Education and the Future of Work
Dear Members & Friends,

I am happy to share with you that the GACIC board and German Association of Chambers of Industry and Commerce have completed the search for a new Executive Director. We are delighted to have appointed Alexandra Voss to succeed Kristian Wolf as Executive Director of the German-Australian Chamber of Industry and Commerce.

Alexandra will join us from Beijing, where she has been the Chief Representative of the Delegation of German Industry & Commerce and Managing Director of the German Chamber of Commerce in Beijing since 2011.

She brings invaluable experience managing a German bilateral Chamber (AHK) and will help us continue the upward trajectory of the GACIC from the past six years. We look forward to welcoming Alexandra in Australia soon and introduce her to members and partners.

Once again, I would like to thank Kristian for his fantastic work and we wish him all the best for his new position to head up the German-American Chamber in San Francisco.

Kind regards,
Ron Koehler
Chairman of the Board
German-Australian Chamber of Industry and Commerce

GERMAN-AUSTRALIAN BUSINESS NEWS Q2

The Q2 edition of the German-Australian Business News explores education and the future of work. As trends such as Industry 4.0 and automation continue to grow around the world, businesses and research institutions must rethink their operations and how they employ and educate people.

The Chamber is pleased to present a range of articles from member companies on this topic, as well as the latest updates on events, DEinternational, marketing initiatives and policy issues.

As always, your feedback is appreciated. To share your thoughts or ask any questions, please get in touch with media@germany.org.au.

UPCOMING EVENTS

Events range from workshops & seminars to roundtable discussions, receptions to large-scale conferences. Some events are open to the public, while others are only accessible for members. Our speakers include top-level industry experts, leading government representatives and inspiring thought leaders.

10 May
AGM, Melbourne

10 May
Business Dinner with Andrew Mackenzie, BHP, Melbourne

7 Jun
Vivid Light Festival Networking Night, Sydney

Jul
Christmas in July in Brisbane, Melbourne and Sydney

If you are interested in one or more events please contact:

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mkersch@accr usyd.com.au.
The German-Australian Chamber's policy work continues to focus on the key areas that affect companies in the German-Australian business community. Those areas, such as trade regulation, immigration, and the Australia-EU Free Trade Agreement, were also the focus of our first-ever Canberra Delegation at the end of March.

Such a delegation was requested by members following the Asia-Pacific Regional Conference (APRC) in Perth last November, where the policy topics of free trade, regional security and female leadership were discussions of great interest for many delegates, alongside our industry-focus discussions.

During the delegation, we had the opportunity to connect with many Members from the House of Representatives as well as Senators during our German-Australian Industry Breakfast, where we discussed current key topics in the bilateral economic relationship. Other discussions included exclusive roundtables with Ministers and Shadow Ministers about important topics such as innovation, immigration, education/skills, regulation, and the progress towards the formal launch of the Australia-EU Free Trade Agreement, which is now expected for the middle of this year.

We also benefited during the delegation from the fantastic engagement by the German Embassy and specifically our Patron H.E. Dr Anna Prinz, Ambassador of the Federal Republic of Germany.

The Chamber also recently contributed with a submission in the debate about Australia’s permanent migration program. For the employer-sponsored side of this program, we advocate for at least an extension of the current migration levels, as this helps organisations in the German-Australian business community to address needs with highly qualified staff if such skills are not available locally.

Thank you to all our member companies that participated in our January member survey about this topic, which formed the basis for our submission.

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The focus topic of this Business News edition is about education and the future of work. This is also one of the priority areas of our policy work because it impacts on so many businesses in the German-Australian business community, especially when you investigate areas such as advanced manufacturing / Industry 4.0. I personally believe that an advanced economy like Australia can successfully compete globally with its products and services when it has a highly-skilled workforce. This workforce not only consists of university graduates, but also key trade qualifications and others coming through the vocational education and training (VET) system. It is essential that qualifications are designed to provide the skills that employers and industry need now and, in the years, to come.

At the German-Australian Chamber, we listen to the needs of our members in this area and are in regular contact with our partners such as the German Embassy, universities, and other education providers to communicate the needs of our member companies. We understand that this is a complex field, especially also in the sub-area of recognition of European/German skills in Australia. Recognition of European skills will be clearly on the agenda for the Australia-EU Free Trade Agreement negotiations, as Alison Burrows, the chief negotiator for this agreement at the Department of Foreign Affairs and Trade (DFAT) said during a recent exchange. Finding innovative skills and education solutions to address the business requirements for all companies in the German-Australian business community is an ongoing mission for the Chamber.

Stay tuned for more updates on the website about the latest developments around the Australia-EU Free Trade Agreement developments and our President’s Delegation to Germany in October, chaired by Andrew Mackenzie. As with all our policy projects, please feel free to get in touch with me if you want to discuss them, have ideas, or wish to get involved.

Written by Dr Michael Zettinig,
German-Australian Chamber

Email: michael.zettinig@germany.org.au
Phone: (02) 8296 0448
Watch Us Work at Rheinmetall Defence

Building on the success of last year’s event in Victoria, two Watch Us Work events took place with Executive Member Rheinmetall Defence in Queensland and New South Wales. In Queensland, the event took place at NIOA, which is Australasia’s largest privately owned supplier of small arms and ammunition. In New South Wales, the event was held at Thomas Global, which is a leader in the production of electronic systems solutions for aerospace and defence. Thomas Global was also the local partner for Rheinmetall Defence’s successful bid in the LAND 400, phase 2 tender to deliver 225 units of a Combat Reconnaissance Vehicle (CRV) to the Australian Army.

Whilst Rheinmetall’s vehicle, named the ‘Boxer’, has been in the country for almost a year as part of rigorous testing by the Australian Army, it embarked only recently on a road show to engage with government representatives and the public. Therefore, the event presented an exclusive opportunity for members and friends of the Chamber — many themselves part of the supply chain for this project — to get up and close with the vehicle for the first time.

Before the actual vehicle demonstration, guests at the later Sydney event were greeted by John Dwyer (Director, Business Development Military Markets Australia), as well as Lars Mehlán (Director - Events & Marketing, AHK). Following that, William Hutchinson (Chairman) and Angus Hutchinson (CEO) of Thomas Global gave a short overview of their business. It was noted that for them as a local, highly specialised SME, the opportunity to join the supply chain for large-scale, international projects was crucial. This sentiment was echoed by Prime Minister Malcolm Turnbull last week at his visit to Thomas Global as part of the Australian Government’s Defence Export Strategy.

The main presentation of the morning was then given by the man who knows the Boxer CRV like no one else: Simon Coburn, Head of Sales Vehicle Systems at Rheinmetall Defence. Simon not only offered impressive facts about the vehicle’s capabilities and technological innovations, but he also elaborated on Rheinmetall’s commitment to the Australian economy. The company is committed to erecting a purpose-built training, testing and assembly facility in Brisbane.

The Chamber congratulates Rheinmetall Defence, in light of the Federal Government’s decision to proceed with the company’s bid. This was fantastic news and offers great, local employment opportunities.

Written by the German-Australian Chamber
The first New Year’s Reception took place at the Taronga Centre in Sydney on 28 February. Situated right next to the famous Taronga Zoo, this beautiful venue (with its Harbour-view Terrace) offered all guests spectacular views of the entire Sydney skyline. The warm, sunny weather certainly enhanced the atmosphere as the colours of the sky shifted gradually into sunset over the course of the evening. Chamber members and friends arrived to refreshing drinks and canapés not only inside, but also outside on the terrace. Of course, selfies were taken en masse before everyone eventually made their way inside for the start of official proceedings.

Kristian Wolf, the Chamber’s outgoing Executive Director, welcomed and thanked everyone for joining this annual celebration before asking H.E. Dr Anna Prinz, Ambassador of the Federal Republic of Germany, to the stage. Dr Prinz mentioned the great recent initiatives in which the Chamber has played a pivotal role: most notably the Asia-Pacific Regional Conference in Perth; the Policy Advisory Committee; and the Australia-Germany Advisory Group.

Next on stage was Dr Jens Goennemann, Board Member and Managing Director of the Advanced Manufacturing Growth Centre (AMGC). Dr Goennemann thanked Kristian for his hard work and congratulated him on his wide-ranging personal and professional achievements. He then asked Kristian and his wife Jennifer to join him onstage. On behalf of the Chamber Board, Dr Goennemann presented Jennifer with a beautiful bouquet of flowers. To make sure that Kristian never forgets Australia, he was presented with an authentic Akubra hat, which once put on, did not leave his head for the rest of the evening. It’s safe to say that it was quite the successful gift!

For the remainder of the evening, guests continued to mingle and listen to live music played by the Ray Cassar Trio, featuring Frances Madden, who is widely regarded as the ‘rising star of jazz and blues’ in Australia. With the Sun dipping behind the skyline, this memorable evening had to come to an end.

The next reception took place at the Queensland Museum on 1 March. Members and friends gathered in the museum’s spectacular Whale Mall, which features life-sized humpback whales suspended from the ceiling.

