

NEWS

Botany Bay Business Enterprise Centre News



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"TO PROMOTE THE DEVELOPMENT OF ECONOMIC WELL BEING IN THE COMMUNITY AND IN DOING SO, GENERATE EMPLOYMENT OPPORTUNITIES."

AUTUMN GOLF DAY—NUMBERS DOWN BUT A GREAT DAY

Tuesday, 14th March dawned bright and sunny, which was a relief to golfers who recalled the miserable conditions which struck the Spring Golf Day in November.

The sun eventually disappeared behind a layer of black, rolling cloud which brought fears of "here comes November again"..... but the fears were not warranted and the forty players played their round in perfect playing conditions.

Disappointingly, numbers were down on the usual strong field – business pressure but we'll be there next time, being the most common response– but this took nothing away from the golf or the presentation dinner which followed.

Kogarah Golf Club was in good fettle despite the obvious ravages of a long dry spell and congratulations must go to both the club in-house and ground staff for their support. There is no doubt, that the support provided by Kogarah Golf Club significantly contributes to the success of our regular Golf Days.

Again, a vote of thanks for our sponsors and supporters – without this generous backing, it would be very difficult to mount a successful Golf Day and in this regard, special appreciation goes to City Ford,- a very regular sponsor, and to Qantas which offered a return ticket for two to Perth. Dinners for two were provided by Berlusconi's Italian Restaurant of Mascot and the South Sydney Graphic Arts Club. Other sponsors included the



Ford Territory Ghia Car for the Weekend Winner:
Steve Treisman-Powerhouse Logistics and
Simon O'Donnell – City Ford Sydney



David Edwards presenting Qantas Prize of Return
Airfares for two (Sydney to Perth) to
Simon O'Donnell – City Ford Sydney



Scratch Winners: Powerhouse Logistics
Peter Brueckner, Steve Treisman,
Bruce Hald, Tony Daniels



Handicap Winners:
British American Tobacco Australia
Deb O'Brien, Alistair Daley, Peter Blundell,
Bertino Hazali

Sydney Ports Corporation, Sydney Airports Corporation, International Airlines Services, Sydney Credit Union, Mercure Hotel Sydney Airport with support from CCSD Wholesalers, Brasserie Bread and Pyramid Trophies. Our appreciation to all.

The BBEC has two more Golf Days scheduled this year – the first, a new venture, will be held at the Lakes Golf Club on Thursday 20 July – probably a morning tee off – and the second, our usual spring

event to, again, be held at our home-base of Kogarah.

So....please note the dates in your diary and we'll be in touch with the details closer to the day.

INFRASTRUCTURE DEVELOPMENT - A VISION FOR THE FUTURE

If there was one message which came loud and clear, it was that, for the future, the Federal Government must play a direct and positive role in the nation's infrastructure development.

"It is too easy" said Graeme Geldart, the Director of Policy for the Australian Council of Infrastructure Development (AusCID), "to point a finger toward the States and suggest it is their role."

Speaking at the BBEC Breakfast Briefing on 22 February 2006 he said, "Development in, and for, Australia needs leadership and that's not evident at the moment. It needs service delivery to be co-ordinated and this, too, is currently lacking."

"These objectives can only be achieved within a single, national infrastructure strategy and to do this", emphasised Mr. Geldart, "we must have a National Infrastructure Advisory Council".

This was one of several messages projected by AusCID, a lobby group described as the principal Industry Association for private investment in public infrastructure, and represents all economic infrastructure sectors – engineering and construction companies, banks, legal, accounting and audit and insurance to name a few.....owners, investors, financials and operators.

In line with its membership, AusCID's major aim is to encourage private sector provision of infrastructure, and works to influence government decision making.

Graeme Geldart went on to indicate that, in relation to planning and development, AusCID emphasised the need for a few – the focus should be on project outcomes, which in turn, must be outcome rather than output based, full cost including risk must be accounted for, a forward pipeline of

projects, and a need for trained expert Government staff.

On this latter point, Graeme Geldart emphasised that while there are some excellently qualified operatives working in government, they are the exception. "Government priorities should be directed toward the development of a pool of top quality personnel which could match the private sector," he said.

Mr Geldart said that AusCID believed there were five points to adhere to when considering the practical application of P & D principals. These points are: managing tensions between providers and users, accepting the fact that environmental and social impact issues are inevitable, co-ordinated planning combined with institutional reform, effective capital allocation and community understanding.

"AusCID believes that there is a strong role for



Graeme Geldart - AusCID

private enterprise to play in infrastructure development," says Mr Geldart.

"As I've already indicated, the private sector has a pool of expertise rarely matched by Government, and a public-private partnership will capitalise on this pool of design skill, expertise in construction, maintenance, finance and risk management, to produce a better quality product which will be delivered earlier."

"This will result in projects exhibiting value for money but this will not be achieved without a whole of government commitment," said Mr Geldart.

NEW MEMBER - ÁCS Recruitment & Consulting

WHERE OUR FOCUS IS YOU AND YOUR PEOPLE

Ács Recruitment & Consulting is a specialised recruitment and search consultancy that focuses on meeting your individual business needs.

