



# From the Chairman

June 2018

## 2018 EMICoL Sundowners

Our members Lightspeed Communications and Electrical and Verriers Engineering kindly hosted tremendous events at their premises this year. The networking events were very well attended and many of the staff at both Lightspeed Communications and Electrical and Verrier's Engineering shared their skills and knowledge with members and guest representation from many sectors of Industry, Local Government agencies and independent consultants.



On the night the owners of both Companies, Joseph Arrigo from Lightspeed Communications and Electrical and Jon Frisina from Verriers Engineering, shared the history of the Companies and how they, with their families and teams had built reputable Western Australian Companies.



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## 2018 EMICoL Workshops

This year we have provided our workshop in Malaga to host 2 workshops. Our partners Engineers Australia co-hosted a site visit to Goodwill Engineering with EMICoL.



The morning forum brought together members of EMICoL, Engineers Australia and Goodwill Engineering to share their respective offerings and capability for various infrastructure markets.

Hannah Shackleton and I were proud to show attendees around facility in Malaga.

We advised attendees that Goodwill Engineering are an Australian Disability Enterprise employing over 70 people with a disability. The company prides itself on ensuring that they produce building products to the high standards of the Australian Building Code, whilst still allowing for people with disabilities to have a rewarding and fulfilling occupation.

The innovative modification of equipment and machinery as well as the impressive safety record are testament to the amazing work which Goodwill engineering is undertaking.

Following the tour, the group discussed opportunities to collaborate in structural steel work and gained a better understanding of the resources available within EMICoL and the partnership with Engineers Australia. The tour was attended by representatives from the following companies/institutions:

Australian Steel Institute, Chess Engineering, Department of Mines, Industry Regulations and Safety, Engineers Australia, Envisage WA, Goodwill Engineering, Paragon Industries, PSCG, Pedco Engineering, Quensh, Signtalk, Smart Steel, Unique Metals Laser, UWA, Welding Technology Institute of Australia.

If you would like to know more about Engineers Australia you can view their website <https://www.engineersaustralia.org.au/>

or contact: – Susan Kreemer Pickford, General Manager WA – [wa@engineersaustralia.org.au](mailto:wa@engineersaustralia.org.au)

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Earlier this month, we were proud to have David Lunn attend our premises from

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**e** [david@bidwrite.com.au](mailto:david@bidwrite.com.au)

**BidWrite**  
BETTER TENDERS

David, kindly gave up his time to run a 2hr workshop for EMICoL members to addresses 10 common tendering 'do's' and 'don'ts'. We got great feedback from participants and they advised that they will benefit from practical tips that addressed how to become 'tender ready'. The material provided for the workshop will be sent out to EMICoL members in electronic format.

I strongly recommend that you contact David to find out more on how he and his Company can assist you, further information below.

David is a director and co-founder of BidWrite – a specialist tender and proposal management firm formed in 2008 which now has offices in Perth, Brisbane and Melbourne and the largest full time consulting team of its type in the country.



David supports both 'sides' of tendering:

- For sellers – where he focuses on capture planning, bid strategy and win theme development. David has personally prepared >150 tender responses, and helped clients win contracts worth hundreds of millions of dollars; and
- For buyers – where his 20+ year contracts, procurement and commercial experience, in government, oil and gas, major resources and professional services organisations, ensures better tender request documents and outcomes.

David holds an MBA, a First Class Honours Mechanical Engineering degree, the Association of Proposal Management Professionals (APMP) Foundation level certification and is a Full member of the Chartered Institute of Procurement and Supply (MCIPS).

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In summary and on behalf of the EMICoL Co-operative I would like to thank all the above for their warm welcomes to their premises, kindness and presentations at Sundowners and workshops.

As the Chairman of EMICoL, I am very pleased with the progress we have made in the last few years. I'm also looking forward to a future where we can form more partnerships. I am also pleased to announce that we have a new General Manager, for Commercial Services in Goodwill engineering/ Ability Centre. Dale is a great believer in collaboration and creating the win-win situation, great to see new people coming in to our fold with this approach for our Company and EMICoL.