DB Schenker’s Queensland Manager (and Queensland Chapter Executive) Richard Holy kicked off the soirée and Assistant Minister of State Jennifer Howard represented the Premier of Queensland, warmly welcoming the guests. She spoke about the many examples of collaboration between Queensland and Germany, particularly in innovation, defence and manufacturing.

The evening’s keynote was given by Mr Paul Cooper, Director of the Advanced Manufacturing Growth Centre (AMGC). Created in 2016 by the Australian Department of Industry, Innovation, the AMGC covers the following sectors: food and agribusiness; medical technology and pharmaceuticals; mining equipment technology and services; oil, gas and energy resources; cyber security; and advanced manufacturing.

Paul outlined the AMGC’s role in supporting Australian industry to develop and implement world-leading advanced manufacturing in Australia and how this has been achieved through engaging and supporting Queensland businesses, which are on the journey to Industry 4.0. Attendees were impressed by the high calibre of innovation projects in Queensland and the evening provided a good platform for Queensland businesses to engage with each other, as well as learn how to become Industry 4.0-ready.

The Queensland Museum offered an exquisite and generous selection of dinner tapas from local produce and guests sampled local meats, seafood and Asian-fusion specialities. Special thanks go to sponsor (and Premium Partner) DB Schenker for their assistance in organising the night with the Queensland Chapter.

The third and final reception took place on 5 March at the Royal Melbourne Yacht Squadron with breathtaking floor-to-ceiling views across the bay, St Kilda Pier and the city. Victorian members were also joined by VIP guest speaker H.E. Dr. Anna Prinz, who gave an insightful and motivational speech on the German-Australian relationship and thanked Kristian yet again.

Tina Thoms, Membership Manager and Director of the AHK Melbourne Branch, emphasised in her speech how much positive change Kristian had brought to the Chamber, enriched with a few anecdotes. The whole team in Melbourne thanked Kristian from the heart, equipping him with an Aussie survival kit with Koala socks, selected Victorian delicacies and some Aussie lingo merchandise. Kristian thanked Tina and the Melbourne Team with a beautiful flower bouquet.

The jazzy sounds of The Blue Velvet Duo added to the relaxed atmosphere. The evening then slowly came to an end with a sunset over the St Kilda Pier.

Everyone at the Chamber is sad to say goodbye to Kristian, but wish him the very best. Special thanks go to all members, friends and speakers who took the time to attend each of our events in Brisbane, Melbourne and Sydney.

Written by the German-Australian Chamber
For more photos visit flickr.com/photos/ahk-australia/
International Women’s Day High Tea

As a special event for International Women’s Day 2018, the International Chamber House and several chambers of commerce (including the German-Australian Chamber) celebrated women in business with a forum and high tea in Melbourne’s renowned Regent Theatre. The theme for this year’s event was *Entrepreneurial Spirit in International Businesses*.

Guests streamed into the opulent Plaza Ballroom at two o’clock and were welcomed with glasses of sparkling champagne and other refreshments. After taking their seats half an hour later, Ray Doyle (General Manager of the American Chamber of Commerce in Australia), welcomed guests to the jointly organised event by several international chambers. The forum was then kicked off by Holly Ransom (CEO of Emergent). Speaking freely and sharing her experiences with culture and women in indigenous Australian communities, she addressed the situation and key issues for women in today’s business world. After her inspirational address, the guests were given the opportunity to reflect on her words, whilst enjoying beautifully prepared sandwiches, scones and even petit crème brûlée with coffee and tea.

Frank Ribout (CEO of Randstad ANZ, SEA and India) then hosted the panel discussion with Lydia Khalil (Director of Arcana Partners and Research Fellow Lowy Institute) and Sarah Chibnall (Group Director of Communications at the H&H Group). The two business women shared personal experiences, elaborated on challenges for women in business today and gave insights into their individual journeys. Guests also had the chance to pose questions after the forum discussion.

After this insightful conversation on stage, Frank Ribout drew the winners for the door prizes sponsored by Suisse and Advanced Natural, making a few lucky guests of the event very happy.

Everybody enjoyed this lovely and intellectually stimulating function with the great atmosphere and service of the Plaza Ballroom. A memorable and successful International Women’s Day event that will surely be repeated next year!

We would like to thank our members and friends from the German-Australian Chamber for attending, as well as our valued speakers and panelists for sharing their views on Women in Business with us as well as the various Chambers of Commerce for the great cooperation on this event.

Written by Annkatrin Stender, German-Australian Chamber

For more event photos visit [flickr.com/photos/ahk-australia/](http://flickr.com/photos/ahk-australia/)

Organisations involved in organising the event:

- International Chamber House;
- Australia-China Business Council;
- AmCham;
- German-Australian Chamber of Industry and Commerce;
- Australia Indonesia Business Council;
- Australia Arab Chamber of Commerce and Industry;
- Australia-Korea Business Council;
- Australia Africa Chamber of Commerce;
- French Australian Chamber of Commerce; and
- Victorian State Government
As a part of this year’s German week, Robert Bosch (Australia) hosted ‘David’ meets ‘Goliath’ in its facilities in Clayton (Melbourne). This event format was introduced by the Honorary Consul of the Federal Republic of Germany from Queensland, Prof. Michael Rosemann, and the Queensland Chapter of the German-Australian Chamber. The event series brings together established companies and start-ups to tell their own collaborative stories and case studies.

‘Goliath’ was played by Robert Bosch (Australia) Pty Ltd, partnering with ‘David’, which was played by The Yield. The conversation was led by Gavin Smith (President, Robert Bosch) who discussed with Ros Harvey (Founder, The Yield), Tristonne Forbes (CEO Pathwize) and Dr Martin Schlegel (Principal Consultant A&A Tax Legal Consulting) how this multinational ‘Goliath’ engages with start-ups in the technology sector.

After warm words of welcome by Peter Rindt (Head of Business Development Robert Bosch Australia), H.E. Dr. Anna Prinz, the German Ambassador to Australia, took the floor. She highlighted the importance of cooperation between Europe and Australia, especially in the area of start-ups, and expressed her interest in and amazement with new innovations. Following the ambassador’s speech, Ros gave the audience an introduction of The Yield and what innovative work it is doing in the field of agtech. Gavin gave an overview of the massive, global company that is Robert Bosch and Bosch Australia’s activities specifically. This already gave everyone in the room a good impression of the different business worlds from which the night’s ‘David’ and ‘Goliath’ come.

Both then joined the panel with Tristonne Forbes and Dr. Martin Schlegel, each of whom have worked intensely with start-ups in Australia. Gavin said that he had met Ros after a speaking engagement at a German-Australian Chamber event in Sydney. Ros had approached him and they connected on a personal level straight away. After Ros had elaborated on her business, Gavin said that Bosch could help. Numerous meetings followed, and Gavin emphasised that he was particularly impressed by Ros’s competence and leadership.

Ros agreed that they had a great, robust relationship that has been essential for their successful cooperation. She also mentioned that it is very hard for start-ups to find investors and that it is great to have Bosch on board and work with them beyond their investment. Gavin explained that he is of the opinion that “in a connected world, the fastest way to market is through collaboration”. This is why Bosch is constantly active in seeking good collaboration partners from the start-up world, especially in the field of agtech that they are entering at the moment. However, he said that 99 per cent do not make it further than an initial conversation, as many lack well-considered innovation or business execution plans. Therefore, he estimates that only 10 per cent of Bosch’s innovation is currently being generated by start-ups. He is sure this number will grow moving forward.

After a highly insightful discussion on stage the floor was opened for Q&A to the audience. Amongst other various questions, the audience wanted to hear how The Yield was protecting its IP. Ros recommended — besides the commonly known measures like confidentiality agreements — not to save on legal costs in the early days of a start-up enterprise and (most importantly) to retain staff by treating them well.

The panel session ended with a few closing words from the Queensland and Victoria Chamber Representatives Mrs Sabina Langenhan and Mrs Tina Thoms. The attendees spent the rest of the evening chatting on the topic and networking while enjoying delicious canapés and drinks.

We would like to thank Robert Bosch Australia for hosting this memorable event and all of our guests for attendance. The event format is an intriguing way to gain key insights into some of the most exciting, collaborative projects happening in German-Australian business today.

Written by Annkatrin Stender, German-Australian Chamber
The third edition of our exciting sailing regatta proved that competitiveness for the trophy is as strong as ever. A total of eight teams participated in this year’s regatta, which is double the number of boats in previous years. Not even the very mixed weather forecast for the week could deter the 85 attendees from taking part in the race for the cup.

Around midday, our sailors started to arrive at the Sydney by Sail pontoon in Darling Harbour, prepared to race in the worst possible weather conditions. After some refreshments, Kristian Wolf, Executive Director of the German-Australian Chamber, welcomed all guests to this growing social event. He thanked the Principal Partner Qatar Airways for its ongoing support of the Chamber and in particular for its commitment to this event. Justin Kestel, Commercial Manager of Qatar Airways, then also welcomed all attendees on behalf of the company and wished all sailing enthusiasts the best of luck in the competition.

