



TASMANIA'S DEFENCE INITIATIVE

0101010110101000101101100110101010101010110101010010110011010101010101010100101100110101010101010101001011011001
101010101010101011010101001011011001

Foreword from the Premier



THIS is the sixth year of the Tasmanian Defence Initiative, a long-term industry development strategy to maximise Tasmanian industry opportunities in global and national defence markets. Over the time during which this initiative has been operating, it has accounted for over \$80 million dollars of off-island exports.

This year also marks the 200th anniversary of the establishment of the oldest Australian barracks in current use; Hobart's Anglesea Barracks, and provides an ideal opportunity to reflect on Tasmania's past and present contribution to the defence sector. We have much to be proud of.

Tasmania's ongoing commitment to the Australian Defence Forces is impressive. Our state has one of the highest per capita participation rates for defence recruitment in the nation.

As a fledgling colony our contribution to the future Australian nation was significant. Tasmania's history of ship construction is indicative of this contribution. Between 1838 and 1853, Hobart produced more ships than the remaining Australian colonies combined, with over 200 vessels constructed at an average of 78 tonnes. This included the largest Australian ship built at that time, the 580-tonne Tasman.

World War II saw the resurgence of shipbuilding in both private shipyards and in the newly established government yard at Prince of Wales Bay. The government yard constructed wooden-hulled cargo vessels to 600 tonnes and at its peak employed more than 600 men. Private shipyards at Battery Point and on the Tamar River built shallow-draft hospital vessels and harbour-defence motor launches.

And the tradition continues.

Recently Tasmanian high-speed ship-builder Incat has demonstrated the potential of the commercial fast ferry platform for military applications.

Incat's wave-piercing catamarans that have seen military service include:

- HMAS Jervis Bay, an 86-metre theatre logistics vessel used by the Royal Australian Navy during the East Timor crisis
- HSV-X1 Joint Venture, a 96-metre US Military high-speed craft evaluation platform for various trials for different forces
- TSV-IX Spearhead, a 98-metre advanced-concept technology demonstrator for the US Department of Defence and US Army Theatre Support Vessel
- HSV 2 Swift, a 98-metre interim mine warfare command and support ship for the US Navy.

The strong and focused supply chain that has supported Incat over the years is now positioning itself as quality suppliers to many foreign military forces. These companies have, in turn, benefited from Tasmania's reliable and highly skilled workforce.

The Tasmanian Defence brochure outlines Tasmania's diverse range of products and services for the defence sector. As Australia's defence spending increases, it creates greater opportunities for Tasmania's manufacturing and services sectors. I encourage all Tasmanian businesses to pursue the opportunities offered.

For those who procure defence-related goods and services, I encourage you to seriously consider Tasmania. Island environments nurture ingenuity and innovation, and Tasmania is no exception. These attributes, along with our pursuit of international competitiveness and our commitment to quality, should encourage all discerning buyers to seriously evaluate Tasmania's defence sector capabilities.


Lara Giddings
PREMIER



Contents

Tasmania – A Diverse Service Provider to the Defence Industry	4	Incat Australia	20
Australian Maritime College	5	Liferaft Systems Australia	21
APCO Engineering	6	Moonraker Australia	22
Blundstone Australia	7	Muir Windlasses Australia	23
CBG Systems	8	Penguin Composites Pty Ltd	24
Currawong Engineering Pty Ltd	9	Pivot Maritime International	25
Australian Defence Force Reserves	10	Poly Systems Pty Ltd	26
Defence Industry Innovation	12	Poly Marketing	27
Delta Hydraulics	13	Revolution Design	28
Defence Materiel Organisation (DMO) Business Access Offices	14	Sabre Marine	29
Defence Science and Technology Organisation	15	S.E.R.S. Sheet Metal Works	30
Ecka	16	Tasmania Maritime Network	31
Fiomarine Industries Pty Ltd	17	Taylor Bros	32
Hazard Systems – ECCO Group Asia Pacific	18	Whetstone Pty Ltd	33
Industry Capability Network	19	Contacts	34

Australian Maritime College

Quality assured training and research for the defence industry



THE Australian Maritime College (AMC) is a tertiary institution offering a comprehensive range of vocational, university degree and postgraduate courses for the maritime industry. Through its business development arm, AMC Search Ltd, AMC also offers training, consultancy and research services to Australian and international defence forces.

AMC Search Ltd is responsible for the training requirements of Australia's largest and most successful defence cooperation program, the Pacific Patrol Boat Project. The company conducts training for officers and crew of 19 patrol boats currently operational in 11 Pacific island nations in:

- marine technical propulsion
- seamanship and seamanship instruction
- navigation and ship operations for officers

- technical electronics
- surveillance
- management
- fire fighting, survival at sea and damage control.

Other past international defence training programs include unmanned machinery spaces courses for the Royal New Zealand Navy, landing craft operations for the Royal Brunei Navy, bridge watchkeeping training for the Kuwait Coast Guard, CBT-based curriculum development services for the Kuwait Navy, and high-speed navigation courses for the Royal Australian Navy and the US Navy and Army in compliance with International Maritime Organisation regulations.

Consultancy and research services include the research, development and manufacture of minesweeping arrays for the Royal Australian Navy, evaluating hydrodynamic characteristics of side scan sonars and towed arrays, sea-keeping tests of high-speed craft, investigation into ship roll amplitudes in waves, performance evaluation of short-listed designers for the building of new patrol boats; amphibious warships and ship safety audits.

AMC Search Ltd is a past national winner of Australia's Defence Industry Quality and Achievement Awards, and an Outstanding Contractor Award from the Defence Materiel Organisation. It has ISO9001:2008 QA Certification.

Fast Facts

- Training, consultancy and research services to Australian and international defence forces
- Responsible for the training requirements of Australia's largest and most successful defence cooperation program, the Pacific Patrol Boat Project

For further information contact

Mr John Foster. Phone: +61 3 6324 9850 Email: searchinfo@amc.edu.au

APCO Engineering

Quality customised components using the latest technology

METAL parts manufacturer APCO Engineering produces intricate components for Incat Australia's high-speed catamarans leased to the United States of America (USA) defence forces.

APCO's parts include high-quality hydraulic cylinders, deck hatches, bulkhead seals and piping system fittings cast in aluminium and stainless steel. One of its most recent innovations was the development and production of an aviation tie down cast in one piece in Duplex stainless steel for helicopter decks.

