

## THE BRITISH ECONOMY ISSUE

### The gates are closing

Fragomen on the UK's  
foreign worker cap

### UK trade refocussed

Fred Tinsley's take on Britain's  
21st century push into Asia

### Bilateral ties

A message from the  
British High Commissioner

### MEET THE MEMBER

BT Managing Director  
Paul Migliorini



# NETWORK NEWS

**Do you have recent successes, achievements, or upcoming events in your organisation that you'd like to share with the rest of the Chamber? If so, we'd like to hear about it. Email your submissions to [news@britishchamber.com](mailto:news@britishchamber.com).**

## Halcrow

### International recognition for Halcrow's technical innovation in tunnelling

At the 2010 inaugural New Civil Engineer International Tunnelling awards, presented in London on 8 December, the Halcrow GRANIT system won the Technical Innovation award.

"This is a genuinely new application and an innovation for the future particularly as rock bolts and ground anchors become more and more important in efficient modern tunnelling," reads the citation. "Halcrow has invested time and resources to develop a known technology so as to bring a new commercial application to the market."

GRANIT (GROund ANchor Integrity Testing) is the world's first rapid, effective, multiple-capability, non-invasive anchor integrity testing system for rock bolts and cables used in mining, tunnelling and other civil engineering ground anchorage systems. It sends a series of small impulses at different frequencies through the anchorage using an electronic solenoid. Analysis of the return pulses can reveal defects such as reduced support element length, whether the support element's design or safe working load has been exceeded and potential corrosion issues.

It has the potential to provide an improved health and safety environment for individual mine and tunnel workers and can be used as part of a regular condition monitoring regime. The system is highly productive, capable of testing up to 100 anchors per day; it is easily portable, non-destructive and offers asset owners a high degree of confidence in the reliability of the results. It has been used in places ranging from Scotland to Australia, Greece and Canada.

Although GRANIT was invented by engineers at the Universities of Bradford and Aberdeen, Halcrow's GRANIT team has been instrumental in the development of the whole system and Halcrow now holds an exclusive world-wide licence for its deployment.

For more information on GRANIT visit [www.granituk.com/](http://www.granituk.com/) or contact Ben Jones on +61(0)401 446 279, or at [jonesbe@halcrow.com](mailto:jonesbe@halcrow.com)



### Brown Brothers' road to innovation

If it wasn't for the frost of '67 that cost us that year's vintage, we might not have gotten so far ahead of the pack developing our diverse site-specific wines. It was devastating not to have any product to sell that year, so we bought a warm-climate vineyard known as Mystic Park.

This broadened our minds to the idea of different varieties suiting specific climates. We'd been at Milawa a long time, but until the frost, we hadn't realised the potential of other climates. Mystic Park was a gamble because we were pretty bullish with our planting, but it's important to take risks.

Mystic Park did well with the lighter reds, like mataro and grenache, and we even won some awards, despite the fact they were 'flagon wines' at the time. It opened our eyes to the importance of terroir, and we have since acquired three other Victorian sites, breaking new ground with Spanish and Italian varieties when others weren't even thinking about them.

We can credit our diverse range to our five Victorian vineyards – Milawa, Mystic Park, Whitlands, Banksdale and Heathcote. They all suit different wines, like Whitlands, 800m above sea level and one of the coldest spots in Australia. It can snow in winter, so it can be a miserable job caring for the vines, but it makes beautiful sparkling, among others. We made a conscious decision to remain Victorian and we don't feel that we need to go interstate for our fruit because we've got the best of all sites and climates right here.

We've made a few mistakes but you expect to do that when you're pushing the envelope. We have an innovative outlook and we're constantly looking at how we do things so we can keep improving to bring our customers even more exciting wines.

John Graham Brown AO,  
[www.brownbrothers.com.au](http://www.brownbrothers.com.au)



### Virgin Money's Matt Baxby cycling for Tour de Kids

For the second year, Virgin Money Australia's Managing Director, Matt Baxby, has talked himself into participating in Tour de Kids. This year the ride kicks off from Adelaide on 27 March and concludes in Melbourne 1,200km and 6 days later. It will be another tough year, with cyclists making their way through the Adelaide Hills, the Coorong, along the Great Ocean Road, up the Otway Ranges and into Melbourne via the Mornington Peninsula, averaging around 33km/hour for the week.

But why? Apart from the personal challenge of the training and the ride, Tour de Kids supports the Starlight Foundation.

Since 1988, Starlight has brightened the lives of sick and hospitalised children and their families. Living with illness or injury can cause enormous strain in their lives. As a father of four, Matt hopes never to need Starlight, but it's incredibly comforting to know they're there.

Over the past decade, Tour de Kids has raised over \$3.9m for Starlight, and this year Virgin is hoping to raise a further \$500,000. They're sponsoring a team, along with support sponsors Visa, Tower Australia and Brennan IT. In addition to corporate support, each rider has committed to pay their own way for the ride and raise as much as they can through personal donations.

To make a tax-deductible donation to sponsor Matt, visit [www.everydayhero.com.au/matt\\_baxby](http://www.everydayhero.com.au/matt_baxby)



### Aussies cashing in with Mazuma Mobile

Established in the UK four years ago by former Australian Charlo Carabott, Mazuma Mobile is an online mobile phone recycling company that pays for your old mobile and sends the used handset to people in developing countries.

Charlo's business idea created a new industry, which has now grown to include about ten mobile recycling companies in the UK. With the company well established in the UK - having paid out a staggering £90 million (A\$144million) for people's old handsets, Charlo launched the business in Australia in August last year and thousands of Aussies have already cashed in their old phones.

Charlo said it made perfect sense to choose Australia as the second destination to launch Mazuma in.

"We had developed a tried and tested service in the UK which was very successful. The Australian market has a number of synergies with the UK, English speaking, similar culture, mobile phones are subsidised, consumers upgrade often, environmentally conscious, and so on.

"However, mobile phone recycling in Australia was about 10 years behind the UK. It seemed obvious to me that the few 'mobile recycling' schemes in Australia at the time all focused wholly on the environmental message and the incentive wasn't enough."

Mazuma has paid out \$1.9million to Australian consumers since August.  
[www.mazumamobile.com](http://www.mazumamobile.com)

### Australian Software Innovation going global

Iris Interactive recently won the UK Market Entry Competition, sponsored by UKTI, and the prestigious 2010 Inspiration award for the "best of the best" ICT innovation in Australia. Now it's taking its innovation global.

Iris Interactive's web-based software helps companies commercialise their products locally, regionally and globally. Iris has successfully entered the US market, already making its mark with customer wins.

Iris Interactive's software addresses a major gap in the market for managing all the product commercialisation activities. It empowers cross-functional teams from R&D, market access, marketing, finance, new product planning, sales and operations to collaborate and track all activities for launching and managing products. Customers achieve faster time to market, higher sales and stronger brands.

Customers from leading bio-pharmaceutical, healthcare and consumer companies report at least 10% reduction in time to market.

Leah Goodman, Director of Portfolio Development at sanofi-aventis says, "Iris Interactive provides us with a quantitative tool that allows us to make effective resource decisions across business development and lifecycle product management from human resourcing right through to financials."

Iris Interactive's software is applicable to any industry. They are now entering the UK market.

[www.irisinteractive.com](http://www.irisinteractive.com)