Once Alice from Sydney by Sail delivered a safety briefing, all teams were allocated a skipper and directed to their yachts. Group photos were taken and the air was filled with excitement about what was yet to come. The boats left the dock and made their way under Sydney Harbour Bridge and past Shark Island, where the two races would take place. After about three hours of racing on Sydney Harbour — putting in every effort to win this year’s cup — our sailors returned safe and sound (also dry) to the pontoon. We can only speculate that the attendees’ enthusiasm influence the weather gods to show mercy for our regatta, holding back the rain for what became a beautiful, calm day on the water. We could not have asked for more pleasant conditions, with just the right amount of breeze.

Whilst everyone insisted that their team was the one to secure the trophy, there could only be one winner. To heighten the suspense, renowned ‘star performers’ were chosen from each yacht. Each skipper nominated one person from their team who distinguished her or himself in one way or another. Perhaps the most noteworthy star performer was Meg from Visa Global Logistics, whose dedication to the competition endured even when her phone was lost during the sailing adventure.

Once all star performers had been awarded, it was finally time to announce the winner for 2018. With less than a minute’s lead, the winner of the 2018 regatta was… Epho! Managing Director Oliver Hartley and his team were over the Moon when Chris Ellis, Manager National Accounts from Qatar Airways, handed over the trophy with Kristian Wolf. After a hearty celebration, all hungry sailors refreshed themselves with a drink and meal at the post-race barbecue.

We thank all teams for their ardent participation and for making the event even greater than in previous years. Particular gratitude goes to our Principal Partner Qatar Airways, which has been a consistently generous partner of this event and will hopefully remain so in the future. We hope that all attendees will return next year for a chance to win the cup!

Written by Eva Kosinski,
German-Australian Chamber
Breakfast Forum on Sustainable Energy Strategy

Supported by Chamber member Bird & Bird and the Konrad-Adenauer-Stiftung, the event’s topic was Sustainable Energy Strategy and focused on the German and Australian energy markets and the opportunities that can arise mainly from international cooperation and the transition to renewable power.

On Monday 26 March, the German-Australian Chamber invited members and friends to its first Breakfast Forum of the year.

Altogether, 60 guests attended the early breakfast to hear our expert panel from Germany and Australia: Prof Dr Friedbert Pflüger, Director at the European Centre for Energy and Resource Security at King’s College London; Dr Joachim Lang, Director General at the Federation of German Industries; and Prof Frank Jotzo, Director at the Centre for Climate Economics and Policy at ANU. The panel was chaired by James Durnall, Co-head Energy & Utilities at Bird & Bird Australia.

After coffee and some time for networking, guests were asked to be seated. While everyone enjoyed a delicious breakfast, Lars Mehl, Director Events & Marketing at the German-Australian Chamber, welcomed all guests and thanked Bird & Bird as well as the Konrad-Adenauer-Stiftung for supporting this event. Then James Durnall from Bird & Bird entered the stage to welcome everyone and ask the three panellists for their individual statements prior to a comprehensive discussion on the state of the energy markets in Australia and Germany.

When comparing the energy markets of Germany and Australia and their state of transition, Prof Frank Jotzo clearly saw Australia on the cusp of major change, more fundamentally than Germany. The reason for this, he elaborated, is that Australia has the chance to rapidly replace numerous coal-fired power plants by 2035, with renewables now cheaper over the course of a lifetime than fossil fuels. Germany, on the other hand, currently deals with revamping its energy system to reduce emissions by up to 80-95 per cent. This is not an easy task, as major issues become apparent such as the scale-up of renewables, which in the past was not matched with the scale-up of the grid system. A possible approach to achieving this was pointed out by Dr Joachim, who declared that emission reduction should be approached from an economic angle rather than purely an ideological one.

Another focus was that of international cooperation. Dr Joachim Lang and Prof Dr Friedbert Pflüger both agreed that international knowledge should be shared and that the work of the Konrad-Adenauer-Stiftung (as well that of the Australia-Germany Advisory Group) are essential in achieving this. Future international cooperation is vital for advancing sustainable energy in both countries. Other subjects that were touched upon included economic consequences of climate change for both countries and challenges for energy security, as well as opportunities for businesses to play a role in applied energy research.

In a subsequent Q&A session, guests had the opportunity to engage with the panellists with their own comments and questions. Lars Mehl thanked all participants for sharing their insights and concluded the event.

We would like to thank Bird & Bird and the Konrad-Adenauer-Stiftung for their support and also the panellists, who travelled far to be part of this event. We are looking forward to further interesting, topical Breakfast and Evening Forums in 2018.

Written by Eva Kosinski, German-Australian Chamber
Following from the success of the APRC in Perth, including the positive feedback about the policy panels and the opportunities to discuss key developments with Ministers, the Chamber organised its first-ever Canberra Delegation at the end of March. We called it a ‘door-knock’.

The sold-out delegation included high-level executives from a variety of industries and was chaired by Ron Koehler, Chairman of the Board of the Chamber, and attendees included several other board members and even participants coming all the way from Germany.

The aim of the delegation was to present the German-Australian business community and the work of the Chamber to key decision-makers, including Ministers, Shadow Ministers, Members of Parliament as well as Senators. Discussions included key issues that we face such as immigration, skills and education, the upcoming Australia-EU Free Trade Agreement, the Foreign Influence Transparency Scheme Bill and energy policy. At the same time, the delegation offered the participants the opportunity to raise issues that affect their businesses directly with decision-makers.

Therefore, our program included a breakfast at Parliament House where we presented the Chamber and key opportunities and challenges in the bilateral relationship to over 20 attending Ministers, Shadow Ministers, Assistant Ministers, Senators and Members of Parliament. Senator the Hon Mathias Cormann, Australia’s Finance Minister and German Ambassador H.E. Dr Anna Prinz kindly agreed to speak about the bilateral relationship at this breakfast as well. German Member of Parliament Carsten Müller presented a short update on the political situation in Germany.

Following the breakfast, the day was packed with roundtable discussions at Parliament House with Ministers, Shadow Ministers and senior management from the departments of Foreign Affairs and Trade, Environment and Education, Defence and Training that are of particular interest for the delegates. We followed a bipartisan approach by inviting government representatives such as Minister Michaelia Cash (Jobs and Innovation) and Minister Christopher Pyne (Defence Industry) as well as Shadow Ministers Mark Butler (Climate Change and Energy), Jason Clare (Investment and Trade), Richard Marles (Defence) and Kim Carr (Innovation, Industry, Science and Research) to discuss with us in a very interactive format. A subgroup of the delegation also discussed the key defence acquisition programs with key representatives at the Department of Defence.

Even lunchtime was used for a roundtable discussion with Ivano Casella (Trade Counselor at the Delegation of the European Union to Australia) and Dr Marie Kronberg (Head of Economic and Trade Section at the German Embassy) about the latest developments and the timeline for the formal launch of the negotiations for the Australia-EU Free Trade Agreement.
On Tuesday evening, the delegation was invited by German Ambassador H.E. Dr Anna Prinz to a very special dinner reception to award Ron Koehler with the Grand Cross of the Order of Merit of the Federal Republic of Germany, which is for long-standing dedicated work to deepen the bilateral relationship. The reception also served to farewell Executive Director Kristian Wolf.

Our delegation coincided with the first-ever bilateral Energy Dialogue organised by the Konrad Adenauer Stiftung. The KAS had organised a very high-level European delegation to Canberra for that occasion, which included Prof Friedbert Flüger from King’s College London and Dr Joachim Lang, Director General of BDI, Federal of German Industries. The visit of the delegation was also a reason for the dinner reception at the German Embassy. The Chamber delegation was delighted to be invited to a joint dinner with the KAS delegation and key Australian energy experts on Monday evening and the KAS delegation was able to attend our German-Australian Industry Breakfast at Parliament House as well as our discussion with the ACT government and innovators on Wednesday.

On Wednesday, the focus of the delegation was on innovation and partnership opportunities in the ACT and the ACT government helped to organise the discussion with Minister Shane Rattenbury and leading technology innovators from the ACT at the beautiful setting of the National Arboretum Canberra.

This delegation would not have been possible without the active participation of the delegates and the close collaboration with the German Embassy, the Konrad Adenauer Stiftung, Dr Hannelore Duzek, the ACT Government, the office of Minister Mathias Cormann and the International and Parliamentary Relations Office at the Parliament of Australia. We thank them and all of our discussion partners for making the first-ever Canberra Delegation such a success.

Written by Dr Michael Zettinig, German-Australian Chamber
In mid-March, the Chamber was thrilled to unveil its revamped website. In collaboration with the Association of German Chambers of Commerce and Industry (DIHK) in Berlin, Katja Moßner (PR & Marketing Manager) and Martin Feld (Marketing Coordinator) spent the latter half of 2017 and early 2018 reviewing all existing content for a new layout.

