

AUSTRALIAN TECHNOLOGY SHOWCASE

NSW Department of State and Regional Development

SPEECH WELCOMING 43 NEW COMPANIES INTO THE ATS

By The Hon. David Campbell MP, Acting Minister for State Development, Minister for Regional Development and Minister for Small Business

5.30PM TUESDAY FEBRUARY 10

Thank you Loftus Harris, Director General, NSW Department of State and Regional Development for your kind words of introduction. Good evening ladies and gentlemen.

Tonight is a special event for the Australian Technology Showcase – not only are we welcoming 43 new and innovative technologies into the program, we are also celebrating the achievements of the first six ATS members to be successful in the Technology Demonstration Program – a new initiative of the New South Wales Government.

But firstly let me welcome here tonight the 43 new members of the Australian Technology Showcase.

As many of you already know, the Australian Technology Showcase supports Australian companies with new, innovative technologies by assisting their development and promoting them both here and overseas.

The New South Wales Government launched the ATS program in 1997 and it now operates Australia-wide, with 430 member technologies altogether.

Today's new technologies bring the number of New South Wales members in the ATS program to 373, with 87 from regional New South Wales and 54 from Greater Western Sydney.

As Minister for Regional Development, tonight representing my colleague the Treasurer and Minister for State Development Michael Egan, I am particularly delighted to see such a strong showing from regional companies.

In this State alone, the ATS has directly contributed to \$532 million in total new sales and investment for its members, including \$328 million in export sales.

The 43 technology companies we have here tonight represent a very powerful sample of our State's innovative capacity and leadership across fields as diverse as building, biotechnology, construction, medical, transport, and information and communications technology.

The biotechnology and ICT industries in particular are being given great emphasis by the Carr Government.

These two industry sectors are likely to be strong generators of future growth and provide vitally important technologies for industry.

In fact, the ICT industry generates sales of more than \$27 billion a year in New South Wales.

Within the ICT sector, we are welcoming 20 new members today, amongst them **dload** and **FulfiINET**.

Just a month after being accepted into the ATS, **dload's** automated messaging platform was chosen to manage all of the interactive elements in the world's biggest television event, the US\$40m Spielberg alien series, 'TAKEN'.

FulfiINET, with its on-line marketing and communications system for SMEs, has successfully partnered with two major organisations – DomainNZ, New Zealand's largest domain name provider, and Yahoo! Australia/New Zealand.

Another area of strength in New South Wales is biotechnology – our industry is now the sixth largest in the world in terms of the number of individual firms. The industry employs 30,000 people and spends \$450 million annually on R&D.

Among the eight new members from the biotechnology, health and medical sector, we are welcoming **Ergoport** and **Blixta Griffiths**.

Ergoport's ergonomic computer workstation, which reduces the incidence of muscular skeletal disorder, has had major sales into the IT sector and recently won a WorkCover NSW engineering award.

Blixta Griffiths' Swiftech 2020 is the world's fastest autoclave steriliser. Its innovative, rapid steam generation technology sterilises instruments three to four times faster than competing products.

These companies are just a taste of what the ATS program has to offer, so please take the time to meet our other new members here this evening.

Please now join me in acknowledging all of the 43 new ATS technologies that we are welcoming into the program today.

[Names of 43 new ATS Companies are scrolled through on the screen located behind the Minister.]

We are here tonight not only to welcome our new ATS members. We are also here to celebrate the ATS companies, and their business partners, that were successful in the first round of the Technology Demonstration Program – a unique initiative in Australia.

This innovative public and private sector collaborative project aims to assist our ATS companies by funding trials of their technologies in Government agencies and other corporations.

At the same time, the collaborative partner will benefit from more competitive pricing, improved efficiency, and reduced operational risk.

Please join me now in congratulating the six ATS companies and their collaborative partners.

I would now like to introduce the six winning Technology Demonstration Program projects:

Action Laser has developed a laser screen technology that removes contaminants from the sugar mill and refinery process and are trialling their technology with the New South Wales Sugar Milling Co-operative.

To accept the certificate of achievement tonight is Action Laser's managing director Ken Crane ...

Environmental Group is working with the Hunter Water Corporation to trial their Jameson Cell floatation technology. This technology treats both dry and wet weather sewerage and stormwater discharges.

To accept the certificate of achievement tonight is the Environmental Group's managing director Howard Johnson ...

FLUORotechnics has just completed a project with the Australian Proteome Analysis Facility to trial their Lightning Fast Gel Stain. The product is now being used in the facility's cancer research program.

To accept the certificate of achievement tonight is FLUORotechnics chief executive officer Professor Duncan Veal ...

Marsupial Landscapes is working with three partners – the Sydney Olympic Park Authority, the Royal Botanic Gardens and Blue Mountains City Council - to trial their compact and ecologically sustainable Steamwand. Steamwand provides efficient and chemical-free weed control using low pressure steam.

To accept the certificate of achievement for Marsupial Landscapes is the managing director Jeremy Winer ...

Stop Shot International is working with the Department of Foreign Affairs and Trade to install and trial their blast resistant glass in one of the Department's overseas missions. Stop Shot's technology will enhance the blast and ballistic protection of the building, all without disrupting the work of the staff within.

To accept the certificate of achievement for Stop Shop International is chief executive officer Peter Stephinson ...

Stratum Environmental Technologies, in conjunction with South Sydney Council and McGregor and Partners, is running a pilot scheme to lay Stratum Turf at Green Square.

Stratum has developed a process for recycling used rubber from old tyres into ground surfaces with unique drainage and impact-absorbing capabilities.

To accept the certificate of achievement for Stratum Environmental Technologies is chief executive officer Michael Hudson ...

My congratulations and very warm welcome to all the new ATS members, Technology Demonstration Program winners and their business partners, and the guests here tonight.

I would like to remind all of the ATS companies that are here this evening, and any potential partnering organisations, that Round Two of the Technology Demonstration closes on the 20th of February. More information, including the closing dates for Rounds Three and Four, is available on the ATS website at www.ats.business.gov.au

I believe that all of these quality technologies and projects certainly bode well for the state of innovation in New South Wales and I am looking forward to an exciting 2004 in this regard.