

Victorian Exporter of Year 2006 - ANCA Wins Three Export Awards

ANCA Pty Ltd, designer and manufacturer of high precision CNC grinding machines from Bayswater North, has completed a unique treble by winning three of the Governor of Victoria Export Awards including the prestigious 2006 Victorian Exporter of the Year. Along with the major accolade, ANCA also won the Large Advanced Manufacturer category as well as the Award for Innovation Excellence.

The Governor of Victoria, Professor David de Kretser AC, presented the awards to ANCA Director and Group General Manager Mr Linsey Siede at a ceremony at Government House, Melbourne, on Tuesday 10 October. "I am delighted and honoured to accept these Awards on behalf of the ANCA shareholders and the 330 dedicated ANCA employees located in 12 countries around the world," said Siede.

"The award ceremony is an outstanding event for all Victorian exporters to aspire to attend, and the awards are a wonderful recognition for the long hours and hard work required by all successful Victorian exporters" said Siede.

The awards recognize ANCA's achievements over the past year in winning \$90 million in export business for Victoria, as well as opening branch offices in Brazil, Italy, Japan and Thailand. This follows the opening of the ANCA China office in Shanghai in early 2004, where ANCA has since become number one in the market, supplying more than \$10 million in new machines during the last 12 months.

"ANCA has experienced an average annual year-on-year growth rate of 30% for the past two years, and are well on their way to continuing that growth and setting even higher production and sales records for 2006/07. Over the past six years, ANCA has sold \$500 million in exports for Australia and is number one in the US, China, UK and Australasian markets for precision CNC grinders" said Mr Siede.

Approximately 7% of ANCA's revenue is ploughed-back annually into the development of new machines and innovative technologies, required to remain the leader in their field. Since 2004, ANCA's complete product range has been redesigned, including the re-



The Governor of Victoria, Professor David de Kretser AC, right, presents the award to ANCA Director and Group General Manager Mr Linsey Siede.

lease of four completely new machine models. This has also allowed ANCA to broaden its customer base, providing for expansion into the medical, wood-working and tap manufacturing industry sectors, to add to the existing metal-cutting, automotive, aeronautical, aerospace, defence and pharmaceutical customer base.

To keep up with the huge increases in production demands, ANCA has re-invested more than \$6 million in new capital equipment for the Bayswater plant in the past 12 month period, ensuring the company stays at the leading edge of production efficiency and product quality.

A record number of companies entered the 2006 awards, which focus on traditional manufacturing and value-adding industries as well as arts, services, technology and other sectors. The judging panel for 2006 included

the Departments of Innovation, Industry and Regional Development; Education and Training, Infrastructure and Primary Industry as well as Austrade, AusIndustry and the Australian Industry Group.

According to the Victorian Minister for Manufacturing and Export, The Hon. Andre Haermeyer, MP, the awards are designed to inspire business in the state. "Victoria is now part of a fiercely competitive global economy. Export is the key to growth and prosperity in a globally-integrated economy. The Governor of Victoria Export Awards recognize and reward exceptional achievement in export and hopefully will inspire and encourage Victorian businesses to innovation and success in export."

ANCA is now automatically entered in the Australian Export Awards that will be presented in Melbourne on 30 November. 