The company enjoys a number of repeat orders which demonstrates its customers' confidence in its products and service. Because the one company is undertaking the pattern making, casting and machining, any issues to do with variations of existing or new products are kept to an absolute minimum.

Castings are produced in various grades of bronze, aluminium, iron, steel and stainless steel. APCO also produces heat, wear and corrosion resistant and high-strength grades in its in-house foundry using the latest technology. The use of modern computer programs which model the casting process, ensures sound castings. Items can be supplied as cast only or cast and machined, and pattern-making facilities are also available.

APCO Engineering's modern machine shop incorporates the latest technology. The facility houses CNC lathes and machining centres using the latest CAD/CAM technology as well as conventional machines. CAD/CAM programs enable APCO Engineering to machine challenging profiles such as complex radius surfaces in the production of ride control foils.

Fast Facts

- Major manufacturer of components for Incat vessels
- Highest quality casts in various grades to suit client requirements



For further information contact

Mr Andrew Perkins. Phone: +61 3 6272 8344 Email: andrew@apcoengineering.com

Blundstone Australia

Blundstone is the pioneer in enhancing comfort in work and safety boots.

We invest heavily in research and development from our base in Hobart and work on collaborative research projects with manufacturing partners around the world, enabling us to access the best and latest technology available.



Fast Facts

- One of the world's most recognisable boot brands.
- 100% Tasmanian owned company
- A heritage stretching over three centuries
- Xfoot range of premium quality workboots featuring the revolutionary PORON@XRD™, which absorbs up to 90% of the shock impact making each step ultra comfortable
- Blundstone was the first to include this feature in underfoot comfort

For further information contact

customer service on 1800 258669

CBG Systems

Marine thermal control and fire protection specialists

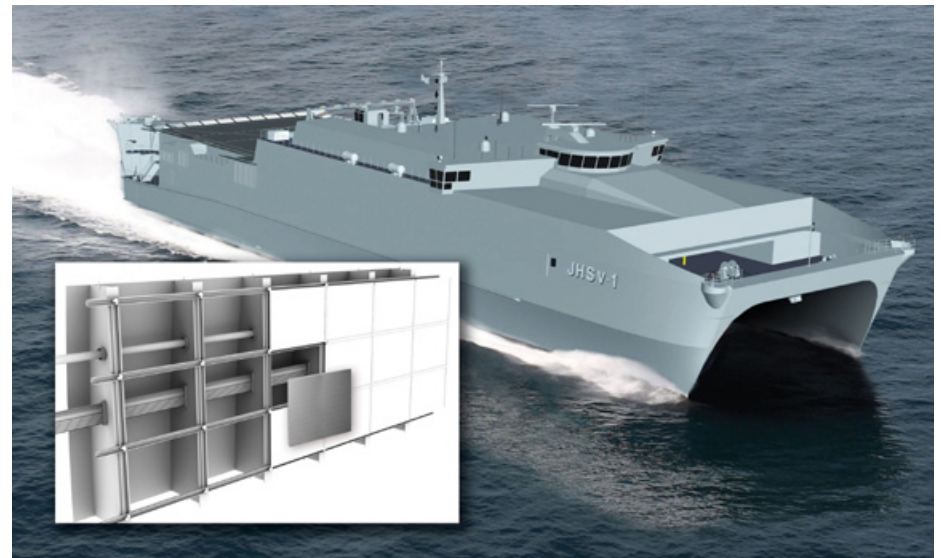
CBG Systems Pty Ltd. (CBG) is recognised as the leader in the design, manufacture and installation of structural fire protection (SFP) systems specifically designed for high-performance commercial or military vessels where weight reduction correlates with top performance. CBG's unique SFP systems are the last line of defence to protect the vessel's structure from collapse in the event of an uncontrollable fire, therefore allowing safe and orderly evacuation of personnel.

With 30 years of experience, CBG has a proactive approach to product development and application of new technologies in the area of lightweight marine fire protection systems. CBG also supplies, installs and supports through-life maintenance of related proprietary products such as contour wrap SFP blankets, thermal insulation, exhaust jackets and boundary fire devices such as fire doors, fire-rated cabin divisions and fire dampers for marine and industrial applications.

CBG's leading system, the RAC (Rapid Access Composite®) SFP, is a 60 minutes, fire resisting division for deckhead and bulkhead applications in areas such as vehicle decks, hangars and engine rooms. The RAC system offers a unique solution by providing a lightweight panel-based insulation and rapid access to vessels' services and structure, generally covered by conventional insulation.

Fast Facts

- Industry leader in supply and installation of lightweight SFP systems
- Broad range of innovative marine fire protection systems
- Thermal control and fire protection systems approved to international standards
- Proven technology for defence vessels



For further information contact

Mr Javier Herbon. Phone: +61 3 6272 6105

Currawong Engineering Pty Ltd

Aerospace engineering in Tasmania

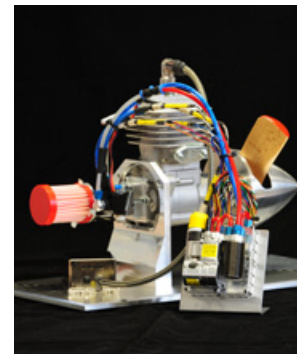
CURRAWONG Engineering Pty Ltd primarily is a designer and manufacturer of systems and components for unmanned aerial vehicles (UAVs). The products and services of the company feature:

- electronic fuel injection systems for use on UAV engines
- gimbals for mounting and controlling tracking cameras and other detection devices
- engine design and development services to UAV manufacturers
- precision CNC machining.

Currawong operates out of its Kingston facility, using a Deckel 5 axis CNC machining centre, a Haas CNC machining centre, a Haas CNC lathe, a Mori Seiki Live Tool lathe, a Shigiyia centreless grinding machine, a Lasag laser welder and a controlled temperature test oven.

Currawong's products are sold to defence industry organisations in Australia and worldwide as well as to civilian markets for surveillance and monitoring applications.

The company was founded in 2005 by Gavin Brett, a mechanical engineer with extensive experience in the aeronautical and automotive industries. The company has nine full-time staff and employs other contractors as required.



Fast Facts

- Manufacturer of camera gimbals and fuel injection systems for unmanned aerial vehicles (UAVs)
- Five-axis and four-axis machining centres, lathe and small engine-testing facilities
- Worldwide sales of components to the UAV industry
- Precision CNC machining



For further information contact

Dr Ken Hosking. Phone: +61 3 6229 7977 Email: ken@currawongeng.com

Australian Defence Force Reserves

Making their mark in Tasmania

Defence Reservists are a fundamental part of the Australian Defence Force (ADF).

