



Winning turf surfaces to top

Advanced Polymer Technology Australasia and its associated company Sports Technology International are the local members of an international group that specialises in the manufacture and installation of polyurethane base materials and synthetic turf products.

The Dandenong South based manufacturing operation employing about 35 people specialises in the design, technical development, manufacture and construction of synthetic sports, recreation and leisure surfaces by creating integrated applications that reflect functionality, a quality product and an environmentally sensitive solution that has a long service life with minimal maintenance.

The success which the group has achieved as an export oriented business in a market territory which includes Australasia, Oceania, Africa, the major Asian countries and extending as far as the Gulf region, has won the company the Small to Medium Manufacturer Export Award and the coveted title as Victoria's Exporter of the Year in the 2008 Governor of Victoria Export Awards.

Synthetic turf surfaces which are registered under a number of globally known trademarks produced by the business have been installed at many of the world's most prestigious sporting facilities

and are consistently chosen for premium events such as the Asian, Commonwealth and Olympic Games.

Some recent notable appointments include the supply of the hockey pitch surfaces for the recent Beijing Olympics, and previously at the Commonwealth (Melbourne 2006) and DOHA Games, the Sydney Olympics, as well as for the Hockey Champions Trophy pitches in Pakistan, Australia and Macao.

Numerous other installations are as diverse as the Hong Kong Football Club for soccer, rugby and hockey pitches and the Chulalongkorn University in Bangkok where there is a FIFA recommended soccer facility.

Sporting surfaces for schools and educational institutions are also growing in significance.

Export sales of synthetic surfaces have grown significantly in recent years as the Australian products enjoy a competitive advantage in terms of product quality, application methods and the technical support afforded to sports grounds, educational institutions and sporting administrators.

Advanced Polymer Technology and Sports Technology International (APTA/STI) hold a number of these product registrations under the Australian

Made insignia and they proudly display the symbol to advantage.

In export destinations APTA/STI seeks to select local partners who are licensed to offer the exclusive products, facilitate their application and installation and achieve a strong market position.

Managing Director of Advanced Polymer Technology Australasia Dr Martin Schlegel says that his company has a solution for any sport which can be played on a synthetic surface from team events to track and field.

"We foresee enormous future export potential as the governments of countries like China, India, Korea and Japan all have a focus on creating state of the art sports facilities and promoting a healthy public participation.

"We have received excellent feedback from players and sporting administrators who experienced our surfaces at the Beijing Olympics and consider this will give us an additional market advantage as we are the leading domestic and international supplier of synthetic turf surfaces.

"Advanced Polymer Technology will shortly launch an expansion of our Dandenong South production facilities which should grow our supply capacity by 20 percent to meet the anticipated demand."



Synthetic turf surfaces manufactured in Dandenong South by Advanced Polymer Technologies and its associate installation company Sports Technology International are in strong demand at the major international sporting fixtures including the recent Commonwealth, Asian and Olympic Games.

In Beijing where the group supplied the hockey pitch surfaces the satisfaction expressed by players and administrators with the surface condition is expected to lead to even stronger market opportunities in countries like China, India, Korea and Japan.

See: www.sti-sports.com

Message from the Minister



"In spite of increased competition, unfavourable exchange rates, prolonged drought and record high fuel and transport costs our exporters have risen to the challenge, and achieved some outstanding results."

- **Theo Theophanous**

I am delighted to see Victoria's export achievements again being celebrated through the Governor of Victoria Export Awards and pleased to note the number of new applicants participating in this year's event.

For the past 29 years these prestigious Awards have showcased Victoria's export excellence and recognised the hard work, innovation and success of our companies in exporting to countries all over the world.

Victoria's total exports for the 2007 calendar year were \$31.8 billion which represented an increase of 4% on the figure for 2006. Goods exports were valued at \$20 billion and services exports were valued at \$11.8 billion.

Victoria's exports of services rose 12% over 2007 with education services increasing by 25% to \$3.9 billion and tourism exports rising 8% - the highest growth since 2003.

In recognition of the growing importance of services exports, the 2008 Services Category now comprises separate awards for Small to Medium and Large enterprises.

Exports are a key driver of the State's economic growth and the Victorian

Government has set a target of \$35 billion by 2015. We are continuing to support companies that export or are interested in exporting with a full range of initiatives including the recently unveiled *Export Connections* which provides an interactive online environment for collaboration and information sharing.

In recent times our exporters have faced difficult circumstances with increased competition, unfavourable exchange rates, prolonged drought and record high fuel and transport costs.

