the AN/PVS-7. The MNVD is used in observation and command and control, and is intended for use during starlight and moonlight conditions, for walking, driving, weapon firing,

short-range surveillance, map reading, vehicle maintenance, and administering medical aid. The system is a self-contained unit operating with one AA battery and features manual gain control adjustment by the operator to meet various brightness conditions. The MNVD is capable of being hand-held, mounted to a small arms (M16/M4) weapons mounting rail, a head-mount adapter, or helmet-mount adapter. The MNVD incorporates an infrared (IR) light source that provides illumination, when required, for close-up viewing such as map reading and field medical assistance. The objective and eyepiece assemblies allow attachment of similar accessories and the head/helmet mount adapter is the same. An eyepiece diopter adjustment capability is provided so the MNVD can be worn without corrective eyeglasses.

The minimum performance requirements for these devices and components are expected to be the performance requirements of the OMNIBUS VII contract W9124Q-05-D-0821 and W9124Q-05-D-0823. It is anticipated that a draft RFP will be issued on or about 11 Jan 2010, Final RFP on or about 1 Feb 2010, with proposals due on or about 1 Mar 2010, and award approximately 30 May 2010. The anticipated acquisition strategy for the award is as follows: (1) full and open competition; (2) two firm-fixed price awards made on a best-value basis; (3) Contract will be a three year Indefinite Dollar/Indefinite Quantity (ID / IQ) contract. The minimum quantity is anticipated to be approximately 1,000 AN/PVS-14 MNVDs. The contract will also include anticipated maximum potential quantities of: 36,020 AN/PVS-7Ds, 126,020 AN/PVS-14 MNVDs, 52,360 MX-11769 image intensifiers, 16,765 MX-10130 image intensifiers, associated spare parts for each referenced system, and purge device. This is not a request for proposal. For additional information, contact Tyrone Knight, Contracting Officer, RDECOM Acquisition Centre, (410) 278-2465. Suppliers interested in the ID/IQ contract are encouraged to monitor the US Army EBB for further program information.

Timescales: January 8, 2010

Hotlink:

https://www.fbo.gov/index?s=opportunity&mode=form&id=fec6aa11e243bad16e4d2ac5cd0e145d&tab=core&_cview=0

Headgear

UNITED STATES OF AMERICA

Federal Business Opportunities www.fedbizopps.gov/

A Hotlink is provided to access the full documentation of any Notice identified.

Helmet, Combat Vehicle

Doc Number: spm1c110q0145

Type: Pre-solicitation

Issuing Authority: Defence Logistics Agency

Description: This acquisition will cover Helmet, Combat Vehicle Helmet Assembly, SPH-5, for craft on-board equipment misc., used on LCAC Hovercraft, Size X-Large P/N 91D8178-2. Quantity: 67 each. NSN 8415-01-523-2083. Deliveries are FOB Destination. Production lead time is 180 days. The estimated solicitation date is January 5, 2010.

Availability of solicitations, FAR 5.102(d) applies, as our office no longer issues solicitations or amendments in paper form. Solicitation will be posted on <https://www.dibbs.bsm.dla.mil/>

Timescales: Jan 29, 2010 11:59 pm Eastern

Hotlink:

<https://www.fbo.gov/?s=opportunity&mode=form&id=5cd4ac151b786b08100abbed5d8a2b3e&tab=core&cvview=0>

Miscellaneous

CANADA

<http://www.merx.com/>

MERX Canadian Public Tenders

A Hotlink is provided to access the full documentation of any Notice identified.

BINOCULARS W/ RETICLE & LASER PROTE

Doc Number: PW-\$\$QD-011-19596

Type: Notice of Proposed Procurement (NPP)

Issuing Authority: Public Works and Government Services Canada

Description: The Department of National Defence has a requirement for binoculars with reticle and laser protection and ancillaries that meets or exceeds the Specifications identified in Annex A - Technical Specifications

Line1, BINOCULARS WITH RETICLE AND LASER PROTECTION

Qty- 500

GSIN 1240

Delivery Date: Above-mentioned

Timescales: 2010-01-15 02:00 PM Eastern Daylight Saving Time EDT

Hotlink:

http://www.merx.com/English/SUPPLIER_Menu.Asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&searchtype=category&id=PW-%24%24QD-011-19596&src=osr&FED_ONLY=0&ACTION=&rowcount=&lastpage=&hcode=81wEM7qr6DSiVHe%2b%2bQU69A%3d%3d

CANADA FLAGS

Doc Number: PW-\$\$PR-730-48091

Type: Notice of Proposed Procurement (NPP)

Issuing Authority: Public Works and Government Services Canada

Description: Requirement: To provide the Department of Public Works and Government Services Canada with the National Flag of Canada in

various sizes in accordance with the Canadian General Standards Board (CGSB) Standard CAN/CGSB-98.1-2003, CAN/CGSB-98.1-2003 Amendment No. 1 and CAN/CGSB-98.1-2003 Amendment No. 1 March 2005 Corrigendum No. 1.