Reservists join the Navy, Army or Air Force as part-time members of the ADF and there are currently about 45,000 Active and Standby Reservists, representing about 45 per cent of the total force.

In Tasmania there are about 700 Active and Standby Reservists, across the three Services.



These men and women bring with them their civilian experience to their military employment and in return they gain new skills as part of their Reserve training and deployments in Australia and overseas.

Head Cadet, Reserve and Employer Support Division, Major General Paul Brereton, highlighted that Reservists can join either as new recruits or can transfer from the full-time defence force once they have decided to move on to life as a civilian.

"These are motivated individuals who are prepared to take on the challenge of rigorous training and, through their dedication and time, show a strong commitment to serve in the defence and protection of Australia," Major General Brereton said.

"The support of their employers and families, as well as the community, is vital. The ADF is increasingly drawing on the skills and expertise of these part-time military personnel to maintain the ADF's operational capability."

Defence Reserves Support (DRS) provides a link between the ADF, employers and the community from which the Reserve force is drawn.

Major General Brereton said that DRS aims to enhance the availability of the Reserve component of the ADF by promoting the benefits of employing members of the Navy, Army and Air Force Reserve.

"We want the community to expect and anticipate that Reservists will be required for duty. As this is the case, we aim to establish a flexible partnership with the community and employers so they are encouraged to support those in the Reserve.

"It should be noted that employers have a range of obligations under the Defence Reserve Service (Protection) Act 2001 and in particular, cannot hinder or prevent an employee from serving in the Reserve."

For further information contact visit www.defence.gov.au/reserves or call 1 800 803 485



Defence understands that the loss of an employee does impact on a business so it has implemented a range of programs that support employers in releasing Reservists from their civilian employment. For example, the Employer Support Payment (ESP) Scheme provides some financial assistance to eligible employers to help offset the costs of releasing employees for most categories of Australian Defence Force service.

Currently about 40 Tasmanian employers, from sole traders to large corporations are receiving the ESP to ease the financial burden of releasing staff for Reserve service.

DRS also coordinates a range of Employer Engagement Activities.

"Employer Challenge Days and Exercise Executive Stretch are activities for employers of Reservists and potential employers of Reservists. These opportunities give employers an insight into the type of training conducted in the ADF," Major General Brereton said.

Exercise Boss Lift takes employers to visit their ADF personnel on exercises and operations within Australia and overseas. In most cases, employers actually see their employees working as Reservists.

Employers or community members interested in learning more about DRS or becoming a Supportive Employer can visit www.defence.gov.au/reserves or call **1800 803 485**.

"We want the community to expect and anticipate that Reservists will be required for duty. As this is the case, we aim to establish a flexible partnership with the community and employers so they are encouraged to support those in the Reserve."

It should be noted that employers have a range of obligations under the Defence Reserve Service (Protection) Act 2001 and in particular, cannot hinder or prevent an employee from serving in the Reserve."

Delta Hydraulics

A reputation for precision, innovation and quality

SUPPLYING precision-manufactured components to the defence industry is a major part of Delta Hydraulics' business. Founded in 1975, the Australian-owned company employing 120 people has worked on a number of high-level projects designing, manufacturing and repairing hydraulic cylinders, power packs, manifolds and integrated circuits for defence.

Delta Hydraulics has experienced contract management and extensive design capabilities including CAD and finite element analysis (FEA) with fully computerised contract control and quality assurance systems in place.

Delta Hydraulics has extensive machining capabilities and its grinding is second to none with its vertical hard chrome facility the largest in Australia. The nine-metre deep vertical tanks and solid state computer-controlled rectifiers can handle work pieces of up to nine metres long and provide in-process triplex plating.

The company has been commissioned to undertake a number of recent major defence projects including the:

- design and manufacture of F/A 18 Aircraft Jacks
- design, manufacture and environmental testing of Collins Class submarine inboard hydraulic cylinders, sub-plates, valving, panel assemblies for ASC Pty Ltd
- design, manufacture and environmental testing of Huon class mine hunter steering systems for ADI Ltd
- design and manufacture of medium recovery vehicle hydraulic cylinders for Evans Deakin
- rebuilding and testing of hydraulic buffer unit for five-inch gun recoils, including test bed design and operation for the Department of Defence. This work was previously undertaken in the USA
- supply of spares, repairs and maintenance work to ASC Pty Ltd, ADI Ltd and Department of Defence.

Fast Facts

- Leading supplier of precision-manufactured components to defence
- Australia's largest vertical hard chrome facility
- High-level projects including hydraulic cylinders, power packs, manifolds and integrated circuits



For further information contact

Mr John White. Phone: +61 3 6420 6900 Email: jfwhite@dh.au.com

Defence Materiel Organisation (DMO) Business Access Offices

YOUR DEFENCE AND INDUSTRY INTERFACE

If you are an Australian business wanting information, guidance and advice on doing business with Defence then the Business Access Offices are here to assist you.

The Business Access Offices assist Australian industry by:

- providing information about Defence business and providing Defence with information about your company's capabilities
- providing tailored information and advice on national and local Defence business opportunities
- providing up-to-date knowledge about the Australian Defence Force's current and future capability plans
- identifying and referring potential new products to relevant teams within Defence, where appropriate
- working with local and state government and industry representative bodies to bring you up-to-date information and presentations on issues of interest to Defence industry
- providing references on procurement processes within Defence
- managing industry assistance programs such as the Unsolicited Promotional Product Offer Scheme
- providing information on other DMO industry assistance programs.

The Business Access Offices connect with industry through:

- face-to-face meetings
- providing one-on-one guidance
- company visits
- facilitated briefings.



Australian Government
Department of Defence
Defence Materiel Organisation

Business Access Office personnel are regularly visiting industry, Defence units and other Defence agencies to maintain an enhanced awareness of industry capability and local Defence requirements and issues.

Who do we work with?

The Business Access Offices are a service-focused team with a broad range of customers:

- Australian Defence industry (prime contractors and Small to Medium Enterprises)
- industry representative bodies
- the Australian Defence Force
- the Federal and State governments including ministers, parliamentarians, departments and agencies
- other Department of Defence organisations such as the Defence Science and Technology Organisation, Joint Logistics Group and Capability Development Group.