In spite of this they have risen to the challenge, and achieved some outstanding results, such as those being recognised this year.

On behalf of the Victorian Government, I congratulate the entrants, the commendees and the winners of the 2008 Governor of Victoria Export Awards.

You are building the export performance that will create a stronger and more prosperous future for all Victorians.

- **THEO THEOPHANOUS**
MINISTER FOR INDUSTRY AND TRADE

NUCLEUS WIN

Nucleus Network Limited an innovative medical services facility located within the Alfred Medical Research & Education Precinct (AMREP) has won the Governor of Victoria Export Award for Innovation Excellence in addition to winning the Emerging Exporter Category.

The success reflects Melbourne's long held leading position in the advancement of health and medical sciences, the research and development of major new product innovations and a concentration of world-class treatment facilities and manufacturing facilities.

Nucleus Network is a leading provider of early phase clinical trials, clinical research education and biotechnology consulting.

Early phase clinical trials are a vital step in the process of bringing new and safe medicines to the global community.

Every medicine that is sold over the counter or by prescription will have undergone stringent clinical testing to ensure it is safe and effective and this is the process that is undertaken by Nucleus Network.

www.nucleusnetwork.com.au

A significant advance in compressed air technology is being commercialised internationally at a rapid rate by Knoxfield based company Global Ears Limited.

The EARS stands for the 'exhausted air recycling system' which was invented by automotive engineer and company CEO Chris Bosua.

The Exhausted Air Recycling System enables the air that is typically used and then exhausted by compressed air powered tools to be recovered and is returned via a manifold back to the compressor.

The technology enables the volumetric capacity of a compressor to be increased by up to 80 percent while energy used and power consumption can be reduced by as much as 40 percent, so effectively a smaller sized compressor can perform more significant tasks.

Global Ears have it!

Air-tool noise in operation is also reduced by about 50 percent with the elimination of air borne pollutants, while the life of the compressor and the air-tool is enhanced by a combination of lower temperatures and reduced moisture in the airline.

The EARS technology has won a string of awards for its engineering innovation and inventiveness and is subject to patents and trademarks in over 40 countries.

The most recent Awards reflect Global Ears success in the Governor of Victoria Export Awards where the company was successful in winning the Small

Business Award and Commendee in the Award for Innovation Excellence.

Inventor Chris Bosua says that he and his investor colleagues recognised from the outset that more than ninety percent of the market potential for the EARS technology lay in international markets and the company has focussed on this from its formation in 2006 as an unlisted public company with about 39 shareholders.

"Consequently we have participated in 27 international trade fairs and exhibitions in the last eighteen months" Chris says.

Global Ears has now signed licence agreements or distribution arrangements for representation in most of the major markets especially in Europe, the USA and Japan.

2008 Governor of Victoria Export Awards

AGRI-BUSINESS AWARD

WINNER Longwarry Food Park

COMMENDEE Pentarch Forest Products

ARTS AND ENTERTAINMENT AWARD

WINNER Torus Games

EDUCATION AND TRAINING AWARD

WINNER Deakin University

COMMENDEE Box Hill Institute

EMERGING EXPORTER AWARD

WINNER Nucleus Network

INFORMATION AND COMMUNICATION TECHNOLOGY AWARD

WINNER QSR International

COMMENDEE ADWEB & Intranet DASHBOARD

LARGE ADVANCED MANUFACTURER AWARD

WINNER Redflex Traffic Systems Pty Ltd

COMMENDEE Varian Australia

LARGE SERVICES AWARD

WINNER WorleyParsons Services Pty Ltd

COMMENDEE Advanced Hair Studio

REGIONAL EXPORTER AWARD

WINNER Mobius

SMALL TO MEDIUM SERVICES AWARD

WINNER Rhine Ruhr

SMALL TO MEDIUM MANUFACTURER AWARD

WINNER Advanced Polymer Technology Australasia Pty Ltd

COMMENDEE Furnace Engineering Pty Ltd

SMALL BUSINESS AWARD

WINNER Global EARS Limited

COMMENDEE Akcelik and Associates

SPORTS, EVENTS AND TOURISM AWARD

WINNER Zoos Victoria

VICTORIAN EXPORT AWARD FOR INNOVATION EXCELLENCE

WINNER Nucleus Network

COMMENDEE Global EARS Limited

VICTORIAN EXPORTER OF THE YEAR AWARD

WINNER Advanced Polymer Technology Australasia Pty Ltd