

# onsite

Keeping you up to date with what's happening at Oomiak



oomiak

May 2009

## full sail ahead

It was the American politician and jurist Earl Warren who said that when he opened the newspaper he went to the sports pages first because they were the pages that record people's achievements. Whereas the front pages record nothing but people's failures. Earl Warren did not make mention of business, but today business is front-page news.



Highly skilled mechanic Glen Sabbage mentoring new apprentice Tom Garreffa

In this light I'm pleased to report that Oomiak has picked up some interesting projects in 2009. The wins really began late last year, with the contract to manufacture, install and commission all refrigeration works for German discount supermarket chain Aldi's new distribution centre in Dandenong South, Victoria for Vaughan Constructions.

The contract to supply refrigeration works for an extension to Austrak's cold store at Minto in New South Wales is another more recent and significant project. Our win with this industrial development specialist company came down to our capacity to maximise use of the existing plant and infrastructure, while also incorporating the new, to best meet refrigeration requirements across the total site.

As a result of these and other projects we have taken on new staff, boosting our crew of quality skilled people to more than 35. And this year we will continue to grow our crew by recruiting more experienced tradespeople and apprentices looking to develop skills in our key trades.

The continuous development of every crew member is a constant focus for Oomiak. This investment in skills is set to go on throughout 2009, through mentoring, workshops and industry seminars.

Opened in November last year, our Brisbane Service centre is forging ahead with customer support manager Iain Erskine at the tiller.

The outstanding feedback from customers is extremely gratifying for us professionally. And for the business. As well as satisfied

customers returning with repeat business, they are telling others, so we're growing our customer base through word-of-mouth recommendations. As you are aware, there is no better way and we thank them—and indeed all of our customers—for their continual support.



Cate McGuire  
Chief Executive

## energy

In 2009 Oomiak intends going on as it started out, putting its energies into designing systems and processes that achieve energy efficiency for customers. It may mean higher upfront costs, but Oomiak makes it its business to realise for customers the potential for increased equipment life, improved reliability and reduced maintenance. As well as helping the planet, it makes good business sense to let Oomiak help you 'go green'.

# brisbane service centre even keel



Iain Erskine

Oomiak's decision to open a Service Centre in Brisbane has proved to be a very successful move. 'Our customer base is growing every day because we are offering clients a highly responsive service. It is built on a critical ability to quickly diagnose problems and sort out a solution', says Customer Support Manager, Iain Erskine.

The Brisbane crew is providing full industrial refrigeration services along with a full range of commercial services including air conditioning. Clients include some of Australia's leading players in the cold storage, bakery, food processing and industrial manufacturing sectors.

'We are delighted with the rapid growth in the Service Centre's business and as the majority of it is repeat business we know we're doing the right thing by our customers', says Iain.

## new project wins



**Project:** Evaporative Condenser Installation  
**Client:** Colonial Farm  
**Industry:** Food processing

The supply, installation and commissioning of a new evaporative condenser to replace the existing failed unit.

**Project:** Conversion of a confectionery room to a freezer  
**Client:** Montague Cold Storage  
**Industry:** Cold Storage

The supply and installation of refrigeration equipment and associated works required for the conversion of an existing confectionery room to general chiller usage.

**Project:** Air-cooled chilling plant  
**Client:** Clarke Energy Oaky Creek  
**Industry:** Power

Water chiller—supply and delivery to site.

**Project:** Containerised chilled water system  
**Client:** Australian Submarine Corporation  
**Industry:** Defence

The supply and delivery of a fully automatic containerised submarine-chilled water supply rig.

**Project:** Cold store extension  
**Client:** Austrak's Unilever Facility NSW  
**Industry:** Cold Storage

As well as the project with Austrak Management & Consulting Pty Ltd to extend Unilever's cold storage facility at Minto New South Wales, Oomiak has picked up a range of other interesting projects.

**Project:** Production Cooling System  
**Client:** Multivac  
**Industry:** Food processing

The supply and installation of a conditioning system to serve the test kitchen room, which houses equipment examples.

## current projects

industry	type of project	client
Power	Gas and pre-chamber gas conditioning units	Clarke Energy
Meat	Spiral chiller	Top Cut
Poultry	Hatchery	Baiada Poultry
Bakery	Bread cooler	Goodman Fielder Baking
Cold storage	Switch room ventilation	Swire

# the oomiak crew has **five** new faces



**Emmanuel Musonza**

With many years' experience in all facets of industrial refrigeration, having worked in the fishing, brewery and food processing industries, Emmanuel joins the customer support team in Adelaide. He enjoys problem solving and is focused on delivering quality service.