For further information contact

Business Access Office Manager Tasmania on + 61 3 9282 7495 or alternatively

FREECALL 1800 621 783 to speak to one of the Business Access Office team

Defence Science and Technology Organisation

Nutrition for Australia's Defence

DEFENCE Nutrition and Food Technology, at Scottsdale in north-east Tasmania, is part of the Defence Science and Technology Organisation (DSTO). DSTO employs more than 2300 people around Australia. Headquartered in Canberra, DSTO's major research laboratories are at Fishermans Bend (Melbourne) and Edinburgh (Adelaide). In addition to the Scottsdale facility, small research sites are maintained in Canberra, Sydney, Brisbane, HMAS Stirling (Western Australia) and Innisfail (northern Queensland).

The Scottsdale site, which celebrated 50 years of operation in 2004, consists of a production line and a scientific laboratory. DSTO-Scottsdale exists to research, develop and produce specialised food and feeding systems, and advise on human health and nutrition in support of Australia's defence and national security. The research and development efforts integrate chemistry, biochemistry, food technology material science, microbiology, and nutrition and dietetics. In addition, there is a specialised food production facility.

Tasmanian and interstate food companies have played an important role in the product development work carried out at DSTO-Scottsdale. While it is funded by Defence, DSTO-Scottsdale works in close collaboration with CSIRO, the University of Tasmania and the wider national and international research community.

The production line manufactures and packs all the freeze-dried components of the Australian Defence Force ration packs, including 10 menus of main meals, freeze-dried rice, and also pouched hot-air-dried potato and onion powder.

The production line has one of the largest freeze-dryers in the southern hemisphere, a form fill packing machine and vacuum packer. Meals are prepared and cooked from fresh and preserved ingredients, and then freeze-dried and packed on site.

Fast Facts

- Fifty years of supplying food for the forces
- Proud history of nutrition research
- One of the largest freeze dryers in Australia



For further information contact

Dr Gulay Mann. Phone: +61 3 6352 6602 Email: gulay.mann@dsto.defence.gov.au

Ecka Granules Australia

Committed to the highest quality standards

Ecka Granules Australia, located at Bell Bay, Tasmania, is a world leader in the manufacture of:

- aluminium atomised powders
- flake powders
- pastes, pigments and granules.

Ecka Granules Australia provides quality products to industries such as paints and coatings, chemical, photovoltaic, metallurgical, light weight concrete and explosives. The company strives to be the preferred supplier to its customers and works with them to tailor products to meet their specific needs including product chemistry and or particle size distribution.

Ecka Granules Australia is committed to the highest quality standards and all production is governed by stringent quality control procedures backed up by an ISO certified quality system. In addition, Ecka Granules Australia sources its metal feed directly from an adjacent primary aluminium smelter which ensures consistent metal chemistry.

This means that customers receive the same high quality product every time.

Ecka Granules Australia is a key part of the SCM – Ecka Granules Group which is the world's largest non-ferrous metal powder producer. In addition to quality this offers excellent and speedy global distribution, strong technical support, flexible production capability and the ability to source metal powders from multiple production facilities globally.



Fast Facts

- World leader in aluminium atomised powders, flake powders and pastes, pigments and granules
- Provides quality products to industries throughout the world
- Speedy global distribution, strong technical support, flexible production capability



For further information contact

Mr Michael Jones. Phone: +61 0 3 6382 8444 Email: m.jones@ecka-granules.com

Fiomarine Industries Pty Ltd

Specialists in submersible marine systems

FIOMARINE'S unique Fiobuoy® underwater retrieval system has put the company on the world stage. Fiomarine, a wholly Australian-owned company established in 1997, has successfully worked with defence organisations such as the Defence Science and Technology Organisation (DSTO) and the Royal Australian Navy (RAN) and Boeing, tailoring Fiobuoy® products to suit specific defence needs. The company has been instrumental in developing particular components of its technology for new DSTO applications.

Fiomarine has markets in military, oil & gas and marine research, and has sold products to defence industries in Singapore, Japan and the USA. A new two-way hydro-acoustic communication system has been incorporated into the Fiobuoy®. One of the smallest and lowest power systems in the world, it employs advanced digital signal processing (DSP) and spread spectrum technology. Fiomarine has also made internal space available within its Fiobuoy, enabling it to act as an underwater platform for client sensing and monitoring equipment.

Other projects include the delivery of communications and control systems for 12 mine lift bags capable of retrieving sea mines of up to 1,000 kg from the seabed at depths to 90 metres. The USA-sourced MK5 MLB previously used was considered unsuitable, so the Mine Warfare and Clearance Diving Directorate asked DSTO, in conjunction with Fiomarine, to explore more suitable options. Once the specifications were drafted, proposals were sought from industry. Fiomarine teamed with Liferaft Systems Australia in Hobart and the consortium won the tender. The contract for the Cormorant Lift Bag (CLB) was completed on time and within budget.

Fast Facts

- Unique, submersible marine markers and retrieval systems
- Customised for specific defence requirements



For further information contact

Mr John Fiotakis. Phone: +61 3 6272 6167 Email: john.fiotakis@fiomarine.com

Hazard Systems – ECCO Group Asia Pacific

Innovators in warning systems

Established more than 20 years ago, HAZARD Systems is one of Australia's leading manufacturers and suppliers in specialised emergency vehicle warning systems. Its national headquarters, based in Launceston Tasmania facilitates its design, engineering, manufacturing and distribution processes.

In recent years, HAZARD Systems has successfully designed and installed many of its innovative systems in military, fire, ambulance, police, personnel carriers and special purpose vehicles worldwide. Flashing light configuration, siren tones and wiring harnesses are all customised to suit a wide range of applications.

The company manufactures:

- electronic siren amplifier – both microprocessor controlled and discrete integrated circuits
- high and low profile vehicle roof mounted lightbars and electronic controller units
- high-output LED warning lights
- LED Variable message display signs and controllers
- school Bus warning systems.

In addition to HAZARD's successful emergency vehicle warning system program, HAZARD Systems – now a part of the ECCO Group, distributes a wider range of world leading safety products; from back-up alarms, rear view CCTV systems and amber warning lights for commercial and industrial vehicles. The ECCO Group's DELTA Design brand focuses on signalling products for non-vehicular industrial safety and security applications. ECCO Group holds many design patents for new and innovative products that have driven leading-edge design and technology in the industry.

HAZARD Systems has an extensive export network throughout Asia Pacific and the rest of the world through its sister companies within the ECCO Group.

Hazard Systems is certified to ISO9001:2000.



