



Regional
Development
Australia

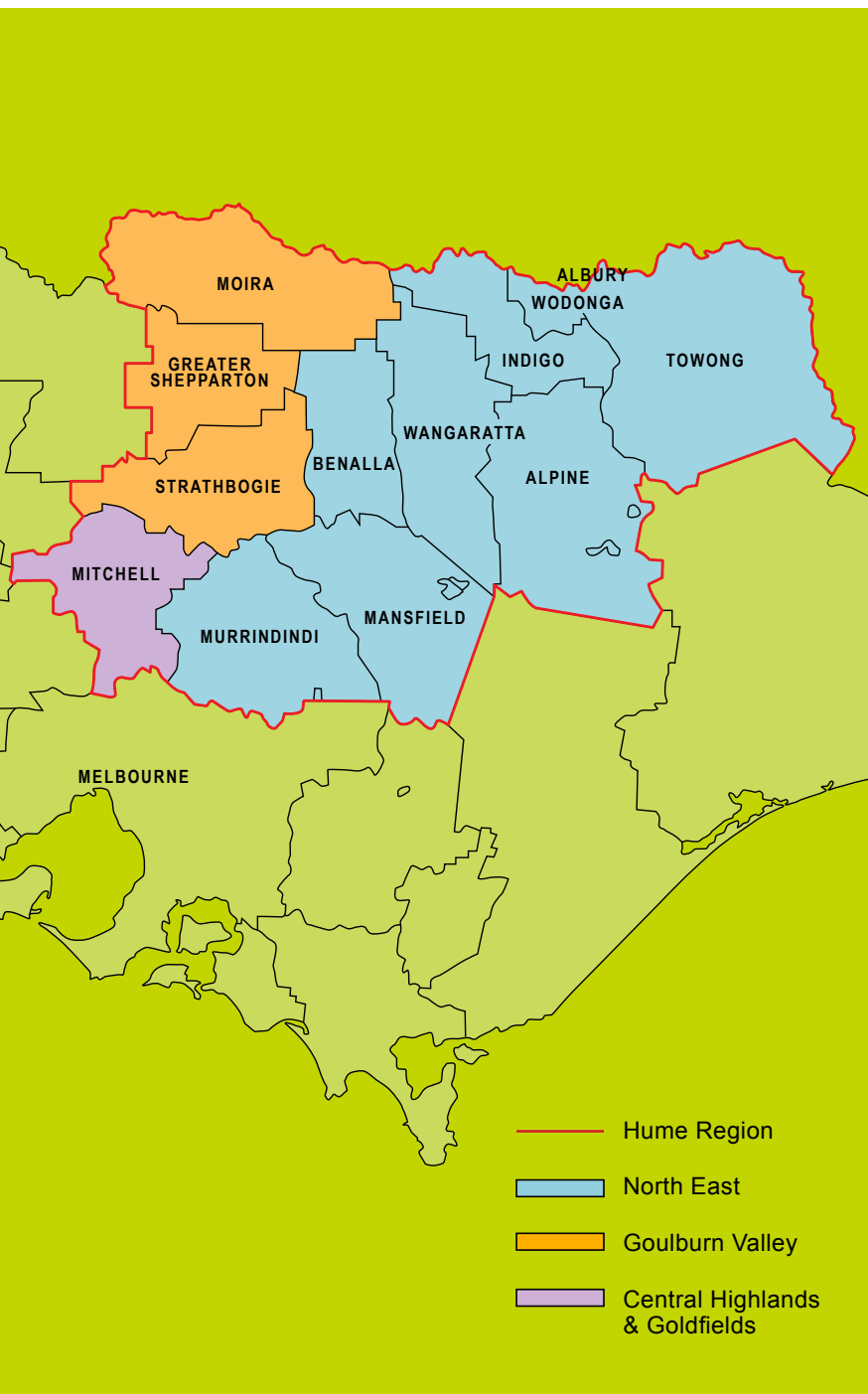
H U M E

DEFENCE PROSPECTUS



An Australian Government Initiative





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BACKGROUND

The Hume Region boasts the largest Australian Defence Force presence in Victoria and has a resources sector to match it, with skilled trades and support chains bolstering the armed forces.

