



ISTEC

EXPERIENCE. INNOVATION.



ABOUT US

ISTEC Services Limited (ISTEC) is the United Kingdom's principal supplier of high quality, precision engineered small-arm and medium calibre gun mounts, weapon stations and ancillaries.

Formed in 1989, ISTEC continues to be at the forefront of design and manufacture of specialist military equipment supporting the modern war fighter worldwide, across Land, Sea and Air platforms.

Since incorporation, ISTEC has developed as a dynamic, customer-focused company, delivering expertise, pragmatic advice and high quality products.

ISTEC is an ISO 9001:2015 accredited company with an established reputation for providing robust, reliable, effective weapon mounting equipment and in support of continuing, domestic and overseas requirements, for both integrators and user operators.

ISTEC specialise in fully integrating a customer's inventory of crew-served weapons, either at concept bespoke stage or retrospectively onto vehicle platforms.





35 YEARS

O F S U P P O R T

ISTEC Services Limited reached its 35th Anniversary on 20th January 2024.

Starting out in life as Istec Consultants, it was founded by ex-UK MoD personnel primarily for the design of EOD and 37/40mm weapons.

The name ISTEC was derived from **I**nternal **S**ecurity **T**echnology.

With the progression of brand, the name changed to ISTEC Services Limited to focus supply of ISTEC's own brand of military and police products.

With a wealth of weapon technology experience gained at the Royal Ordnance Factories, predominantly RSAF Enfield, ISTEC's core business rapidly expanded to include vehicle weapon mounts and weapon ancillaries, including sighting sub-systems.

From humble surroundings of a single office in Ponders End, North London, ISTEC relocated, in 1990, to an office and assembly facilities in Stanstead Abbots, Hertfordshire. During the next 10 years, the small team grew in numbers, ISTEC established itself within the defence industry and the business moved again into larger facilities on the same site. The next decade saw ISTEC at the forefront of supplying equipment for UOR's and supporting the British Armed Forces in Theatre.

With a growing reputation, turnover and workforce, in 2011, ISTEC made the move to its present-day locations: based in the historical market town of Hertford, ISTEC boasts a modern HQ based in a stunning Victorian redbrick previous girls school, along with its substantial production assembly facility less than a mile away. The location, befits and tells the story of how far ISTEC has come, has excellent links to rail and motorway - and most importantly, provides an exceptional environment, within which to work.

Q&A



A CHAT WITH THE MD, MICK COULSON

WHAT ARE THE ORIGINS OF ISTEC?

ISTEC began life as Isted Consultants, started by ex-Royal Small Arms Factory Enfield weapon designer and ex-MoD R&D EOD specialist. The remit was to design and advise MoD and UK companies on Internal Security systems – hence the name ISTEC (Internal Security Technology). Expertise was 5.56mm/40mm weapons design and IIED weapons and ammunition.

I joined the two partners in 1990, bringing my experience of both production engineering and sales, within the defence market. In 1989 ISTEC Services Limited was formed, and the core business quickly moved from selling designs to supplying our own range of products, specifically within the niche market of gun mounts.

Our business motto:

“Sights on guns; guns on vehicles.”

HOW WOULD YOU BEST DESCRIBE THE ISTEC ETHOS AND MANTRA?

The company is a family – our subcontractors, or commercial partners, are an extension of that family.

The design ethos with our customer:

- Provide us with as much information as possible and we will fulfil your requirement.
- Quantity required?
- Delivery required when?

WHAT DO YOU CONSIDER TO BE ISTEC'S MOST SATISFYING ACHIEVEMENT OVER THE LAST 35 YEARS?

Evolving from a design consultancy, operating within a very narrow specialised field from a single office in a local government enterprise centre, to a slick, stable, successful worldwide business with an extensive, constantly evolving, product base.

YOU'VE NO DOUBT SEEN MANY CHANGES TO THE DEFENCE WORLD, NOT ONLY DURING THE 35 YEARS OF ISTEC, BUT ALSO DURING YOUR TIME AT ENFIELD; WHAT WOULD YOU SAY HAS BEEN THE MOST CHALLENGING ASPECT YOU'VE ENCOUNTERED?

