

GLADSTONE ENGINEERING ALLIANCE INC.

MEMBERSHIP PROSPECTUS
Sep 2011 – June 2012

GROWING GLOBAL BUSINESS
SERVICING LOCAL INDUSTRY
NETWORKING

TENDERING

LOBBYING



DISCOUNTS

PROMOTION

TRAINING AND SKILLS

CUSTOMER SERVICE

LOCAL SUPPORT

To Represent, develop & promote the capacity, capabilities, competitiveness,
and the interests of GEA Members in the Gladstone Region

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The Gladstone Region

The Gladstone Region has a worldwide reputation as Australia's emerging economic powerhouse. The industrial progress of the Gladstone area represents one of Australia's development success stories, with our region now becoming the location of choice for domestic and international investors who see the worthwhile economic benefits of doing business in such a dynamic and progressive region.

Today, the area is certainly the land of the giants. Central Queensland, in particular the Gladstone region has always maintained a strong business environment, with established processing industries which include a number of Rio Tinto Alcan's assets including Queensland Alumina Limited (QAL) which is Australia's largest alumina refinery, Boyne Smelter Limited (BSL) our largest aluminum smelter, Rio Tinto Alcan Yarwun , and NRG power station.

Gladstone is home to Queensland's largest manufacturer of cement (Cement Australia), and Austicks, the largest ice cream stick manufacturing plant in the Southern hemisphere.

Gladstone also has one of the most impressive ports, by world standards, strategically located as a natural distribution point for the world-wide shipment of the considerable resources of Central Queensland. On top of existing industry Gladstone has over \$70 billion worth of major projects either under construction, under investigation or recently completed.

Gladstone Engineering Alliance Inc.

The Gladstone Engineering Alliance is a not-for-profit incorporated association, which has been operational since 2003. Formed initially as a response to the growing need in the Central Queensland Region for the minerals / chemical processing supply chain to strengthen capability and become globally competitive. The GEA has played an important role in strengthening Gladstone businesses and industry, and enable continued sustainable economic growth in the Gladstone Region.

The GEA generates income from memberships, sponsorships, and through hosting workshops, skills development, and industry related events, and attracts government funding on a project by project basis.

GEA encourages all of its members to do business with one another, and also encourages the rest of the business community to get in contact with GEA members.

Mission Statement

Gladstone Engineering Alliance exists to represent, develop and promote the capacity, capabilities, competitiveness, and interests of industry in the Gladstone Region.

Primary Stakeholders

Predominately, GEA members provide construction and maintenance services to major industrial plants in Central Queensland and the coal mines to the west. These industries are owned by major global players.



Gladstone Engineering Alliance Committee

President

Graham Benson

General Manager Corporate Services
MIPEC Pty Ltd

GEA Office

Carli Hobbs

General Manager

Vice President

Les Salter

Corporate Manager
Prime Rentals

Treasurer

Peter Dougherty

Manager, Gladstone Centre
Department Employment, Economic Development & Innovation

Secretary

Derek Leach

Business Development Manager
McCosker Contracting

Honorary Member

Michael Fearn

Loagard Pty Ltd

Karen Porter

Industry Capability Network

Management Committee

Dan Whitmore

Business Development Manager
Civil Mining & Construction

Thalia Creighton

Business Development Consultant
Busy At Work

Lance McKay

Contracts Manager
Toxfree Solutions

Steve Low

Manager
The IT Support Company

Matt Inglis

Branch Manager
RPS Group

Martin Karlsen

General Manager – Gladstone Engineering
Diversified Mining Services

Steve Porter

Manager
Gladstone Job Skills

Karen Bellert

Project Manager
Energy Skills Queensland

Angela Williams

Team Learning Manager, Central Queensland
Sinclair Knight Merz

Membership Benefits

Be a part of a Proactive & Innovative Network

Membership of the Gladstone Engineering Alliance is a great investment for any business – small, medium or large.

GEA will provide you with:

- Opportunities to be part of a proactive and innovative network that promotes capability and capacity of suppliers to major industry in the Gladstone region.
- A range of services and products to assist in the effective operation of your business.
- Tendering information and supply opportunities
- A source of networking.
- Information on current issues, trends and relevant business matters.