The total value of the Defence sector in the Hume Region is \$185 million per annum and generates more than 5600 jobs.

The Department of Defence and businesses in the Hume Region have established partnerships committed to the continued growth and success of one of Australia's most skilled hubs.

Sustainable relationships between Defence and businesses in the Hume Region are leading to the procurement of products and services both locally, nationally and internationally, cementing the experienced capabilities within the region.

The Defence force footprint within the Hume Region extends from Albury-Wodonga to the Puckapunyal Army Base near Seymour and includes the municipalities of Benalla Rural City, City of Wodonga, Mitchell Shire, Strathbogie Shire and Rural City of Wangaratta.

The Albury-Wodonga Military Area (AWMA) consists of Gaza Ridge Barracks, Wadsworth Barracks, Latchford Barracks Bonegilla, Joint Logistics Unit-Victoria and the Army Logistics Training Centre.

The AWMA workforce and trainee population, including serving members, public service employees and contractors, can vary from between 2000 and 4000 people, depending on what courses are being offered at the time.



Stakeholders within the Hume Region providing essential services and products to the Department of Defence are broken up into two distinct groups; prime contractors and vendors or Original Equipment Manufacturers (OEMs), whose main business in the region is with Defence.

The skilled enterprises leveraging the Department of Defence in the Hume Region comprise small businesses employing just five people to larger operations with a workforce of in excess of 680 people.

State-of-the-art facilities are dotted throughout the region, with the newest technology and innovations being rolled out to facilitate Defence needs.

By 2021, it is predicted that there will be a 44 per cent increase in spending, according to the *Defence Industry in the Hume Region report released last year.*

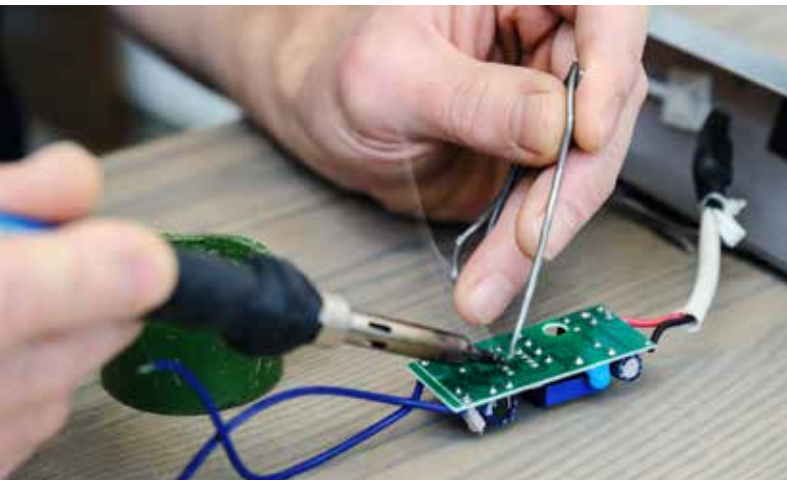
AUSTRALIAN TARGET SYSTEMS (ATS)

atspl.com.au

Australian Target Systems (ATS) is the country's most experienced live fire target system business, providing real-life training environments for members of the Department of Defence.

ATS uses world-leading systems integration and quality components to deliver the required sovereign capability training outcome.

Managing Director Tony Crilly said ATS was an Australian veteran owned and operated business, providing realistic operational environments and the rigors of live fire training.



"This starts with a thorough Training Needs Analysis (TNA), supporting a disciplined systems approach to the delivery of training capability outcomes for the customer," he said.

"The ATS approach is based on using the best live fire training equipment available in the world to develop a fully integrated capability solution that meets the exact requirements of the end user."

ATS' history dates back to the 1950s and combines the skills of ex-military professionals with the know-how of highly skilled software and hardware engineers to integrate leading edge live fire training systems.

"Today, ATS is the dominant provider of full spectrum live fire training systems to the ADF, providing design input, systems development, project management, installation, operations and maintenance services," Mr Crilly said.

Mr Crilly said ATS adopted a whole of life cycle approach to its work, using world-leading systems integration and quality components to deliver the sovereign capability training outcome required by the Department of Defence.

"ATS also provides ongoing technical advisory services regarding range management, policy formulation and experimental activities," he said.