The relaunch is part of a global chamber project, adapting online resources to adhere to ‘responsive Web design’ (RWD). Websites with RWD can adapt their pages to adjust their resolution and layout to fit the screen on which they are being viewed. Whether you are viewing the new website on a desktop computer, tablet or smartphone, each page will adapt its elements and menus to fit accordingly. The new two-column setup (rather than three, as before) now shifts to make things easier to navigate. This is particularly useful on pages with many different elements, such as the home page, with image menus that dig down further into specific content. Navigation is now also more consistent, as tiles are used through the website to highlight subcategories.

Of note are elements such as the news feed and event calendar. The refreshed news feed now presents all official AHK updates and member news contributions in one list, making it easier to browse stories, without the need to visit different sections. The same goes for the event calendar — chamber-run events and functions held by members and friends are all presented in the same view now, so that website visitors can easily see the extensive range of offerings in one place.

On the topic of news, the Chamber wishes to remind all its members that they are free to share stories about their companies with media@germany.org.au. Simply send your story and any additional images or content for uploading on the website, sharing on Twitter (@GermanChamberOz) and inclusion in the monthly Member Company Update. This is a fantastic member benefit that is completely free of charge.

Aside from news and events, subscription forms for e-newsletters, the archive of magazines and the e-publication store have been simplified radically, featuring larger type and images.

Replacing the old jobXchange, there is now a simpler, more mobile-friendly webpage called Jobs in the Network, which displays open positions from member companies and the Chamber. Members are welcome to send their content to the same media address (as above) to have their jobs featured. All that is needed is a PDF of the relevant job description and a submission link or email.

For some time, the Chamber’s DEinternational department has managed its own dedicated website for the promotion of its DE-specific events, focus industries and specialised consulting services. With the new Chamber website, there has been greater effort in connecting the two sites, including the most relevant content for members and enhancing discoverability. For more information on DEinternational consulting services and more, please visit germany-australia.com.au.

Overall, the Chamber’s aim has been to deliver a clearer and more minimalistic browsing experience. Gone are the days of extra columns, cumbersome navigation and very small type. In the years to come, the new layout will be much more adaptive and relevant to the ever-changing nature of Web design and content needs of the member base.

The new website is just the latest example of the Chamber’s effort to extend and enhance member benefits. Of course, member feedback is always welcome!

Written by Martin Feld, German-Australian Chamber
Smart Biz Oz Pty Ltd - Modern Biotechnology That Pays Off

Smart Biz Oz Pty Ltd was founded in 2017 as the sole international distributor and manufacturer of Biologic GmbH products.

“We are located at the German-Australian Chamber of Industry and Commerce, which encouraged us to make the big step from Germany to Australia. We received outstanding support and comprehensive advice from the beginning until today. It has saved us a lot of time and money”, says director Robert Grodde.

Smart Biz is now on the market and its focus is on organic food-waste (FOGO = Food Organics Green Organics) collection, which will be introduced in more areas. The aim of the councils and cities is to prevent organic waste being dumped in landfill. Under anaerobic conditions, organic waste produces methane gas, which poisons the atmosphere 21 times more than the climate-killing gas carbon dioxide does.

Organic food-waste collection attracts flies, maggots and vermin due to its bad smell and causes trouble with users and neighbouring people. The acceptance of food-waste collection, which is mandatory for the success of FOGO, will be close to zero if no one acts on the smell, flies, maggots and vermin.

The bio-filter lid from Smart Biz Oz is the solution for all aforementioned problems. The lid acts as a ‘defence shield’ against maggot infestation, effectively reduces odours and covers both municipal and FOGO bin costs. FOGO waste bins not only spread their unpleasant smells, they are also a preferred settlement area for maggots, swarms of flies and fungal spores.

The bio-filter lids — suitable for all common container systems (MGB) in sizes 40 to 240 liters — are scientifically proven to reduce the smell and subsequent rat infestation. This is possible thanks to active enzymes and microorganisms in the filter material of the bio-filter cover. The double-lip seal of the lids tightly closes the FOGO bins. Thereby, vermin-luring gases do not escape and pests cannot invade. The enzymes and microorganisms contribute greatly, as composting is initiated already in the bin and hazardous fungal growth and spores are prevented from discharging.

The filter material is a natural substrate based on coconut fibres, inoculated with specially adapted microorganisms. Before starting up the compressed and dry filter material must be moistened to activate the enzymes and microorganisms and to fill out the filter chambers completely by swelling (within 15 to 30 seconds).

The filter material only needs to be changed every two years, with almost negligible costs. The harmless filter material is also disposed via the FOGO bio.

Dr Werner Mathys (Institute of Hygiene, Westfälische Wilhelm University of Münster, Germany), based his extensive test series on the development of odours in due to fly and maggot infestation.

What was especially impressive was the reduction of odours in the environment of the FOGO bin. With conventional lids, around 75 per cent of the bins were infested by flies and maggots but using the bio-filter lid this value could be reduced to below two per cent.

Dr. Mathys concluded at the end of the test, “The replacement of conventional lid systems through bio-filter lids significantly improves the hygienic quality and comfort in the separated collection of food waste.”.

The conversion to the bio-filter lid has paid off: For instance, the city of Fürth, Germany, opted for the nationwide introduction of the bio-filter lid. A total of 16,000 waste bins were converted and the collection cycles were converted from weekly to every fortnight. This resulted in an annual saving of 300,000 euros.

Whereas the FOGO bin creates an odour-free front yard, the bio-filter insert for kitchen bins works inside and is the next logical step in the hygienic collection of food waste. High room temperatures are no longer a cause for concern when it comes to organic waste in the home.

The demand for Smart Biz bio-filters is enormous. Trials with councils and other companies demonstrate the outstanding performance of the bio-filters and prove that it was wise to expand business to Australia.

More information on: www.smart-biz.com.au

Written by Smart Biz, DEinternational business representation client
Enterprising Education to Meet the Challenges of the Future

The world of work is changing more than ever. Monash University is building on a strong tradition of industry engagement to further develop its educational offerings in light of a rapidly changing employment market.

This development has involved developing curricula based in the latest research and aligned with the needs of industry. It has also included a major investment in world-class infrastructure such as the new Learning and Teaching Building at the Clayton campus and a commitment to engaging flexible modes of course delivery.

Aligning Degrees with the Needs of the Labour Market
The challenges and opportunities of today are complex and require a sophisticated response. Monash has responded by working within and across faculty structures to develop degrees that meet the needs of emerging fields. This includes degrees such as the Master of Data Science and Master of Environment and Sustainability that develop the technical capabilities and interdisciplinary thinking required to succeed in the future.

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IT student Neha Chopra says that as well as technical coding skills, experiential learning involving industry partners has been essential for developing her employability. "Those soft skills that you don’t learn on paper or in textbooks are some of the biggest lessons that I’ve learnt – how to deal with clients, mentors and my team members, who are all from different places and different industries”, says Neha. Rich experiences are beneficial for students but also provide industry with a wide range of opportunities to engage with the workforce of the next generation. "Industry-based experiences involve a genuine partnership that allows industry to identify future talent, engage with new ideas and give back to the community", says Jeremiah Byrnes, Director, Student Academic Experience.

Offering Lifelong Learning Opportunities
As the employment market shifts rapidly, so does the need for lifelong learning. Monash has responded by offering a wider, more flexible range of relevant opportunities for professional development. This includes numerous graduate degrees and executive short courses. This year, the Monash Business School will launch a program focused on ‘Leadership and the New World of Work’, which is designed to position leaders for success by combining the best of academic theory with industrial insights. The program is led by Professor Marianne Roux, who observes that leadership now requires "quick and frequent adaptation to change while balancing a deeply held and constant set of values to achieve big picture goals". Such challenges also shape how learning is delivered with the program offered as a combination of classes and coaching sessions. More broadly, Monash continues to invest in online delivery as an important part of developing and maintaining relevant and accessible education opportunities.

To find out more about industry engagement with education at Monash, visit monash.edu/learning-teaching.

Written by Monash University

ABOUT MONASH UNIVERSITY
Monash University is the largest university in Australia, ranked in the world’s top 100 and a member of the prestigious Group of Eight. We’re named after Sir John Monash, and fuelled by his desire for our students to leave here with a greater sense of purpose, and the skills and confidence to create positive change.

In under 60 years, we’ve grown from a single campus into an education and research powerhouse with a presence on four continents, committed to the challenges of the age.

Our work is making an impact all over the world, from bringing clean water to villages in Africa to creating new life-saving medicines. With four Australian campuses, one in Malaysia, and over 100 international partners, we’re making a difference on a global scale.

Discover more at monash.edu
Building the Future with Industry Partners

Swinburne University of Technology is forging international research links to make business-to-business connections for Australian and German companies.