Tendering

Receive daily e-mailed tendering information and supply opportunities from the Gladstone Region to Australia wide.

Professional Development

GEA's Business Training offers a range of dynamic and practical training programs to help your business succeed and grow.

Marketing & Promotion

GEA offers marketing opportunities and promotional services to help build and advertise your business. From corporate sponsorship to print advertising in our monthly newsletter, GEA's advertising and promotional opportunities provide substantial prospects for member to member and business to business marketing.

Publications

GEA is committed to keeping members up-to-date with the latest news and information throughout its interactive website, monthly newsletter and publications.

Networking

GEA provides opportunities throughout the year for members to make new contacts and keep up-to-date with business issues. Throughout the year GEA's many varied events, seminars, conferences and forums provide a great opportunity to network and receive exclusive access to a variety of speakers and special guests.

Yaralla Lifestyle Package

GEA offers all members the chance to take advantage of the Yaralla Lifestyle Package. Staff retention is an important issue, and the Yaralla Lifestyle Package is an exciting benefit to offer your staff positive and healthy lifestyle options, which may help encourage staff members to stay with your company.

The Yaralla lifestyle Package is optional for members to take advantage off. Usually only available to companies with 100+ employees, as a member of GEA you can take advantage if you have one or more employees.

The lifestyle package includes;

- FREE UNLIMITED MOVIES at Gladstone Cinemas
- FREE UNLIMITED GOLF at Gladstone Golf Course, Boyne Island Tannum Sands (BITS) Golf Club & Calliope Golf Club plus access to,
- FREE UNLIMITED GYM at Yaralla Fitness Centre or Tannum Indoor Centre & Powerhouse Fitness Centre.

The Lifestyle package is \$1.50 per person / per day or \$547.50 per year / per person. Cheap if you consider your staff members can pay up to \$700+ for 1 year gym membership.

For members who take advantage of this package, payments would be invoiced to members on a 3, 6, or 12 month period with payment required in advance.

For more information please see the back of the GEA Membership Prospectus.

Online Recruitment

Gladstone Engineering Alliance offers all members a cost effective solution to their recruitment advertising needs. A new function on the GEA website (www.gea.asn.au) will allow GEA members the chance to advertise vacant positions on the website under Job Vacancies. GEA Job Vacancies are also available for non-members with a cost involved. GEA online recruitment is suitable to businesses of all sizes.

Discounts

As a GEA member you'll receive substantial ticket discounts, first option at tickets to all events, and invitations to members-only events.



Levels of Membership

GEA Membership

GEA Membership fees are based on employee numbers for your chosen branch or in the case you do not have a branch, your Head Office.

For Example:

Joe's Engineering Shop has 6 people who work in their Gladstone Office, Joe would join as Cat 2 (4 – 15 employees). However if Joe wanted his Rockhampton office who has 6 employees to receive GEA benefits he would have to join as a Cat 3 and if Joe wanted Brisbane to receive the information he would have to join Cat 4.

GEA membership fees have been pro-rated in alignment to the financial year. Due to this move, the next membership year will be 10 months from September 1, 2011 to June 30, 2012.

Memberships for September 2011 to June 2012 are based on two 5 month terms, with prices half price from February 2012.

Category	Full Year Membership	Sep 2011 - Jun 2012
1 to 3 Employees	\$375	\$312.50
4 to 15 Employees	\$875	\$729.10
16 to 49 Employees	\$1500	\$1250
50+ Employees	\$1800	\$1500

Reciprocal Member

Terms of reciprocal membership shall be determined on a case by case basis. Reciprocal members may include; industry associations, other business networks, economic development organisations, and member based organisations.

Honorary Life Member

Individuals or representatives or organisations who have been members of the GEA, and have contributed significantly to the GEA.

An Honorary life member shall be nominated by a financial member at an AGM and endorsed when the majority of members present at the meeting vote to accept the nominee as an Honorary Life Member. There is a restriction of no more than one nominated Honorary Life Member per AGM, however it is not mandatory to nominate an Honorary Life Member at an AGM.