Fast Facts

- Leading edge warning systems
- Systems installed in military police and other vehicles
- Systems customised to suit all applications

For further information contact [Ray Buttigieg. Phone +61 3 6332 2400 Email: rbuttigieg@hazard.com.au](mailto:rbuttigieg@hazard.com.au)

Industry Capability Network

Connecting major defence projects with the best local suppliers

The defence sector is all about having the right connections. Industry Capability Network (ICN) makes it easier for you to do business in the defence sector in Australia and New Zealand, providing the pivotal connection between major defence projects and the best suppliers in the region.

ICN works with local suppliers and project managers to take the cost and time out of the procurement process. And with powerful tools like ICN Gateway, an online system containing more than 45,000 supplier records, ICN can make certain you'll never miss an opportunity to build the perfect partnership.

ICN's independent vendor identification, its specialist industry knowledge and tailored service, makes ICN the first choice for project owners looking to engage the best suppliers.

With more than 100 technical consultants across Australia and New Zealand, ICN has all the knowledge and experience you'll need to find suppliers to meet your exact technical specifications.

ICN receives funding from state and federal governments. This means that its services are available at little to no cost. ICN give you the suppliers' contact details free of charge – then you deal with them directly.

ICN can also help you with:

- local and Australian industry policy and participation plans compliance
- supply chain development
- identification of joint ventures, partnerships and technology transfers
- research for tariff concession and Enhanced Project By-law Scheme (EPBS) applications
- the creation of tender specifications.

ICN has 25 years experience in connecting buyers to the right suppliers. So if you need the best defence suppliers, contact ICN.

And if you're a local supplier looking for new business, make sure you register with ICN.

Fast facts

- Supplier and capability online system – ICN Gateway – with more than 45,000 Australian and New Zealand suppliers at www.icngateway.com.au
- ICN Gateway lists more than \$95 billion worth of contracts and has about 100 projects listed at any given time
- A national network of more than 100 technical consultants



Industry Capability Network

For further information go to

www.icntas.org.au

Liferaft Systems Australia

The world's leading manufacturer of marine evacuation systems

LIFERAFT Systems Australia is the global leader in the design, manufacture and supply of marine evacuation systems (MES) and large capacity liferafts for all types and sizes of passenger and personnel carrying ships. Traditionally installed on conventional and high speed passenger and vehicle ferries, The company identified an opportunity to install its unique marine evacuation system on a wide range of military craft operating in theatres throughout the world.

Its MES is currently installed on international navy vessels which include littoral combat ships, logistic platform dock ships, landing craft logistic vessels, offshore patrol vessels, primary casualty receiving facility ships and aircraft carriers. Liferaft Systems Australia's MES is adaptable to the full range of frontline vessels and support ships. These wide ranges of vessels are operated by defence forces from Australia, New Zealand, the USA, France, Holland and the UK.

LSA MES provides many advantages for military vessels which include.

- compact and lightweight
- safe and rapid transfer of all personnel
- can evacuate injured personnel including stretcher cases
- approved means of rescue deployed and ready to use in less than 60 seconds
- capable of evacuating 600 persons per MES station in less than 30 minutes
- can operate in all environments. LSA MES is fully functional in temperatures ranging from 30°C and +60°C
- reduced radar signature.

The full range of MES and liferafts has been fully tested and type approved by DNV in accordance with all applicable international standards including the EC Marine Equipment Directive.

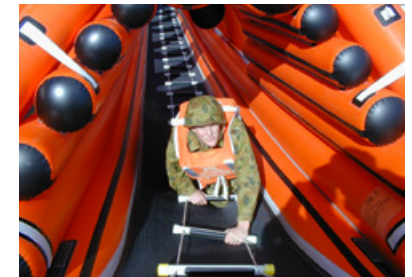
Approval has also been received from the US Coast Guard and Transport Canada. Liferaft Systems Australia assisted in the development of the Australian Defence Force Maritime Materiel Requirements Set – Def(Aust)5000 Vol 7 - Total Ship Survivability, Pt 15 – Evacuation and Lifesaving. It also has ISO 9001 Quality Assurance accreditation.

The company has also extended its product range to include the Cormorant Lift Bag. Developed in conjunction with the Royal Australian Navy, the bag has the capability to acoustically recover ordnance from a depth of 90 metres at a distance of one kilometre.

Liferaft Systems Australia is constantly developing new innovations and seeking ways to improve the quality and design of the current range of marine evacuation systems and large capacity liferafts to retain its position as the global leader. The company continually focuses on all aspects of the global business to ensure customer satisfaction.

Fast Facts

- State-of-the-art marine evacuation systems manufacturer
- Supplier to defence forces worldwide
- Unique and versatile design for all types of military ships



For further information contact

Mr Mike Grainger. Phone: +61 3 6273 9277 Email: info@lsames.com

Moonraker Australia

New Generation Antennas for Defence

REAL-TIME communication requires nothing but the best in communications. And it is this precept that drives Moonraker Australia's research and development, even more than ever since Moonraker came into being in 1971.

The increasing need for highly sophisticated and practical wide and multi-band solutions and high performance niche products gives rise to unique designs to fit the bill, whether it be to reduce the number of antennas in confined areas, as on ships at sea or provide highly mobile types for surveillance. Latest products like broadband HF naval whips that outperform the standard whip and coupler combination, multi-band multi-transceiver shipboard systems extending from the marine band to Link 16, HF NVIS mobile systems for ships and vehicles, together with portable and handheld broadband systems make it possible to respond to demand and get the most out of current advances in radio technology. Specialised receiving antennas for surveillance are in use in many of the world's hot spots.

Moonraker has a long history of working with defence forces around the world both in the supply and development of antennas in the lower end of the radio spectrum from 10kHz to 1500MHz. The importance of quality and endurance are synonymous with that of performance. Systems are available for commercial, defence and leisure applications, from large vessels to small landing craft, hand held portables to large land base stations and for ground/sea to air communications.

Working with the Moonraker team brings access to the specialised technology and experience you need to achieve the very best in communications.

Fast Facts

- Leading-edge technology in antenna technology
- High durability for tough environments
- Custom design for optimum performance



For further information contact

Mr Chris Edwards. Phone: +61 3 6273 1533 Email: radiocom@moonraker.com.au

Muir Windlasses Australia

A world power in anchoring systems

MARINE engineering specialists Muir Windlasses Australia offers quality-controlled, high-performance anchoring and docking systems for the defence industry.

The company manufactures anchoring and docking systems including multi-purpose drum and cargo winches, docking capstans, line haulers and anchor winches which are designed for extreme durability.

