



**Prestige:** Chief Minister Katy Gallagher presents Aspen Medical CEO Glenn Keys with the prize for the 2012 ACT Exporter of the Year.

## Aspen Medical Named ACT Exporter of the Year for the second time

Canberra business Aspen Medical has been named the ACT Exporter of the Year for the second year running after taking out the award in the Large Services category at the ACT Chief Minister's Export Awards presentation lunch yesterday.

Canberra Business Council CEO Chris Faulks congratulated the Canberra business for its leadership and innovation. "Aspen Medical is a real Canberra success story. With 531 staff (out of a total of 1016 staff), the company is providing health care services in the USA, Canada, the United Kingdom, the Middle East, Africa, South East Asia, and throughout Australia," said Ms Faulks.

"Aspen's win as the ACT Exporter of the Year repeats their success in 2011 when they were the ACT winner and went on to take out the Australian Exporter of the year in the Large Services category at the National Export Awards.

"ACT exporters contributed more than \$1.2 billion to the local economy in the past year. It is important that their export successes

and the contribution they make to the Canberra economy is both recognised and celebrated at a local and national level," said Ms Faulks.

"The ACT has a dynamic, innovative exporting community which exports an extraordinary range of goods and services throughout the world. As we head into Canberra's Centenary year, there is no better time to showcase our successful exporting businesses and recognise the contribution they make to ACT's vibrant private sector economy.

"Nominating for the ACT Export Awards can increase the profile of your business and achieve local and national recognition," said Ms Faulks.

If you missed out on nominating this year, the 2013 Chief Minister's Export Awards will provide a unique opportunity for local businesses to showcase their business and export achievements during Canberra's Centenary year.

For more information visit [www.canberrabusinesscouncil.com.au](http://www.canberrabusinesscouncil.com.au).

## ACT's top exporters announced

The ACT's top exporters for 2012 were recognised at a presentation lunch yesterday.

Aspen Medical was named the 2012 Exporter of the Year for the second year in a row. The 2012 award winners were:

### Large Services Award

**Aspen Medical** provides high quality healthcare, including healthcare professionals, facilities, equipment, procedures and aeromedical evacuation services in remote, challenging and under-resourced areas of high healthcare demand. Aspen develops new innovative solutions to each customer's needs and local market demands - in the US and UK this means delivering health solutions to Defence; in the Middle East it involves providing ambulance services and services to the region's resource sector in Iraq. In Canada and Timor-Leste it is a clinic model, providing public health and experienced Indigenous healthcare solutions. Aspen exports to the UK, USA, NZ, the Solomon Islands, PNG, Timor-Leste, Canada and the UAE. The success of Aspen's work in overseas markets has led to huge growth, with 531 staff (out of a total staff of 1016) now operating in eight countries around the world.

### Arts and Entertainment Award

**Bearcage** specialises in film, television and digital media production for the Australian and international broadcast market. Bearcage has nearly 20 years experience as a production company focusing on high quality documentaries, digital media production and television commercials. Recently it has moved into international markets to grow its business. It has concentrated on emerging markets in China, developing co-production partnerships with experienced producers in Germany, South Africa, and New Zealand and forming a strategic relationship with a sales agent. In 2011-12 Bearcage co-produced international documentaries with CCTV9 (China), gebreuder beetz filmproduktion (Germany), Arte/ZDF (France/Germany), National Geographic, Prime (NZ), Making Movies NZ for UKTV, Discovery Channel and Prime (NZ) and RTE (Ireland).

### Small To Medium Manufacturing Award

**Datapod (Australia) Pty Ltd** was incorporated in July 2007 to meet a growing demand for data centre engineering expertise. The Datapod System is a comprehensive suite of manufactured data centre modules, designed to be deployed in any number of configurations and inter-changeable to adapt to the ever-changing space, power and cooling demands of computer/IT technology. Providing a complete turn-key data centre facility, it significantly reduces upfront construction capital, improves energy efficiency and eliminates construction risk and the need for scarce, specialised technical skills. Datapod launched its prefabricated data centre solution in 2008 and currently exports to PNG, with sales agencies established in the USA and Chile.

### Minerals and Energy Award

**Digitalcore Pty Ltd** commenced operations in the second half of 2009 as a spin-out company of the Australian National University and the University of NSW. It is the leading provider of 3D high-



Representatives of the ACT's top exporters celebrated their success at the 2012 ACT Exporter of the Year awards.

resolution digital rock analysis to the global oil and gas industry. In 2010, the company's technology was awarded the prestigious ENI Award acknowledging its status as a Frontier Technology in the global energy industry. Digitalcore's principal markets include Bahrain, Qatar, Saudi Arabia and Kuwait in the Middle East, North America and Asia. While Digitalcore is chiefly focused on the export of technology and knowledge based services, it also supplies proprietary equipment and software to major oil and gas clients.

### Microbusiness Award

**DougsWordClock** is a boutique, Canberra-based manufacturer of custom art clocks that tell the time using words. The business was established in 2011 after it became apparent that sales were exceeding what could reasonably be called hobby income. The clock is available in a range of face or lighting colours and can be made to any size demand dictates. The WordClock also allows customisation, making it a unique, very personal gift, which can be made in any language. In 2011-12, DougsWordClock exported over 400 units of the WordClock and WordClock kit to the USA/Canada, Europe, the UK and NZ.

