



2009 Governor of Victoria Export Awards

Grass grows across the globe



Dandenong South based 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.

As a significant export oriented business in a market territory which includes Australasia, Oceania, Africa, the major Asian countries and extending to the Gulf region, the group was rewarded with the Small to Medium Manufacturer Award and also gained the coveted title as Victoria's Exporter of the Year in the 2008 Governor of Victoria Export Awards.

The globally trademarked Poligras synthetic turf surfaces produced by the business are 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.

Recently Advanced Polymer/STI has continued to gain international projects for its locally manufactured surfaces including a hockey field and athletics track for the Singapore 2010 Youth Olympic Games to be held in August 2010 as an IOC endorsed event.

Another export project is the first synthetic surface installed for a rugby and soccer field in Yokohama in Japan which will be used for a major inter-club competition. And in the Philippines a new district athletics track and soccer field has also been surfaced.

With a 13,000 square metre golf driving range in Hong Kong also on the project list, at the time of writing, Advanced

Polymer and Sports Technology International have finalised resurfacing of the hockey pitches at the Sydney Olympic Park Stadium venue for the 2009 Champions Trophy for Women.

In addition the Victorian State Netball and Hockey Centre in Parkville already features a Poligras surface and is the chosen venue for the ABN AMRO Hockey Champions Trophy for Men which will begin in November with five national teams competing against Australia.

Dr Martin Schlegel Managing Director of Advanced Polymer/STI says that major international projects typically have a long lead time.

Synthetic surfaces for hockey pitches which measure 91 by 55 metres are now the preferred playing surface over grass as the ball rolls more consistently.

Advanced Polymer/STI have many

notable project achievements including the supply of the hockey pitch surfaces for the 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.

"Hockey players from many nations are strong in their endorsement of our surfaces after playing on them in Beijing" Dr Schlegel says.

The Australian International Sporting Events Secretariat, a Government initiative aimed at promoting Australia's major event expertise to overseas event organising committees, has supported Advanced Polymer/STI in a number of its recent export initiatives.

For more information see: www.sti-sports.com

Nucleus leads in clinical trials



At its AMREP complex Nucleus Network has a dedicated state-of-the-art 30 bed clinical trial unit with additional access to the full teaching facilities of the Alfred Hospital.

Australia is an excellent location for conducting the early phase clinical trials which are a vital step in bringing new and safe medicines to the community. Every medicine sold over the counter or by prescription undergoes stringent clinical testing.

Melbourne has long held a leading position in the advancement of the health and medical sciences, the research and development of major new product innovations and has a concentration of world-class research, treatment and manufacturing facilities. Nucleus Network's facilities for clinical trials are adjacent to the Alfred Hospital in the Alfred Medical Research and Education Precinct (AMREP) and at a more recently opened facility at the Austin Hospital, known as the Austin Centre for Clinical Studies.

Nucleus Network, judged the winner of the Emerging Exporter category as well as winning the Victorian Export Award for Innovation Excellence in the 2008 Governor of Victoria Export Awards, is already a leading provider of early phase clinical trials, clinical research education and biotechnology consulting.

According to Andrew Giddy, CEO "clinical trials require an extraordinary degree of professional expertise, technical skill, project co-ordination, patient care, diligence, human sensitivity and ethical conduct."

"The community involvement in the clinical trial process involves either healthy volunteers or patients with specific medical conditions. Without participants in research trials, new medicines would not reach the people who need them most."

During 2008 the new \$2.5 million, 16 bed clinical research centre was opened at the Austin Hospital in a joint venture with Nucleus Network.

Both centres are important in attracting world-class early stage clinical trials to Australia for a wide range of therapeutic indications including diabetes, HIV and respiratory diseases.

Andrew Giddy says that the demand for the services offered by his company continues to grow. "Nucleus Network is continuing to grow strongly as new drug and medicine development is essentially a long cycle process."

"We gain around 80 percent of our

work and income from our offshore clients, principally the major international pharmaceutical and biotechnology groups that are largely based in either the USA or Europe.

