



Department of State Growth



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Contents

Tasmania – A Diverse Service Provider to the Defence Industry
Australian Maritime College
APCO Engineering
Blundstone Australia
CBG Systems
Currawong Engineering Pty Ltd
Australian Defence Force Reserves 10
Defence Industry Innovation I
Delta Hydraulics I
Defence Materiel Organisation (DMO) Business Access Offices
Defence Science and Technology Organisation I
Ecka 10
Fiomarine Industries Pty Ltd I
Hazard Systems – ECCO Group Asia Pacific I8
Industry Capability Network 19

Incat Australia	20
Liferaft Systems Australia	21
Moonraker Australia	22
Muir Windlasses Australia	23
Penguin Composites Pty Ltd	24
Pivot Maritime International	25
Poly Systems Pty Ltd	26
Poly Marketing	27
Revolution Design	28
Sabre Marine	29
S.E.R.S. Sheet Metal Works	30
Tasmania Maritime Network	31
Taylor Bros	32
Whetstone Pty Ltd	33
Contacts	34

Tasmania – A Diverse Service Provider to the Defence Industry

Tasmanian companies have been manufacturing products for the defence services for many years and have forged a proud reputation for quality and innovation.

This publication highlights how innovative, clever and customer-focused Tasmanian businesses are in the provision of services to this vital industry.

Some of Tasmania's best-known companies are mentioned here and you may be surprised at the extent of the products they provide for defence forces.

For example, many people would know that Incat provides its world-class ships to a number of armed services, but how many people would know that Blundstone provides its famous boots in many shapes and forms to defence forces all over the world?

Readers may also be surprised to learn that Tasmanian company CBG Systems makes such a ground-breaking maritime insulation product that orders are flooding in from across the globe.

The reason it's so ground breaking? Because it's fireproof, and resistant to corrosion and physical damage. Little wonder that the world is sitting up and taking notice.

Products made by Tasmanian companies are much sought after because our producers are committed to the highest standards of quality and service. In short, they are committed to ensuring their products are the best.

And that means they have the strongest credentials when it comes to quality assurance and world's best practice. Put simply they produce the best because they do not compromise.

Add to that critical elements such as price competitiveness, ease of access and our supporting infrastructure including our excellent port system, and Tasmanian firms are well placed to sell their products to the world.

Many of the companies featured in the publication were founded many years ago and have remained successful because their products are first-class and the business has been able to adapt to changing demands.

Others such as Liferaft Systems Australia and Fiomarine Industries are relatively new and have flourished because they have developed high-quality products, have identified key markets and worked hard to satisfy those customers.

This booklet promotes the huge array of products that the defence forces require and, importantly, provides people purchasing on behalf of the defence services with valuable information about why they should buy Tasmanian.

Once again it's easy to see why Tasmania is taking on the world and succeeding.

More information

Department of State Growth GPO Box 536 Hobart TAS 7001 Australia www.stategrowth.tas.gov.au Business Tasmania 1800 440 026 www.business.tas.gov.au





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

Fast Facts

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.

For further information contact

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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

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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

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Customer Service on 1800 258 669

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



Photo courtesy Austal 2011

For further information contact

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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 lather, a Mori Seiki Live Tool lathe, a Shigyia 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



10 | Tasmanian Defence Initiative

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 visit

www.defence.gov.au/reserves or call 1800 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.

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Defence Industry Innovation

Enterprise Connect

Enterprise Connect is a \$50 million per year Australian Government initiative backed by industry that offers customised advice and support to eligible Australian businesses to help them reach their full potential. Enterprise Connect offers support in the manufacturing, creative, mining, defence and clean technology industries.

You can access Enterprise Connect assistance irrespective of where your business is based in Australia.

Defence Industry Innovation Centre

The Defence Industry Innovation Centre provides a range of services designed to link defence small and medium businesses to new ideas, technologies and markets.

Through the Defence Industry Innovation Centre, highly skilled Business Advisers deliver integrated, practical services that help businesses improve productivity, build internal capacity and capitalise on their potential growth.

A defence business is an Australian based company that is providing, or has the capacity to provide, defence specific goods or services in a supply chain which leads to a Department of Defence somewhere in the world.

How the Defence Industry Innovation Centre can help your business

Another focus of the Defence Industry Innovation Centre is to provide support to Defence businesses through:

- provision of advice and guidance on access to Defence opportunities, sources of technology and advice
- one-on-one dialogue
- industry networks and clusters
- seminars and workshops.

Our Services

Eligible businesses are matched with an experienced Business Adviser who works with them at no charge to:

- understand the firm's strategy and business operations
- · identify strengths and opportunities, including benchmarking against best practice
- assess potential areas for growth and improvement
- access world-class business tools, processes and technology
- participate in the Supplier Continuous Improvement Program.

