

onsite

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



oomiak

June 2007

turning one

Welcome to Oomiak's newsletter, **Onsite**. Its purpose is to let you know about our projects and people and developments in our industry generally. Our projects now extend across many and varied industry areas and our people, like our name, are innovative, like to break new ground and appreciate 'on target, on time and on budget'. For more information about Oomiak, please go to www.oomiak.com.au

We set sail a year ago as a new service provider in industrial refrigeration. Our first birthday on 17 May marked a year of project wins, new appointments and satisfied customers. We started the year as we intended to go on, making it our business to understand the business and industrial refrigeration needs of each and every one of our customers. Then, of course, to go on design and implement the best industrial refrigeration solution, whether constructing new or upgrading existing facilities or meeting customer servicing requirements. That we would maintain open and frank communication ever step of the way was a given.

We launched Oomiak with a handful of projects. Today we have dozens throughout Australia and we've picked up our first offshore. Although initially few in number, our crew set out to apply their many years of combined experience to make Oomiak an industry leader. Since, we've more than doubled our number across key trades, engineering and project management.

Over the year, the name Oomiak (pronounced Oo-me-ack) has garnered some interesting responses: 'different' 'quirky' 'catchy' to name a few. But there has been nothing unusual about the way we've gone about growing the business, based on its qualities. Strength, adaptability and teamwork were just some the Inuit (formerly Eskimos) needed to successfully propel this open boat through many and varied conditions.

We set our sights firmly on our customers at the outset and this is our continuing focus. Thank you to all our customers for their continuing support as we look with confidence to smooth sailing, yet exciting times, ahead.





Ricky Taylor putting the finishing touches on an evaporative bread cooler project for the Bakery Division of George Weston Foods Limited. See back page for comments from our customers.

project wins building business

Since start-up, Oomiak has completed more than 30 capital and customer support projects in industries ranging from confectionery, meat processing and bakery through to comfort air conditioning. A materials supply project in Vietnam was the company's first offshore win.

Just one year in the company is already ahead of start-up business projections, and well on the way to being positioned as the industry benchmark by close of 2009.

current projects include:

- Refrigeration system design and installation Linfox/Kraft Distribution Centre
- Refrigeration plant increase, Top Cut Meats
- Annex refrigeration modification, Swire Cold Storage
- Air handling unit compressor upgrade, Monash University
- Transformer oil cooling, Powercor
- Water chiller performance audit, La Trobe University
- Building management system, Austrak
- Data storage facility air-conditioning system, TMS.



Chief Executive Cate McGuire (left) and Business Development Executive Mark Holden (right) with Graham Sanders, Managing Director Swire Cold Storage, Vietnam, Oomiak's first offshore client

project profile



Wine industry

Of the many projects under way or completed over the past year, one with the most fine-tune complexities—all overcome—was a commission to provide a practical solution to protect vineyards from the threat of phyloxera recently discovered in the district.

In the main, the challenge was to design and develop a solution that could be delivered promptly ahead of the approaching vintage.

Further, the solution had to be:

- compliant with all aspects of Department of Agriculture guidelines
- suitable for repeat long-term use
- safe for staff to operate and with minimum risk to property
- accountable through a reporting system that provided traceability and supported the customer's quality management strategies
- compatible with existing available building structure.

Oomiak's design response involved:

- using an existing electric heating process to provide required sterilisation of farm machinery
- modifying an existing structure to accommodate the multi-purpose heating room
- incorporating a multi-point data logging program to accurately control, measure and manage system operation and recorded data

For our customer, the outcome is a purpose-built facility protecting vineyards against the threat of phyloxera.

new faces

As well as being boosted by broad-based refrigeration industry talent and expertise over recent weeks, Oomiak also took on additional financial management capacity.



Matt Willis

Site Team Leader

holds qualifications in the three key trades of welding, plumbing and sheetmetal. This unparalleled versatility combines with forward planning and site planning management expertise to convert customers' broad requirements into successful project outcomes.



David Lange

Project Engineer

a refrigeration mechanic by trade, David made the switch to engineering several years ago. This dual background means he relates extremely well to both customer and trade and hence is an ideal link between the customer and delivery of the job.



