



2006 Governor of Victoria Export Awards

an advertising feature

Diversity of Export Achievers Recognised

Twelve of Victoria's foremost export oriented businesses have been recognised by winning the industry specific categories of the 2006 Governor of Victoria Export Awards.

Another eight companies were also recognised by Commendation Awards for growing their export markets and contributing to the diversity of Victoria's resource base, employee skills and intellectual property that is competitive on the international stage. See *Award Winners*, far right.

This year a record number of Victorian companies and businesses submitted entries for

the Governor of Victoria Export Awards.

The Award categories focus on traditional manufacturing and value adding industry sectors, together with education, information and communication technology, regional businesses, arts, entertainment and design, services and sports, entertainment and tourism.

A new award this year is the Small/Micro Business category that recognises outstanding export achievement by any business with total annual sales not exceeding \$5 million. This category enables smaller companies to compete against companies of like

size that are growing their exports.

Three of the category winners show a fascinating diversity of export success stories.

For instance, Hy Gain Feeds (Regional Exporter Award) with its production centre at Officer in Victoria's eastern growth corridor is a major supplier of equine nutritional and feed products for the horse industry in particular.

Hy Gain's feed products are exported to more than 15 countries including Australasia, Asia, the UAE and Europe.

Ecotech, the Ringwood based

winner of the Small to Medium Manufacturer Category designs, manufactures and supplies a vast range of environmental monitoring equipment used to monitor liquids, gas and particulate emissions.

Close ties with several of Australia's leading scientific institutions has led to the commercialisation of a number of unique technologies.

Ecotech exports its testing and monitoring systems to environmental agencies, industrial users and resource managers throughout the world, backed by extensive training, management and servicing.

Strange Fruit the unique

Melbourne based business successful in the Arts, Entertainment and Design Category is a performing arts company whose performances fuse theatre, dance and circus using a unique combination of four metre high flexible poles of original design that allow the troupe to perform bending and swaying in the air captivating and engaging the audience in absolute fascination.

Strange Fruit has delivered its performances at festivals, special events and private functions in over 30 countries staging more than 300 individual events.

The cumulative audience is estimated at over one million people.

ANCA is currently exporting 98 per cent of its production from its facilities in Bayswater North, achieving total export values of \$500 million in the past six years.

ANCA strikes the treble

Bayswater North based ANCA Pty Ltd has taken out three of the major Awards in the 2006 Governor of Victoria Export Awards.

Presented last evening at Government House ANCA (the initials were derived from Australian Numerical Controls and Automation when the company was founded in Melbourne in 1974), the accolades included being declared the winner of the Large Advanced Manufacturer Award – one of the 12 individual enterprise categories, as well as being judged the Winner of the Victorian Export Award for Innovation Excellence.

Topping those, ANCA was also declared the Victorian Exporter of the Year.

ANCA is an Australian owned company that adopted the objective of developing world class computer numerical controls (CNC's) by the application of high level engineering and mathematical skills.

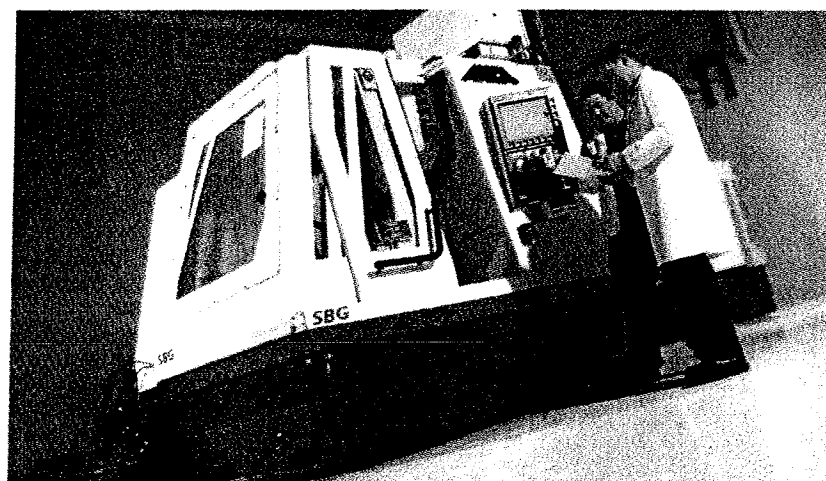
Today ANCA continues to apply this technology and has become a world leading designer and manufacturer of complete high-precision CNC grinding machines, competing in a global niche market.

With its core values of precision, versatility, productivity and confidence, ANCA maintains a strong 'under one roof' policy driving its own engineering development (software, mechanical, electronic and electrical), production requirements and machine sales and support.

The company is proud to be a vertically integrated company when outsourcing is a common policy.

Over its 32 years, significant milestones have been achieved including the sale of their 1000th CNC tool cutter and grinder in 2000.

The company, with some 250 personnel based at its Bayswater North facility that is considered an advanced machine tool



An ANCA SBG – stick blade tool grinder – on site at the Toledo Ohio plant of DANA Corporation one of the world's major producers of geared technology for the automotive industry.

factory, is also about to celebrate the sale of their 2000th machine – a reflection of the phenomenal recent growth.

