



State Development Minister Clive Brown with Ausclad Group of Companies executive chairman Kevin Bain in front of Apache's Linda platform in the CUF's large fabrication shed.

MINISTER VISITS LINDA PLATFORM

State Development Minister Clive Brown visited the Australian Marine Complex in January to meet with Ausclad Group of Companies (AGC) executive chairman Kevin Bain and view work underway in the large fabrication shed.

AGC assembled Apache Energy's 600 tonne Linda platform using the fabrication shed's substantial 80 by 60 metre internal space to fit the components together. The Linda platform is an extraction well for use on the North West Shelf.

While on site, the Minister announced a major job summit to maximise employment opportunities from Western Australia's offshore oil and gas sector. The summit,

attended by industry, union and government representatives, was held in the Legislative Assembly at the WA Parliament on Friday 27 February.

The Minister said construction of the \$6 million Linda platform was the first of a number of offshore oil and gas fabrication projects to take place at the AMC.

"With projects like ChevronTexaco's Gorgon gas development and increasing interest in WA's other world class gas fields, it is vital that Government, industry and the union movement work together to ensure that the vast majority of fabrication and technical work is performed in WA."

TRUE SUCCESS FOR IMAGE MARINE

Image Marine - the leading global supplier of live-aboard vessels - has won a \$13 million contract to build a luxury tourism vessel for Kimberley based North Star Cruises.

Image Marine is a division of Austal Limited and built North Star's first live-aboard vessel, the *True North* (pictured).

The North Star Cruises director Craig Howson said Image Marine was an obvious choice to build the new vessel.

"The performance of *True North* has been outstanding and is a testament to the shipbuilding skills of the Image Marine team," Mr Howson said.

Image Marine has set industry benchmarks for quality and customisation through previous completions for clients worldwide. At 50 metres, the new 36-berth *True North* will be one of the largest and most luxurious vessels of its type. There will even be room for a helicopter on the top deck.

For more information see www.imagemarine.com.



Image Marine built North Star Cruises' first live-aboard vessel, *True North*. Now it has won the contract to build a second vessel. Picture courtesy Image Marine.



AT A GLANCE

THE COMMON USER FACILITY (CUF) IS:

- 1 HIGHLY ADAPTABLE FOR MULTI-PURPOSE FABRICATION, ASSEMBLY AND LOAD-OUT WORK
- 2 SUITABLE FOR MULTIPLE, CONCURRENT PROJECTS
- 3 FOCUSED ON ASSEMBLY OF COMPLEX PRE-ASSEMBLED UNITS AND MODULES
- 4 A MAJOR EXPANSION OF THE EXISTING, SOPHISTICATED, WORLD-CLASS CLUSTER OF MARINE, DEFENCE AND SUPPORT INDUSTRIES

THE 40-HECTARE CUF FEATURES:

- 1 A FULLY PROTECTED HARBOUR DREDGED TO A MINIMUM OF 10 METRES, SUITABLE FOR LARGE VESSELS, BARGES AND FPSO'S
- 2 A 15,000 TONNE SERVICE/HEAVY LIFT WHARF AND A 3,000 TONNE LOADOUT WHARF WHICH CAN BE UTILISED FOR FITOUTS AND REFFITS OF LARGE VESSELS WITH A VARIETY OF CONFIGURATIONS
- 3 A SOPHISTICATED MOBILE FABRICATION/ASSEMBLY HALL (80M LONG X 60M WIDE X INTERNALLY 45M HIGH) BUILT FOR FLEXIBILITY OF OPERATIONS IN FABRICATION, ASSEMBLY AND LOADOUT MODES
- 4 AUSTRALIA'S LARGEST PORTAL CRANE WITH A 150-TONNE CAPACITY, AND A RANGE OF 20 TONNE AND 50 TONNE AUXILIARY OVERHEAD CRANES
- 5 ADMINISTRATIVE SUPPORT, PROJECT MANAGEMENT OFFICES, AMENITIES FOR A WORKFORCE OF 500 PER SHIFT, TRADE AND ASSOCIATED WORKSHOPS
- 6 AN ADJACENT 80-HECTARE FABRICATION PRECINCT, DESIGNED TO ATTRACT A RANGE OF SUPPORT INDUSTRIES
- 7 TEN HECTARES OF LAYDOWN AND ASSEMBLY AREA

MARKET DRIVEN APPROACH FROM LANDCORP

LandCorp is allowing the market to determine the agreements it enters into for the use of land at the Australian Marine Complex.

Whether it is within one of the precinct subdivisions, the use of strategically positioned land, leasing arrangements or options to buy, LandCorp has positioned itself so that it can be flexible in meeting the needs of its existing and potential customers.