"The development process is also relatively recession-proof as the development cycle for a new advance in medicines can be five to ten years.

"Consequently it is difficult and commercially unwise to halt the clinical trials process."

Giddy adds that Nucleus Network also provides an important complementary resource for the Australian and especially Melbourne's own strong pharmaceutical and biotechnology sector.

"Without access to our facilities the important initial trials of locally discovered and developed medicines would have to be conducted offshore."

The forward business plan for Nucleus Network also anticipates significant growth opportunities from the traditional

client sources as well as the emerging medical and pharmaceutical sectors of Asia.

"We currently estimate that Nucleus Network and other early phase units in Australia have about a 0.5% share of the international market for early phase clinical trials but we can see scope to increase this to about 1.4% of the world volume of trials in the relatively near term.

"Australia's overall pharmaceutical market is around 1.4% of the global market so it is not unreasonable to target this figure.

Giddy says that Nucleus Network is recognised for the quality of its trials which are conducted in a recognised and robust ethical, legal and regulatory first world environment with all clinical data generated acceptable to the US FDA and European EMEA standards.

For more information see: www.nucleusnetwork.com.au

advertising feature

Message from the Minister



"Last financial year, Victoria accounted for 57% of Australia's passenger motor vehicle exports, over 30% of education exports and 23% of tourism exports."

- **Martin Pakula, Minister for Industry and Trade**

2009 marks the 30th anniversary of these prestigious Awards, which showcase the outstanding achievements of Victoria's export sector.

Victoria's exports have performed strongly in recent years and in 2007-08 they reached a total of \$33.5 billion with goods accounting for \$20.5 billion and services valued at \$13 billion.

This represents an overall increase of 5.3% compared to 2006-07 with services doing particularly well and jumping an impressive 15 per cent.

Last financial year, Victoria accounted for 57% of Australia's passenger motor vehicle exports, over 30% of education exports and 23% of tourism exports with our main markets being China, New Zealand and Japan.

Maintaining and building on this sort of performance is vital, especially in these difficult economic times. Exports create new jobs and generate sustainable growth. And for Victoria, export success enables us to capitalise on our diverse and soundly regulated economic base, which represents a major advantage during times of global economic downturn and enables us to weather crises in individual sectors.

The Victorian Government is proud to support these Awards as part of our commitment to helping Victorian industry to increase exports.

We have set an overall export target of \$35 billion by 2015 and have recently boosted our support with a number of new measures including a \$24.8 million Global Markets Action plan as part of the \$245 million *Building our Industries for the Future* package.

I strongly encourage eligible companies to join with us in promoting and developing this State's export capabilities by taking part in this important and rewarding program.

By entering the Governor of Victoria Export Awards companies can leverage their export achievements to enhance their own future and support the continued development of Victoria's global performance.

They will not only achieve recognition and valuable publicity but also provide an example that will inspire others to follow.

Martin Pakula MP
Minister for Industry and Trade

2008 Governor of Victoria Export Awards

AGRIBUSINESS 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 The Adweb Agency

LARGE ADVANCED MANUFACTURER AWARD
WINNER Reflex Traffic Systems
COMMENDEE Varian Australia
LARGE SERVICES AWARD
WINNER WorleyParsons Services
COMMENDEE

Advanced Hair Studio
REGIONAL EXPORTER AWARD

WINNER Mobius Software
SMALL TO MEDIUM SERVICES AWARD
WINNER Rhine Ruhr
SMALL TO MEDIUM MANUFACTURER AWARD
WINNER Advanced Polymer Technology Australasia

COMMENDEE Furnace Engineering
SMALL BUSINESS AWARD
WINNER Global EARS
COMMENDEE Akcelik and Associates

SPORTS, EVENTS AND TOURISM AWARD
WINNER Zoos Victoria
VICTORIAN EXPORT AWARD FOR INNOVATION EXCELLENCE
WINNER Nucleus Network
COMMENDEE Global EARS
VICTORIAN EXPORTER OF THE YEAR AWARD
WINNER Advanced Polymer Technology Australasia