The university is closely partnered with the University of Stuttgart, Fraunhofer Institute and German Government-funded research campus, ARENA2036, to foster innovation in high-tech manufacturing research and development.

The partnerships bring automated, digital manufacturing methods to Australia’s advanced manufacturers, granting local businesses access to growth areas in global value chains. They also establish links between Australian industry partners and research centres, identifying research projects of mutual benefit.

“We are using our academic connections to make business-to-business connections between Australian and German companies”, says Director of Swinburne’s Manufacturing Futures Research Institute, Professor Bronwyn Fox. “Our mission is to have really smart, high-tech Australian companies integrated into global supply chains.”

The Manufacturing Futures Research Institute focuses on Industry 4.0, applied to advanced materials and manufacturing. “For us that involves the digitalisation of manufacturing processes, working with industry closely on everything from projects on collaborative robotics to the food and beverage industry”, Professor Fox says. “Our partnerships with Germany are incredibly important because Germany is spearheading Industry 4.0 initiatives globally.”

The partnership with ARENA2036 – the flexible factory for the car of the future – involves Daimler, the University of Stuttgart, University of Applied Sciences Ravensburg-Weingarten and Fraunhofer Research Institute. “ARENA2036 is a fantastic model that I would love to see replicated here in Australia,” Professor Fox says. “It’s the ‘Industry on Campus’ model for collaborative, pre-competitive research that has a real impact on industry.”

The university is also in discussion with public-private research institute, Fraunhofer Project Group, and researchers at the University of Bayreuth in relation to Industry 4.0 projects, for the ‘servitisation’ of products (strategy involving value creation by adding services to products). “You not only deliver a product, but also take care of all the servicing front and back and that can be monetised”, says Swinburne’s Product Design Engineering course director, Dr Boris Eisenbart.

As part of his role on the Prime Minister’s Industry 4.0 Taskforce, Swinburne’s Deputy Vice-Chancellor (Research and Development) Professor Aleksandar Subic is establishing Australia’s Industry 4.0 Testlab network. He has worked with Dr Thomas Hahn from Siemens CT, applying lessons from the German Platform Industrie 4.0 to the Australian context.

“Each Testlab in the network focuses on solving a different problem and they all demonstrate a particular cyber-physical system for doing that. We are trying to replicate this model in Australia by developing a national network of Industry 4.0 Testlabs aligned with our industry growth sectors”, says Professor Subic.

Five key Testlabs will be established here, supported by industry and the Australian Government. Each Testlab will have a different cyber-physical operating system – a different physical pilot-plant facility and process – but the digital tools to support the physical system will be universally applicable. This work is supported by the Siemens industrial digitalisation grant awarded to each Testlab for the digitalisation process.

Swinburne is purchasing a world-first 3D-printing approach to carbon-fibre-composite product manufacture from a highly respected machine supplier in Austria. It will facilitate rapid prototyping and will be incorporated into a broader pilot line at Swinburne that will completely integrate digital systems and platforms supplied by Siemens.

The Australian Graduate School of Entrepreneurship (AGSE) builds on Swinburne’s long-standing practice of engaging with industry and conducts research and educational programs in all areas of entrepreneurship. This encompasses individuals starting new business ventures; large corporations pursuing significant new agendas for change and growth; social entrepreneurs seeking to improve outcomes in government and community sectors; and small to medium enterprises pursuing long-term sustainability.

In 2018 the AGSE is partnering with KPMG and Clayton Utz to deliver the Master of Corporate Governance. This 12-unit program aims to equip executives and entrepreneurs with the knowledge and skills to implement best-practice corporate governance.

Other programs offered by the AGSE demonstrate how industry is embedded across the university, including the Master of Marketing (in conjunction with Australia Post and Facebook), the Master of Entrepreneurship and Innovation (in conjunction with Pitcher Partners) and Master of Supply Chain Innovation (in conjunction with GS1).

Written by Swinburne University of Technology
Getting Kids Ready for a Digital Future –
Inaugural Siemens Code Camp for Kids

In a move to prepare the next generation of kids for a digital future, global technology giant Siemens organised a four-day code camp for children of employees in its Melbourne offices.

Siemens partnered with technology learning centre the Knox Innovation, Opportunity and Sustainability Centre (KIOSC) and Swinburne University of Technology to run fun, engaging sessions for 58 primary school-aged children over four days. The camp was held at Swinburne’s Wantirna campus.

Speaking about the code camp, Nicolette Barnard, Head of Human Resources at Siemens Australia and New Zealand said, “We know that digitalisation is changing the world around us – from the way we interact with each other to the way we work. The reality is that by 2030, 50 per cent of employees will be in roles that require high-level programming, coding and software design skills and within the next five years a further 90 per cent of the workforce will need digital skills to succeed in their role.

“As we shape the digital landscape for our employees, customers and industries in Australia, we knew the code camp was the right step forward to help develop our future talent. The Kids Code Camp is an incremental step towards the broader vision – a digitally competent Australia that excels on a world scale. Most importantly, the kids are learning new skills and are having fun doing so!”

Activities included the introduction to robots, learning binary language and about 3D printing, mBot games, drone technology and many other modules. The programs have been designed to suit the educational abilities of different age groups and included a range of unplugged and plugged activities to ensure the social and technical skills are developed in tandem.

The program was delivered to the kids by Australia’s first batch of Industry 4.0 Apprentices and KIOSC. The Industry 4.0 Apprentices, who just completed their first year, are part of a unique program that is being recognised nationally and internationally for its different approach to learning. The first group of 20 apprentices are part of the only program of its kind combining theoretical digital knowledge with hands-on working experience in a range of new technologies. The Industry 4.0 Apprenticeship Program was launched by Siemens Australia, Swinburne University and the Australian Industry Group (AiB).

According to KIOSC, the time is right for kids to be taught coding and digital skills. “This type of education is not yet mainstream across all schools so we are seeing increasing interest from kids. Digital literacy will not be optional in future – it will be a must-have skill across all facets of society. The faster that we empower kids with these skills, the better equipped they will be to tackle future challenges”, said Kate Kent-Evans - Director from KIOSC.

Written by Siemens Australia

ABOUT SIEMENS

Siemens is a global technology powerhouse that has stood for engineering excellence, innovation, quality, reliability and internationality for 170 years across the world and in Australia for 145 years. Siemens automation, electrification and digitalisation technology can be found in everything from the lane change control systems on the Sydney Harbour Bridge through to energy efficiency at the MCG and even high-tech simulation equipment that is used to help protect the Great Barrier Reef.

Significant industries ranging from oil and gas to mining, roads and rail, food and beverage, manufacturing, buildings and construction, pharmaceuticals, water and energy utilities all rely on Siemens technologies. Siemens actively supports local industry, governments and stakeholders to understand and prepare for key economic and societal changes such as the fourth industrial revolution (Industry 4.0), the transition to ‘intelligent infrastructure’ and a sustainable energy future.
How Education Can Enable the Future of Work

When you reflect on the concept of education, what comes to mind? Perhaps you imagine a lecture theatre, or an exam hall full of students. Chances are that your idea of education is based on an institutionalised process of discipline-based learning.

It’s almost as if the concept of education is detached from our own lives in some way. It’s easy to become disconnected from the purpose of education, and forget that it should be one of the most profound ways to cultivate professional and personal growth. The purpose of education is to prepare us to live and better our community as well as sustain and empower us. Yet, the large majority of education continues to reside in theory, rather than the practical. It continues to teach the same subjects in the same way whilst we continue to move forward. So, is our current education system truly serving us as individuals, bettering our lives and enabling society’s future?

An Archaic System
Most would agree that, as one of the most important institutions in society, education should fluidly adapt to technological, social and economic progressions. But is it keeping up?

Whilst education systems vary across the globe, many of them (particularly in the Western world), are archaic and seriously out of touch. This makes sense when we consider that these systems were designed for economies that developed in the wake of the industrial revolution.

Reflect upon your own education. Whether you’re thinking about your time at school, college or university, you’re sure to recall a subject-based structure. Rather than a practical way of learning, you probably learned in a way which was removed from the nature of everyday life.

Whilst subjects such as mathematics or biology can equip us with essential knowledge, why is it necessary to restrict such problem-solving to one discipline? Life does not manifest challenges in a subject-based way, so why only approach them within the confines of a certain discipline?

Structuring education this way complicates the process of implementing this knowledge in real life. What’s more, students who do not find interest in certain subjects often do not continue to study them, leading to a segregated (rather than holistic) education.

Segregation in the education system is certainly prevalent. Not only do we divide learning up into subjects, but often segregate classes according to students’ abilities (which often coincides with their socioeconomic background). The result is a disjointed approach to learning, and serious lack of diversity in the classroom.

Wouldn’t it be better to foster a more inclusive system that addresses current challenges in a practical way? Imagine studying relevant topics such as how to set up a business, how to budget, how to combat climate change or even understand the current terrorism landscape. Not only would this be more reflective of real challenges, but it would also equip students with the skills needed today.