LandCorp CEO Ross Holt believes that the ability to be negotiable on terms and conditions for land leases and sales is critical to attracting the right clientele to the AMC.

"We think it's essential to be able to create lots according to needs," Mr Holt said. "It is very difficult to predict what the market will want, and often the needs are quite varied."

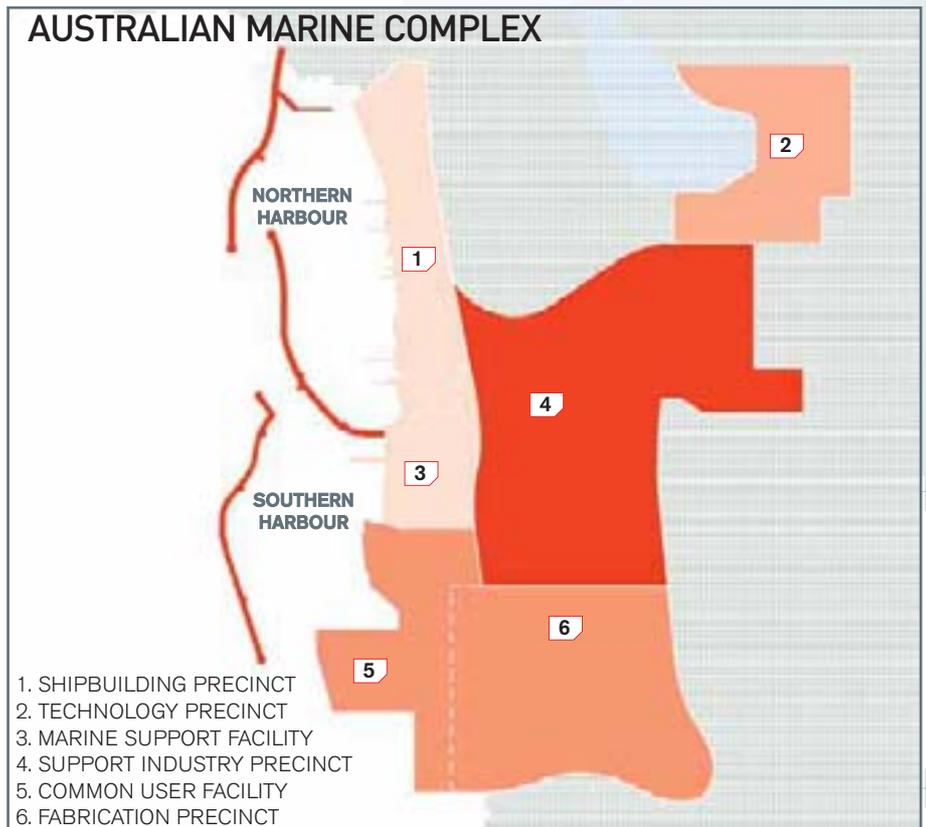
"The Australian Marine Complex attracts all kinds of businesses supporting defence, marine, mining and oil and gas industries. It would be shortsighted of us to think we could take a one-size-fits-all approach."

The take-up of land has been strong. Close to 85 lots in the support precinct have already been leased or bought by businesses. In the support and fabrication precincts only a few lots are currently available.

Further releases of land will be available in the new year, some of which are currently subject to preliminary subdivision plans. Land is available for lease (at variable lease terms), purchase or lease with an option to purchase.

For further information contact:
Sales - Rocco Demaio 9320 0000;
Leasing - Ian Ardron 9482 7474.

AUSTRALIAN MARINE COMPLEX



1. SHIPBUILDING PRECINCT
2. TECHNOLOGY PRECINCT
3. MARINE SUPPORT FACILITY
4. SUPPORT INDUSTRY PRECINCT
5. COMMON USER FACILITY
6. FABRICATION PRECINCT

WA GRABS \$150 MILLION OF DEFENCE WORK



General manager of Tenix Defence, Marine Division (WA) Jonathan Smith, with State Development Minister Clive Brown and general manager of ANZAC Alliance Phil Brown, at the Tenix shipyard.

The ANZAC Alliance has won a \$500 Million dollar defence contract, of which \$150 million in work will be undertaken in Western Australia.

The ANZAC Alliance is a virtual company consisting of Tenix, Saab Systems and the Commonwealth Defence Material Organisation.

Work to upgrade the weapons systems aboard the Royal Australian Navy's

ANZAC frigate fleet will be performed at HMAS Stirling and the Australian Marine Complex.

Speaking at Tenix's premises within the AMC, State Development Minister Clive Brown said the choice of Perth as a location for the installation work was a vote of confidence in Perth's ship building industry.