"There is no other Australian company that can provide such a full spectrum and immersive live fire training capability."

Mr Crilly advised businesses wanting to work with the Department of Defence to ensure they achieve their ISO certification for the area of skill they are applying for.

"It is important you understand the customer and what the customer requires," he said.

"Focus on the end user during the process."

AUSTRALIAN AEROSPACE ENGINEERING (AAE)

austaerospace.com.au

Australian Aerospace Engineering (AAE) is a premier Part 145 Helicopter MRO, manufacturer of aeronautical products and distributor of aerospace hardware, supporting Defence and other industries.

In the past 30 years AAE has supported a variety of helicopter platforms in Defence from line maintenance tasks through to complete refurbishments and deep level structural repairs.

Engineering and Sales Manager, Viv Johnston said since 2015, AAE had successfully supported the Department of Defence with 206B-1 Kiowa, CH-47 Chinook and Black Hawk platforms with spare parts and manufactured aeronautical products.

AAE also offers low volume manufacturing services to Defence, primarily in the aviation space.

Mr Johnston said AAE leveraged its established quality control systems, along with its extensive milling, turning, sheet metal and composite manufacturing capabilities.

“Army Aviation contacted us to solve a procurement problem they were facing in sustainment of the legacy Bell Helicopter platform,” he said.

“We were able to assist, and they were able to streamline us getting set up as a recognised Defence supplier, along with a NCAGE (a government and commercial entity) code.”

“Following this we continued our support role with parts supply manufacturing services to various System Program Offices which we continue today.”

Mr Johnston said AAE had also become involved with the Australian Defence Alliance - Victoria (ADA-VIC), Defence Murray Riverina Alliance, RDA Hume and the Victorian Defence Alliance.

“We started attending the Defence conferences and networking within Defence,” he said.

“We also sought and achieved support from the CDIC (Centre for Defence Industry Capability) for business improvement activities to better align ourselves with Defence requirements.”

Mr Johnston urged businesses vying for Defence work to ensure they attend conferences and remain patient.

“There is a lot of support available through ADA formerly AIDN Victoria, VDA, Defence Murray Riverina Alliance and the CDIC,” he said.

“Leverage these resources and reach out to people for their assistance.”



BERTAZZO ENGINEERED

bertazzoeng.com.au



Bertazzo Engineered has been providing targetry systems to the Department of Defence for more than three years.

Owner Ray Bertazzo said Albury-based Australian Target Systems (ATS) had approached Bertazzo Engineered to design targetry systems for small arms training.

“We had initially been providing targetry systems for the Royal United Emirates through ATS. Defence here in Albury-Wodonga saw this and were interested,” he said.

“We worked with ATS in order to design and engineer the whole range of pop-up targetry which can be used for small arms training here in Albury Wodonga.

“They came in with the stick figure type drawings and we designed the product from there.

“The smalls arms training with Defence is where they shoot at the metal targets that we have produced.”

Bertazzo Engineered is a family-owned company employing more than 40 people. The production staff are dedicated, highly skilled tradesmen with many years of experience.

Mr Bertazzo said the business had recently applied to engineer a new range of targetry to be used at the Puckapunyal Army base.

“Hopefully we will be successful with that project,” he said.



BROADSPECTRUM

ventia.com/broadspectrum

Broadspectrum (now a part of Ventia) provide maintenance support systems to the Department of Defence's ground equipment and vehicles.

From weaponry to Abrams tanks and Hawkei vehicles, a dedicated team of more than 140 staff service the Albury-Wodonga region, including Bandiana and Latchford Barracks at Bonegilla.

Joint Logistics Unit Manager Brett Bament said Broadspectrum was first awarded the Department of Defence contract in 2013 and this was then extended to 2022.

"We also have a further two-year option," he said.

"There are 140 staff that work here with a mix of 90 tradesmen and 55 support staff."

Nationwide, Broadspectrum delivers approximately 885,000 hours per annum for the maintenance, repair and support services that are necessary to maintain and sustain the Department of Defence land-based equipment.

Mr Bament said the dedicated team consisted of mechanics, fitter armourers, electronic technicians, electricians and trace assistants.

"A tradesman may be employed as a fitter and then they are Defence trained to specifically work on Department of Defence equipment," he said.