New Way of Living, New Way of Learning
We all know that education plays a primary role in preparing society to enter the workforce. This may be obvious, but are our ways of learning still relevant to the changing job market?

The development of smart technologies such as AI and automation have already transformed the job demands in profound ways.

A massive 40 per cent of current Australian jobs have a moderate to high likelihood of disappearing in the next 10 to 15 years*. As such, we are left with an all-important question: what are the skills we will require down the line? What industries are booming and what are the human abilities that we cannot digitally replicate?

It’s clear that human skills such as ethical-thinking, relationship-building, empathy, creativity and entrepreneurship will continue to transform the future of work.

So, let’s stop forcing students to learn in an archaic fashion, but rather, encourage our future leaders & workforce to explore relevant topics and apply the power of humanity to better our future.

Written by Jacqueline Harding,
Content Coordinator at Polyglot Group

*Source: KPMG, Educating for the New World of Work, 16 June 2017
Hydraulics as an idea was clearly defined and understood by the mid-1600s, but hydraulic systems only really began to be used commonly in the late 1800s.

One of the most notable early applications was the fact that the first power mains under London was a system of hydraulic lines, and not electrical lines. The industrial revolution was powered by hydraulics and not just steam. The steam powered the hydraulic pumps, using Thames water as the fluid for the vast system. This pressurised hydraulic system ran entire factories, cranes, elevators, riveting guns, abattoirs and notably, even lifting the bascules, (roadways) of Tower Bridge itself! Melbourne and Sydney also had similar hydraulic power mains systems which ran at 700psi. These systems provided a power source to a series of emerging industries and they pre-dated the electricity mains grids.

Oil hydraulics as we know it now was first practically seen during the 1930s and 40s, powering aircraft and many other systems. Hydraulics is most obviously used when there is a need for high force output, accurately and flexibly applied. There is no other technology that even comes close to the power-to-weight ratio of a hydraulic system. It is a technology that is becoming increasingly complex; it requires a deep level of knowledge and understanding. It is also a technology that often uses high pressure, over 700 bar sometimes, so there is great potential for harm to people, equipment and processes if it is applied incorrectly. Clearly, safety must always be the highest priority with these systems.

It is exciting to see how we are now on the cusp of major advances and developments with the progression of Industry 4.0. These brilliant advances will reach deeply into all aspects of industry, including the oil hydraulic industry. Industry 4.0 brings into the industrial world all of the technical benefits of powerful computers, mobile devices and the Internet.

We can now monitor plants, components and systems remotely, and even predict and prevent possible equipment failures with great accuracy. This brings us previously unimagined levels of reliability, with never-before-seen clarity and visibility with control automation and the supporting monitoring equipment, which ensures that the system runs at optimum performance levels. Innovative self-correcting systems offer further exciting possibilities in the quest to find perfect value and optimum equipment lifecycle costs. This technology is here now (and ready now), which is exciting, but it does pre-suppose a high level of knowledge with all aspects of the motion and control of hydraulic equipment.

HYDAC Training Centre (Australia) has been approved by HYDAC head office to be the principal training centre for the Asia-Pacific region, the first such training centre outside of Germany! The training that we offer can (in many cases) also be nationally recognised though our proud partnership with a major RTO.

Written by Paul Marley, HYDAC
An unprecedented reinvention of work is unfolding that will fundamentally change how, where and by whom work is done. This fourth industrial revolution will transform the world of work through automation, globalisation and collaboration, with disruptive technology such as AI, virtual reality, IoT and sharing economy platforms driving the scale and pace of change over the next decade.

A workforce with an adaptable mindset and skills that can be flexibly applied in any context, will be needed to navigate the complex careers of the future. The next generation of workers will be enterprising job creators as well as job seekers, digitally literate, have skills in science, technology, engineering and mathematics as well as transferrable interpersonal, creative, problem-solving and entrepreneurial capabilities to turn their own innovative ideas into careers.

At the same time, demographic trends, natural resource constraints and a changing climate means our future depends on resilient business and resource efficient innovations. Creating opportunities and providing the resources and seed funding to help new ideas emerge and grow, through education and entrepreneurship programs will develop the skills, competences and capacities to lead a business or section of society through such transitions.

Stimulating the capacity and enthusiasm of entrepreneurs to drive change with new climate-positive business models is a powerful way to address climate change across sectors.

The recently established Australian Climate Knowledge Innovation Community (Climate-KIC Australia) offers a new way to link research, business, entrepreneurs, investors and government to facilitate systemic change to address these challenges and harnesses the opportunities of climate change.

Climate-KIC Australia is based on the successful European Union’s Climate-KIC model, which was established six years ago by the European Institute of Innovation and Technology (EIT). The two KICs work collaboratively together linking Europe and Australia.

As a national community of partners from government, research and education, industry and civil society, Climate-KIC Australia provides integrated education and entrepreneurship programs, and flagship projects to support and invest in entrepreneurs, helping them move from initial concepts, to testing and demonstration to achieve commercial scale.

In collaboration with our university partners, we are developing targeted postgraduate, postdoctoral and executive education programs for the next generation of innovators, business leaders and policymakers.

Our activities focus on four impact areas of Net-zero Carbon Energy; Sustainable Resilient Cities; Regions in Transition and the key enablers of policy, finance and regulation.

Climate-KIC’s ideation and open innovation programs aim to spark inspiration and engagement with a climate challenge. Innovation teams are provided with the support to identify and define ideas, put together a network of partners, and secure seed funding to get things moving.

Climate Launchpad is a global green business idea competition which each year creates a stage for green ideas in renewable energy, energy efficiency, food and agriculture, water, transportation, industrial technology or any other way to tackle climate change to flourish into global businesses. After a rigorous two day boot camp followed by six coaching sessions, finalists compete in the Australian finals, with the top-3 of all countries competing in the Global Grand Final in Europe.

‘Climathon’, a global 24-hour climate change hackathon takes place simultaneously in more than 100 cities around the world every year, and attracts innovators, entrepreneurs, students and professionals to come together to create innovative solutions to climate challenges.

The hard work of refining and developing a climate product or service takes place in the unique Climate-KIC start-up Accelerator program, which offers structured business and commercial support to start-ups in the new climate economy.

The 12 month Accelerator supercharges clean energy start-ups through coaching, training, and office space across Australia. Entrepreneurs receive training, connections to a network of investors, mentors and partners, assistance in raising capital and preparation for investment and scale-up, creating a pool of ‘investment-ready’ opportunities.

Our vision is for a prosperous, inclusive, climate-resilient society founded on a net zero-carbon climate-conscious economy, where finance flows to green projects and activities, and where motivated people are empowered with the skills and capacity they need to take action.

Written by Marian Schoen, Regional Director Victoria/Tasmania, National Director, Partnerships Climate-KIC Australia

ABOUT CLIMATE-KIC AUSTRALIA

Climate-KIC Australia is a national knowledge and innovation community (KIC) of partners across industry, universities, government and civil society that seeks to link research, business, entrepreneurs, investors and policy makers to collaboratively create opportunities and find solutions for climate mitigation and adaptation. We are a new type of entity to catalyse change through building networks and capability, linking ideas, commercial know-how and investment to transform the way that Australia responds to climate change. https://climate-kic.org.au
Unternehmen Deutsch - Enterprise German a Project for Professional Orientation

The national idea competition promotes the collaboration between schools and companies and combines aspects of economics and work experience with creativity and inventor spirit.

Piloting this inspiring project was a major focus in the educational work of the Goethe-Institut Australien last year and will be expanded nationwide in 2018.

Innovative product designs and clever service ideas like futuristic retrievable glasses, integrated travel suitcase scales and a Rösti-Train are only a few examples showcasing the creativity and ingenuity of students from Box Hill High School in Melbourne, Ferny Grove and Kenmore State High Schools in Brisbane who participated in the first round of the school project Unternehmen Deutsch – Enterprise German in Australia.

Unternehmen Deutsch originated in France in 2010 as part of the ‘Schools: Partners for the Future’ (PASCH) initiative. Soon it was extended to schools outside the PASCH network and has been implemented successfully in different forms in Italy, Belgium and now in Australia.

The blended learning project is aimed at Year 9 and Year 10 students and offers the opportunity to gain insight into job profiles and working processes as well as improving students’ skills in new media forms. Three specially-designed modules enable students to deepen their knowledge of the German language as well as getting to know areas of the German-Australian economies.

An essential part of the project is the visit to the partner company. This provides students with a realistic insight into the working world and offers useful information for developing a company profile as well as for the invention of a new product or service idea, the highlight of the project. The most convincing ideas will be presented in an awards ceremony.

“Unternehmen Deutsch brought the school to the real world”, said Professor Michael Rossman, Honorary Consul of the Federal Republic of Germany in Brisbane, at the Awards Night on 10th November 2017 and emphasised the hands-on approach of the initiative. In fact, Unternehmen Deutsch follows the innovative Project-based Learning (PBL) approach offering the opportunity to integrate and promote creativity, critical thinking and teamwork in order to solve real world issues and problems. This method enhances students’ motivation to learn and explore, strengthening self-confidence and social skills and expanding vocabulary throughout active collaboration with peers and their chosen company representatives.