When there are so many recruitment firms out there, what makes us different?

We have commitment to excellence giving honest advice, we care for our clients and candidates and our low

overheads give you value for money.

We don't compete with the traditional recruiters because

- Ács is not solely fee based.
- We work "in house" on your premises to understand your business.
- We save you up to 60% on recruitment costs because we only charge you for the

hours worked.

- We carefully match the right candidate for your business.
- Our candidates have long term careers with satisfied clients.
- Our business operates from referrals from clients and candidates.



**Judy Ács–
Ács Recruitment & Consulting**

NEW MEMBER - THE UNIVERSITY OF NEW SOUTH WALES

When the University of New South Wales (UNSW) was established in 1949, its emphasis was on the applied sciences and technologies. Since then, the scope of the University has broadened to encompass all major academic training areas.

Now one of Australia's largest universities, UNSW has more than 40,000 students including some 8,200 international students, from over 120 different countries. The University offers over 800 undergraduate and postgraduate programs, and has developed an

extensive network of alumni chapters throughout Asia.

The main campus is located on a 38-hectare site at Kensington, seven kilometres from the centre of Sydney. Other campuses are the College of Fine Arts (Paddington), UNSW@ADFA (the Australian Defence Force Academy in Canberra), the Randwick sub-Campus and the Cliffbrook Campus (Coogee). In 2007 the University will be opening a campus in Singapore. UNSW Asia will be the first private foreign university in Singapore and

the first wholly owned and operated research and teaching campus to be established overseas by any Australian university.

UNSW is a founding member of the Group of Eight, a conglomeration of the leading research universities in Australia, and the Universitas 21 international consortium. It is one of Australia's premier research and teaching institutions and has a broad disciplinary base. More than 6,000 staff are employed in 10 faculties and 75 schools.

The faculties are Arts and Social Sciences, Built Environment, College of Fine Arts, Commerce and Economics, Engineering, Law, Medicine, Science, the Australian Graduate School of Management and UNSW@ADFA.

UNSW is home to a number of internationally recognised research developments in the fields of quantum computing, photovoltaics, HIV Aids research, interactive cinema and polymer chemistry.

Switchboard: +61 2 9385 1000 website: www.unsw.edu.au



NEW MEMBER - BILLICORP

Despite recently joining the BBEC, the team at Billicorp are no strangers to the South Sydney area. For the past 10 years Managing Director, Kristen Marsh, has been a key player in the South Sydney industrial property market 'shed shifting' as she likes to call it.

The specialist commercial and industrial real estate agency was founded in response to a shortfall in project based marketing for commercial, industrial properties and developments. "We offer a full range of services for

industrial and commercial clients including sales, leasing, marketing and development consultation." says Kristen.

"We focus on the individual companies requirements and ensure we show tenants, purchasers and investors properties that suit their needs. We are not just a real estate agent but a property solutions company.

The team coincidentally consists of 5 women including Kristen Marsh (Managing Director), Jaclyn

Gazal (Marketing Manager), Mandi Prager and Brooke Railton (Sales and Leasing Executives) and new recruit Fallon Leek.

Increasingly, with a softening residential market we are finding that Billicorp provide a sound alternative in the industrial market for investors both small and large.

For more information and to register your commercial or industrial requirement visit www.billicorp.com.au.



Billicorp

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DIRECTOR'S PROFILE - BASIL KING

Basil served his apprenticeship as Compositor/Linotype Operator in the Printing Industry at Goulburn NSW. During this time he completed two years National Service and also became part-time fireman with the NSW Fire Brigade. In later years retiring with the rank of Captain at Campbelltown.

He worked on country newspapers at Alice Springs, Victoria and NSW, winning Country Press Awards for best laid out Country Newspaper and best 8" x 3" Advertisement. From 1963 to 1982 he worked at various Trade Houses and News Limited in the Sydney area, undertaking

various post-trades courses at the School of Graphic Arts.

In 1982 he was elected an Organiser with the then Printing and Kindred Industries Union. He visited overseas as a representative of P.K.U to observe the use of oxygen to enrich paper making. Australia was still using chlorine bleach.

He was elected a Director of the then Graphic Arts Club and retired from the union as NSW State Secretary and National President in 2000.

The Graphic Arts Club did not own its own premises and as this was up for sale he embarked on a search

for a new location. Talks were held with the South Sydney Businessman's Club which was in run down premises and in severe financial difficulties. A successful amalgamation took place and 1.5 million dollars was spent on a complete renovation. The Club has twice won Clubs NSW Club of the Year Awards and increased membership from 157 to 6000.

The latest venture has seen a similar situation take place with the recent amalgamation with the Surry Hills Labor and Community Club which after only six months trading is showing a positive upward trend and large increase in membership.



**Basil King, President
South Sydney Graphic Arts Club**

CERTIFICATE MEMBERSHIP PRESENTATION



**(Right to left): Guy Watson-Business Print Australia, Jennie Lang -UNSW,
Judy Acs -ACS Recruitment & Consulting, Maria Chagellis-Manpower,
Andrea Moro-Mercure Hotel Sydney Airport**