I am really looking forward to seeing you at our next EMICoL networking event, which will be hosted by Weld Australia, in collaboration with Defence West, Henderson Alliance and South Metropolitan TAFE. We believe that this will be well attended from training, industry and government representatives. Weld Australia will be showcasing their latest piece of innovative equipment in weld simulation. Make a note in your diary now, invites to follow:

**When: Wednesday 22nd August**

**Time: 5:30pm – 8:00pm**

**Where: South Metropolitan TAFE, Burslem Drive, Thornlie.**

Doug Ennis  
EMICoL Director

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## Danny Briant (Director of Precision Sheet Metal & EMICoL)

I've now been involved with EMICoL for several years and I am extremely pleased to see the growth.

Recently and after many years with a location in Willetton, I've decided to relocate my business in Bentley, on Sevenoaks Street. Precision Sheet Metal are now sharing the new premises with Panther Powder Coaters.

The location better suits our current Client / Supplier base and we believe that there will be more opportunities in the surrounding area. I have a very good working relationship with Ivar's Zalstovs, the owner of Panther Powder Coaters and we hope to reap the benefits by working in collaboration. Panther Powder Coaters used to be a member of EMICoL a few years ago and hope to re-establish their membership once things have settled down with the current move.



I look forward to catching up at the next EMICoL event and sharing more about our new venture.

## Susan Lawton (Director of DNA Kingston Training & EMICoL)

We will send out with this Newsletter an attachment on the MERC Comp 24th and 25th November 2018 in case anyone would be interested to showcase themselves with the resource sector or EMICoL.

I am a sponsor in conjunction with Red Earth, as we provide training to the mining sector in Cert II Medical Services First Response and Certificate IV in Health Care (Paramedic courses) with pathways to ECU for Degree programmes.

First Aid is available as usual - at the member rate. On site or at our Training Centre.

Fork lift would need to be on site at the workplace and would depend on trainer availability at the time. White card training available on site or at our Training Centre (minimum numbers may apply).

If you would like to know more about any of the above, please contact the office or phone: 08 9479 4870 or email: [admin@dnakingston.com.au](mailto:admin@dnakingston.com.au)



## Making the most of your EMICoL Membership

As with all association memberships, a conscious decision to invest in the benefits presented to you when joining drove you to become EMICoL members. There may have been a single identified benefit or the potential to take advantage of the many networking opportunities that come with being associated with a professional body.

For those interested one of the benefits you could take advantage of right now as an EMICoL member is the People Tray CRM package. Recently Tony Hampton, EMICoL member and owner of People Tray announced that:

People Tray would approve EMICoL to provide a free PeopleTray license to its members.

The license has minimal restrictions, and includes:

- Person compliance management
- Safety event reporting
- Safety checklists
  - Workshop safety inspection
  - Light vehicle prestart
  - Forklift prestart

I have configured those checklists in the EMICoL account. The workshop checklist should be reduced and aligned to the general needs of manufacturing businesses.

- Document library for company procedural and compliance documents – Up to 5GB storage per account.
- CRM to manage customers (although I would think most businesses have this in place already).

Limitations on the license:

In principle I would be ok with having minimal restrictions:

1. Up to two users.
2. No access to the Project management module.
3. The offer would be available only for members to join with this offer. This means we could have a classroom style training session to reduce cost of getting them going and getting value from the offer, rather than dealing with members individually.

The above offer is free to EMICoL members.

As with most things, the benefits to your organisation will be aligned with the effort that you put in to realising tangible returns on your investment.

So, here are some ideas that you can consider getting the best value from your investment in EMICoL:

- Attend networking events and engage with other likeminded members
- Share work or opportunities with others
- Seek advice from members that have experience in a related discipline
- Partner with others in the organisation to take on work that you can't do alone
- Let us know of issues that we can assist you to resolve or point you in the direction of help
- Advertise your capability through holding a networking event
- Refer others in your networking group to support their growth
- Share information on changing standards or legislation
- Stand for election to the board and drive EMICoL to further success
- Take advantage of discounts for training
- Use the services of member groups to engage apprentices and trainees
- Group tender for work
- Share information on our website
- Provide information for our newsletters

The list of ways to get the best value from your investment are only limited by your conscious effort to engage and participate in your EMICoL. Not sure what to do next? Send us an email to [enquiries@emicol.com.au](mailto:enquiries@emicol.com.au) Better yet talk with one of our board members at the next networking event.