Mr Bament said the Department of Defence was always looking to better improve processes and modernise its approach.

"Working with Defence means if we can find a way to fix something quicker or more cheaply we improve the process," he said.

"It is important to go to them with better processes and better ways and they will listen.

"They will provide funding to make improvements if we flag the benefits with them.

"The great thing about working with Defence is that they are flexible, and they do like that continuous improvement approach."

Mr Bament said business and organisations looking to work with the Department of Defence needed to approach contracts and tenders with an open mind.

"Don't be siloed, it's important to think outside the square and always be prepared to change direction in what you are doing if need be."



“Collaboration which brings together the required range of specialist skills is essential to success.”

Brendan Tenison-Woods
National Training Manager, KBR



K B R

k b r . c o m

KBR Wodonga operates as an integrated element of a larger conglomerate that provides integrated logistics support (ILS) to the Department of Defence.

The team provides specialist skills at a local, national and international level.

National Training Manager Brendan Tenison-Woods said KBR was currently providing an introduction into service training for the maintainers of new Australian Defence Force vehicles.

“We are developing simulation that augments KBR training being delivered to the first crews of new Navy ships in Sydney,” he said.

“We are also involved in developing eLearning for the online training of crews of new Navy ships.”

Mr Tenison-Woods said in addition KBR developed live-stream training to Defence fuels environment operators.

“KBR develops training resources and delivers training for an equipment supplier to the RAAF and provides Registered Training Organisation or RTO specialist support to KBR’s Navy technical training contract,” he said.

The Wodonga team focuses on training delivery, including training development of all types, ranging from curriculum to face-to-face delivery, eLearning and simulation.

“The simulation development involves the most basic animated graphics through to virtual reality of VR,” he said.

Mr Tenison-Woods said the Wodonga team had been part of Scientific Management Associates (SMA) until KBR acquired the operation in early 2020.

“SMA commenced operations providing ILS to the Department of Defence in 1981,” he said.

“The Defence industry operates within a demanding and often complex process of Australian Defence Force acquisition or sustainment project requirements,” he said.

“Collaboration which brings together the required range of specialist skills is essential to success.”



INVERIS TRAINING SYSTEMS

inveristraining.com



Inveris Training Solutions (formerly Meggitt Training Systems) delivers simulation support services to Department of Defence sites around Australia, including the Hume Region.

Managing Director Kevin McNaughton said Inveris Training Solutions supplied the Weapon Training Simulation Systems (WTSS) across the network.

“We have 18 sites around Australia and we provide project management, operations management and technical support to all of these sites,” he said.

“We also offer live fire targets, technical support, range installation and range management to Defence.”

Inveris Training Solutions delivered its first Weapon Training Simulation System to Defence in 1999.



“Ours is a business with a long-standing relationship with Defence and is proud of its record in terms of the great and ongoing relationship we have with the Department of Defence,” he said.

Mr McNaughton said businesses or organisations wanting to work with Defence needed to maintain honesty and be transparent throughout the engagement process and ongoing relationships.

“You need to communicate often and respectfully - it is important to meet your KPIs and be patient with the process,” he said.

Mr McNaughton said it was important for businesses and organisations to provide solutions to the Department of Defence and not problems.

“Be a willing partner, rather than simply a supplier,” he said.

He said it was important for businesses to understand the Department of Defence's processes.

“Make sure you are well equipped to respond in a timely manner,” he said.

“Burn time on RFTs/RFIs is often short and might appear unrealistic.”

“If you commit, make sure you deliver.”

He said the Department of Defence was a willing partner and adhered to fairness in its adjudications.

“Bad news does not get better with age and if you stay engaged and honest in your communication, you will find Defence is often very accommodating,” he said.

“Remember, they have a vested interest in seeing their industry partners succeed in the delivery of contracts.”

MILSPEC

milspecmanufacturing.com

Milspec Manufacturing designs, assembles and supplies patented and unique alternators and portable power systems for Defence primes.

General Manager Neil Morrison said when Milspec was formed in 2003, the site already manufactured live fire target systems.

“We were already in that defence space so in the subsequent 16 plus years we have accessed various Defence sites to quote for work,” he said.

Milspec is now revered as the premier Australian Defence SME for subsystems, alternators and portable power.