Muir has supplied and continues to supply world-class equipment for naval, coastal and customs patrol vessels operating in Australia, Malaysia, United Arab Emirates, India, New Zealand, Russia, China, Hong Kong, Turkey and Israel. An extensive worldwide network of distributors in more than 40 countries supports Muir products.

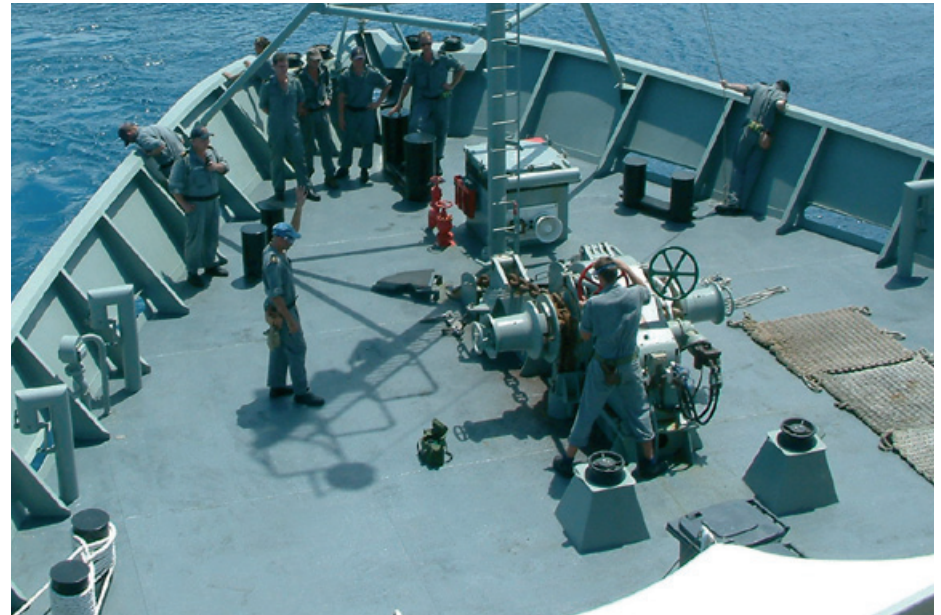
Muir Windlasses Australia is an accredited supplier to the Australian Department of Defence, the Australian Defence Industry, Australian Submarine Corporation and Australian Customs and Immigration.

The quality system at Muir has been audited by Quality Assurance staff of the Australian Department of Defence and recorded in the Defence register of accredited suppliers.

Accreditation includes ISO9001:2008, DNVQA-ANZ, JAS-ANZ and CE. Equipment is manufactured to meet the most stringent classification society standards including ABS, LRS, DNV, BV, NKK, GL, CCS and will comply with MCA and USL codes.

Fast Facts

- World leaders in anchor winches and anchoring systems
- Products distributed throughout the world with extensive distribution networks
- Meeting the most stringent standards and quality assurance



For further information contact

Phone +61 3 6211 8811 Email: matthew@muir.com.au or www.muir.com.au

Pivot Maritime International

Pushing the boundaries

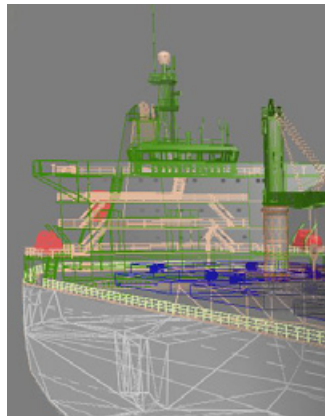
Simulation experts Pivot Maritime International manufactures maritime simulation systems and provides maritime simulation services for the defence industry.

Based in Tasmania but with facilities throughout Australia, the company offers both dedicated simulation facilities and portable capability depending on operational requirements.

Pivot simulators range from small-craft simulators to full-mission multipurpose bridge simulators. With their high-end simulation capabilities, they are used widely for maritime research, operations and training.

Pivot simulators are powered by cutting edge technology, making them highly flexible and cost-effective. They can be easily customised to meet specific client needs and requirements.

Pivot Maritime leads the field in the development and use of highly sophisticated and accurate ship models and port areas. The company has a long experience in undertaking simulation studies for major port design and development and in conducting high-level simulation operational training.



Fast Facts

- Pioneers and leaders in flexible and cost-effective maritime simulation systems
- Pivot simulators are used extensively for major port developments and for operational efficiency
- Sophisticated and accurate ship models and port areas
- Flexible and cost-effective simulators for training, operations and research
- Highly dedicated and diverse team of professionals



For further information contact

Dr Jeff Hawkins. Phone: +61 3 6330 2929 Email: jhawkins@pivotmaritime.com

Poly Marketing

Innovative recyclable polymer products

Poly Marketing is a polymer profile extrusion and injection moulding company specialising in the formulation of 100% recyclable plastic materials to meet client specified end use capabilities including 50-year outdoor design life requirements.

Acknowledged as an Australian Plastics Industry leader in the recycling of rigid uPVC collected from five Australian states Poly Marketing resolves problems in national and international Defence and industry arenas with innovative, recyclable plastic product solutions.

Tube Tread Duckboard Matting – for ablution and wet areas, antifatigue and noise suppression

Supa Grippa Duckboard Matting – for heavy duty work locations, slip resistant and impact absorbing impervious to acids, oils, alkalis and greases

D5 Noise Attenuation Fencing – with 50 year design life, a single panel reduces noise transmission by > 20 dB and a double panel by > 36 dB available up to 5.8 metres high for use to abate plant and equipment noise from designated quiet areas, able to be mounted and demounted as locations require

SupaFlex Road Edge Guide Posts – for temporary or permanent locations to direct traffic, able to withstand multiple impacts and rebound to vertical without damaging vehicles, also used as landing ground markers for rotary and fixed wing aircraft

PATSS (Primary All-Terrain Septic Sanitation) – flat packed mini-septic tanks for the primary treatment of blackwater for short or long term field deployments without requiring any chemicals or power; ideal emergency sanitation for natural or civil disasters especially in remote or difficult terrain



Net Clips – for rapid easy installation and demounting of camouflage nets

Counter Terrorism Improved Explosive Device Defeat **'Stand-off Rounds'** in 25 or 27 mm calibres

Export Locations – New Zealand, South Pacific, USA, Japan, UAE and South Africa



For further information contact

Mr Mike Turner. Phone +61 3 6382 1844 Email: contact_mike@polymarketing.com.au

Revolution Design

Experts in high-speed marine design services

SPECIALISING in high-speed ferry design, Revolution Design was established in 2002 to provide leading-edge design and consulting services to the industry. Formerly with Incat Australia's research and design group, Revolution Design now operates as a separate company. It provides an innovative approach to the high-speed ferry industry with a cross-section of design services for a diverse client base, particularly the defence industry.