I would say, having to constantly “punch above our weight”, particularly when supplying numerous UORs within extreme time constraints and in a cost-effective manner. In one scenario, over a six-month period, we went from a blank piece of paper; to designing and installing, dockside, multiple protected weapon stations on military vehicles that were about to be sent into Theatre.

Whilst large integrators dominate the marketplace, they rarely have the flexibility of small, agile companies such as ISTEC – and this is something we proudly prove, time and time again.



Q&A Cont..

ISTEC HAS GROWN IN BOTH SIZE AND CAPABILITY OVER THE LAST 35 YEARS, YOU APPEAR TO HAVE GATHERED A STRONG TEAM AROUND YOU, WITH A DEMOGRAPHIC OF EXPERIENCE, INCLUDING EX MILITARY PERSONNEL; ALONG SIDE YOUTHFUL INNOVATION. DO YOU SEE THIS AS A GOOD BALANCE?

Yes, very much so. Our diverse design team allows us to continue to evolve with a blend of youthful innovation alongside experienced designers. Ex-military personnel bring the “user” perspective to the business and with it, ILS support and technical publications. We recognise that whilst ISTEC is built on the foundation of design, the importance of strong teams of experienced finance, production and quality personnel are crucial to the success of the business. We are all stakeholders in the business and its future.

ISTEC NOW HAVE A FORMULATED PRESENCE IN LAND, SEA AND AIR DOMAINS AND HAVE DEVELOPED MODULAR PRODUCTS THAT CAN TRANSCEND ALL BATTLESPACE ENVIRONMENTS - WOULD YOU CONSIDER THIS TO BE A CORE STRENGTH OF THE BUSINESS?

Yes, I do.

The land, sea and air ‘modular’ framework, strengthens the quality and range of ISTEC products and proves highly beneficial to the user: as the equipment has the capability to be deployed by all 3 services. The modular framework also allows ISTEC to enhance its products by incorporating elements of aerospace quality management to all its equipment and the use of marine grade materials across the land domain. This complimentary, modular approach allows us to manufacture in larger and more cost-effective batches.

ISTEC CONTINUE TO HAVE A STRONG PRESENCE AT GLOBAL EXHIBITIONS, AS EITHER AN EXHIBITOR OR AS A VISITOR. EXHIBITING AT EVERY DSEI HAS PROVED A GREAT SUCCESS FOR ISTEC. WHAT DO YOU ATTRIBUTE THAT TO?

I think that it is very important to attend as many of the larger exhibitions as possible, with the strong emphasis on networking and meeting with existing and potential new customers, as well as our suppliers. We want to ensure that ISTEC remains at the forefront of our sector. Whilst we have exhibited in many countries in the past, our main focus has always been DSEI, on home soil. We have worked hard over the last decade or so, to constantly improve and establish our presence at the show - and with much success. A strong in-house team work closely with our stand designers and continue to provide an excellent platform for ISTEC to display its wide product base and draw visitors in. We take a structured approach to the week and ensure that we engage with as many customers as possible both on and off the stand.

IF YOU HAD TO NAME THE TOP 3 PRODUCTS THAT ISTEC HAS DEVELOPED OVER THE LAST 35 YEARS, WHAT WOULD THEY BE?

UGM (Universal Gun Mount) is undoubtedly our biggest success. A robust and versatile weapon mounting system; easy to use and maintain. UGM Mk4 is still in worldwide use on both land vehicles and naval craft.

M240 Helicopter mount, qualified with Full Type Certification, has enabled ISTEC to enter the aerospace market. ISTEC aerospace range continues to develop and now includes other 7.62mm weapons and 12.7mm HMGs mounts.

The modular PWS (Protected Weapon Station). Complete with armoured hatch and qualified to STANAG Level 2 for ballistic and blast protection, the PWS is a lightweight vehicle system for a wide variety of military vehicles and capable of carrying weapons of varying calibres (40mm, 12.7mm and 7.62mm) and lightweight missile systems.

Q&A Cont..

ISTEC PREFER TO USE LOCAL SUPPLIERS AND SUBCONTRACTORS - WHAT IS THE THOUGHT PROCESS BEHIND THAT?

The ISTEC ethos is to have good relationships with all our suppliers and sub-contract partners, wherever they are located. However, the “family” ethos does play a major role in the decision to use, where possible, local supply. We are strong believers in contributing to the local economy and many of our local suppliers have worked with and alongside us, throughout our 35 year history. We look after them and in turn they look after us.

