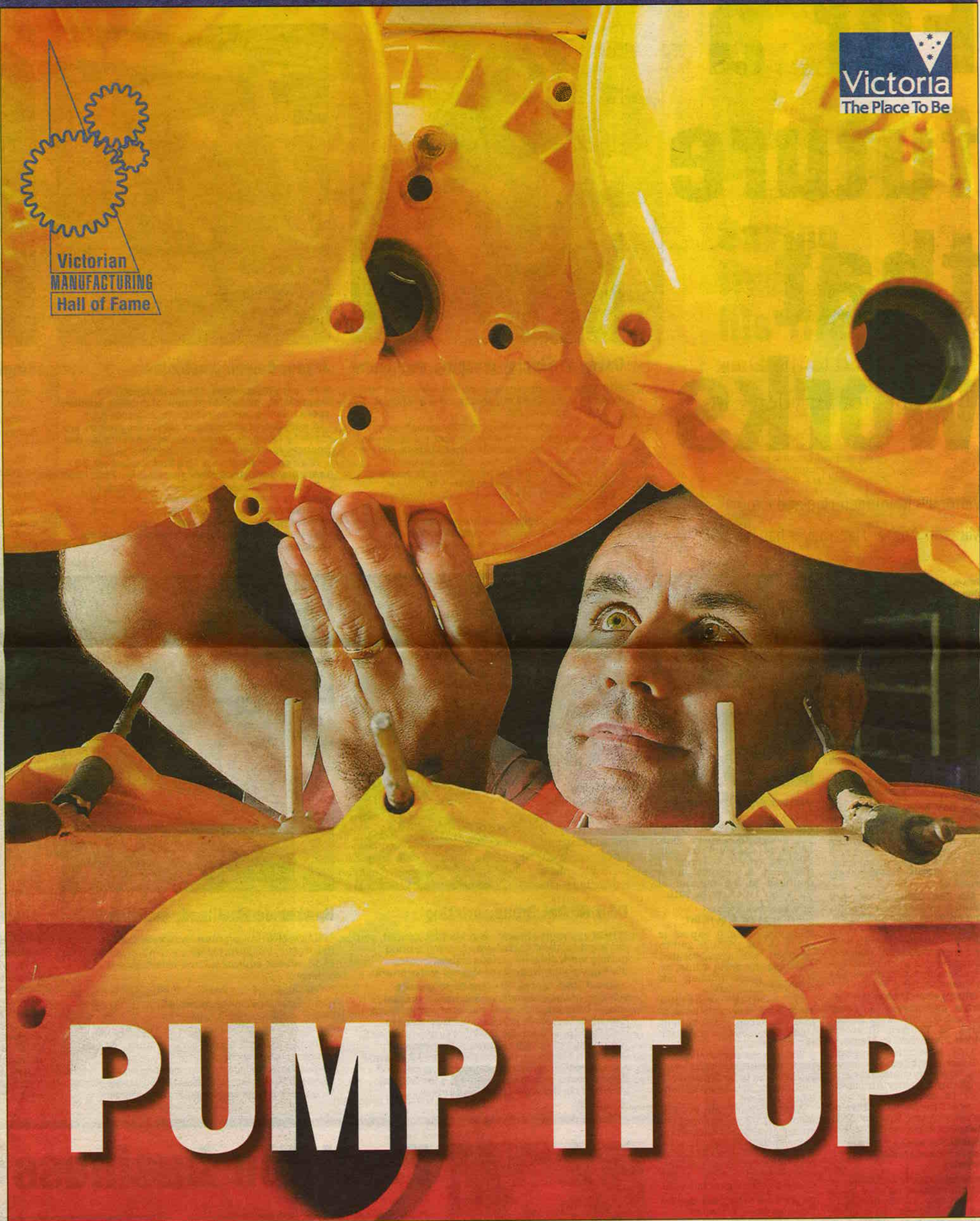
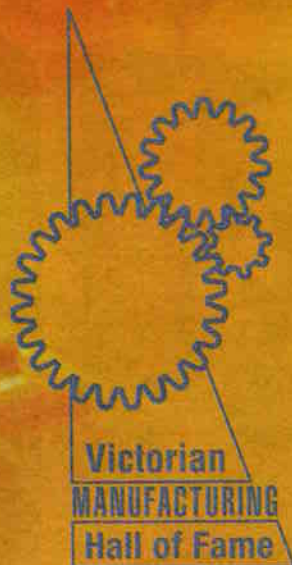


MANUFACTURING HALL OF FAME

ADVERTISING FEATURE



PUMP IT UP

MANUFACTURING is the engineroom of Victoria's economy — and Victoria is the heartland of Australian manufacturing.