Revolution Design undertakes a range of activities, including:

- new concept design and development for future high-speed ferries and military support vessels
- performance and propulsion analysis of new designs, including guarantee on speeds and the requirements of propulsion systems
- analysis of manoeuvring performance at speed and when docking
- performance of ride control systems
- hydrodynamic analysis to determine regular and slam wave loading on ship structures
- detail structural design and analysis for specific projects using finite element analysis
- trials instrumentation design and installation
- collection of trial and service data and the analysis of trials data
- failure mode effect analysis and risk assessment for fast craft
- structural engineering and design of lightweight structures for fast craft transport systems.

Its most recent projects include the design of military conversions on fast ferries HSV-X1 Joint Venture, TSV-1X Spearhead and HSV 2 Swift, as part of the Advanced Concept Technology Demonstrator program, a joint effort by the acquisition and operational (war fighter) communities within the US Department of Defence.

Revolution Design has also designed ship-borne hull monitoring and alarm systems for high-speed vessels.

Fast Facts

- Specialist designers for the fast ferry industry and military support vessels
- Working closely with Incat Australia in the manufacture of its high-speed ferries worldwide



For further information contact

Mr Mark Dewey. Phone: +61 3 6274 1845 Email: Revolutiondesign@Revolutiondesign.com.au

Sabre Marine



SABRE Marine was established in 1988 as a marine specialist in ship repair and ship building together with component part manufacture.

It operates out of its own facility at Prince of Wales Bay, providing berthing and workshop facilities.

This Tasmanian-owned and operated company has been on call to the shipping and fishing industry for more than 25 years responding to customers all over Tasmania, from the local fleet or visiting vessels.

Sabre maintains its reputation as a quality builder of support vessels up to 15 metres and the provision of repairs and maintenance services to commercial and government enterprises.

Sabre prides itself on being a quality Tasmanian business.

Fast Facts

- Manufacturer of steel and aluminium vessels
- Towage winch manufacturers
- Refitting of vessels
- On-board engine and vessel repairs
- Dry docking supervisors



For further information contact

Mr Graeme Phillips. Phone: +61 3 6272 2322 Email: enquiries@sabreengineering.com.au

Tasmania Maritime Network

Tasmania - supplying unique maritime products to the world

Tasmania's reputation as a provider of maritime industry excellence has been a constant part of the island state's 200-year history of white settlement. Being an Island necessitated the development of a maritime industry from those first days that has grown ever since.

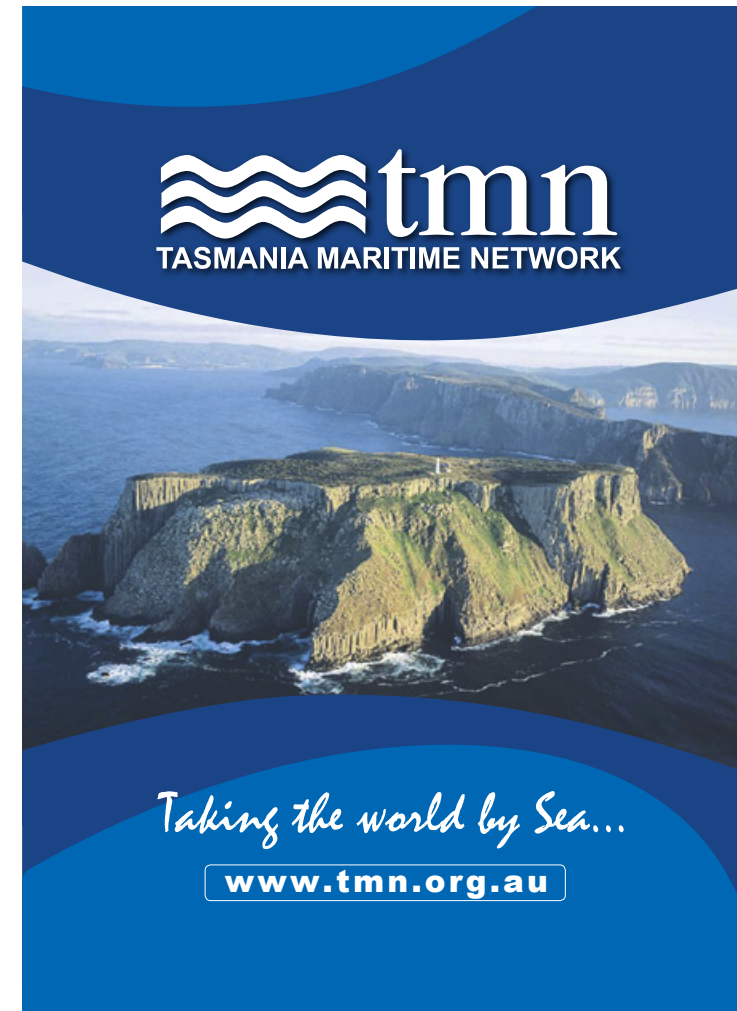
Generations of superior shipbuilders have laid a firm foundation for the current era in which Tasmania leads the world with many modern maritime innovations.

In Tasmania, a group of companies and organisations offers innovative maritime products and services of exceptional quality. These companies form the Tasmania Maritime Network which offers expertise in manufacturing, engineering, logistics, training, clothing, safety equipment and shipping for both the commercial and military markets.

The TMN has a wide range of members in a number of different maritime-related businesses, producing a diverse range of products, services and advice.

Those members offer:

- Small to large capacity high speed passenger only and passenger/vehicle carrying vessels for both commercial and military markets
- Full design, manufacture and servicing of all related equipment
- Marine evacuation systems, large capacity liferafts and innovative safety equipment
- Full training, consultancy and higher education courses.



For further information contact

www.tmn.org.au

Taylor Bros



Seventy five years of shipbuilding and maintenance service to the maritime industry

Established in 1936, Taylor Bros is a diversified engineering company providing a wide range of services to general marine industry, defence, offshore and Antarctic industries throughout Australia and overseas.

Taylor Bros specialises in outfit accommodation services to the marine industry and has developed a prefabrication approach to projects for defence, oil and gas and general maritime industries. Prefabrication is advantageous as it increases the amount of work conducted offsite at Taylor Bros Hobart facility.