Timescales: 2010-02-08 02:00 PM Eastern Standard Time EST

Hotlink:

http://www.merx.com/English/SUPPLIER_Menu.Asp?WCE=Show&TAB=1&PORTAL=MERX&State=7&searchtype=category&id=PW-%24%24PR-730-48091&src=osr&FED_ONLY=0&ACTION=&rowcount=&lastpage=&hcode=fqIiklxYwYGpVr8ipOyeJA%3d%3d

UNITED STATES OF AMERICA

Federal Business Opportunities www.fedbizopps.gov/

A Hotlink is provided to access the full documentation of any Notice identified.

USCG Military Insignia

Doc Number: HSCG23-10-Q-PUD607

Type: Combined Synopsis/Solicitation

Issuing Authority: Department of Homeland Security

Description: The requirement of this solicitation is for military insignia items per the applicable item specifications. Under this solicitation are found in the Schedule of Supplies/Services and Prices in Attachment 2A for Metal Insignia and Attachment 3A for Embroidery Insignia. The Offeror shall provide the terms of the offered commercial warranty for insignia items. If an Offeror is in need of these specifications a request should be emailed to jim.dawson@uscg.mil. The insignia specifications are available in two (2) 2.0 zip files as shown in the summary of metal and embroidery specification documents of Attachments 1A and 1B. Specification documents will be emailed to Offerors upon request. Note that contract line item number (CLIN) item 00096 for Hat Device Officer ST/Band does not currently have a specification but is included in this solicitation as an optional item. The Government will take offers on item 00096 if an Offeror has previously provided to the Coast Guard.

Timescales: Jan 13, 2010 5:00 pm Eastern

Hotlink:

https://www.fbo.gov/?s=opportunity&mode=form&id=17bc06fee1812da786bc83e7ffd6140e&tab=core&_cview=1

UNITED STATES OF AMERICA - IMPORTANT INFORMATION

N.B. TO BE ELIGIBLE TO TENDER

Central Contractor Registration is a mandatory requirement. Contractors must to be registered in the CCR database and obtain a Commercial and Government Entity (CAGE) code. CONTRACTORS MAY REGISTER ON-LINE AT [HTTP://WWW.CCR.GOV/](http://www.ccr.gov/). (This service is free)

IT IS MANDATORY TO OBTAIN A Data Universal Numbering System (DUNS number) PRIOR TO REGISTERING. CONTRACTORS SHOULD CALL DUN & BRADSTREET (1-800-333-0505) TO OBTAIN A NUMBER. CONTRACT AWARDS CANNOT BE MADE UNLESS REGISTERED.

EUROPEAN DEFENCE AGENCY

Members should be aware that the EDA Electronic Bulletin Board also allows defence-related companies to promote and advertise their sub-contracting opportunities to a wide industrial supplier base in the EU's participating 24 Member States. It allows access to a wide range of sub-contracting opportunities derived from European Defence Companies, which can be found at the bottom of the EDA homepage, and increases the market research capabilities of defence-related suppliers, especially SMEs.

Procurements

Trade Missions

NATO

UKTI and Birmingham Chamber of Commerce Business Visit to the United Nations HQ, New York, 31 January-2 February 2010

The United Nations Procurement Division in New York purchases on behalf of the UN headquarters and peacekeeping missions worldwide. It procured US\$3.1 billion in 2008 alone. UK Trade & Investment in New York is arranging an opportunity to meet the Procurement Officers located at the UN HQ to learn more about the procurement process and to introduce your company as a potential supplier. For further information please contact Alison Hawkins 0121 607 1845, a.hawkins@birminghamchamber.co.uk.

Events

POSSIBLE SHIP EVENT - COPENHAGEN - JAN 2010

UKTI DSO is looking at the possibility of staging a "Defence & Security Industry Day" on board a Royal Navy vessel in Copenhagen. For more information on the type of vessel and to register an interest, please contact:

Colin Martyn
UKTI Defence & Security Organisation
Tel. 0207 215 8132
Email. colin.martyn@ukti.gsi.gov.uk

INDIA

Forthcoming Event 13 January 2010

The Confederation of Indian Industry (CII), in association with the Corps of Army Air Defence, Indian Army is pleased to announce the "International Seminar on Army Air Defence in 21st Century" on 13th January 2010 at D S Kothari Auditorium, DRDO Bhavan, Gate No 3, Dalhousie Road, New Delhi. Honorable Raksha Mantri Mr A K Antony has kindly consented to be the Chief Guest and Chief of the Army Staff General Deepak Kapoor, PVSM, AVSM, SM, VSM, ADC will be the Guest of Honour.

