

Welcome to the third Industry Leaders Fund newsletter for Grant recipients.

In this newsletter you can read:

- Industry Leaders fund Grantee Network Committee
- *new member.*
- Industry Leaders Midyear news
- *81 applications, 42 go to stage 2.*
- A couple of thoughts
- *shake hands?*
- ILF Grantee Network update
- *April function photos.*
- Grantee News
- *lots of achievements.*
- Grantees in the News
- *great publicity.*
-  Industry Leaders Fund Grantee Network Group
- Key Dates for 2014
- *next function 15 September.*

INDUSTRY LEADERS FUND GRANTEE NETWORK COMMITTEE

The composition of the committee has changed a little since the last newsletter.

Simon Ridgway was forced to resign due to non-availability to attend meetings resulting from a one year transfer to Newcastle to assist a sub-contractor to ACS-AWD.

Rebecca Baylis agreed to join the committee.

Thanks are due to all the members of the committee who have worked tirelessly to arrange quality functions and support the ILF.

INDUSTRY LEADERS FUND MIDYEAR NEWS

Over the last six months the ILF has a revamped website and received a new record of 81 grant applications, up 47% from the 56 last year. 43 of these applicants have been invited to submit stage 2 applications and are currently preparing for submission prior to the 21 July deadline. The range of industries is extensive and the quality of applications has improved significantly again. A much larger number than ever have stated they first heard about the ILF from one of our Grantees. Thank you to those who have actively spread the word.

Depending upon the stage 2 application and interview performance of this applicants it is possible that the ILFGN membership could double this year.

Planning for the fifth awards ceremony on 15 September is well underway. The National Wine Centre has been booked and Bruce Carter has agreed to present the awards. I look forward to seeing you at the event commencing at 5.30pm. Invitations will be sent in about one month's time.

1 July marked the fifth anniversary of the embryonic conception of the ILF. During the next nine months the governance basics were established and nine months later the first awards were announced. The Board

considered that this fifth anniversary is a time to review our progress and consider our profile. A subcommittee of the Board comprising David McNeil, Mark Canny, Paul Haysman and Chris Stathy has been charged with this responsibility.

During the transition from its former life and over the first five years the ILF has benefited from the wisdom and knowledge of the Finance and Administration Manager, Carol Dean who has always been available to ensure that the records are maintained to the highest standards and grant payments are processed promptly. Carol has been bitten by the travel bug and decided to hang up the boots with 30 May being her last day at the ILF desk. She is currently in Europe and the UK, enjoying a warm summer while we in Adelaide freeze. She travelled via the USA and is visiting family, friends and in-laws and wisely assured us she would be without a laptop, tablet or mobile phone. She sent one post card which indicated that she thinks travelling is fabulous.

It goes without saying that she will be greatly missed but the pain of losing her has been mitigated by the appointment of Suzi Duflias as Office Manager with the assistance of Carol in the recruitment process. Suzi was previously the Practice Manager at Adelaide Law firm Condello and Co. She has brought a legal office focus on accuracy and a competent client focused approach to the office on a fulltime basis. Thankyou to those of you who have already had contact with Suzi and made her feel very welcome.

Our first Applicant Information evening was held on 13 May with 88 attendees. Stephen Ludlam, MD of ASC addressed the audience about leadership and leadership training and its importance to development of the SA economy. Alf Ianniello gave an entertaining and concise insight into the benefits he has gained from the Wharton Global CEO program and Rebecca Baylis spoke about the ILF from a grantee's point of view and about the application process. A number of ILFGN members attended and enjoyed the good food and excellent Kay's wines, thanks to Steve Todd. Potential applicants have commented very favourably about the evening and were especially grateful to be able to find out more from you, our grantees. Thank you to those who attended.







A COUPLE OF THOUGHTS

- Quick easy simple advice.

The e-edition of the Harvard Business Review recently contained an article titled, “To Negotiate Effectively, First Shake Hands”. It can be accessed at: http://blogs.hbr.org/2014/06/to-negotiate-effectively-first-shake-hands/?referral=00056&cm_mmc=hbd- -syndication- -HBSExecEd- -2010&spMailingID=9652904&spUserID=ODIyMzAxMDEyNzES1&spJobID=304372323&spReportId=MzA0MzcyMzIzS0

- Invention to economic activity

On 6 June News.com.au published a list of the six of the best Australian Inventions. They included Tank bred Tuna, Cask wine, The Hills Hoist, The Surf Ski, The Feature Length Film and Stump Jump Plough. Four of the six were invented in SA. Not mentioned were penicillin, the photocopier, stainless steel tooth braces, the Army tank, plastic spectacle lenses, the dual flush toilet, differential gears (The Diff), the Kelly disc mulch chains, Kelly Diamond Harrows, the Maric constant flow control valve all of which were invented in SA or by South Australians. Very few of these are actually manufactured here. Imagine how much the economy in SA would benefit if they were. The question is, can this be changed? There is a lot of research to show that the missing link is strong industrial leadership and management. The ILF aims to improve industrial leadership in SA. Hopefully you, our ILFGN members will help SA to reap more benefits of tis inventiveness.

ILF GRANTEE NETWORK NEWS

The ILF Grantee Network’s first 2014 function was hosted by KPMG and featured an inspirational talk about leadership from Raymond Spencer, Chair of the economic Development Board of SA. Many interesting questions were asked and answered. Photos of the event featured in Indaily on 26May. Other photos follow.







You should already have your invitation for the next event on 6 August at Macquarie Private wealth when Seeley International Chairman, Frank Seeley AM will address us about:

- How does Frank define Innovation?
- What are the challenges and opportunities for Innovation in South Australia?
- What actions should be taken for SA to be known for a having a culture of innovation?
- What has driven Frank's passion for innovation and what would he like his legacy to be?