Fast Facts

- Taylor Bros is a long-established company with a widely diverse engineering background
- It has international contracts and has demonstrated an ability to become involved in many fields of work

In 2009 Taylor Bros was awarded a contract by Australian Submarine Corporation for the supply of outfit accommodation supplies and services to the Air Warfare Destroyer project for the Royal Australian Navy for supply of Metal Joiner Bulkheads and Doors, Galley, Seryery, Scullery and Laundry equipment, fabrication of

furniture and design and prefabrication of berthing spaces, sanitary spaces, mess rooms, offices and meeting rooms. Between 2004 and 2008 Taylor Bros completed work for BAE Systems for the two new Offshore Patrol Vessels for the RNZN, including accommodation spaces, galley, mess areas and sanitary spaces, and has since been awarded a contract with the RNZN for the supply of integrated Logistic Support of the OPVs over a 10-year period.

Taylor Bros also conducts work in the oil and gas industry related to outfit accommodation work. This requires high standards of safety in both design and manufacture and certification of supplies to class rules, and with tight delivery schedules.

Taylor Bros excels at providing products and services that meet high demands for quality and service.



For further information contact

Mr Greg Taylor. Phone: +61 3 6273 3700 Email: greg@taylorbros.com.au

Whetstone Pty Ltd

Project management, change and performance improvement

For more than 15 years, Whetstone's multi-discipline team of specialists have worked on wide ranging assignments and defence-related projects with organisations across Australia.

The company adds value for its clients through performance improvement consulting and project management skills.



Using the proven C+AEL© methodology, we focus on actions planned in the relevant context (markets, workforce capability, business direction, organisation size, etc) to achieve results within available time and resource limits.

Whetstone services are utilised in the defence industry for:

- organisational performance improvement
- project management and implementation
- specialist training design and development
- technical documentation
- program and project evaluation
- organisational systems design
- engineering and technical personnel recruitment.

The company also consults on innovation projects developing products and technologies with defence applications.



Fast Facts

- Whetstone adds value for its clients through performance improvement
- We deliver consulting and project management services that achieve results

Whetstone's recent experience with defence industry projects includes:

- design and test specialist equipment installation and maintenance training programs for SAAB Systems Pty Ltd
- project management for Australian Department of Defence facilities infrastructure maintenance programs
- consultancy for Tenix Defence Pty Ltd on equipment traceability and analysis standards for ship communications
- project management of energy efficiency systems review at Department of Defence base facilities.

Whetstone operates a quality management system to international standards and the company is networked throughout Australia with associates able to extend our services capability.

For further information contact

Dario Tomat. Phone: +61 3 62319095 Email: dct@whetstone.net.au

AUSTRALIAN DEFENCE FORCE RESERVES DEFENCE RESERVES SUPPORT - TASMANIA

Phone: +61 3 6237 7274

Fax: +61 3 6237 7232

Free call: 1800 803 485

Email: tas.drsc@defence.gov.au

Web: www.defence.gov.au/reserves and www.cadetnet.gov.au

Address: Building 39
Anglesea Barracks
Davey Street
Hobart Tasmania 7000

DELTA HYDRAULICS PTY LTD

Mr John White
Managing Director

Phone: +61 3 6420 6900

Fax: +61 3 6424 6983

Email: jfwhite@dh.au.com

Web: www.dh.au.com

Address: 171-199 Stoney Rise Road
Devonport Tasmania 7310
AUSTRALIA

DMO BUSINESS ACCESS OFFICE VICITAS

Ms Helen Gorelik
State Manager Tasmania

Phone: +61 3 9282 7495

Freecall: 1800 621 783

Fax: +61 3 9282 7480

Email: DMO.BAOVIC-TAS@defence.gov.au

Web: <http://www.defence.gov.au/dmo/id/bao/>

Address: Level 3, Defence Plaza Melbourne
661 Bourke Street,
Melbourne Victoria 3000

DEFENCE SCIENCE AND TECHNOLOGY ORGANISATION

Dr Gulay Mann
Capability Leader

Phone: +61 3 6352 6602

Fax: +61 3 6352 3044

Email: gulay.mann@dsto.defence.gov.au

Web: www.dsto.defence.gov.au

Address: PO Box 147
Scottsdale Tasmania 7260
AUSTRALIA

ECKA GRANULES AUSTRALIA

Mr Michael Jones
General Manager

Phone: +61 3 6382 8444

Email: m.jones@ecka-granules.com

Web: www.ecka-granules.com

Address: 4523 East Tamar Highway
George Town
Tasmania 7253

FIOMARINE INDUSTRIES PTY LTD

Mr John Fiotakis
Marketing Director

Phone: +61 3 6272 6167 (Hobart)

Fax: +61 3 6272 6264

Phone: +61 3 9882 1111 (Melbourne)

Fax: +61 3 9882 0300

Email: fiobuoy@fiomarine.com

Web: www.fiomarine.com

Address: Hobart Head Office
Innovation Drive,
Glenorchy Tasmania 7010 AUSTRALIA

Melbourne Office
Suite 6 Level 1
695 Burke Road
East Hawthorn Victoria 3123 AUSTRALIA

PENGUIN COMPOSITES PTY LTD

Web: www.penguincomposites.com.au

PIVOT MARITIME INTERNATIONAL PTY LTD

Dr Jeff Hawkins
Director

Phone: +61 3 6330 2929
Fax: +61 3 6330 2290

Email: jhawkins@pivotmaritime.com
Web: www.pivotmaritime.com

Address: 60 Nobelius Drive
Legana Tasmania 7277
AUSTRALIA

POLYSYSTEMS PTY LTD

Mr Mike Turner
Director

Phone: +61 3 6382 1844
Fax: +61 3 6382 3011

Web: www.polysystems.com.au

Address: Main Road
George Town Tasmania 7253
AUSTRALIA

REVOLUTION DESIGN

Mr Mark Dewey
Managing Director

Phone: +61 3 6274 1845
Fax: +61 3 6274 1846

Email: Revolutiondesign@Revolutiondesign.com.au
Web: www.revolutiondesign.com.au

Address: 16 Bender Drive
Derwent Park Tasmania 7009
AUSTRALIA

SABRE MARINE & GENERAL ENGINEERS PTY LTD

Mr Graeme Phillips
Managing Director

Phone: +61 3 6272 3277
Fax: +61 3 6272 0456

Email: graeme.phillips@sabreengineering.com.au
Web: www.sabremarine.net.au

Address: 4 Homby Road
Glenorchy Tasmania 7010
AUSTRALIA