The Corps of Army Air Defence is one of the youngest arm of the Indian Army and plays a vital role in the destruction / degradation of the enemy airpower thereby ensuring defence of vital areas / points and thus contribute to successful waging of national war efforts. Rapid advances in the field of avionics, stealth capabilities of aerial weapons coupled with increased precision, lethality and stand off ranges of ammunition has reduced the effectiveness of the existing equipment held by Army Air Defence in countering such threats. The aim of the Seminar is to apprise the industry, both national as well as international, technology requirements of the Indian Army in the field Air Defence and to obtain inputs from the industry as to what they can offer to enable the preparation of a pragmatic road map for modernization of the Army AD.

The participants at this Seminar will include senior officials from the Indian Army, senior officials from Ministry of Defence (MoD), Indian Air Force, Indian Navy, Defence Research & Development Organisation, academia etc. besides representatives from Industry.

Further details on this event are available from:

Gurpal Singh

Deputy Director General
Confederation of Indian Industry
Tel: 00 91-11-24629994 / 7 Ext: 377
Fax: 00 91-11-24626149
Email: gurpal.singh@cii.in
URL: www.ciidefence.com

MOROCCO

The 2nd Edition of MOROCCO AERO-EXPO will take place at the end of January 2010 (27 - 30) in Marrakech.

Aeroexpo Marrakech 2010 will be focusing on creating opportunities for attendees to interact and meet new buyers & partners. The show will attract exhibitors, delegations from around the world, Ministries of defence, civil aviation delegations, advisors, industrialists, representatives of local, regional, national governments who find Aeroexpo Marrakech an ideal opportunity to network and to establish potential trade and future partnerships.

By 2015, aeronautic industry in Morocco should create 17.000 employments and an additional sales turnover of about 800 million euros.

The first Aeroexpo Marrakech, held on 2008 under the High Patronage of His Majesty King Mohammed VI, under the aegis of the Ministry of Equipment and Transport and the Ministry of Industry, Trade and New Technologies, with the effective support of the Royal Air Forces, the National Office of Airports, the Royal Air Maroc, the Group of Moroccan Aerospace industrials (GIMAS) and inaugurated by H.E. the Prime Minister, was undoubtedly a great success and earned its mantle as the key aeronautic event in the year with world-wide news coverage

For further information please contact:

Clorinda Russotto
Trade & Investment Officer
British Consulate General
Villa les Salurges
36 rue de la Loire
Casablanca - Polo
Tel: 00-212-522 -85 74 00
Tel direct: 00 212 522 85 74 22
Fax: 00-212-522 - 83 46 25

INDIA

Forthcoming Conference
29-30 January 2010

The Confederation of Indian Industry (CII), Southern Region, in partnership with Tamil Nadu Technology Development and Promotion Center (TNTDPC), is organising a two day Conference on Advanced Technologies in Security Systems with the theme of "Securing Business and Beyond" on 29th - 30th January 2010 at Hotel Accord Metropolitan, T Nagar, Chennai.

The organisers are inviting a number of Cabinet Ministers, Local Ministers, Industrialists, Defence Departments/Other Govt. Officials, Police Force, CEOs /COOs, Sr. Officials of Security products manufacturing companies/IT companies/ Institutions, etc. to the conference.

At this conference, there will also be an exhibition, where the companies can showcase their products.

Further details are available from:

Gp Capt L V Mohandas, Head - Internal Security & IT, CII at Tel: 00 91 44-42444 512 / Email: mohandaslv@cii.in; or Mr Mani, Executive Officer, CII at Tel: 00 91 44-42444 555 (Ext. 575) / Fax: 00 91 44 42444510 / Email: mani@cii.in

INTERNATIONAL

There are currently several research infrastructures (large facilities) being constructed in Europe and several others planned for construction. They would like to engage with industry early to investigate potential collaborative R&D programmes and procurement activities. Once built, these facilities will have ongoing procurement opportunities, so engaging with them at or before the construction phase is a good opportunity to form relationships with key individuals.

There are currently two events planned:

ESS Industry Day

19th February 2010, Royal Library, Copenhagen
(advert attached below e-mail)

http://ess-scandinavia.eu/index.php?option=com_content&view=article&id=319:ess-industry-day&catid=78:industry

This is a general information day with open discussions on how industry can get involved in the European Spallation Source (ESS) ranging from design, construction and operation, as well as using neutrons for industrial R&D.