"With our investment in the Australian

Marine Complex and our ongoing efforts to attract defence technology operators to Perth, we are creating an industry cluster that could see Perth become Australia's defence industry capital," Mr Brown said.

The Minister said the Australian Government was planning further defence industry spending in the years ahead, including the building of three air warfare destroyers worth more than \$4 billion.

"We are confident Perth's rapidly developing defence industry capabilities will give Perth the best possible chance of winning additional contracts and creating further jobs and opportunities for Western Australians."

DELVEX - A CLEAN WINNER IN THE MARINE SUPPORT SECTOR

Ted Beattie is excited.

He predicts the potential of the Australian Marine Complex is enormous and being located nearby such 'terrific shipbuilding companies' is certain to benefit his specialist industrial steam cleaning business.

Mr Beattie is the managing director of Delvex Pty Ltd and has been operating from 4 Egmont Road for just over two years. Previously, Delvex operated at 22 Sparks Road for about three years.

"We're the largest company operating in this area in the tank and bilge cleaning business and this is the perfect location for us, with customers situated in Fremantle, at nearby Garden Island and in the AMC." Mr Beattie said.

"I think this area has so much potential. These new facilities are sure to attract work to the area because we've already got some terrific companies here.



"My only regret is that I'm not 20 years younger to enjoy it all - it's so exciting."

Mr Beattie started his industrial steam cleaning business in 1981 under the name of Jetvac Cleaning. He acquired Delvex Industrial Cleaning in 1987 and combined the two entities under the Delvex banner, specialising in the ship and tank-cleaning sector.

Today, he has five tanker trucks on the road and hires out on-site tanks to customers.

Delvex specialises in the collection and treatment of oil and water liquid waste material from all marine vessels, including submarines.

Mr Beattie proudly counts the Australian Submarine Corporation, Tenix, Royal Australian Navy, Austal and Oceanfast among his top clientele, and he says business is booming at present.

"We're very cost effective because we're right in the heart of the AMC and we're able to treat the liquid waste on site at our Egmont Road operations," Mr Beattie said.



Interlloy's warehouse in Brisbane, similar to the one to be built at the AMC.

AMC A STEAL FOR INTERLLOY

It's usually boom time for Australian owned and operated Interlloy Pty Ltd. As a major supplier of stainless steel and special steel products, the company is in a unique position of having a market for its products in both the good times and the lean.

Providing steels for the full spectrum of industrial and manufacturing machinery, Interlloy either supplies steel parts for new equipment or replacement parts for existing equipment.

The key to the business is stock and distribution. Interlloy has the most comprehensive stock holding of special steels in the country.

Company director Russell Bon says Interlloy's success stems from a consistent commitment to service. Part of this commitment means competitively priced products that are in stock and readily available to clients on short notice.

For this reason the company, which employs over 75 people, has enormous warehouses in every state in Australia - the newest of which is planned for WA's Australian Marine Complex (AMC).

"Growth in the WA market is outstripping

the capacity of our current warehouse in Forrestfield," Mr Bon said.

"We started looking for another site to construct a larger warehouse that has the capacity to meet the specific needs of our business. After months of reviewing what was available, the AMC was the natural choice."

The flexible approach adopted by LandCorp in managing AMC land means land can be sold or leased according to the needs of businesses, rather than as pre-defined lot sizes with pre-existing conditions.

An overwhelming consideration for Interlloy was road infrastructure.

Mr Bon said getting the goods to market as efficiently as possible is fundamental to the business and crucial to upholding Interlloy's high standards of service. The AMC distinguishes itself from other sites by offering the large land holdings required by industry as well as supporting them with excellent road networks.



The Delvex oily water treatment plant.

"We don't have the transportation costs that other firms have. They have to transport the liquid waste all the way to treatment facilities at Welshpool or Armadale."

For more information contact Ted Beattie on 9417 1717.



IMPRESSIVE OPENING SALVO FOR CUF



Cryeng Pty Ltd assembled two large liquid nitrogen tanks in the small fabrication shed at the AMC's common user facility for Air Liquide.

The AMC's common user facility, part of the fabrication precinct, has had a successful opening six months with work injecting around \$8 million into the local economy.

Since it was commissioned on 1 July 2003, over 300 people have worked in the facility on projects ranging from ship repair, modular construction and load out.

JBFM Babcock General Manager Mike Bailey said every part of the facility had now been used with a total of 13 companies utilising the world-class facilities.

"At one time we had six companies and their subcontractors using the facilities without any environmental, safety or IR incidents," Mike said. "It was a great early test for the CUF's capabilities."

