



LandCorp chief executive Ross Holt (right) with Stephen Briggs, co-owner of Specialized Tank Cleaning Services, which has just purchased a 4299sqm block at the AMC.

FLEXIBILITY A KEY TO STRONG BUYER INTEREST

A strong marketing effort and keen buyer interest has resulted in almost \$1.8 million of land being sold or put under firm negotiation at the AMC's Fabrication Precinct since the end of February 2004.

LandCorp chief executive Ross Holt said two blocks totalling 12,457sqm had been sold for a total of \$750,000, and a further four blocks representing 15,782sqm were under firm negotiation with selling agents CB Richard Ellis.

"The level of sales inquiries we are receiving from existing AMC occupants, property developers and marine-related companies has been excellent," Mr Holt said.

"The lure of available industrial land close to WA's premier shipbuilding industry and the close proximity to our internationally-acclaimed Common User Facility has been particularly attractive.

"Our willingness to negotiate and be flexible in meeting the needs of existing occupants and potential buyers has also been a critical factor in closing a couple of the deals and attracting prospective buyers."

It is a point echoed by Stephen Briggs, joint owner of Specialized Tank Cleaning Services, who has just purchased a 4299sqm block on the corner of Stuart Drive and Keel Way for \$285,000 (see story on page 2).

"LandCorp was really flexible and altered the lot size to suit our requirements," Mr Briggs said. "If they hadn't, we'd still be looking for a new home."

Mr Briggs and co-owner, Frank Wilson, plan to construct a \$1 million plus tank cleaning facility on the block, which should be operational by this Christmas.

"Ninety per cent of our work comes from the marine industry at Henderson and nearby Garden Island, so it made sense to be located right within the Australian Marine Complex," Mr Briggs said.

"In the long term, we expect to make considerable savings to our business overheads by being located in the heart of the AMC."

In addition, Eastcourt Properties has purchased an 8158sqm block at Lot 201 Alacrity Place for \$465,000, while the four blocks currently under negotiation are Lot 303 Alacrity Place, Lot 518 Stuart Drive and Keel Way, Lot 521 Keel Way and Alacrity Place and Lot 7 Sparks Road.



HIGH PERFORMANCE AT STRATEGIC MARINE

Building high-speed aluminium vessels since 1984, Strategic Marine is a recognised leader in the maritime industry. The company's mission is to supply high performance vessels and associated marine and logistic solutions to the Australian and international market.

Based at the Australian Marine Complex, Strategic Marine's waterfront shipyard and service facility has the capacity to build aluminium vessels up to 65 metres in length.

Predominantly focusing on design, building and project management of patrol and crew boats for the offshore and defence industries, Strategic Marine has recently designed and built crew boats for the offshore oil and gas industry.

Strategic Marine managing director Mark Schiller said the company had introduced innovative designs and technology for the crew boat market.

"In February we won a contract to convert a commercial catamaran ferry into a defence vessel to combat terrorism in the Nigerian oil fields," Mr Schiller said.

With 35 years of shipping design experience, Strategic Marine has designed many patrol vessels for the Australian Defence Forces as well as Australian Federal and State Government agencies.

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LAND FOR SALE

LAND IS SELLING FAST
AT THE AMC WITH TWO
BLOCKS SOLD IN THE
PAST EIGHT WEEKS
AND ANOTHER FOUR
BLOCKS UNDER FIRM
NEGOTIATION.

At the time of going to print,
LandCorp had the following lots
available for sale or lease:

Lot	Area sqm
155 Possner Way	7,855
205 Alacrity Place	6,428
207 Alacrity Place	9,553
517 Stuart Drive / Keel Way	2,400
519 Stuart Drive / Keel Way	2,842
520 Stuart Drive / Keel Way	3,137
23 Jessie Lee Street	2,284
24 Jessie Lee Street	2,311
25 Jessie Lee Street	2,281
26 Jessie Lee Street	2,305
6 Sparks Road	6,689
8 Sparks Road	4,798
5 Sparks Road	7,800

For further information or to inspect any of the
above lots, please contact Rocco Demaio on
9320 0000 / 0411 227 703 or
rocco.demaio@cbre.com.au.

INDUSTRIAL PROPERTY DEVELOPER BACKS AMC

Eastcourt Properties managing director Michael Oosterhof believes so much in the AMC that his company is looking to buy more land in the area just weeks after purchasing its second block.

Eastcourt Properties made its first investment in the AMC about two years ago, purchasing Lot 202 Alacrity Place, which is now leased to the Key Group.

"Our rationale in purchasing the adjoining 8150sqm lot in Alacrity Place is to develop a purpose-designed building for a substantial tenant who is prepared to commit to a long-term lease," Mr Oosterhof said.

"We have a long and successful track record in designing, constructing and leasing high quality industrial premises and we see the AMC as a location with significant potential."