For further information please contact: TENDEROPPORTUNITIES@stfc.ac.uk

IRUVX-PP meets Industry

1st March 2010, Hotel Döllnsee, Berlin

<https://indico.desy.de/conferenceDisplay.py?confId=2461>

This workshop is being organised to initiate the discussion with industry on key areas necessary for the construction of free electron lasers in Europe. Facilities being constructed include European XFEL in Hamburg and Max IV in Sweden. Several others are planned for construction.

For further information please contact: TENDEROPPORTUNITIES@stfc.ac.uk

USA

A|D|S PARTICIPATION AT THE USA NAVY LEAGUE'S SEA AIR SPACE EXHIBITION, 3-5 MAY 2010

The Navy League's Sea Air Space exhibition is the flag ship of the United States maritime exhibitions and conferences. It attracts the top serving officers and decision makers, from Chief of Naval Operations down, as well as the Secretary of the Navy and his Assistant Secretaries. It takes place at the newly built Gaylord Center at the National Harbor MD, about 5 miles outside of Washington DC.

A|D|S is considering participating in the 2010 exhibition and would like to know if A|D|S Member companies are similarly interested to participate, either with their own booths or on a shared space arrangement. Eligible companies may benefit from financial support to aid their participation which has been pre-agreed under UK Trade & Investment's TAP scheme. For further information, or to express interest in participation, please contact: toni.adnams@adsgroup.org.uk Tel 01428 602618, or jeff.taylor@adsgroup.org.uk Tel 01428 602634. See also www.seaairspace.org.

Reports and Business Services

UNITED KINGDOM

ECGD Review and Public Consultation

ECGD, the UK export credit agency, has launched a public consultation on proposals to revise its Business Principles.

Developments since the Business Principles were introduced in 2000 have made them increasingly outdated. These include the adoption by the OECD of agreements which cover anti-bribery measures, sustainable lending and the environmental and social impacts of exports supported by member export credit agencies, as well as the introduction of information legislation (Freedom of Information Act and Environmental Information Regulations) and the Government code of conduct on public consultations.

The proposed new Business Principles are focussed on three key areas: serving exporters, ethical considerations and disclosure and consultation. The Government also proposes that in future ECGD will only operate ethical policies which are consistent with the relevant OECD agreements, which have been agreed multilaterally in the OECD.

New guidelines have been produced that will assist exporters to explain how ECGD decides to support exports.

Lord Davies of Abersoch, UK Minister for Trade, Investment and Small Business said:

"These changes are overdue and recognise that ECGD should operate policies in future which have been agreed internationally, to allow British exporters to compete on a level playing field. ECGD will continue to lead efforts to improve international agreements but it should no longer unilaterally apply policies that British exporters' competitors in other countries do not face."

"It was always recognised that the Business Principles would need updating to reflect changing circumstances. A lot has changed in the last nine years, and it is now right to reflect those changes in a new set of Business Principles."

The consultation is available at <http://www.ecgd.gov.uk/index/public-information/public-consultation.htm>, and responses must be sent to consultation@ecgd.gsi.gov.uk **by 3 March 2010**.

SRI LANKA

Registration of Foreign Suppliers

The Ministry of Defence, Public Security, Law & Order of the Government of Sri Lanka has announced the registration of foreign suppliers of goods and services to the Ministry, and the Departments that come under it, for the year 2010.

Applicants who seek registration can obtain a set of application forms from the following, on payment of an applicable fee:

Sonali Wijeratne
Minister (Commercial)
High Commission for the Democratic Socialist Republic of Sri Lanka
13, Hyde Park Gardens
London W2 2LU
Tel: 020 7262 1841 - 6
Fax: 020 7262 7970

Applications will be issued and category fees will be accepted on or before Friday 20th November 2009.

CANADA

Canada - Defence & Security Sector Report

UK Trade & Investment has produced a free comprehensive report on Canada's Defence & Security Sectors. Subjects covered include an overview of the sectors, market opportunities, methods of doing business, events and contact lists. For a copy, please contact Jeff Taylor - jeff.taylor@adsgroup.org.uk

NATO

Navigating NATO Procurement

UK Trade & Investment has updated its guide "Navigating NATO Procurement" which is produced by the UKTI representative at the UK Delegation to NATO. The guide is intended to help UK companies who are interested in finding out about bidding for and winning NATO funded business opportunities. Copies of the guide are available from Jeff Taylor - jeff.taylor@adsgroup.org.uk

Norway - Defence & Security Industry Capabilities

"Norway Exports" is a comprehensive directory of Norwegian Defence and Security Technology companies. For a free PDF copy please contact jeff.taylor@adsgroup.org.uk

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