Kevin Davis  
EMICoL Director



Andrew Cooke, Director, Blue Sky GPS (Growth & Profit Solutions) & EMICoL Member



## Business & Leadership Insights 063- Busy-ness and Productivity Andrew Cooke, Director, Blue Sky GPS (Growth & Profit Solutions)

We are all working in an environment where we are expected to do more, with less, more quickly. So, we look to work faster and quicker in what we do. But this has led to a problem.

The problem is this.

**Busy-ness = Good**

From this, the belief has developed that the busier we are the better. This is wrong and leads to two key problems – people feel overwhelmed and over-scheduled. When this happens to you, or your staff, how do you feel? And what are the consequences? Not good!

Being busy does not make you productive. So, what does make you productive?

Here are 3 guidelines to be more productive:

1. Know the results and outcomes you are looking to achieve – start with the end in mind, and allow this to guide how you spend your time, effort and resources and on what.
2. Establish clear KPIs – have a few key performance indicators (KPIs) that allow you to measure how well you are progressing (or not). This allows you to track how you have performed to what you have achieved.
3. Review and revise regularly – look at what you have achieved and determine what you need to do in order to realize the results and outcomes you seek.

Being busy does not make you more productive, it distracts you. Use these three guidelines to help you and your teams become less busy and more productive!

To find out more and discuss this and other ways to improve leadership effectiveness and organizational performance further contact Andrew on +61 (0)401 842 673 or [andrew.cooke@business-gps.com.au](mailto:andrew.cooke@business-gps.com.au)

Andrew Cooke, Director, Blue Sky GPS (Growth & Profit Solutions)  
(Advanced Business Consulting t/a Blue Sky GPS)  
Growth & Profit Solutions - "Unlocking your business potential"

## Membership

John Morris (Business Development)

## New Membership / Sponsorship



EMICoL has reached a new milestone, we now have a membership of 50 and 5 sponsors. The EMICoL Board would like to welcome new members and sponsors and look forward to meeting with you at future events.

New members since our last newsletter are; Auto Control Systems, Southern Steel, Sure People Solutions, Envisage, Quensh HSEQ Specialist and Routers Australia. As always, any work or information you can share with new or existing members/ sponsors is always very much appreciated.



Our new Bronze Sponsor Think Perform is very keen to work with our membership base in the lean manufacturing field. They are hoping to present at one of our events later in the year. In the mean time they have asked me to share the following videos clips with you. I recommend that you watch, they are short, precise and to the point and show what can be done in varying organisation, with the right mindset and ownership.



Character Cabinets: [https://www.youtube.com/watch?v=tMDQpSA8\\_OU](https://www.youtube.com/watch?v=tMDQpSA8_OU)  
Enduraclad: <https://www.youtube.com/watch?v=W8aFhoYeaug&feature=youtu.be>  
Aquatic Leisure Technologies: <https://vimeo.com/167214285>

## Gold Sponsors



[www.axisfg.com.au](http://www.axisfg.com.au)  
1800 111 299



[www.supersimpler.com.au](http://www.supersimpler.com.au)  
1800 467 467

How We Provide Super Advice to You. Uncover Opportunities You Never Knew Existed. It's never too late to do better.  
Application coming soon..



The Super Simpler arm of our Gold Sponsor has developed SuperWiser, providing you with a super comparison tool to compare your current product arrangement with others.

Like you, Super Simpler has concluded super is just too complicated. In addition, accessing financial advice is just too expensive. Then, considering the evidence from the market, it may be that the advice is really not that advantageous in improving your super performance. It just seems that everyone who regulates, organises or services superannuation has a vested interest, not aligned with your best interests?

So Super Simpler decided to develop an application to mathematically compare the result of various super service models in identifying which service model is best and then which product proposition within the various service models.

As developed by Super Simpler, SuperWiser provides you with a super comparison tool to compare your current product arrangement with others. This comparison is based upon an actuarial algorithm examining comparable fees, premiums and investment returns. SuperWiser then advises you how to optimise your super through having a contribution and investment strategy.

In comparing your current arrangement against other options and also in monitoring your progress towards your goals & objectives, SuperWiser uses the universal measure of projected income in retirement. With each calculation, SuperWiser examines the impact of your super against market return versus target return. By having contribution and investment strategies, you are positively aware of the consequences of your decision making around your super. By having a target return, you are aware of what is called a parameter of performance. In the simplest of terms, if the market does 6% and you are receiving investment advice from SuperWiser, you would expect to do better than market.