Eastcourt Properties has more than 20 years' experience in developing industrial properties and has a large portfolio spread across Perth's major industrial areas.

"Eastcourt Properties is in a unique position to deliver tailor-made solutions to large industrial property users," Mr Oosterhof said.

"Many corporations would rather invest in their business than property and that's where Eastcourt Properties come in."

For further information, please contact Michael Oosterhof on (08) 9316 1000 or visit www.eastcourt.com.au.

"HOME SWEET HOME" FOR TANK CLEANING EXPERTS

Stephen Briggs and Frank Wilson have gone full circle, returning "home" to where they first launched their tank cleaning business more than 15 years ago.

In 1990, the owners of Specialized Tank Cleaning Services started operating from nearby Lionel Street, Naval Base, before shifting to Armadale several years later.

Now, the pair have just purchased a 4299sqm block on the corner of Stuart Drive and Keel Way in the AMC and plan to construct a \$1 million plus facility that should be operational by this Christmas.

Mr Briggs said the company's return to the AMC was simple business logic.

"We do all types of industrial and marine tank cleaning, and the bulk of that work comes from Henderson or Garden Island," Mr Briggs said. "So it made sense to be located right on their doorstep. For example, we're currently doing work on the HMAS *Canberra* and HMAS *Darwin* at Garden Island."

Mr Briggs said the company's new premises would feature a 1112sqm workshop and office facilities, 12-tank waste water holding farm, pallet storage area and 32sqm shed. Plans also include 25 standard parking bays, a disabled parking bay and reticulated landscaping.

BUSY TIME AT THE COMMON USER FACILITY

It's been a busy six months at the AMC's Common User Facility. Here are some of the projects that have generated an estimated \$12 million in work for the local economy since the facility opened in July 2003.



NZ WARSHIP DOCKS OVERNIGHT

HMNZS *Te Mana* - an 118m-long ANZAC class frigate - was the first foreign warship to berth at the CUF when it docked overnight at the 15,000 tonne wharf in April. The ship berthed at the wharf while awaiting its turn at the Tenix shiplift. The job demonstrated the potential synergies between the CUF and the adjacent Tenix shiplift facility - synergies that are likely to be used to much greater effect for the RAN ANZAC upgrades.



NITROGEN TANK HYDRO TESTING

In March, Cryeng Pty Ltd moved the two 22-metre, 245,000-litre tanks it was constructing for Air Liquide out of the small fabrication hall for hydro testing. At three metres in diameter, the tanks are the largest cryogenic nitrogen tanks built in WA. They are to be delivered shortly to the HiSmelt site in Kwinana.

Cryeng chose the CUF to build the tanks because of its good transport access to Kwinana, but also with a long-term view to fabricating such vessels for resource projects in the Pilbara.



WOODSIDE MODULES FOR GOODWYN 'A'

In March, the Ausclad Group of Companies (AGC) again utilised the fabrication hall and 15,000 tonne loadout wharf to complete two auxiliary equipment modules for Woodside Energy. The modules were loaded onto a barge for shipment to Woodside's Goodwyn 'A' platform on the North West Shelf.



LINDA LOADOUT

The Ausclad Group of Companies (AGC) recently completed the Linda platform for Apache Energy using the large fabrication hall at the AMC. Loadout of the 600-tonne jacket and topside was completed in March 2004.

The substantial internal dimensions of the large fabrication hall (80m by 60m) allowed AGC to complete welding operations and component assembly before transferring the units to a carrier ship for the journey to the North West Shelf.



BARWIL BERTHS TURICUM

The MV *Turicum* was alongside the 15,000 tonne wharf at the CUF for 10 days recently undergoing engine repair, maintenance and cleaning of the fuel tanks.

Barwil Agencies Australia Pty Ltd chose the wharf because it allowed efficient transfer of contaminated fuel onto land-based transport for recycling. Barwil is a leading worldwide supplier of port and marine services.



SUBMARINE ESCAPE TRAINING

Fraser Diving used the CUF's 15,000 tonne wharf and loadout area for a launch and recovery training exercise in April. The CUF's 13-metre water depth was ideal for the exercise in which a dummy escape hatch was placed on the seabed and an ROV was 'flown' into position for connection to the hatch. In real situations, personnel could then be transferred from a submarine to the rescue chamber.

MADCO - MANUFACTURING, MAINTENANCE, MANPOWER AND MARINE



Madco recently completed this ore skip for WMC Resources' Leinster nickel operations.

Recognised as one of Western Australia's leading engineering companies to the marine and resources sectors, Madco has specialised in the repair and maintenance of rotating equipment since 1979.

The company's principle areas of activity include maintenance, repairs and mechanical fitting, welding and fabrication, and mechanical design and manufacture.