### Agribusiness Award

**Inland Trading Co (Aust) Pty Ltd (ITC)** is an export company specialising in the export of premium quality wines from more than 70 wineries in Australia to an ever-expanding world market. ITC began exporting wine in 1996—six cases to Singapore. In 2011-12 it exported more than 310,000 cases to 38 countries. ITC's principal markets are Canada, Singapore, Hong Kong, Thailand, Japan, Korea, Malaysia and China. ITC understands its customers' needs, develops strong relationships with customers and partners, and delivers quality wines on time. Recently ITC became the major Australian supplier to Metro in China - the third largest supermarket operation in the world - securing a US\$1.3m contract. ITC is now expanding into the Caribbean market and has plans to penetrate the Latin American market.

### Emerging Exporter Award

**Locata Corporation** was incorporated in 1997 to invent a solution to the fact that GPS was problematic in urban areas and not

available indoors. Locata's unique radio-positioning technology delivers high accuracy positioning—indoors and outdoors—totally independent of GPS. To achieve this, Locata developed a method for wirelessly synchronising devices over wide areas to nanosecond accuracy without using atomic clocks. For example, Locata can deliver unprecedented positioning accuracy of 6cm to an aircraft flying at 25,000ft at speeds up to 550kph. No other technology in the world can do this. Locata manufactures and assembles all of its products in Australia. Locata's current customers include: 746th Test Squadron, US Air Force; Leica Geosystems, Switzerland; NovAtel, Canada; and Hexagon AB, Sweden.

### Small Business Award

**Recruitment Systems Pty Ltd** is a born-global company, exporting since the early months of the company's formation in June 2001. The TRIS Recruitment CRM is Recruitment Systems' flagship software product. Its purpose is to assist recruiters by better organising key documents and communications; managing client and candidate contact; uploading positions to jobsites and downloading candidate applications. Recruitment Systems first exported to New Zealand in 2001 and now has agents/value-added re-sellers in Qatar, India and Singapore and is developing export markets in Thailand and Vietnam. In 2012 Recruitment Systems established its first overseas subsidiary TRIS Recruitment Systems Pty Ltd in Singapore and employed its first locally engaged technician to support clients throughout Asia.

### Small to Medium Services Award

**Seeing Machines Limited** was founded in 2000 as a spin-out of the ANU to develop and commercialise research that used computer vision technology to monitor driver fatigue. It specialises in tracking peoples' faces to capture, extract and interpret human facial and eye information. One of its products - the Driver State System (DSS) - provides in-vehicle technology that wakes mining haul-truck operators the instant they have a microsleep. Seeing Machines has been an exporter from its inception and by 2012 had achieved export sales to twenty-one countries covering North and South America, including the United States, Canada, Chile, Peru and Brazil, and Europe, South Africa and

Asia. Seeing Machines has an office in the United States with other export sales made via partners or through global mining companies such as BHP Billiton.

### Information and Communication Technology Award

**XP Solutions** was founded in Canberra in the mid-1980s by a small firm of consulting engineers specialising in water resources. By 1990 XP was established as the leader in stormwater software solutions in

Australia. XP has since established a global reputation for excellence in the development and marketing of water engineering software. XP software technology and solutions are used to quickly and accurately simulate the impact of a storm or flood event or failures such as dam breaks. Over 4,000 organisations around the world use XP's wide range of water engineering products. XP has a global network of offices and partners in the United States, Canada, Australia, Japan, South Korea, Malaysia, Europe and China.

The ACT Chief Minister's Export Awards are proudly sponsored by:

- ACT Exporters' Network
- ACT Government
- Canberra Business Council
- Australian Government
- Australian Trade Commission
- Australia UNLIMITED
- DEFENCE EXPORT UNIT
- ERNEST & YOUNG
- Quality In Everything We Do
- The Canberra Times
- HYATT HOTEL CANBERRA
- A PARK HYATT HOTEL
- SENTINEL
- IVI
- MEYER VANDENBERG LAWYERS
- STAGING CONNECTIONS
- ACT Government
- CANBERRA BUSINESS COUNCIL

## CONGRATULATIONS TO THE 2012 ACT CHIEF MINISTER'S EXPORT AWARD WINNERS

On behalf of the ACT's dynamic exporting community and the 2012 ACT Export Awards sponsors, the ACT Government and the Canberra Business Council congratulate the 2012 ACT Chief Minister's Awards category winners:

MICROBUSINESS AWARD  
DOUGSWORDCLOCK

EMERGING EXPORTER AWARD  
LOCATA CORPORATION

LARGE SERVICES AWARD  
ASPEN MEDICAL

MINERALS AND ENERGY AWARD  
DIGITALCORE PTY LTD

SMALL TO MEDIUM MANUFACTURING AWARD  
DATAPOD

AGRIBUSINESS AWARD  
INLAND TRADING CO (AUST)

SMALL TO MEDIUM SERVICES AWARD  
SEEING MACHINES LIMITED

INFORMATION AND COMMUNICATION  
TECHNOLOGY AWARD  
XP SOLUTIONS

ARTS AND ENTERTAINMENT AWARD  
BEARCAGE PTY LTD

SMALL BUSINESS AWARD  
RECRUITMENT SYSTEMS PTY LTD

2012 ACT EXPORTER OF THE YEAR  
ASPEN MEDICAL