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## defence and industry study course (disc)

The third and final module of DISC 2007 was held in Brisbane and Sydney from 3 -10 November. Northern Territory attendees were Tony Copley, Carcom Installations; Peter Callaghan, General Dynamic Land Systems (GDLS); and Ian Cargill, Department of Business, Economic and Regional Development (DBERD). Visits to Defence and industry facilities during the week included Gallipoli Barracks at Enoggera, RAAF Base Amberley, Australian Aerospace near Brisbane Airport, RAAF Base Richmond, HMAS Waterhen (Sydney Harbour) and 4RAR at Holsworthy Barracks.

Activities included some elements of Executive Stretch, a drive through off-road terrain in ASLAVs and a Bushmaster, weapons simulation training, use of night vision equipment in a simulated environment and syndicate presentations to the Head of Defence Materiel Organisation (DMO) Industry Division, Mr Kerry Clarke.

DISC 2007 culminated in a graduation dinner on the final night, where all three Northern Territory representatives graduated. All attendees agreed that the course was excellent value in that it provided a

great insight into the structure of Defence, how it operates and the relationship with industry. It was also a great forum for building relationships with DISC colleagues from the DMO, Defence prime contractors and SMEs.

The course is designed for senior management personnel from within Defence and industry and is conducted in three, one week modules, spread over approximately five months. The Northern Territory Government and AIDN-NT has for the past two courses sponsored a local Defence support industry representative to attend the DISC, by meeting 50% of the cost.

Peter Callaghan, GDLS, recommends anyone who is serious about being in the defence industry should have someone from their organisation attend the course. "DISC is of great value because the course creates the situation where all the stake holders in the defence industry get a great insight into the motivation, issues and frustrations of each of the other stake holders (a good melting pot of ideas)".

Keep an eye out for information on the 2008 DISC around March next year.

## northern territory defence industry study tour

The Northern Territory Defence Industry Study Tour is a joint initiative of the Northern Territory Government and AIDN-NT, which involved a delegation of local business people undertaking a series of visits to key interstate defence prime contractor facilities.

The department provided AIDN-NT with a \$10,000 grant to go towards the travel costs of each delegate.



Pictured at General Dynamics in Pooraka SA, from left: Jim Risby, RANms; Steve Shanahan, Charles Darwin University; Ian Cargill, DBERD; Nigel Langford, Manager Operations GDLSA; Paul Mahoney, RANms; John Ganter, Universal Engineering and Dave Cooper, DDEEDS.

## northern territory defence industry study tour cont.

The aim of the study tour was to help the industry delegates better understand the sophisticated manufacturing and broader operations of the prime contractors and to learn of the specific expectations that primes have of small businesses that wish to sub-contract their services. It was also an opportunity for local businesses to market their capabilities to the primes.

The delegation consisted of Paul Mahoney and Jim Risby, RANms; Professor Steve Shanahan, Dean of Technology Charles Darwin University; Dave Cooper, DDEEDS Pty Ltd; and John Ganter, Universal Engineering. The tour leader was Ian Cargill of the Defence Support Division in DBERD. Visits included the Tenix facilities at Mawson Lakes and Wingfield SA, the GDLSA facility at Pooraka SA, Thales in Bendigo VIC and the Tenix facility at the AWMA (Albury Wodonga Military Area).

Briefings were received from each prime on its activities and supply chain requirements and included tours of workshops and facilities.

Each member of the Northern Territory delegation delivered short presentations to each prime on their own businesses, highlighting Territory capabilities within the land systems sector.



Members of the study tour pictured at Tenix Defence AWMA, with Damon Howes, Manager Business Development Tenix Defence (far left) and Grant Jamieson, Project Manager M113 Tenix Defence (second from left)

The industry study tour commenced on Sunday evening 18 November 2007 with a dinner in Adelaide that featured guest speaker Simon Woolrych, Australian Submarine Corporation (ASC). Simon delivered a presentation to the group on the \$6b Air Warfare Destroyer (AWD) project. The tour concluded on Wednesday 21 November 2007 following the visit to the Tenix facility in Bandiana (AWMA).

Workshop visits enabled the delegates to see first hand the manufacturing processes of the M113 upgrade (Tenix), ASLAV refurbishments (GDLSA), the Bushmaster assembly plant (Thales) and a number of other platform repair and maintenance activities.

The delegation were well looked after and the industry study tour concept was well received by the primes and the study tour participants. The study tour provided a great opportunity to build relationships with key people within the primes and will hopefully lead to increased business opportunities for the Northern Territory Defence support industry in the future.

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