It is the state's largest provider of jobs, employing nearly 340,000 people. It pumps nearly \$27 billion into Victoria's economy each year and drives annual exports of goods worth about \$15 billion.

And manufacturing sets the pace in R&D, new technologies, innovation and productivity and connects us to global supply chains.

The Victorian Government works closely with the industry, delivering programs such as Innovation Insights to promote technology and knowledge transfer, the Export Communication Network to help manufacturers work together to

open up new markets, and Careers in Manufacturing to build a smart, flexible and innovative industry workforce.

And to recognise and promote Victoria's world-class manufacturers, the Government has established the Victorian Manufacturing Hall of Fame, a showcase for the state's high achievers in this key industry as part of National

Manufacturing Week. Last night, more outstanding Victorian companies and individuals were inducted into the Hall of Fame at its annual gala dinner.

This supplement provides a brief introduction to the 2005 Hall of Fame inductees and what manufacturing means for Victoria, now and for the future.

2005 INDUCTEES TO THE VICTORIAN MANUFACTURING HALL OF FAME



Davey Products, pumping equipment

EVERY summer, many homes and farms are saved from bushfires with the help of high-pressure water pumps made by Davey Products.

Davey's Firefighter brand pumps, powered by petrol and diesel engines, are used by farmers, firefighters and emergency services personnel around Australia and are known for their reliability under extreme and difficult conditions. The pumps perform well in tough operating environments, which has made them a favourite in overseas markets such as the US, South Africa and the Mediterranean.

Exciting recent additions such as the company's Celsius spa bath pumps and RainBank automatic rainwater controller have earned Davey several industry awards.



Jayco, camping vehicles

FOR many Australians, the name Jayco immediately makes them think of outdoor holidays spent relaxing and enjoying long summer days.

Nearly half of all caravans sold in the country are made by Jayco, so it's no wonder the company has become synonymous with camping.

It's a great result for a firm that started out 30 years ago putting together caravans in a little shed.

Today, the Dandenong-based manufacturing company employs more than 550 people and produces a range of mobile homes, pop-tops, camper trailers and caravans.

To ensure quality, Jayco makes almost all the components itself.



Kingfisher International, IT products

IN 1986, few of us had any idea about the global communications revolution that was to come.

Luckily, husband-and-wife team Bruce and Rosmin Robertson did. That year they started a small business in their garage, making fibre-optic testing equipment.

From these humble beginnings, their company, Kingfisher International, today employs a staff of 22 at a new state-of-the-art plant in Scoresby and exports about 90 per cent of its products.

With the continued growth in broadband access, high-speed data transfer and other communications developments, there will be plenty of opportunities to build on their success in this niche market.



MasterFoods, quality snacks

CHOCOLATE has long been one of our favourite snacks, but it seems that not all chocolates are created equal.

MasterFoods, owned by Mars Incorporated, has spent nearly 15 years researching health-enhancing cocoa flavanols leading to the development of a process that preserves these important compounds usually destroyed during standard processing. It is this kind of forward thinking that has made MasterFoods a leader in its field.

The Ballarat-based company sells snacks such as Dove chocolate and M&Ms to more than 20 countries, accounting for nearly two-thirds of Australia's total confectionery exports.



Production Parts, engineering

DEFENCE and aerospace are two industries that have grown enormously in the past 15 years.

Production Parts Pty Ltd is one of several Victorian companies that have achieved success by identifying the growth potential in supplying spare parts and components to these industries.

The success of its strategy can be seen in the fact that its busy engineering workshops in Airport West are today supplying components for a range of defence machines, including the FA-18 Hornet, the Nimrod and the Eurocopter Aussie Tiger.

It also is one of the first companies in Australia to win a contract to deliver engine and fuselage components for the new Joint Strike Fighter F-35 jets.



D&D Global Group, printing

WHEN you want a brochure or booklet printed, you can spend a great deal of time running around getting work done by various artists, photographers, writers, designers and printers.

But at D&D Global, all of these people are working under one roof, which means you can simply brief them on what you want and let them look after the whole process, from concept to distribution. Though D&D Global Group is based in Richmond, its work has attracted overseas attention. The company has picked up 72 national and international awards, including the coveted Benny award, which acknowledges the highest standards in the global printing industry.