This promises to be a seriously insightful opportunity to hear from a man who has converted invention to production in South Australia.

We look forward to seeing you there.

GRANTEE NEWS

This section has been compiled from information sourced from newspapers, media and conversations. If you have news about yourself or another Grantee please let me know so it can be included in future ILFGN newsletters.

In February Shane Kelly (2013) reported that the disastrous mid-north Bangor fire that burned for over two weeks in January was quite near them. On the first Friday of the fire, the bad day when the whole state seemed to be on fire, it burned to their boundary fence. A wind change veered it away otherwise they were within 10 minutes of a less than favourable outcome.

Rick Candy's (2012) lean manufacturing experience is in such high demand he may be able to give up his day job in favour of the professional speaking circuit. So far this year he deliver three addresses on Lean Manufacturing, one in Melbourne at the Association for Manufacturing Excellence national conference, one to the Australian Industry group in Adelaide and one to Siemens in Adelaide. I attended his AI Group presentation and it was a very practical warts and all expose of the benefits and pitfalls of lean implementation. The audience were captivated by his engaging country style of presentation. As a plant in the audience I noticed he promoted the ILF very generously and some of the applicants this year appear to have decided to apply after hearing Rick. Thanks for the support, and congratulations on completing the UniSA Graduate Certificate in Business in April.

Mark Coupe (2013) appeared to be one of the early casualties of the Auto Industry wind down when he was made redundant by Futuris in February. By April Seeley International had announced that Mark had

joined them as General Manager for South Australian manufacturing at the Lonsdale plant. This demonstrates the old adage that a good man is always in demand. Congratulations Mark.

Alexander Jenner-O'shea (2013) got the top GMAT entry score for the MBA at Adelaide University and they have rewarded him with a 20% scholarship. He reports the course is excellent and according to his employer the reduced financial "skin in the game" has not resulted in any reduced motivation. Well done, Alexander, and keep up the good work.

The Mt Eliza leadership 21 course this year has three ILF grantees attending, Corrina Wright (2012), Dale Roberts (2013) and Peter Cox (2013). I understand they are all enjoying the course and finding the very practical "homework" is directly applicable to their business and will provide immediate benefit. Interestingly enrolments were sufficient for the course to be run in Adelaide but not Melbourne.

Jock Duncan (2011) returned home from an international exchange at the Prague University on 16 February with only an assignment to complete before he finishes his degree. In the meantime he has accepted a role as Airborne Systems Maintainer at Fulgro LADS Corp Ltd.

Jeremy Hawkes (2013) reports that he has spoken in front of MMA (Murraylands Manufacturing Alliance) and the Australian Steel Institute. He has promoted the ILF at these functions.

Anthony Kittel (2010) appeared on Four Corners early in April and has become known as the face of the future of Manufacturing in Australia. He also appeared in the Saturday Advertiser employment section during the month.

Richard Inwood (2013) completed the Executive Development Program at Wharton in March and reports that it confirmed he is on the right track in that many areas, that there are better ways to do some things. One of the valuable assets is the networks Richard has gained with 49 contacts from 17 countries.

Andrew Downs (2013) completed the first of three annual modules in the Owner President Manager Program at Harvard in May. He says it was a life changing experience.

Daniel Wilson (2011) completed the Australian Institute of Business MBA recently. DBG size has remained roughly constant over the last year with 16 employees and 40% of the revenue generated from Melbourne. They are slowly penetrating the Sydney and Brisbane markets.
Eddie Lane became a father for the second time in February with the birth of a son.

Hamish Hogben (2013) completed the Insead Management Acceleration Program in June and reports that it was a fantastic experience, definitely "as good as I had hoped".

Shane Kelly completed the third module of the Wharton global CEO program in June and commented "Each of the three weeks together provided academic exposure to some of the best minds on a range of topics. The real learning however comes from the participants. Motivated and experienced business leaders from around the globe."

Stephanie Morris has been head-hunted to join HSS as Business Innovations Manager. HSS is an Australia wide care service provider with a large head office in Adelaide.

Marc Allgrove (2012) has been appointed McLaren Vale Grape Wine and Tourism chief executive.

GRANTEES IN THE NEWS

Congratulations to Anthony Kittel's Redarc being named 2014 Telstra Australian Business of the Year in Melbourne on 7 August. Two of the five recipients of a Telstra Business of the year award in South Australia in June have Managing Directors who are ILF Grantees, REDARC and Bowhill Engineering, well done Anthony Kittel and Jeremy Hawkes.

Shane Kelly was awarded EY Entrepreneur of the Year award for far Central Region in the Technology category 2014.

DMITRE'S Manufacturing Works May 14 magazine included an article about the ILF with a photo of the "class of 2013". It can be accessed at www.dmitre.sa.gov.au/manufacturing. Look for page 13.

The December/ January edition of In-Business discussed the ILF grant to Jeremy Hawkes and a similar article featured in Manufacturers Monthly at the same time. The February/March edition of In-Business included two mentions of the ILF. The first was about the AI Group/Shinka Management Lean tour of Japan and includes mention of Jeremy Hawkes travelling on the tour. The second article discussed the views of four award winning South Australian executives about the outlook for 2014. The second business featured in the second article, titled "SA engineering company reaps export reward" was Kelly Engineering.

LINKED IN Industry Leaders Fund Grantee Network Group

Thank you to Eddie Lane for establishing the LINKED IN Industry Leaders Fund Grantee Network Group. Please FOLLOW the Group to keep in touch with Industry Leaders Fund Grantee Network latest news and to participate in discussions.

KEY DATES FOR 2014

Date/Time	Event	Location
15 September, 5.30pm to 7.30pm TBC	ILF awards Ceremony	National Wine Centre