SuperWiser has a wealth of information and service options that you can access so you know you are doing much better than you were.

To find out more on this great opportunity from our Gold Sponsor contact:

## Contact Us

### Drop In

Level 4, 150 St. Georges  
Terrace  
Perth WA Australia 6000

### Write to Us

**PO Box:**  
7259 Cloisters Square  
Perth WA Australia 6850

**Email:**  
yoursuper@supersimpler.com.  
au

### Call Us

**Freecall:** 1800 467 467

**Tel:** 08 9426 5888

**Fax:** 08 9426 5850

To find out more from our existing Bronze Sponsors, see website links below:



<http://www.wfi.com.au/>

1300 934 934



<https://www.supplementmart.com.au>

1800 725 660



<http://cashflowrecovery.com.au/>

1300 885 244

## Linking Local Businesses To Government Contracts

In the past the Commonwealth Scientific and Industrial Research Organisation (CSIRO) have stated that Australia is good at generating and developing ideas but the nation is poor at linking the ideas with industry, producing new products and solving problems. In many instances, large proportions of projects and products end up being made overseas.

The Government of Western Australia now through their initiatives in the WA Jobs Act are now offering more support to West Australian Industry to bring more of the above together. Under the above Act, the WA Industry Link has been formed, with supporting industry and agencies to address as many of the above issues as possible.

The aim of the State Government is to ensure that local businesses are connected to supply and tendering opportunities within regional Western Australia, Nine (9) local content advisors will be/ or have been appointed in the Gascoyne, Goldfields / Esperance, Great Southern, Kimberley, Mid West, Peel, Pilbara, South West and Wheatbelt.

It is the role of the above to ensure local content outcomes are maximised, including the supply of goods, services and jobs for State Government funded projects in the regions.

I believe that the above is a great initiative from Government and I would strongly recommend that EMICoL members support wherever possible. I will be meeting with as many people as possible who are involved in laying the foundations and ongoing building blocks for this scheme, to see how we can assist with the EMICoL model.

You can find out more on the WA Industry link portal:

<https://industrylink.wa.gov.au>

## Summary

The EMICoL Board would like to thank you for your ongoing Sponsor/ membership and look forward to working with you on the exciting times ahead.

We are currently upgrading the EMICOL website through our member, Type Tamer, so if you have any thing that you would like to add to your profile, please let us know and we will do our utmost to include.

The investment and initiatives from State and Federal Government are enlightening and we will do our utmost to keep you posted on future projects, such as:

1. METRONET is the long-term blueprint to connect our suburbs, reduce road congestion and meet Perth's future planning needs. The job-creating project will see transport investment as a vehicle for positive land-use planning.

METRONET will ensure that consideration of land-use outcomes is embedded in the design of new infrastructure to lay the groundwork for vibrant new communities.

To find out more on the first stage of METRONET check out the following link:

<http://www.pta.wa.gov.au/projects/current-projects/metronet>

2. PEEL BUSINESS PARK, part of the multi-million-dollar **Transform Peel project**, the Peel Business Park will be a strategically located industrial estate designed to be an innovative and sustainable industrial zone. The Peel Business Park will have a focus on building opportunity through industry. It will be a place of productivity; where business, industry, training, research and development come together, invigorating the Peel region.

To find out more on the first stage of METRONET check out the following link:

<https://www.landcorp.com.au/Industrial-and-Commercial/Peel-Business-Park/>

The above are but a few, there will be other ongoing opportunities for those working toward getting qualified to conduct defence work. There is also the new Inland Port Member Council that has been recently formed. The City of Belmont in partnership with the Cities of Canning, Kalamunda and Swan have formed the Inland Port Member Council (IPMC), a regional body representing Local Government in the Freight, Transport and Logistics sector. We will continue to see how EMICoL from an engineering and transport perspective can assist with this group, with a view to see how we can further expand the EMICoL network.

The more support we have, the more we can find out, the more we can let you know about, so we urge you all give the above some thought and become more involved to gain further benefits from collaboration and gain further understanding of what other members and partners can offer to your business.

If we can assist you with anything then please email us on: [enquiries@emicol.com.au](mailto:enquiries@emicol.com.au) or phone John on Mobile : 0479 117 060