He said the mission of Milspec Manufacturing was to continually improve its market position towards being Australia’s number one provider of electrical mechanical subsystems to Defence, as well as other industries by designing and manufacturing products and services that consistently meet and exceed customer requirements and expectations.

Milspec Manufacturing complies with statutory requirements, codes and standards and guidelines.

Mr Morrison said Milspec was always looking to continually improve its quality management systems to maintain AS/NZ ISO9001 and AS9100 certification.

“If you are manufacturing it is important to have ISO9001,” he said.

“Without it you are unlikely to win any meaningful work.

“It takes a long time to convert discussions to orders.

“For Milspec this is typically two years.”

Mr Morrison said it was also important for organisations to have a point of difference in the services or products they offered.

“Ask yourself what your point of difference is,” he said.

“Milspec has evolved to become an OEM (original equipment manufacturer) - if you are in the contracting game, what’s your niche?”



NIOA

nioa.com.au



NIOA Benalla's core work comes from its provision and support of weapon systems and integrated soldier systems to Department of Defence.

Director of Operations, Garry Warrender said the organisation provided the full gamut of weapons, munitions and associated equipment within its contract.

"We also repair and maintain munitions and weapons, undertake munitions manufacturing, engineering services and facility management," he said.

Mr Warrender indicated that NIOA had adopted a strategic and pointed business approach to secure its contract with the Department of Defence.

"We were deliberately seeking business opportunities through supply channels and expanding from there," he said.

Mr Warrender advised that organisations need to be patient when attempting to secure contracts and tenders with the Department of Defence.

"You need to know the key trigger points that make your product or your service stand out and keep pushing them into Defence at the right level," he said.

"Being connected and able to meet and present your business to at least one-star and two-star level will be beneficial for selling your products and services."

He said it was important to spend time networking to cover all angles and assessments.

"Organisations need to understand how their product or service can benefit Defence," he said.

"It is worthwhile documenting concept papers that explore why your product will benefit and how it does this better or more affordably than other products."

"It is good to remember that affordability and benefit can be the same thing, but may also be very different and sometimes the better product is the one made locally, so be prepared to demonstrate the Australian content as part of the value assessment and any broader sovereign benefits."



PARKER HANNIFIN

parker.com

Parker Hannifin's Australian manufacturing site, located in Wodonga, has been engaged with the Department of Defence for many years.

In the past Parker Hannifin Wodonga manufactured various fittings and components for Naval projects such as HMAS Frigates and Collins Class Submarines.

Parker Hannifin also supplied a small number of components for Land 116 both directly and through SMEs and continues to support this project through new contracts and service requirements.

Key Account Manager Victoria Chris Jones said Parker Hannifin had significantly increased its Defence engagement on the Land 121 project.

"We have been supplying a number of cooling, pneumatic and hose fittings systems for this project," he said.

He said Parker Hannifin also supplied cooling systems, hydraulics, hydraulic hose and fittings, hydraulic tube assemblies, pneumatics and automation products for additional Defence projects.

Mr Jones said the Wodonga factory was part of the global Parker Hannifin Motion and Controls business worth in excess of \$13 billion in revenue.

"Our Wodonga facility also manufactures and assembles products supporting current land projects directly with OEMs (original equipment manufacturer), Land 121 and Land 400 and indirectly through a number of Australian SMEs," he said.

"While we predominantly work with OEMs directly we can also service smaller SMEs through our distribution channel partners and our Enzed franchises.

"Parker Hannifin Australia has a large system engineering team to assist OEMs with custom designs and can also leverage global engineering support and product development teams."

Mr Jones said organisations looking to work with Defence should follow contract tenders and awards through on-line tools such as ICN gateway or subscriptions such as Defence Connect.

"It is important to create business and product awareness through Defence trade shows and also build Defence network contacts," he said.

Mr Jones said it was important to start working with customers from day one and be willing to invest significant resources into the tender process, with the risk of possibly not winning the contract.

Mr Jones said the Department of Defence had begun to streamline supply chains and awarding system contracts rather than individual components.

"Targeting larger corporations and SMEs that win full systems may be the best opportunity rather than direct to the Defence contractor," he said.

"Quality systems need to be in place, in most cases an SME would not pass through the request for information phase without ISO 9001 compliance."