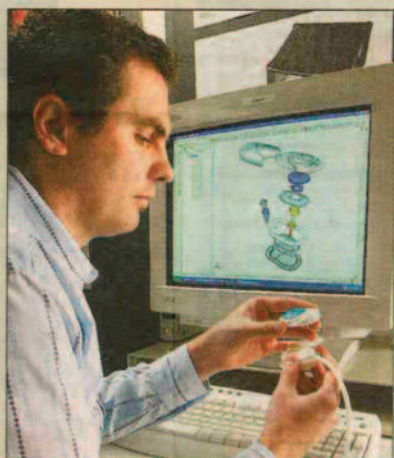


Hawker de Havilland, aviation

THE Tiger Moth trainer, Wirraway, Boomerang, Beaufighter, Mosquito, Mirage, Lincoln, Canberra and the FA-18: what do all of these iconic aircraft have in common?

The answer is that all were built by Hawker de Havilland (HdH). Established in Melbourne in 1927, HdH has helped shape Australia's aviation history and continues to play a key role in this country's aerospace future.

Today, it makes a range of complex structures and components for major civil and military aviation organisations around the world, including Boeing, Airbus, Lockheed Martin, Bombardier and BAE Systems. About 95 per cent of all its aerostructures are exported.



APS Plastics, product design

NEXT time you go to the MCG, look at the new seats being installed at the famous ground.

They have been jointly developed by APS Plastics and its manufacturing client, and have been specially designed to be comfortable, cost-effective and tough.

APS Plastics designs and develops all manner of plastic products, such as pumps, syringes and coolers, using the latest technology such as 3D CAD design, prototyping and structural finite-element analysis.

APS has won many awards, including the 2004 Telstra and Australian Government Small Business of the Year.



Ford Australia, motor vehicles

ONE of the newest cars on the road is the Ford Territory.

Designed and produced in Broadmeadows and Geelong, the latest model was developed in response to requests by Australian customers for a car that combined the best features of a large sedan, a four-wheel-drive and a people mover.

Ford's ability to create the new Territory demonstrates the company's tradition of innovation and ingenuity.

This year, Ford celebrates its 80th anniversary of operation in Australia. In this time, much has changed on the production line. For example, hi-tech robots have replaced hand tools, and computer-driven machinery produces thousands of seat and door trims from materials never dreamed of in 1925.



Tenix Defence, shipbuilding

OPERATING out of Williamstown for nearly 20 years, Tenix Defence is one of the world's leading shipbuilders.

Last year, the Victorian company beat competition from the UK, the Netherlands, Singapore and Germany to win a \$470 million contract to build six patrol vessels and one multi-role vessel for the Royal New Zealand Navy.

In 1989, the company was commissioned to build the Anzac frigates for the Australian and New Zealand navies. Next year, Tenix will put the 10th and final one to sea. Also, the Tenix-built Sea-Link ferry takes passengers from the coast of South Australia to Kangaroo Island.

Partition business proves no barrier to achievement

2005 Manufacturing Hall of Fame Honour Roll: Tony Schiavello, managing director, Schiavello Group

THE office-partition business founded by Tony and Joe Schiavello in 1966 has now grown into the Schiavello Group, one of Australia's top 500 private companies.

It employs nearly 1000 people to provide complete office fit-out services with a growing focus on information-technology products and services.

The Schiavello Group's focus on R&D, leading-edge design and world's best quality standards have seen it win a growing share of international markets and major clients such as NTT Japan, Hewlett-Packard, the World Bank headquarters in Washington DC and Microsoft.

What do you regard as a professional highlight while building up the Schiavello Group?

Tony Schiavello: Diversifying from a partition company to a height-adjustable furniture and workstation company, introducing new prod-

ucts and setting up our research and development team.

Within a short period, these changes allowed Schiavello to become a national company and expand its manufacturing operation from 5000sq m in 1985 to the current size of 70,000sq m. It now competes against the largest workstation suppliers in the world, winning prestigious contracts with clients such as the World Bank.

How do you think Australian manufacturing has

changed most significantly in 20 years?

The Australian and international manufacturing industry has evolved significantly. In our industry, the machine shop has been replaced with automated, NC-controlled equipment and metal-cutting guillotines and brake presses with automated cutting and robotic bending machinery. Machinists are now becoming computer programmers and operators.

What do you see you as manufacturing's biggest

challenges or opportunities in the next 20 years?

The main challenge is to compete against countries that employ low-cost labour.

To succeed, we need to continue introducing automation and move beyond low-skilled jobs. But, most importantly, our work must be recognised as a design product that creates a strong brand, not as a commodity product. And we need to keep constantly striving for environmental sustainability as well.



Huge success: Tony Schiavello.