**Anthony Andrews**

Anthony has built a reputation as a diagnostic specialist and for outstanding customer service delivery. Also based in Brisbane, Anthony has many years' experience in the full range of industrial and commercial refrigeration.



**Sue Miller**

Sue brings many years of experience and expertise in the finance and accounting sector, and she joins the finance team as finance administrator.



**Chris White**

A highly experienced refrigeration technician and team leader, Chris joins the Melbourne customer support team. In addition to working as a refrigeration mechanic, Chris has responsibility for coordinating the day-to-day activities of the Melbourne-based service team.



**Matthew Arbon**

A qualified mechanical engineer, Matthew formally joined the Oomiak team late last year after working on a contract basis for several months. Based in Adelaide, Matthew has been involved in a number of significant refrigeration projects in Australia over recent years.



Profiled in the last issue of **onsite**, Kathryn Reardon (left) and Shereen Mahoney are providing business support.

They ensure internal systems are streamlined so that customers and Oomiak crew members get the very best administrative support.

## Getting to know...

**Oomiak's co-founder Mark Holden**



Mark is the force behind many of the company's project wins. Never the desk-bound executive, Mark is most happy with his sleeves rolled up getting stuck into projects to get them off the ground. 'Based on his years of experience and expertise, especially in refrigeration design, Mark thinks outside the square to bring fresh approaches to project challenges', says co-founder and chief executive Cate McGuire.

'Mark is widely recognised throughout the industry for solutions that others wish they had thought of first. And just as importantly, he sees projects through more often than not achieving environmental efficiencies and savings for customers along the way', she says.

When his schedule permits, Mark likes to spend time with his family and pursue his passion for cars—of the old and fast variety.

## did you know...

Oomiak team members have played a significant role in the design and development of a substantial percentage of all single-user supermarket distribution centres constructed in Australia. They have been key players in the development of refrigeration designs for these facilities and, more importantly, have undertaken an active involvement in the impact of the building design on refrigeration solutions. This typically generates substantially more opportunities than viewing the two in isolation.

## value pre-owned equipment

Oomiak has a range of pre-owned and refurbished equipment available for customers, as a cost-effective alternative to new equipment. A range of complete compressor packages is currently available, including:

- Howden WRV 255
- Mycom 250LG-LX
- Ammonia evaporators
- Packaged air-cooled chillers.

For more information about this and the full range of pre-owned equipment available, telephone:

**Mark Holden on 1300 731 699.**



# looking good

## adelaide office upgrade

An extensive refurbishment of Oomiak's Adelaide office has recently been completed. A number of new work spaces, a board room and new meeting rooms have been created. 'Effective work spaces which let in natural light, open space and modern fittings ensure that our people work in a professional and smart business environment', says CEO Cate McGuire.

## occupational health & safety: target zero

A safe environment for our crew within Oomiak's own workplace and on our customer's sites underpins Oomiak's operations. Simply we:

- take OH&S very seriously
- have a target of zero for accidents and near misses
- measure and report on our performance each month
- require that all staff actively participate in OH&S through monthly team meetings, workshop audits, vehicle audits, ongoing training and development and site inductions.



## events 2009

we look forward to  
talking to you at...

24-25 June

Winery Engineering  
Association Conference

Barossa Valley, South Australia

23-25 August

Refrigerated Warehousing  
Transport Association  
Conference

Brisbane, Queensland

## can your business benefit?

The temporary investment tax break for the purchase of equipment and eligible assets is an initiative of the Federal Government announced by the Treasurer on 3 February. Designed to stimulate capital investment by Australian businesses, the temporary investment tax break allows for increased

write offs for eligible depreciating assets purchased between 13 December 2008 and 30 June 2009.

This replaces the previously announced 10% investment allowance, which was released on 13 December 2008.

Talk to your accountant for advice about whether this is of benefit and then talk to us about your capital project requirements.

### small businesses

Small businesses will be able to claim an additional 30% tax deduction for eligible assets purchased for more than \$1000 acquired between 13 December 2008 and 30 June 2009 and installed by 30 June 2010.

For eligible assets purchased between 1 July 2009 and 31 December 2009, the additional deduction reduces to 10%.

To be considered to be a small business for these measures, an entity's turnover must be less than \$2 million per year.

### general businesses

General businesses are also entitled to a 30% tax deduction for eligible assets purchased for more than \$10,000 between 13 December 2008 and 30 June 2009 and installed by 30 June 2010. As with small business, for eligible assets purchased between 1 July 2009 and 31 December 2009 the additional deduction reduces to 10%.

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