PENTARCH

pentarch.com.au

Pentarch Industrial offers specialised, environmentally acceptable solutions for the disposal of munitions and other hazardous goods for the Department of Defence.

It also supplies a wide range of ammunition packaging, including being responsible for maintaining the inventory of Defence's most common ammunition containers and internal furniture.

The M19A1, M2A1, M548, PA125 are reusable containers and are fully refurbished at its facilities in Wangaratta and Oaklands.



Managing Director Chris Deighton said the refurbishment included quality testing, painting and stencilling to order.

Mr Deighton said that recently, Pentarch had signed an additional six-year contract worth \$15 million to continue the provision of services.

"We collect the boxes and packaging from the various depots and bring them back to our Oaklands depot, where they are pre-sorted for quality, some can be refurbished whilst others may be rusty or damaged," he said.

"We employ 22 staff at Oaklands and 17 in Wangaratta."

"We undertake ammunition disposal of a large scale in an environmentally responsible way.

"We recycle all components, pull the bullets out, empty propellants, everything we do is EPA tested."

Mr Deighton said it was also important to understand the Defence Procurement Guidelines.

"This is critical and if people understand this then they are at the first stage of being able to submit what Defence is seeking."

Mr Deighton said it was important to have the appropriate accreditation.

"ISO accreditation is a definite advantage and demonstrating that you are part of the Defence Industry Security Program DISP is also beneficial," he said.

"Becoming familiar with defence processes, picking your target and surviving the gestation period is all important," he said.

"You can't just roll up out of the blue, I have done my research and designed this business to do business with defence, and once you are in the door you can continue to grow your business."

Mr Deighton encouraged businesses and organisations looking to work with the Department of Defence to do their research.

"Be part of the RDA Hume group and relevant defence alliances and go to meetings every time they are held and talk to people," he said.

"Industry groups are a good way of creating a level of engagement in business and establish connections, you will find that people will be quite open about how they are doing business.

"The best piece of advice I have is to get the very best accreditation you can afford for your business."

RED BARON

redbaronalse.com.au

Red Baron ALSE is a specialist company providing aviation life support equipment products and services to the Department of Defence.

From flight helmets to inflatable life vests and life rafts, Red Baron has been operating for more than 20 years and established a reputation for providing state-of-the-art and cutting-edge technology to the defence forces.

Managing Director Greg Bayne said Red Baron supplies a range of flight clothing including specialised dry suits and anti-G suits for jet fighter pilots.

“Pilot communications are another area we specialise in with flight helmets and survival products being supplied to defence,” he said.

“The equipment we provide to the Department of Defence makes up for about 50 per cent of our business.”

As well as supplying the full raft of life support and communication equipment Red Baron also provides a repair service for not only its own products but other life support products the Department of Defence needs to be repaired.

“We service the equipment and also provide consulting and training about our products,” he said.

Mr Bayne said businesses looking to do business with the Department of Defence needed to ensure they joined an organisation that would represent them well in the defence industry such as the Australian Defence Alliance.

“That would make a good entry point,” he said.

“It is a good idea to research into what the industry requires from a contract point of view.

“What do they need product-wise? What are they after contract-wise?”

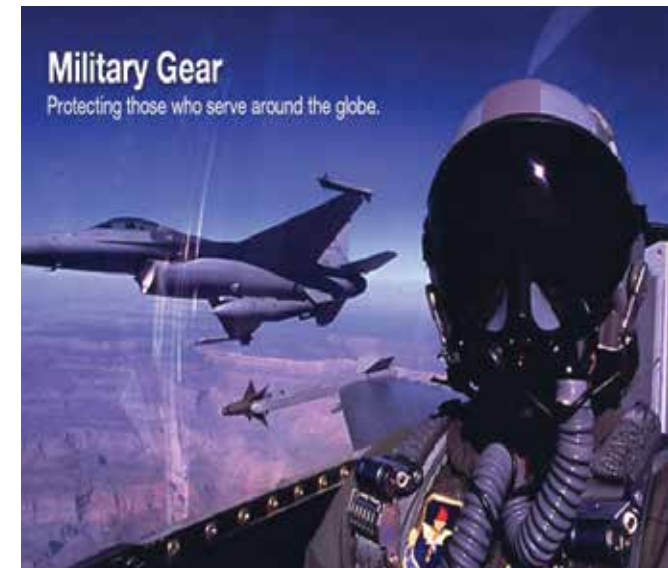
“They won’t even deal with companies who are not across this.”

