

onsite

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



weathering the storm

Reducing operating costs has emerged as the number one priority for businesses everywhere in these economic times. Oomiak's role in this is to use its engineering know-how to design clever solutions so that customers' refrigeration systems achieve optimum efficiency and the lowest possible operating cost.



While this imperative is being felt by most if not all of our customers, we know that many industries, such as wine and cold storage, have another critical driver, that of environmental responsibility.

Clearly, good strategies for reducing costs equate to good business, and more than ever before owners and managers have every aspect of their operations under the microscope.

We know whatever the operating environment our customers need to move at double speed in the chase for and to hold on to competitive edge. This especially applies to production processes where Oomiak's skills and knowledge of industries and products enable us to have a positive impact on our customers' operating costs and hence bottom-line.

There is no doubt that our crew is our standout asset setting us apart in a highly competitive market. We make system design look easy, with solutions that are based on a platform of understanding customer's business processes and the environment in which the project is to be delivered. It's how we rapidly convert challenges into a finished service or product ... time and time again.

Our approach when undertaking any project is to fully understand the key aspects of the project and, importantly, what the client wants to achieve with the finished job. The twin corporate objectives of energy efficiency and environmental responsibility now have prominence.

Australia's carbon emissions trading scheme, the world's most sweeping cap and trade project outside of Europe,

is now scheduled to start 1 July 2011, giving business another year to cut the amount of carbon dioxide (CO₂) they create. We are focused on ensuring that our customers understand the implications of the scheme as they relate to their refrigeration systems, and on partnering them with innovative strategies so that they meet emissions targets.

We've built our business on being fresh, different and outward looking, seeking out opportunities so that we continually provide our customers with better services and products. Our focus is to be the industrial refrigeration solutions provider of choice ... by delivering every service right the first time.

Cate McGuire
Chief Executive

oomiak

July 2009



new project PFD foods

Oomiak has picked up a new contract with PFD Foods in Adelaide to design, engineer, fabricate and install a refrigeration upgrade at PFD’s Torrensville site.

According to Oomiak’s Capital Projects Manager, John Katsikis, the upgrade will lift the efficiency, reliability, operational flexibility and system stability of the PFD plant.

“The challenges are to ensure a seamless transition so that PFD’s operation runs uninterrupted throughout, and that all new work integrates with the existing plant”, he says.

The project started at the end of June and is scheduled for completion in November. Established in 1943, PFD has 65 locations around Australia. It operates the country’s largest privately owned food services fleet delivering fresh and frozen foods, dry goods and paper and cleaning products to more than 40,000 businesses.

PFD’s Group Property and Asset Manager, George Koutoukidis, says he’s been in the industry for more than 40 years, and he appreciates the relationship he’s developed with John Katsikis, Cate McGuire and Mark Holden.

“It’s about familiarity; they know PFD; they know the site; and I know them.”

‘In our business, we regard our relationship with our refrigeration engineer much like the one that’s built with the family doctor; once it’s developed it would take a major catastrophe to make a change.’

‘The enduring and good relationship we have with Oomiak is worth sticking with’, says George.

projects on the go

New Aldi distribution centre (for Vaughan Constructions)
Dandenong South, Victoria

Refrigeration plant extension for Swire Coldstorage
Cannonhill, Queensland

Air conditioning upgrades for Wrigleys
Victoria

Cold Store for Viking Seafoods
Melbourne, Victoria

customer support wins

Oomiak has recently picked up a number of maintenance contracts for leading Australian companies, including:

- Wrigleys in Victoria
- National Foods in Victoria
- Kraft in South East, South Australia
- La Famiglia, Queensland
- Toll Transport, Victoria



‘We’ve built relationships with our customers based on an understanding of their business and what’s important, and developed a cost-effective plan that works.’

Glen Barnard
Customer Support Manager, Victoria

questions answered

Should we maintain, upgrade or replace?
Can we cut energy costs without compromising product integrity?
Are we on track for CO2 emission reduction targets 2011?
Have we got the right equipment?
How can we get more out of it?