GEA Testimonials

Being part of an organisation is beneficial for a number of reasons, however, Gladstone Engineering Alliance Inc (GEA) is one organisation where individuals can benefit just as much as the company in which they are employed and I could not recommend them more highly than what I already do.

SKILLED is Australia's largest Labour Hire Company employing in excess of 45 thousand people annually. The Gladstone SKILLED office and their affiliation with GEA have created multiple opportunities for growth and development and are now seen as one of the most successful offices within Queensland. Regular luncheons, charity events, conferences and simple network meetings are all structured with a purpose and the results are a true reflection of the commitment GEA personnel set out to deliver to each and every member.

To me personally, the team at GEA feels as though they are actually part of our business, I see them as friends within the business, friends I can rely on.

Troy Elliott, SKILLED Group

The 2010 Golding GEA Conference was the best marketing investment we made last year. The conference provided excellent opportunities for networking and catching up on the status of projects in the region. CQ Consulting Group's participation in the conference resulted in our engagement to provide environmental, planning and engineering support to a number of key Gladstone projects prompting our decision to open our new office there in March this year. Congratulations to Golding Contractors and GEA for a fantastic conference, we look forward to participating again in 2011.

Patrice Brown, Director CQ Consulting Group

Steel Central has been a Member of the GEA since early 2011. The GEA provides excellent information to Members on tenders and projects, forums for networking and discussion, as well as access to training courses.

We have found the organisation to be extremely professionally run and enthusiastic about what they are trying to achieve for all Members.

Steel Central would recommend the GEA to any company interested in furthering their business, their Industry or the region.

Mark Robinson, Business Development, Steel Central Pty Ltd

Gladstone Engineering Alliance Events and Functions

GEA events and functions provide a number of forums throughout the year for the facilitation and free flow of information, innovation and ideas between businesses, industry leaders and all tiers of Government. The GEA actively encourages this interaction to ensure the strength of the local supply chain as the Gladstone Region continues to grow and consolidate its position as Queensland's 'Industrial Engine Room'.

The following is an overview of some of our regular events and functions:

Workshops and Seminars

GEA identifies the need for specific workshops and seminars to up skill our members. We run a number of workshops and seminars throughout the year, on topics affecting small to medium businesses within the alliance. Members are notified about GEA workshops via e-mail or post.

Industry Update Luncheon

Join us for lunch! The GEA hosts Industry Update Luncheons, bringing together a variety of business men and women in the small to medium engineering and construction services sector with a keynote speaker to discuss current topics of interest.

Held Bi-Monthly Industry Update Lunches offer opportunities to hear the latest Industry news, and provide an ideal platform for networking and interaction.

Industry Update-luncheons are scheduled to be held (subject to availability of speakers) on the below dates:

- **March 13, 2012**
- **May 8, 2012**
- **July 10, 2012**
- **September 11, 2012**

Costs and Registrations

- GEA Members \$70
- Non-Members \$100

For further Information or to find out about Sponsor Opportunities of one of our Industry Update Luncheon, please contact the GEA on (07) 4972 9060

Golding Industry Conference 2012

Gladstone Engineering Alliance Inc. (GEA) is proud to host the regions premier engineering event, held in October each year.

The two day industry conference will be held in the Rex Metcalfe Theatre at Central Queensland University, Gladstone on **Wednesday and Thursday October 10 & 11, 2012.**

The Conference will provide a forum for major industry proponents to showcase their projects, timelines and contacts, thus providing available work packages and business opportunities in Central Queensland for GEA members and other Queensland businesses. The event is specifically targeted at identifying opportunities for business in the central Queensland region.

The 2012 conference will feature speakers from the Coal, CSG and LNG industries as well as infrastructure, and the minerals processing and mining industry.

Conference delegates will benefit from the quality and quantity of information on offer over the two days. They will gain knowledge of future regional projects to assist in planning and business development, gaining key contact within industry and business and exposure to trends in addressing labour and skill shortages.