In the preface to the project handbook, Dr Anna Elisabeth Prinz, German Ambassador to Australia, not only pointed out the importance of the development of these 21st century skills but also the benefits for participating companies to promote their social image: “With this early access to professional orientation, students will acquire skills that are increasingly in demand in the job market; intercultural competence, language skills and expertise. Similarly, companies can increase their visibility for the well-trained next generation.”

Forming further collaborations and extending partnerships with schools and companies nationwide will be of great priority in 2018 as the project moves into its second year. So far, businesses from various industries such as Rimowa, Dresden Optics, DB Schenker, BOSCH, King of Cakes and others support Unternehmen Deutsch.

Written by Anna-Lena Schenck,
Goethe-Institut Australien

ABOUT GOETHE-INSTITUT AUSTRALIEN

The Goethe-Institut is the Federal Republic of Germany’s cultural institute, active worldwide. We promote the study of German abroad and encourage international cultural exchange.

Join our network and get involved. For more information please visit goethe.de/enterprisegerman and contact our project coordinator Anna-Lena Schenck
anna-lena.schenck@goethe.de
Thomas Warburton Celebrates 160 Years of Lean Manufacturing Innovations and Milestones


To celebrate this milestone, the business hosted a very successful customer day providing the opportunity for its valued customers, suppliers and supporting industry associations to spend the day at the Dandenong South Head office. The agenda included guided tours of the centralised distribution facility and the chance to view and experience all current and emerging lean manufacturing supply solutions.

The key question is what do you need to do to survive in business for 160 years? In the case of Thomas Warburton, the strategy is simply to embrace change and innovation to ensuring the business continues to provide value to its customers. Change is constant in business and with the pace of change increasing with every year, Thomas Warburton works tirelessly with its global network to bring innovative system solutions to Australian manufacturers. Thomas Warburton targets the total cost of C-Part supply to provide productivity gains to its customers.

Hands-on demonstrations showcasing Thomas Warburton’s Inventory Management Systems including CPS® Global RFID (iBOX® and iSHELF®), Smartvend and Clip-O-Flex® were key highlights of the day.

The business also gave an insight into the next phase of innovative lean solutions which are in the pipeline for the Australian market with the Manless branch and the iGATE®. Customers expressed a great deal of interest in Thomas Warburton’s PARTcommunity service. PARTcommunity is a fasteners 3D drawing database and assists Engineering to identify the right products for their applications in a CAD format.

Thomas Warburton is a market leader in this field and with the global support of the Würth Group, it is able to offer the latest technological innovations in lean manufacturing supply solutions. The company is going from strength to strength and is actively embracing the new Industry 4.0 evolution.

In addition to learning more about our supply solutions all guests had the opportunity to view a number of finished products supplied by Thomas Warburton’s customers. On display was the Rheinmetall Defence HX 77 Recovery Vehicle, the Thales Hawkei PMV, the Kenworth T610 Prime Mover and the Walkinshaw HSV Colorado Sportscat 4WD. Thank you to Rheinmetall, Thales, Kenworth and Walkinshaw HSV for their support.

As part of the celebrations, a commemorative wall monument to mark the 160 year milestone was presented by Mr Rainer Bürkert, Executive Vice President, Würth Group and Mr Serge Oppedisano, CEO and Managing Director Würth Australia & New Zealand.

A special thank you to the Thomas Warburton staff who worked tirelessly to put this event together. The day was very well attended and the overwhelmingly positive feedback received from our valued customers was particularly encouraging. Thank you to all who took the time to attend, your interest and support is greatly appreciated. Thomas Warburton looks forward to serving you for another 160 years!

Written by Thomas Warburton

ABOUT THOMAS WARBURTON

Thomas Warburton Pty. Ltd. is a member of an international network of companies, a strong entity of the Würth Group and an industry leader in Australia for the supply of C-Parts (fasteners), engineering supplies (consumables) and state-of-the-art inventory management systems.

We pride ourselves in offering customised and time efficient supply solutions that will provide considerable cost savings for our customers and delivering the products to the exacting standards they expect.

Our strengths in procurement, logistics, prompt delivery and inventory management (thanks to the CPS® GLOBAL and SMARTIVEND) provide our customers a service to fulfill continuous and less predictable consumable inventory demands during manufacturing production right through to your ideal end product.

www.warburtons.com.au
Industry 4.0 and Its Effect on Education

Industry 4.0 pursues the goal of greater geographic advantage for companies in the global market, through more flexible production techniques with high-quality customised products.

It also means that processes and products can be largely digitised and automated, with information infrastructure and production increasing effectiveness and responding more quickly to market demands.

Future economic prosperity depends on a range of decisive factors, such as enterprises’ technological innovation capacity and the development of new work processes and models.

The road to becoming a smart factory is being paved by machines that communicate and share information with each other (and with employees) in real time. This ‘Internet of Things’ presents challenges such as handling extensive data volumes due to cross-company networking of machines and materials.

Collaboration between man and machine also leads to major changes in the economy. The basis for Industry 4.0 is characterised by cross-industry experiences and IT knowledge.

As processes become more networked and more complex, there will be a greater need for IT specialists. Resulting digitisation and increased efficiency create higher-quality jobs, meaning that higher-skilled employees are in greater demand, at the expense of those with lower qualifications. Technical developments and innovations usually have an impact on work processes — traditional professions such as machine operators will change or partly disappear from the job market.

Looking ahead, changes in education systems are necessary to compete on an international level, with a focus on more process-oriented content and interdisciplinary understanding. Further training opportunities should be created as occupations will create connections between different job profiles and will therefore demand less fixed job roles.

Written by Departer - The German Headhunter

ABOUT DEPARTER – THE GERMAN HEADHUNTER
As an internationally oriented German HR consultancy for the recruitment of multinational professionals, Departer possesses a long-standing expertise in the core markets of Germany, the Middle East and Australia and is valued as a reliable recruitment partner by numerous companies.

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- German engineering and manufacturing

SMART IN FLOW CONTROL.
Working Mothers – Undiscovered Management Potential

For Brand Dimensions, the daily challenge is to integrate creative, technical services within a close-knit network of offices in Australia, South Africa and Germany. Who can build such a diverse business across cultural and geographic divides? Working mothers!

More than half of our team are mothers who are qualified, motivated and have a few years of relevant experience after starting a family — bolstering household income whilst building a long-term career.

Traditionally, jobs for parents with family responsibilities are part-time (often temporary) and rarely in senior management. All of our general managers are mothers who have been with us for 10 years or more, heading up the businesses in Sydney, Melbourne and Johannesburg.

Family-oriented hours are usually achieved by reducing the number of full days or spreading work across weekdays within school hours. In our business the actual (and preferred) working hours are quite different: mothers can structure their working hours alongside family commitments.

These managers spend several hours a day in the office to hold internal meetings and maintain client liaison. Office hours start from 10.00 a.m., so that staff can avoid traffic and allow for school drop-offs. The office functions as a hub where teams can schedule creative sessions and meetings with clients, with much of the work completed at home.

Written communication is done in the evening or on weekends at convenient locations, minimising unproductive travel time. International projects are generally managed after-hours, when responses are instant. In this way, Brand Dimensions can turn around tasks overnight by sharing services across time zones.

What is traditionally seen as a disadvantage can be a significant advantage in international business, as key people are available 24/7 even if the contract is part-time. Granting such flexibility and freedom rewarded with high levels of motivation, productivity, loyalty and added value for the business. The focus is on results, not on filling out a time sheet. Defining a job by way of a 7.5-hour working day, a work-free weekend and one location is quickly becoming anachronistic in the fast-moving, globalised service sector.

Written by Kristian Willand, Brand Dimensions

“The working arrangement at Brand Dimensions takes my private commitments into account and allows me to build my career in senior management.” (Natasha Kennedy, General Manager Melbourne, on the phone in Heidelberg)

ABOUT BRAND DIMENSIONS GROUP

Brand Dimensions Group is an experiential marketing agency that specialises in brand activation and brand architecture, providing companies of all sizes with marketing strategy, design and project-fulfilment services around the world. The team is known for its experience and personal dedication, paired with a network of international subsidiaries and trusted partners.

NEW MEMBER PROFILES

IR4 is a manufacturing technology company that is leading industry change in the development of highly flexible, artificially intelligent automation systems with significant real world application.

The first application of the technology has been the automation of structural steel fabrication through SSS Manufacturing, who licenses the technology developed by IR4. IR4 is now working on technology transfers of the technology into the defence space.