Ricky Taylor

Site Team Leader

a high-quality welder and skilled site team leader, Ricky's capacity to coordinate all site activities ensure quality outcomes for customers. A can-do attitude has gained him the respect of colleagues and customers alike.



Adriaan Meedendorp

Finance Administrator

responsible for the analytical monitoring of Oomiak's financial health and accurate and timely processing of all administration procedures, Adriaan also plays a key role in supporting Oomiak's operational units

green credentials environmental coup



Design Team Leader, Mark Twigger, will provide technical support and advice to two working groups of the Natural Refrigerants Transition Board (NRTB), looking into ammonia (NH₃) and carbon dioxide (CO₂). The NRTB's Executive President, Michael Bellstedt, invited Mark to take on the role, which acknowledges his 22 years' experience with NH₃ and CO₂ system design in Australia and Europe.

Formed in 2003 by members of and suppliers to the refrigeration industry, the NRTB is a lobby group for the take-up of natural refrigerants (NH₃, CO₂ and hydrocarbons) in the Australian refrigeration industry.

Closely aligned to like organisations worldwide, such as Euromon and Cdig in Europe, the

Mark Twigger

NRTB recently received \$2 million from the Australian Government under the Greenhouse Gas Abatement Program (GGAP). The funds are for a pilot scheme to trial natural refrigerant technologies in supermarkets throughout Australia, to run hand-in-hand with industry training in TAFE's across the country. Mark, working alongside other industry figures, will compile the technical information and documentation for the courses.

Mark says he is keen to contribute to this important project, which has the potential to cut greenhouse gas emissions by more than 380,000 tonnes during 2008–2012. 'As well as my work in the area, the appointment acknowledges the capacity of Oomiak in the take up of alternative refrigerants', he said.

they say...customer backup

We know we're giving it everything we've got, but it's another thing altogether to have the quality of our work backed up by our customers.

Evaporative bread cooler

George Weston Foods Limited, Baking Division

'From woe to go and in every aspect of their work with us, Oomiak was exceptional. Spot-on project management meant they delivered on everything they said they would at the outset. The project was on time, to budget and everything went without a hiccup. I would recommend them to anyone.'

Alex Stevens

Maintenance Manager SA

Plant maintenance Bidvest QSR Victoria

'We were using another company until Oomiak came on the scene. The other company couldn't get the plant room right, but Oomiak found the problems and fixed them. We have a good rapport with all their people, technicians and management. They're on 24-hour call with us and we've never had a problem getting them day or night. We rely on them heavily. As far as I'm concerned, Oomiak is the most reliable company around.'

Mike Cosgrove

Operations Manager

Distribution Centre Linfox/Kraft

'It's early in the process, but I can only be complementary to date. Oomiak has been very knowledgeable, professional and accommodating in the way it goes about its business.'

Fabian Maffei

Austrak

Dryer upgrade Allseps Confectionery

'We achieved everything we set out to achieve in a project to convert a dryer from steam to hot water and all that it entailed. I've known the guys for a long time and they were really pleasant to deal with. They had a good understanding of what we wanted and how to get a good outcome. They communicated everything well and their after-service was good too.'

Paul O'Brien

Engineering Manager

Industry exhibitions be there

Watch out for Oomiak at the following events:

4 & 5 June

Solupak 2007 exhibition, International Centre for Hospitality, Leisure and Food Studies, Regency Park campus of TAFE SA.

20 & 21 June

Winery Engineering Association National Conference and Exhibition 2007
Mildura Settlers Function Centre, Mildura, Victoria

20-22 August

RWTA National Conference and Exhibition 2007
Hyatt Regency Resort, Sanctuary Cove, Queensland



Oomiak Industrial Refrigeration

Adelaide
97 Harrison Road
Dudley Park SA 5000
Tel 08 8345 9900
Fax 08 8346 0700

1300 731 699
customerservice@oomiak.com.au
www.oomiak.com.au
ABN 69 854 112 389
ACN 119 675 277