The Defence Industry Innovation Centre aims to assist businesses to:

- grow their business with Defence
- improve their defence business
- prepare for global defence business.

Enterprise Connect encourages businesses to implement the findings of the Business Review by providing financial support to deliver on the recommended change projects. Enterprise Connect contributes half the cost of approved projects, up to a maximum of \$20 000.



For further information contact

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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

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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

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.

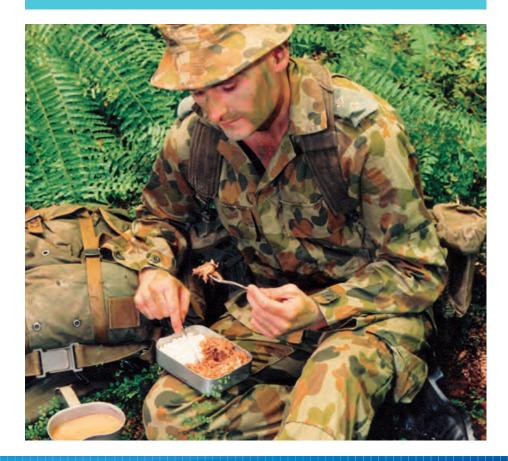
Tasmanian and interstate food companies have played an important role in the product development work carried out at DSTO-Scottsdale. While it is funded by Defence, DSTO-Scottsdale works in close collaboration with CSIRO, the University of Tasmania and the wider national and international research community.

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, 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

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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

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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 and 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

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18 | Tasmanian Defence Initiative

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 are 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.

<image>



Fast Facts

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

For further information contact

Hazard Systems is certified to ISO9001:2000.

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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. 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 gives 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 visit

www.icntas.org.au

Incat Australia

Incat vessels have universal appeal to both commercial and military operations alike.

They offer fast transit, fast turnaround in port, flexibility and versatility in vehicle deck layout, passenger comfort, shallow draft, minimal crewing numbers and reliable and economic operations. Commercial off-the-shelf technology is providing economic, efficient and effective commercial platforms that now interest defence forces that understand the need for new ways to do business.

Traditionally, world militaries have relied mostly on airlift and sealift to deploy troops and equipment. Ocean travel has meant slow, deep-draft vessels. In this age of terrorism, armies need to get troops and equipment into the fight quicker while navies look for a platform to conduct a variety of seabased operations. In 1999 the Royal Australian Navy chartered an Incat 86-metre vessel for use during the East Timor crisis. As HMAS Jervis Bay, she completed more than 100 trips between



Darwin and Dili, transporting personnel and equipment as part of the United Nations Transitional Administration in East Timor (UNTAET). With average speeds of 40 knots, the craft completed the 900 nautical mile return trip from Darwin to east Timor in less than 24 hours.

During this time the vessel seized the

Fast Facts

- International high-speed catamaran
 builder
- Specialising in fast turnaround and flexibility in port
- Major contracts with the military worldwide particularly the USA

attention of the US military, enabling them to witness the potential of high speed craft to perform various military roles. As a result, in 2001 joint forces from the US military awarded Bollinger / Incat USA the charter contract of Incat 96 metre HSV \times I Joint Venture.

The success of Joint Venture led to more charter contracts. The 98m TSV-IX Spearhead was delivered to the US Army in September 2002, and HSV 2 Swift to the US Navy in August 2003.

All three vessels have displayed their excellence in humanitarian roles, including Swift's major role in Hurricane Katrina, often responding on short notice to meet the needs of disaster relief efforts. The ships became the military benchmarks for future fast sealift acquisitions due to the high operational speed, long range deployment capabilities, combined with a high deadweight capacity.

Incat wave-piercing catamarans are already proven on the oceans of the world, being used in dozens of applications over the last two decades. Tried and tested by the US Army, Navy and Marine Corps in operational environments, including in support of Operation Iraqi Freedom, Incat vessels offer world militaries a no fuss solution to transforming marine capabilities.

For further information contact

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Liferaft Systems Australia

The world's leading manufacturer of marine evacuation systems

Liferaft Systems Australia (LSA) 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. LSA'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. LSA 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.

Fast Facts

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.

LSA 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.



For further information contact

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Moonraker Australia

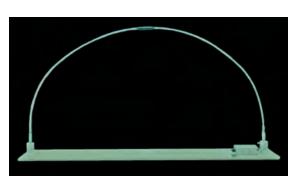
New Generation Antennas for Defence

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.

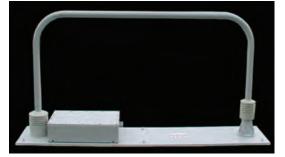
Moonraker has a long history of working with defence forces around the world both in the supply and development of antennas in the lower end of the radio spectrum from 10kHz to 1500MHz. The importance of quality and endurance are synonymous with that of performance. Systems are available for commercial, 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

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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



Penguin Composites Pty Ltd

Capabilities in Composites

Penguin Composites offers a diverse range of products and processes for regular or one-off clients.