To support its high sales growth rate, ANCA has invested \$A4 million over the last 12 months in expanding the highly skilled technical operations in Australia.

Simultaneously it has set up its first overseas manufacturing facility in Rayong, Thailand, to produce some of the less technical assemblies required for machine production.

Over the last two years, ANCA has opened new sales and support facilities in China, Italy, Brazil, relocated their US facility and in May this year opened a branch office in Nagoya, Japan. These investments are part of a strategic plan to continue the phenomenal 30 percent year-on-year production growth rate.

In Japan for example, during the past

12 months machines valued at more than A\$7 million were sold, in making it ANCA's third largest market behind the USA and China.

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Today, ANCA has grown into an international organisation with more than 300 employees in twelve countries.

From offices in major European cities, North and South America and Asia and dealerships in 25 other countries, ANCA continues to understand and respond to market demands and provides products and services to benefit its customers.

For more information see: www.anca.com

“The finalists represent a range of diverse businesses who have made their mark on the world stage – from firms selling equine nutritional supplements to Singapore through to others sending shortbread to Japan, interior design services to the United Arab Emirates and grinding machines to the US.”

- Andre Haermeyer



MESSAGE FROM THE MINISTER

The State Government is proud of what our Victorian companies are achieving in international markets. We want to make sure others know what is possible and are inspired by those businesses who are showing the way.

Through the 2006 Governor of Victoria Export Awards we publicly acknowledge, reward and congratulate local firms whose outstanding achievements distinguish them from their contemporaries.

Now in their 27th year, interest in these prestigious Awards shows no sign of waning. This year has again attracted a record number of entrants and there has been a dramatic rise in applications from regionally based exporters.

2006 has also seen excellent support for the newly created Small/Micro business category, a response that reflects the growing number of smaller sized companies that are making it big internationally.

Tonight's finalists represent a range of diverse and unique businesses who have made their mark on the world stage - from firms

selling equine nutritional supplements to Singapore through to others sending shortbread to Japan, interior design services to the United Arab Emirates and grinding machines to the US.

By entering these new markets our finalists are helping to set new global benchmarks to which others can aspire; they are gaining recognition for the key roles they are playing within international supply chains and multinational groups; and they are strengthening Victoria's already impressive export record.

Just as our finalists have been working hard to attain export success, so too has the Victorian Government and we will continue to offer assistance programs and strategies aimed at fostering a climate that encourages export excellence.

Initiatives like the Victorian Government Business Office network, which in 2006 saw the opening of its 10th international office in Bangalore, India are an example of this. Importantly, half of these global facilities are linked to our Access Program, providing

users with both desk space and the valuable knowledge of local staff.

Or assistance such as our highly successful *Opening Doors to Export* plan, which continues to provide grants and support, as well as advice, like that contained in our recently launched online *Whole of Government* export guide.

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 recognise and reward exceptional achievement in export and hopefully will inspire and encourage Victorian businesses to innovation and success in export.

I congratulate the tremendous example shown by tonight's winners and hope to see many more companies following in their footsteps over the years to come.

- THE HON. ANDRÉ HAERMAYER, MP, Minister for Manufacturing & Export; Minister for Financial Services; Minister for Small Business

2006 Export Award winners

VICTORIAN EXPORTER OF THE YEAR AWARD
WINNER: ANCA Pty Ltd

AGRIBUSINESS AWARD

WINNER: Roma Food Products,

Commendees:

Williams International (Aust) Pty Ltd, Global Wine Marketers

ARTS, ENTERTAINMENT & DESIGN AWARD

WINNER: Strange Fruit

EDUCATION AWARD

WINNER: Box Hill Institute of TAFE

Commendee: Eleanor Curtain Publishing

EMERGING EXPORTER AWARD

WINNER: Aconex Pty Ltd

Commendee: Boost Juice Pty Ltd

INFORMATION AND COMMUNICATIONS TECHNOLOGY AWARD

WINNER: QSR International Pty Ltd

LARGE ADVANCED MANUFACTURER AWARD

WINNER: ANCA Pty Ltd
Commendee: Ego Pharmaceuticals

MINERALS & ENERGY AWARD

WINNER: Australian Char Pty Ltd

REGIONAL EXPORTER AWARD

WINNER: Hy Gain Feeds Pty Ltd

Commendee: Stuck on You

SERVICES AWARD

WINNER: RightShip

SMALL TO MEDIUM MANUFACTURER AWARD

WINNER: Ecotech
Commendee: The Old Colonial Cookie Company

SMALL/MICRO BUSINESS AWARD

WINNER: Varney Designinc

Commendee: Mobius Software

SPORTS, EVENTS & TOURISM AWARD

WINNER: Victoria Racing Club

VICTORIAN EXPORT AWARD FOR INNOVATION EXCELLENCE

WINNER: ANCA Pty Ltd

These are the innovative companies that have