Mr Bayne advised businesses not to rely solely on the Department of Defence for its entire yearly revenue.

“Don’t commit your entire business to just one contract and don’t put all your eggs in one basket,” he said.

“In saying that, be persistent as it may take some time and become involved in events and get your face out there.

“Now is the best time to try and get on board, particularly with sovereign capability.”



SPOTLESS

spotless.com



Spotless Integrated Facilities Services supports the Defence sector with an integrated range of services that allows the military to focus on what they do best.

Spotless, a Downer company, is the largest integrated facilities services provider throughout Australia and New Zealand and provides essential services and solutions for everyday operations to the Department of Defence.

Spotless has a 70-year history and is renowned for innovating large scale service demand and asset performance to facilitate its contracts.

The long-standing relationship with the Department of Defence has resulted in a wealth of experience for Spotless to respond to the changing operational needs of the Defence sector.



Estate Operations and Management Service (EMOS) Operations Manager Robert Mosterd said within the Hume Region, Spotless provides estate operations and management service, building facility maintenance, grounds maintenance, cleaning, transport as well as gym and pool attendants for sports and recreation services.

Spotless brings together experience and technical expertise in the delivery of a full range of facilities and asset management services ensuring quality and rigorous compliance.

Mr Mosterd said Spotless began its involvement with the Department of Defence through the national tender system, Austender.

He said it was important for businesses wanting to tender for services with the Department of Defence to first register with Austender.

Mr Mosterd said Spotless utilises people from the Hume Region as part of its workforce to facilitate contracts with the Department of Defence.

“For any jobs relating to the services we provide, we advertise these opportunities through local papers,” he said.

Mr Mosterd said the most recent recruitment drive was conducted in March and April 2020 to attract resources to continue to provide an extensive range of services to the Department of Defence.



WODONGA TAFE

wodongatafe.edu.au

Wodonga Institute of TAFE has trained thousands of Defence personnel and provides training services to the Army School of Health, Army School of Logistics, Army School of Electrical and Mechanical Engineering and the Army School of Transport in the Hume Region.

More than 200 Wodonga TAFE staff support the provision of training. The current contract has a lifespan of nine years and is expected to realise more than \$140 million in revenue over the contract life.

In 2019, Wodonga TAFE was awarded the Academic Institution of the Year Award at the Australian Defence Industry Awards.

Wodonga TAFE plays an integral role in critical defence training and is the largest out-sourced training provider for the Army Logistics Training Centre.

Part of the contract goals include modernising training methodology and reporting practices, and to streamline the process from end-to-end of a trainee's program, creating a smoother and more holistic learning experience.

Wodonga TAFE staff are embedded within Army bases around the Hume Region to ensure exceptional lines of communication are adhered to and relationship-building is at the forefront.

TAFE General Manager Strategic Partnerships, Damien Crawley said the training programs provided to Defence were moving with the times.

"This has involved moving a vast majority of training to blended, remote and online learning where practical and the incorporation of technology in competency tracking, reporting and interactive learning tools," he said.

He said supporting trainees to learn where they live through blended learning has reduced the burden of travel, increased a trainee's time back in their workplace and reduced costs for Defence for travel and accommodation.

"A great way to start building relationships within Defence is to reach out to organisations who are already providing services or materials to Defence," he said.

"Contracting to these organisations is a great way to showcase your company's capability and enables you to create further relationships.

"Building, maintaining, nurturing and expanding relationships is the key to ongoing successful collaboration, particularly with Defence.

"Being flexible in your arrangements, and providing client-focused solutions, is paramount."



THALES

thalesgroup.com

For Australian Munitions (a business of Thales Australia), providing ammunition for all three factions of the Defence forces is something to be proud of.

Thales supplies to Army, Navy and Air Force, including small, medium and large calibre ammunitions, both live and for training purposes.

It also provides a large range of bombs, including for the new F35 Joint Strike Fighter.