- mass-produced composite parts for underground mining machinery
- lower volume parts and accessories for commercial operations and transport
- marine equipment repairs and improvements
- filament wound vessels for sewage reticulation systems, poles and pipes for all electrical and communication applications
- thermal shielding in composite or stainless for high temperature engine components
- minor design and development of vehicle components
- mould production for composite components
- building components such as panels
- accommodation for specialised fields.

We do offer a range of products such as demountable satellite cabins, weir pits, water and chemical tanks, pipes and fittings and gel sheets that can be adapted to suit many other purposes. This range of products can be retrofitted and or adapted to suit individual applications if the requirements of the customer are so desired.

The business also offers potential clients our ability to design, fabricate and deliver one off projects. Generally this is handled "in house", although our relationship with major supplier groups also allows us to utilise the latest research findings for use in newer products.

The company uses processes such as Light RTM, vacuum, chopper guns, hand lay up, filament winding, lathes, welding and employs a composite engineer, composite tradesmen, fitters, joiners, auto mechanics and apprentices.

Major components are manufactured for heavy industrial machinery, recreational vehicles, transport and infrastructure clients, whilst still holding onto our root business in the marine and commercial areas.

Components manufactured by Penguin Composites are exported to many international destinations, such as the United Kingdom, Canada, India, Antarctica and the United States.

Our services are usually sourced by suppliers to the defence industry as components in their product.



Fast Facts

- Mould design and manufacture
- Component manufacture
- Jobbing workshop
- Volume production
- RTM and VM mould manufacturing
- Problem solving for customers within our industry
- Foam panel vacuuming
- Phenolic laminating experience
 and material understanding
- Stainless Steel fabricating and general



For further information visit

t www.penguincomposites.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 costeffective. 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



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Poly Systems Pty Ltd

Innovating the world with precision engineering

Poly Systems Pty Ltd is a Tasmanian company primarily focused on the research, development and commercialisation of internationally innovative defence related technologies including a range of functional industrial and commercial problem solving products.

Over a 10-year program of sole and partnered research projects Poly Systems has developed defence and security products which offer 'off the shelf' adaptability to meet client specified operational demands from urban through to difficult terrain in varying climate conditions and covert capabilities.

The Poly Systems proven technological background enjoys success by either the licensing of its patented technologies to major international corporations or providing capability components direct to clients.

Poly Systems product manufacturing is outsourced to recognised, quality practice companies by way of contract, joint venture, licensing or technology transfer.

Internationally, company representation has been established in New Zealand, UK, USA and Japan with other appointments pending.

Crowd Control – Inert, environmentally friendly, burst on impact 'Heavy Gel' projectiles with a marking of clothes (food grade dye) and substantial 'impact trauma' of target.

Remotely Operated Robot – Miniature Size (8 wheeled) robotic viewing platform with the capabilities of: being small, man-portable - nominal weight >10 kgs; traversing difficult terrain up to a maximum of 60°; easy line of sight control – very user friendly; visual interrogation with vicinity sound pick-up; carrying up to Ikg of HE and detonating in close proximity to an IED or other target (breeching); operating in culverts and drains; close proximity in-building or vehicle and AO reconnaissance; urban terrain operations (investigations and covert surveillance); being armed with a weapon up to 9 mm.

This robot can (as required) be regarded as sacrificial and is designed to reduce the threat level to soldiers tasked to perform high risk IEDD and building or in/under vehicle and AO examinations.

Remotely Operated Robot – Large Size (tracked) heavy duty with manipulator arm reaching height up to 2 metres, can be armed with a weapon up to 20 mm or a Poly Systems 8 shot IEDD weapon with remote operator select and discharge projectiles. This robot can breech

Fast Facts

- Poly Systems is a research and development company developing a range of defence-related technologies
- Products are taken from TRLI to TRL9 in response to identified defence demands
- Product manufacturing is collaboratively outsourced

walls and locked doors or be tasked to provide direct fire when harboured in a remote location.

Remote Location Power Generation – with low fuel demand.

Stand-off Rounds – 25 mm or 27 mm for IEDD using 'heavy gel' to defuse/defeat a device and allow for forensic investigation (high speed video demonstration is available against live IEDs).

Lightweight Cordless Hand Tools – with a range of between 70 to 240 Joules output using standard MAP gas in any climate and at any working altitude.



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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

CounterTerrorismImprovisedExplosiveDeviceDefeat'Stand-offRounds' in 25 or 27 mm calibres

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



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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 manoeuvering 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-XI Joint Venture, TSV-IX 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 shipborne 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



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Prince of Wales Marine



Prince of Wales Marine (formerly 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.