Madco was one of the first companies to set up shop at the AMC. Managing director Sergio Madrigali said the "wide roads and big sheds" at the complex made doing business easy and efficient.

"The proximity to transport facilities within a large growing industrial area make the AMC an ideal site to locate an engineering business," Mr Madrigali said.

Madco's cutting edge performance has enabled the company to extend its business and services throughout WA. Its clients include major Australian and international companies, such as WMC Resources Ltd, Minara Resources and Tiwest as well as the Australian Navy. Madco has a maintenance facility on Garden Island.

"Our main aim is to improve and make repairable equipment more reliable to increase the production of our clients, with a minimum down time," Mr Madrigali said.

"One of our latest completed projects was the manufacture of three nickel ore production skips for WMC Resources, with a very short lead time of eight weeks. We worked with other companies around the complex like Vulcan Engineering to complete this project on time."

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

NOMAD EXPANDS FOOTPRINT

In the last edition of the AMC Bulletin we reported on Nomad Consolidated purchasing land and building a new factory at the Fabrication Precinct to take advantage of the AMC's international face and increased marketing opportunities.

Since then, Nomad sales executive Mark McNally said plans to build an additional factory at the AMC were well underway. Nomad specialises in the construction of transportable buildings for the offshore oil and gas industry and remote communities, such as mine sites, in Australia and overseas.

"Our first factory at the AMC is now fully operational," Mark said. "But due to our current workload we are expanding and we have recently purchased the block next door."

"The new factory means we can produce two buildings per day. When we build the second factory on the block we are hoping to double that number." Nomad also has a factory at Bibra Lake.

"There are many benefits to being at the AMC and all of us here at Nomad are extremely happy with the move. We look forward to a very strong future for the company."

For more information visit www.nomadwa.com.au.

CHECK YOUR BUSINESS LISTING ONLINE

Businesses located within the AMC are listed with contact details in the Local Business Directory Online on the website at www.australianmarinecomplex.com.au. You can enter the directory via the News and Media or Overview sections of the website. If you would like to update or add your company's details please contact Tim Larcombe on 9388 0944.

RAYTHEON CONFIRMED FOR TECH PRECINCT

The Technology Precinct's cornerstone tenant, Raytheon Australia, has officially confirmed its commitment to establish a presence at the AMC.

In March, the Australian division of US-based military technology supplier Raytheon and the State Government signed an agreement for Raytheon Australia to build its naval systems headquarters here.

The Royal Australian Navy's Submarine Force Element group is based in WA, and Raytheon has decided to put its primary facility in Australia for naval systems software design and engineering where the company's major customer is located. The company will provide in-service support to Australia's



An artist's impression of Raytheon Australia's naval systems headquarters to be built at the Technology Precinct. Courtesy Clough Limited.

WA-based Collins Class submarine fleet, and for the surface fleet, which is split between the east and west coasts.

Department of Industry and Resources investment attraction general manager Steve Arnott said Raytheon's decision signified how well regarded the AMC is as an integrated industrial development.

NEW COUNCIL TO PROMOTE WORK FOR WA INDUSTRY

Participants at the Australian Marine Complex are set to benefit further from Western Australia's rapidly expanding oil and gas industry following a commitment by industry and government to maximise business and employment opportunities for local companies.

At the WA Oil and Gas Jobs Summit held in February, 61 industry, union and government leaders agreed to set up a new Coordinating Council to facilitate ongoing communication between the oil and gas industry's major stakeholders.

The Council includes senior representatives from Woodside Energy, ChevronTexaco Australia, Apache Energy, Worley Engineering, and Theiss, as well as senior government and union representatives.

Through the development of innovative strategies the Coordinating Council aims to increase the amount of engineering design, engineering construction and fabrication work performed in WA.

The Oil and Gas Jobs Summit represented the first stage of a program designed to boost local content across a range of industry sectors.

In April, the State Government also launched its Building Local Industry Policy, which aims to maximise local industry participation in major government and private sector projects.

STRATEGIC MARINE

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Strategic Marine also manufactures high performance vessels for a variety of international clients. The company is well-known throughout the South East Asia maritime market, having completed more than 80 patrol vessels for coast guard services in the region.

The company also designs and manufactures tugs, barges, ferries, commercial vessels, tankers and general cargo and container vessels.

For more information visit www.strategicmarine.com.au.

PROMOTE YOUR COMPANY IN THIS NEWSLETTER

The AMC Bulletin is received by more than 2000 readers including other businesses within the AMC, key industry representatives from many organisations, local councils and the media. This newsletter is a great way to promote your business and new ventures at the AMC. Each issue we try to profile different companies within the Shipbuilding, Fabrication and Support precincts as well as activities in the Common User Facility.

So if you have some news or a story to tell about what your company is up to at the AMC contact Tim Larcombe on 9388 0944 for further information.