Golding Industry Conference Gala Dinner 2012

A formal dinner is held at the conclusion of the conference, providing an opportunity for business, industry, and government representatives to network, enjoy entertainment, and listen to thought provoking guest speakers.

Run Sheet

Tuesday October 9, 2012

- Industry Tour

Wednesday October 10, 2012

- VIP Breakfast for sponsors, speakers and delegates
- Conference Day 1, 9am – 4pm
- Delegates and Sponsors Harbour Cruise

Thursday October 11, 2012

- VIP Breakfast for sponsors, speakers and delegates
- Conference Day 1, 9am – 4pm
- Industry Conference Gala Dinner

Tickets on sale- Monday July 23, 2012



Member to Member

GEA knows that networking is vital for business development. Our exciting Member to Member functions are designed with your unique networking needs in mind and provide the ideal forum in which to connect with like-minded people who understand your business challenges.

Whether you're catching up with fellow members over canapés, sharing experiences with fellow entrepreneurs or learning from the state's most prolific business leaders, GEA's Member to Member networking events will give you, and your business, a real boost.

Hosted bi-monthly, Member to Member (M2M) are exclusive members-only, which offers a great opportunity to meet and mingle with like-minded individuals from business and industry in a more relaxed social setting.

GEA Member to Member functions are for your staff, partners / family or invited guest to attend a networking opportunity in a social environment.

M2M functions are held on site of a GEA member or at a social location. GEA M2M functions are sponsored by members, and provide a great opportunity to show off your worksite.

GEA Member to Member will be held in:

- **Wednesday February 15, 2012**
- **Wednesday April 11, 2012**
- **Tuesday June 5, 2012**
- **Thursday August 16, 2012**



GEA Charity Golf Day

Gladstone Engineering Alliance will host their 2nd Charity Golf Day Networking Event on July 20, 2012. With the event supporting a chosen charity the GEA team is very enthusiastic to set the bar high for the social yet competitive event & make the golf day one to be an addition to every local business's annual calendar.

The Charity Golf Day provides the opportunity for various industries to network on the Golf Course, a world renowned place to do business. In a game of 4 person Ambrose, players circulate the course, taking part in on-course activities & supplied with drink stops throughout the event. The morning will include networking at the Gladstone club house, followed by a 18 hole golf tournament, lunch & will finish the day with prizes and presentations.

GEA Membership Application Form

Please read the GEA Membership Terms and Conditions in association with submitting this Application

DATE: _____

We hereby apply for:

1-3 employees 4-15 employees 16+ employees 50+ Employees

MEMBER INFORMATION

Name of Business: _____

Street Address: _____ Post Code: _____

Postal Address: _____ Post Code: _____

Phone: (_____) _____ Facsimile: (_____) _____

Website: _____ A.B.N Number: _____

MEMBER CONTACTS

Contact 1:

Name: _____

Title: _____

Direct Phone: (_____) _____ Mobile: _____

Email: _____@_____

Contact 2:

Name: _____

Title: _____

Direct Phone: (_____) _____ Mobile: _____

Email: _____@_____

Contact 3:

Name: _____

Title: _____

Direct Phone: (_____) _____ Mobile: _____

Email: _____@_____

Business Profile

The following information will be used to create your business profile on the GEA website. Please complete form as appropriate (optional).

Established: _____

Principal Business: _____

Major Clients: _____

Special Expertise: _____

Special Products/Services: _____

Major Equipment: _____

Facilities: _____

Describe your Quality Assurance Policy/System: _____

Describe your Environmental Management Policy/System: _____

Describe your Workplace Health & Safety Policy/System: _____

Other organisations of which you are a Member: _____

Capabilities (Please tick appropriate categories)

