

*No more so was this demonstrated to us than by a presentation from the **Land SAR** team who had been through precisely the same exercise bringing together five different groups to share a common vision. Driving the change was about making the dollar go further and an ever increasing emphasis on delivering safe services.*

*Another example came from the **food safety environment** where, some years ago, supermarkets demanded quality vegetables. The rules were written by the growers, accepted by the supermarkets and quality assured in a GAP protocol.*

Both these changes were driven by external factors – a reduction in funding in one case and changing customer demands in another. Aviation, until recently, has largely been protected from these winds of change but, looking globally, as regulators pull back because of their own crises of funding, new and smarter ways of achieving the same desired result are appearing.