Thales General Manager, Brett Aggenbach (Benalla facility) said a recently-signed contract with the Commonwealth secured the ongoing operation of the Benalla and Mulwala factories to continue providing these munitions.

"This cements the future of the facilities as Strategic Pillars of Defence's Strategic Industrial Capability Plan (SICP)," he said.

"We are very proud that the Strategic Domestic Munitions Manufacturing (SDMM) agreement will make our operation of the facilities on behalf of the Commonwealth one of the longest as will be running for over 30 years.

"We also have a large share of the civilian ammunition market both locally and internationally and we sell domestically and into the US, UK and other smaller markets."

Mr Aggenbach said simulators, detonators, close quarter combat grenades, both live and for training and demolition stores are also supplied to Defence.

"We employ 650 people across the two facilities, inject over \$30 million into the local economy and have a large supplier base with 600 small, medium and large suppliers," he said.

Mr Aggenbach said the relationship with the Department of Defence had come about by chance.

"We were chasing a lifestyle change from living and working in Melbourne," he said.

"In the local region, working with Defence is hidden, it is very much out of sight and mind, even though Thales is a large regional employer and provides broad support to local economy."

He said the most successful way to work with the Defence Department was to firstly better understand the requirements.

"You then need to understand their limitations and bureaucracy that they have to deal with, so you can better tailor and work within their systems and requirements," he said.

Mr Aggenbach said working with the Department of Defence was different to working with a civilian company.

"It is not a normal pace, so expect some frustrations along the way, but stick with it and it will be worth it for all in the end."



VEOLIA

veolia.com/anz

Veolia directly supports the Department of Defence's strategic environmental management, resource efficiency and pollution prevention objectives through its contract mobilisation.

Veolia has issued 8000 waste receptacles to 377 Defence sites and supplied 11 dedicated waste collection vehicles to its existing fleet across Australia.

Tens of thousands of tonnes of waste has been collected, with much of it recycled to ensure its sustainable disposal.

The Department of Defence can now ensure the sustainable disposal of more than 40,000 used vehicle tyres each year from its expansive fleet of more than 6000 light, medium and heavy vehicles as part of the contract with Veolia.

National Contract Manager Defence, Dale Manley said Veolia actively engaged with local communities with a focus on sustainable waste management.

He said Veolia was helping the Department of Defence to reduce its waste-related environmental impact through innovative waste treatment technologies.

This involves the waste being sorted into various components and then recycled by local organisations in Albury-Wodonga and surrounds.

Plastics, cardboard, fluorescent lights, batteries, oily rags, liquid waste, sheet metals and plastic wrap are all waste products that are sorted and recycled.

"We take away the waste and use due diligence and innovation to improve targets and reduce the waste that is going to landfill by improving diversion rates," he said.

"We service defence sites in Albury-Wodonga at Bandiana, Latchford Barracks and Wirlinga.

"We reduce waste by separating waste at the source and when you have got the volume of waste we are dealing with, then you have the opportunity to innovate.

"We are always looking to trial something new, whether that be waste going to worm farms or looking at soldier flies for organic materials.

"There are opportunities to leverage off the defence sector and offer that to the wider community which benefits everyone."

Mr Manley said businesses looking to work with Defence needed to provide options through the tender process to show they can support the circular economy.

"Accessing Defence opportunities is hard, it takes a lot of networking and you need to show innovation" he said.

"The Government is looking to promote Australia's reuse and recycling, so businesses need to be involved in that whole circular economy of Defence and Government."

"Provide options and solutions and show that the end product has a value and is not single use."





W C L

wclms.com.au

WCL Management Services provides secure ground transport services, event transport management services and VIP passenger transport services as part of its work contracts with the Department of Defence.

Operations Manager, Matthew Joyce, said WCL Management Service had a long history in the transport industry in Wangaratta and had first started working with the Department of Defence in 2013.

“We applied and through a successful tender we were given the contract for the provision of secure ground transport services,” he said.

Mr Joyce said it was important for organisations vying for Defence work to ensure they had the correct accreditations and systems in place.

“Work health and safety, compliance and IT system readiness are essential for businesses looking to work with Defence,” he said.



“Provide options and solutions and show that the end product has a value and is not single use.”

Dale Manley
National Contract Manager, Veolia

NOTES

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