- | | | |
|---|--|--|
| <input type="checkbox"/> Accommodation Equipment | <input type="checkbox"/> Air Transport Provider | <input type="checkbox"/> Communications |
| <input type="checkbox"/> Computers & IT | <input type="checkbox"/> Construction | <input type="checkbox"/> Engineering Design |
| <input type="checkbox"/> Education & Industry | <input type="checkbox"/> Electrical Equipment Suppliers / Design / Engineering | <input type="checkbox"/> Recruitment / labour hire |
| <input type="checkbox"/> Equipment Hire | <input type="checkbox"/> Government Agencies | <input type="checkbox"/> Manufacturing |
| <input type="checkbox"/> Machining | <input type="checkbox"/> Maintenance | <input type="checkbox"/> Protective Coatings |
| <input type="checkbox"/> Materials Supply | <input type="checkbox"/> Professional Services | <input type="checkbox"/> Steel Fabrication |
| <input type="checkbox"/> Retail: Service & Parts | <input type="checkbox"/> Retail: Agriculture Equipment | |
| <input type="checkbox"/> Retail: Construction Equipment | <input type="checkbox"/> Retail: Earth Moving Equipment | |
| <input type="checkbox"/> Technical Writing | <input type="checkbox"/> Training | |
| <input type="checkbox"/> Other: _____ | | |

GEA Membership Terms and Conditions

1. Subscription to GEA does not constitute membership or access to membership services to any other organisation or industry group.
2. Subscription fee includes password to the "MEMBER AREA" of the Gladstone Engineering Alliance Inc. website www.gea.asn.au
3. Subscription includes your company details and product information included in the capability matrix on the Gladstone Engineering Alliance website
4. Subscription allows subscriber access for tender information, project updates and alerts and entitles subscribers to update their own capability matrix, profile and associated information on the GEA web site.
5. Subscriptions allow up to three contacts on the GEA database, who will receive direct information.
6. Subscriber agrees to pay the subscription fee and all other charges properly invoiced to subscriber.
7. Subscriber acknowledges and agrees that none of the GEA, its employees, committee members or contractors are in any way liable or responsible for any representation or statement made or authorised by or attributed to the subscriber on the GEA website or the subscribers section of the GEA website or otherwise published as a result of or in connection with subscription to GEA and the services provided by GEA and in particular the subscriber also agrees to indemnify the GEA and its committee members, employees and contractors in respect of any loss of claim suffered by any of them in respect of any transaction (actual or proposed) involving the subscriber and any third party as a consequence of the GEA subscription.
8. The subscriber also agrees to comply with all acts and regulations affecting the products or services to be provided or offered by the subscriber through GEA.
9. Subscription fees are payable from the month of joining to the end of that financial year and annually thereafter.
10. The GEA is bound by the National Privacy Principles under the Privacy Amendment (Private Sector) Act 2000 and is committed to safeguarding the privacy of the individual's personal information it collects or handles. Details of the Organisation's public privacy policy may be obtained from the GEA Website (www.gea.asn.au) or by contacting the organisation on the number below. If applicable, financial information disclosed by you will be used only for the purposes of effecting the transaction to which it relates and will be kept securely until legally able to be deleted. Otherwise, the personal information disclosed will be used by us to communicate with you about our products and services.
11. GEA does not refund or reimburse any portion of a subscription.
12. In the event of your company becoming or threatening to become insolvent or otherwise subject to any form of external administration or any application for you to be liquidated or wound up or having a receiver appointed or a scheme of arrangement or other agreement with creditors proposed in respect of your affairs, then GEA may, at its discretion, either terminate or suspend any of the membership services unless the administrator, receiver or liquidator, or trustee in bankruptcy provides a written undertaking to GEA to pay all our invoices including any outstanding or due subscriptions. If a subscription under the rules is in arrears for 3 months or more, you will be classified unfinancial and no longer entitled to exercise your membership rights and may be liable to be removed from the Register of Members.
13. *Change of Company Details:* You must promptly notify us, *in writing*, of changes to your legal name, site locations, ACN or ABN details, registered address or billing address(es) or principal contact details since changes may impact upon our ability to contact appropriate people within your organisation with items regularly forwarded to GEA members. Unless written notification is made of the above changes, the GEA database cannot be changed and may impact upon invoicing details.
14. GEA Memberships are based on subscriptions for one company with one ABN number; this includes franchisees or owners of more than one business or organisation.