As we do not manufacture components, we use a tendering process with our local subcontractors: they know they are in competition with each other and this provides a cost effective supply.

From a design perspective, having manufacturers based within easy reach allows our designers or subcontractors to work closely together on site with any issues that may arise during production.

Local supply also allows us to share a requirement amongst several suppliers, with each, potentially, manufacturing a particular subsystem, in order to fulfil large or small, urgent requirements, within limited time frames.

Whilst ISTEC do not manufacture component parts, we do final assembly and quality inspection - and again, if there are any issues arising, we are able to swiftly resolve with our local suppliers.

LOOKING TO THE FUTURE, WHAT'S NEXT FOR ISTEC?

More of the same!

ISTEC are committed to enhancing its current range; and to constantly look to develop new and innovative ideas, to suit the rapidly changing battlespace. We will continue to strengthen our team and offer our customers the best solutions for their requirements.



35 YEARS

O F S U P P O R T



During its 35 years ISTECH has designed and developed a comprehensive and diverse range of military products for use across land, sea and air. Below is a brief summary of the product range journey.....

As a result of collateral damage caused by the recoil of IED weapons, particularly in sensitive areas, such as disrupting an IED on a commercial airliner, a requirement was initiated for a recoilless disruptor.

In 1992 ISTECH designed and produced the first **recoilless IED disruptor**. The basic design was so successful it is still in wide use today.

In 1993 ISTECH commenced supply of products to UK MoD. This included: **12.7mm sighting range drums and sight brackets** for various machine guns and rifles. A new Improved T&E Mech was developed specifically for UK service, incorporating vast improvements in both accuracy and robustness, compared to the standard US 12.7mm Traverse and Elevating Mechanism.

In 1995 ISTEK developed a vehicle mount to take a number of medium calibre weapons. The MK1 Universal Gun Mount (**UGM**) was first successfully fitted and trialled on WMIK Land Rover with a 20mm GIAT 621 cannon.

It incorporated a single locking lever for both elevation and traverse and a built in **T&E Mechanism** for accuracy and tracking. The fold-down **A frame** enabled the weapon to be stored under the ring for helicopter transportation and rapid off-road travel. The **ISTEK UGM** is in service on a wide range of vehicles and other platforms for the deployment of 12.7mm HMGs, 40mm GMC and Mk19, and twin and single GPMG. The **UGM** has and continues to evolve with the **ISTEK UGM Mk4** in current use and production.

Over 35 years the product base expanded to include land and marine gun mounts and protected weapon stations. Along with lightweight tripods, land platforms were developed for wheeled and tracked vehicles, including: logistic trucks; off-road reconnaissance; and armoured personnel carriers and ISTEK provided **protected weapon stations** for the UK MoD urgent operational requirements, for use on MAN, SV, HT & CES trucks, Husky, Foxhound and Oshkosh HET and later, Jackal 2.



ISTEC mounts were developed for numerous Naval vessels ranging from: capital ships and submarines to landing craft and patrol boats. ISTEC again, fulfilled UK MoD urgent operational requirements providing weapon mounts for Offshore Raiding Craft.

ISTEC's entry into the air domain was a major achievement and 2015 its first aerospace approved weapon mount, a **pintle mounted GPMG** door mount was delivered to UK MoD, for the PUMA 2 helicopter.

With continued development and experience within the aerospace domain, ISTEC have a Type Certified, fully qualified **ISTEC helicopter GPMG mount**. This is new and exciting sector for ISTEC and other helicopter door and window mounts have already and will continue to follow - such as for MG3 and 12.7mm M3D.

Amongst the major product landmarks over the last 35 years, the ancillary product range has steadily grown too, with the development of products, such as: **Sound Suppressors, Sighting Systems and Safe Blank Firing Attachments (SBFA)**.

With a view to provide the Customer with as many options as possible, ISTEC have also developed LSA and close protection systems, including: qualified vehicle **smoke systems; Laser Warning System; and multi-use IR lights**.



Oxford dictionary: definition of Innovation:

The process through which new products, concepts, services, methods, or techniques are developed.

Here's to the next 35 years!





Contact us



info@istec.co.uk



+44 (0) 1992 517000



www.istecservices.com



iSTEC

EXPERIENCE – INNOVATION - QUALITY