Prince of Wales Marine 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.

Prince of Wales Marine 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



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Direct Edge Manufacturing

Quality leading-edge laser cutting and sheetmetal fabrication on time



Specialising in the cutting and fabrication of sheetmetal since 1996. Direct Edge Manufacturing (formerly S.E.R.S.) is about quality of products and service, priding itself on being at the forefront of technology.

Direct Edge Manufacturing is situated on the NW coast of Tasmania, in Burnie, employing an expanding workforce which is currently over 70 strong.

In keeping with the desire to be at the leading-edge the latest machinery is utilised:

 Trumpf TruLaser 2030 automated laser cutter with linear material flow with a bed size of 1500 × 3000 and capable of cutting up to 12.0PL Stainless Steel, 20.0PL Mild Steel and 8.0PL Aluminum

• Trumpf TruPunch 5000 enabling faster, more accurate cutting of intricate holes and slots. There is also a range of other machinery available to cope with a wide range of requirements:

- Farley CNC Slab Laser Profile
- Heavy Duty SR-3618 VR CNC Routing Machine able to cut and router all Aluminum, Rubber, Acrylics, Plastics, Timber, Copper and any other material up to 150mm thick
- Trumpf VI 300 CNC 6 Axis Break Press with a 3 meter bending length.

Direct Edge Manufacturing are able to inspect and reverse engineer parts with the Inspectvision P40.50 inspecting to standard ISO 10360-4.

Direct Edge Manufacturing works with the following companies to produce high quality sheetmetal products:

- Caterpillar Underground Mining & Haulmax - components for mining machinery
- Mader International special vehicle
 components
- Muir Engineering marine components
- Dobmac agricultural parts and components.

Fast Facts

- Leading supplier of precision manufactured components to industries
- Market leaders in performance and quality in the mining industry



For further information contact

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.

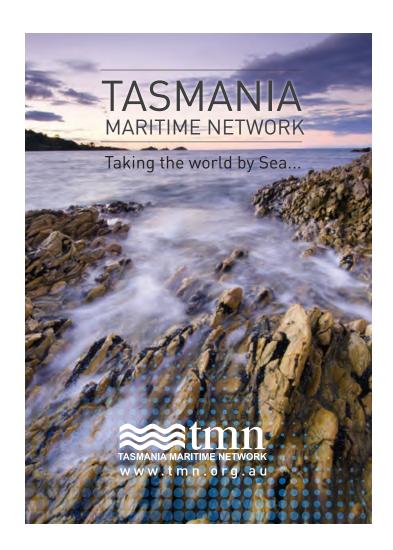
Generations of superior shipbuilders have laid a firm foundation for the current era in which Tasmania leads the world with many modern maritime innovations.

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:

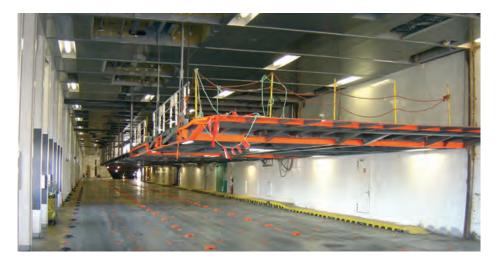
- Small to large capacity high speed passenger only and passenger / vehicle carrying vessels for both commercial and military markets
- Full design, manufacture and servicing of all related equipment
- Marine evacuation systems, large capacity liferafts and innovative safety equipment
- Full training,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



For further information visit

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 site work. Instead, the majority of the work is undertaken in the workplace, taking advantage of workplace efficiencies. 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, Servery, Scullery and Laundry equipment, fabrication of

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

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.



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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.

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38 | Tasmanian Defence Initiative

TASMANIA MARITIME NETWORK

Web: www.tmn.org.au

TAYLOR BROS (SLIPWAY & ENGINEERING) PTY LTD

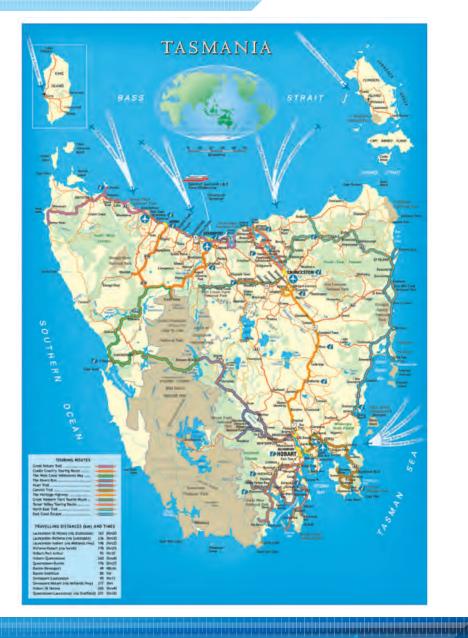
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