The Oomiak team has a track record of solving these and other challenges posed by customers.

speak to



Mark Holden

Characteristics

Makes clever engineering and design look simple
Is known for turning refrigeration ideas into reality
Likes to understand the process and go away and figure out a solution



Mark Twigger

Characteristics

Twenty year's plus refrigeration system design expertise
Respected expert in natural refrigerants technologies
Driven to help customers with 2011 emissions targets



Matt Arbon

Characteristics

Skilled mechanical engineer with diverse experience
Achieves quality results that are both efficient and economically sound
Has a practical focus and reputation for getting things done



John Katsikis

Characteristics

Prepared to get hands dirty to get the work done
Understands what the customer needs
A passion for making sure customers get results



john dinsdale takes up the oars

Senior Refrigeration Technician John Dinsdale has been appointed Manager, Customer Support with responsibility for managing the South Australian Customer Support Team.

In more than 30 years in the industry John says he has done everything, from domestic fridges to 3000-kilowatt refrigeration systems. His career has taken him on to prawn and trawler boats, into wineries, hospitals and abattoirs and to dairies and mine sites.

He ran his own business for more than a decade, working extensively with White Refrigeration where he was often called upon to check concept plans from a practical point of view. John is a specialist in the overhaul of Sullair Compressors and will be ensuring that his skills and expertise are passed onto all members of his team.

John's new role will see him working closely with customers to ensure that they are getting the very best service. Over the next few months John will be out and about introducing himself and getting to know all about all of our customers facilities and needs. John can be contacted on 1300 731 699.

matthew mungall takes on a new challenge

Matthew Mungall's new challenge is as Coordinating Technician, South Australia, giving him more time to put his well-honed practical approach to customers' refrigeration challenges to good use delivering services.

A face in the wine and meat industries, he's also appreciated for his straight talking. He's currently finalising a major project at Teys Brothers abattoir in the South East of South Australia.

Chris White (Victoria) and Anthony Andrews (Queensland) are the Coordinating Technicians in their states, ensuring that customers get a quick response. Like Matthew, Chris and Anthony are highly experienced technicians with an absolute focus on supporting all technicians 'to get it right the first time'.



events 2009

we look forward
to talking to you...

23–25 August

Refrigerated Warehousing
Transport Association
Conference

Brisbane, Queensland



oomiak and wine a corker of a service

Oomiak team members have played a significant role in the design and development of a substantial percentage of winery facilities across Australia, from large production facilities through to small wineries and storage facilities.

'We recognise that refrigeration is an important factor in all stages of manufacture, storage and distribution of wine products.'

A strong approach to design is backed by interpreting customers' exact requirements so that the most appropriate solutions—incorporating new sustainable technology where appropriate—are put forward.

Services include:

- Major winery upgrades
- Temperature control solutions
- Routine preventative maintenance program
- Emergency breakdown response
- Annual services
- Compliance audits
- General maintenance
- Program shutdown maintenance
- Compressor overhauls (screw and reciprocating).

Oomiak has an impressive list of winery customers, and routinely works in some of Australia's key wine regions, including:

- Barossa Valley
- Coonawarra
- Miliwa
- Yarra Valley
- Avoca
- Echuca
- Stawell
- Rutherglen.

Oomiak's products include compressor packages, plate heat exchanger evaporators, piping services, electrical, and control and SCADA systems. Oomiak also leases equipment, such as chillers, to meet additional capacity requirements, and can rapidly replace equipment, such as condensers and evaporators, to meet operational needs.

'We shape our project response and build our response by investing time with customers so that we rapidly come up to speed with their needs and the specific factors about the environment in which the project will be delivered.'

keep in mind

Oomiak has an inventory of good quality pre-owned and refurbished equipment, which provide cost-effective alternatives in preference to buying new.

Equipment available

- **A complete two-stage system**
 - Howden screw compressors
 - Liquid pumps and accumulators
 - Evaporators
 - Electrical control
- **A Mycom 250LG-LX Booster package**

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