Recent work includes maintenance on Australia's biggest construction vessel, Saipem's Semac Barge after a stint working on the North West Shelf Venture's second trunkline; the assembly of Apache's Linda platform by the Ausclad Group of Companies; and the assembly of two large liquid nitrogen tanks for Air Liquide by Cryeng Pty Ltd.



Saipem's barge Semac was recently docked at the Common User Facility for major maintenance and repairs.

BEURTEAUX LANDS METRORAIL CONTRACT

Beurteaux Australia has already established itself as the leading supplier of seating solutions to the marine industry, but a recent contract win is taking it to new areas.

Beurteaux has been appointed to design and manufacture specialised seating for MetroRail's 93 new rail cars. Its success follows a contract to supply seats for the new Prospector train.

Traditionally a supplier to the marine industry, Beurteaux director Jim Howe said the contract would require a new production line, new technology, additional employees and new production techniques. Beurteaux expects to deliver its first seats for the new railcars in March with the last delivery planned in 2006.

"This is an important development for us," Mr Howe said. "It means an expansion into a new domestic market, requiring an investment in new technology, expanded production facilities, additional personnel and a guarantee of ongoing work."

Nearly all of the seating manufactured by Beurteaux for the marine market is exported.

"It will be good to see our products in use on the local rail system. Most companies establish themselves within their local markets before investing in the export market whereas we have established our overseas markets and are now exploring markets within Australia."

Mr Howe said the company has researched and developed new systems for vandal and fire resistant seating that does not compromise comfort and styling. He said Beurteaux would build 7500 seats for the MetroRail contract over the next two years.

Beurteaux - established as a family business in Perth in 1954 - is now represented internationally with offices in Singapore, North America, Europe and Hong Kong. Beurteaux seating solutions and accessories have been fitted to over 400 vessels throughout the world.

Beurteaux purchased 11 lots totalling 2.2 hectares in the Support Industry Precinct to build its state-of-the-art facilities.

NOMAD CONSOLIDATED WANDERS INTO THE INTERNATIONAL ARENA



Nomad Consolidated Sales Executive Mark McNally inside the soon to be completed factory at the AMC.

Sustained market growth in the oil and gas and mining sectors and opportunities for business expansion have driven remote area construction specialists Nomad Consolidated Pty Ltd (formerly Nomad WA) to the Australian Marine Complex.

The privately owned Western Australia company has purchased two blocks totaling 11,000 square metres in the south east corner of the Australian Marine Complex's support precinct. The land has allowed the company to custom design a factory to suite its specific needs. The AMC location will provide the company with the networking opportunities and international face required for expansion.

Nomad Consolidated is one of WA's leading suppliers in the design, construction and refurbishment of remote area construction and production villages. The company has been involved in projects supporting operations in WA, Tanzania, Papua New Guinea and Asia. Nomad is specifically involved in turnkey projects

where the company designs, manufactures and installs remote villages, as well as maintains them throughout their life-course.

Managing director and owner Gary McNally believes the AMC offers a good opportunity for the company to enhance productivity and increase cost-efficiencies in its current business operations, as well as position it for future growth and expansion.

"Constructing the kind of accommodation on the scale that is required for many of our clients takes up a good deal of space. Similarly, our typical turn-around times for designing, constructing and installing remote villages is only around 14 weeks," Mr McNally said.

"We need facilities that can accommodate our manufacturing requirements and enable us to work quickly and efficiently. The AMC land has allowed us to design offices and a factory that are specifically suited to our needs."

The company started with a mere \$200 - and a touch of know-how - just 13 years ago. Today it services clients including Rio Tinto, BHP Billiton, Compass-ESS, Lionore Australia, Sons of Gwalia and Argyle Diamonds. Things have gone from good to better - in the past three years Nomad has achieved 100% growth per annum.

Mr McNally believes the AMC offers unequalled benefits.

"We see a significant advantage in being situated among other companies servicing or supporting the resources industry - our whole business has been built on networking and relationships and it has certainly stood us in good stead to date," Mr McNally said.

The market has experienced steady growth over the past few years and Mr McNally forecasts a continuing growth trend. He believes that Nomad Consolidated is the stand-out growth performer in its sector and is now in a position to explore expansion strategies for the business.

"Increasingly we have taken the growing part of the market over the past few years. But we tend to work almost exclusively for the mining industry.

"I think there is strong potential to be involved in accommodation modules in the oil and gas industry - and that has been a contributing factor in our decision to move to the AMC."

"We feel it will give us better access to new markets, as well as an international face to our business."

Nomad Consolidated has been in temporary offices in Bibra Lake for six months and is currently building its new premises in Alacrity Place at the AMC.

For more information see www.nomad.com.au.