Quest Narre Warren serviced apartment style hotel rooms offer guests a relaxed and comfortable Narre Warren accommodation experience perfect for short or long stays. Close to Quest Narre Warren are the region’s business parks, great restaurants and shopping at Westfield Fountain Gate and the charming Main Street of Berwick village. Casey, Erwood and St John of God Berwick hospitals are in close proximity, as are the Berwick campuses of Monash University and Chisholm Institute of TAFE. The M1 is just down the road, and will have you in Melbourne in less than 40 minutes.

Quest Narre Warren has 35 serviced apartments including One, Two and Three Bedroom Apartments, and are the perfect alternative to a hotel room in Narre Warren. Ideal for families, colleagues or larger groups looking for a home away from home experience.

Quest Frankston serviced apartment style hotel rooms offer guests a relaxed and comfortable experience for short or long stays. Located on the seaside town of Frankston, this 66 apartment property boasts oversized studio, one and two bedroom apartments and is the premier specialty accommodation available for corporate guests relocating for work, leisure guests on holiday or an impromptu get-away. Areas of interest within close proximity are the Bayside Shopping Centre, the award-winning Frankston beach, Frankston Art Centre, Peninsula Health and Monash University. For corporate guests the busy commercial hubs like Carrum Downs, Dandenong South and Braeside Business Parks are a short drive away with Melbourne city easily accessible via Eastlink.

Quest Frankston is a great base and offers both lifestyle and wellbeing.
SCHAEFFLER

The Schaeffler Group is a globally active automotive and industrial component and system solution provider. Highest quality, outstanding technology, and strong innovative ability represent the basis for the Schaeffler Group’s lasting success. Precision components and systems for engines, transmissions, and chassis as well as rolling and plain bearing solutions for numerous industrial applications make the Schaeffler Group a key contributor to “Mobility for Tomorrow”. Locally, Schaeffler’s products and innovative monitoring systems can be found in automotive drive trains, rail, wind turbines, commodity and mining applications. With offices around Australia, Schaeffler Australia focuses on providing the highest level of customer service, and above all, comprehensive technical and commercial support. With around 86,600 employees globally, Schaeffler is one of the world’s largest companies in family ownership. It has a worldwide network of manufacturing locations, R&D facilities and sales companies at approximately 170 locations in over 50 countries.

www.schaeffler.com.au

Sennheiser

Sennheiser is shaping the future of audio – a vision built on more than 70 years of innovation culture, which is deeply rooted within the family-owned company. Founded in 1945, Sennheiser is one of the world’s leading manufacturers of headphones, microphones and wireless transmission systems.

With 20 sales subsidiaries and long-established trading partners, the company is active in more than 50 countries and operates its own production facilities in Germany, Ireland and the USA. Sennheiser has around 2,800 employees around the world that share a passion for audio excellence.

Since 2013, Sennheiser has been managed by Daniel Sennheiser and Dr. Andreas Sennheiser, the third generation of the family to run the company. In 2016, the Sennheiser Group had sales totalling €658.4 million. www.sennheiser.com

Presser & Co

Presser & Co advises middle-market public and private companies as well as private equity groups, representing both the buy-side and sell-side.

We have a particular emphasis on Australia-European cross-border M&A and partner with many of Europe’s premium mid-market M&A advisory businesses. In particular, Presser & Co’s German partnership with Network Corporate Finance GmbH in Düsseldorf, Frankfurt and Berlin provides both Australian and German mid-market firms the ability to bridge the gap between business cultures, language and approach.

We are highly regarded for our ability to deliver an unparalleled combination of knowledge, relationships and deal execution, delivering our client-first values across borders and our deep industry knowledge and relationships throughout the corporate and private equity landscape. Our managing director is integrated into deal opportunities, using the support and resources of our experienced team to provide clients with best-in-class attention and execution.

Thales

Thales is a global technology leader for the Aerospace, Transport, Defence and Security markets. With 64,000 employees in 56 countries, Thales reported sales of €14.9 billion in 2016. With over 25,000 engineers and researchers, Thales has a unique capability to design and deploy equipment, systems and services to meet the most complex security requirements.

Thales in Australia is a trusted partner of the Australian Defence Force and is also present in commercial sectors ranging from air traffic management and ground transport systems to security systems and services. Employing around 3,400 people, Thales in Australia recorded revenues of more than AUS$1 billion in 2016.

Thales Australia has a history of patient investment to build advanced in-country capability across manufacturing, critical systems and services. Close collaborative relationships with local customers, SME suppliers and research institutions combined with technology transfer from our global business enables Thales to tailor high quality solutions for Australian and export markets.

The [ui!] Group was founded in 2012 in Germany by Professor Dr Lutz Heuser with [ui!] Australia launched in 2015. [ui!] operates as a consulting, software developer and hardware supplier in the ‘Smart Cities’ / Internet-of-Things (IoT) space.

Smart technologies allow cities, utility companies, property developers and other large organisations to use data to drive services that respond to the changing needs of stakeholders like residents and clients, and the organisation itself. [ui!]’s key product, The Urban Pulse, is an open, IoT analytics and smart services platform that connects data streams from systems, such as traffic management, and devices such as smart lighting systems, to deliver complex analytics in easier-to-understand information slices for decision-makers. [ui!]’s technology expertise and smart cities experience blend to give clients a holistic foundation to their innovation journey.

The Group operates in Germany, Australia, Hungary, New Zealand, Singapore, the US and the UK.
www.ui.city/au
Considerable experience in direct search at all corporate levels and extensive experience in various industries makes us a competent partner to search, attract, and engage top talent for your organization in Australia and New Zealand.

Numerous German companies trust us with the implementation of their international recruitment projects. This makes Departer a sought-after recruitment consultancy for multinational professionals in Australia. As German recruitment consultants we are - at the same time - the main contact for German-speaking applicants living in Australia and New Zealand.

Typical German values such as reliability, trust and sustainability in combination with a high demand for quality and transparency towards our customers characterise our way of working.

With locations in Germany, the United Arab Emirates and Australia Departer is a recognised HR partner of international operating companies and institutions within the German economy.

Balluff is an innovating supplier of automation technology with high standards and personal commitment. Balluff is a medium-sized fourth generation family-owned organisation.

Founded in Neuhausen on the Filder near Stuttgart, we have developed into a leading global player. We are a company with tradition and customer relationships that have established over years, which acts simultaneously as an important partner in innovations and as a pacesetter for our customers. Balluff’s solution expertise in automation is truly comprehensive and from its beginnings in 1921 our global footprint is vast across the world with almost a century of existence.

Our clients also feel the special commitment that we provide them with. We fulfil their requirements, accept their challenges and develop forward-thinking technologies for them. We know that if our clients are perfectly equipped for the future, then so are we. ‘Innovating automation’ is therefore our motto.

For more than 85 years, the LAMY name has stood for the highest level of quality and innovative design. Today, this family company belongs to the leading German manufacturers of exclusive writing instruments and markets its products all over the world.

All LAMY pens and accessories continue to be manufactured at LAMY’s headquarters in Heidelberg, Germany. They are built for a long and useful life. The LAMY safari is one of the world’s most popular fountain pens.

The LAMY range incorporates a number of different collections for a variety of users and purposes, while the consistent focus on the core philosophy results in a cohesive, beautiful and functional range to suit every use and budget.

Partnering with Australian brand Milligram, LAMY Australia is excited to offer custom branding and personalisation on a range of pens for your personal or business needs.

Dr Isolde Neugart MBA PhD is one of the most accomplished teachers of the German language in Brisbane. Her tailored one-on-one coaching to business, research and engineering/technology professionals enables them to master key elements of the German language, and acquire the corporate cultural skills necessary to successfully interact with business/research partners in Germany. Our focus is on small classes of maximum four participants, emphasising one-on-one facilitation and specially tailored training for companies. We are available for language coaching for native/semi-native speakers to assist with the preparation of speeches and presentations for business and in academia. In our business workshops, students learn the necessary skills to successfully and confidently interact with business/research partners in Germany. All our language and culture classes refer to the Common European Framework of Reference for Languages (CEFR). Each level aligns with the corresponding Goethe-Institut’s global language level exams: A1, A2, B1, B2, C1, C2. For all these exams, preparation classes are available at LGI.

Led by two experienced and successful entrepreneurs, at Lakeba we know that innovation can truly change the world. Solving problems and seeing opportunity comes from bringing together a team of talented and diverse individuals who are passionate and committed to developing digitally enabled solutions that change lives, change communities and drive business profitability.

Lakeba is a reverse incubator (or start-up studio) that delivers a platform for commercialising innovation and rapid scaling of ventures on a global scale with its full capabilities to conceive an idea, create it and then commercialise globally. This mix of commercialisation experience, technology and development capabilities provides 24/7 software development, and a turnkey service to identify and accelerate innovative ideas and deliver them to markets across the globe.
When it comes to material handling requirements, one size simply doesn’t fit all. That’s why at Linde Material Handling Australia we’re giving you the power of choice. Whether your business requires equipment for low, medium or high demand applications, or even a mix of all three, you now have the power to choose the perfect solution. Talk to your local experts at Linde Material Handling today.

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