



EVENTS COVERAGE



16 March 2017

COURTYARD CONVERSATIONS

AIDN-WA sprang onto the Perth “business after-hours” stage on Tuesday, 28 February with its first networking event of 2017, held at the Balmoral Hotel in East Victoria Park. The recently refurbished courtyard of this character hotel buzzed with the conversations of people meeting, extending their influence, learning something new, or just basking in the simple pleasures of being in a convivial atmosphere.

More than 100 people attended, both members and non-members of like interests, but the main feature of evening was the opportunity to meet people from different circles in the Perth community. Following an introduction from AIDN-WA President Serge DeSilva-Ranasinghe, each of the five partner organisations with interests in Defence, outlined their role and purpose. They were:

- **District32**, a business cooperative providing a range of marketing and commercial resources to small businesses to help them compete with the larger players. They provide members with training courses, access to experts, networking events and facilitate strategy and planning sessions;
- The **French-Australian Chamber of Commerce**, or FACCI, was first established in Australia in 1899 when wool was our major export commodity, and today working across the range of trade lines between France and Australia by supporting members who trade therein;
- The **Melville-Cockburn Chamber of Commerce**, or MCCC, whose area of influence includes the Henderson industrial area and Australian Marine Complex where a great deal of WA's contribution to the defence industry space occurs, alongside oil and gas and shipbuilding;
- **Innovate Australia**, an apolitical, not-for-profit organisation independent of government, industry and universities, whose role is to act as a broker of ideas, facilitating think-tanks, and connecting firms undertaking innovative projects; and
- **Regional Development Australia**, or RDA, a Commonwealth funded agency which in Western Australia operates through nine committees covering the whole State, including metropolitan Perth. These committees work in collaboration with the Australian Government's Regional Development Commissions and, as their title suggests, their purpose is to foster and support plans for the economic development of each region.

The presence of these groups demonstrated the exciting range of interests and capabilities at work in Perth, and broadened minds in respect to the many wheels of enterprise continually turning in what may be “behind the scenes” for some. As was observed on the evening, knowing who is doing what on “our patch” is an important criterion in achieving our own business goals. The evening left many looking forward to AIDN-WA's next major event, the annual Sir John Forrest Oration, which is the association's foremost defence speaker event and now in its fourth year, tipped to occur in May.

ENDORSEMENTS:

“The French Australian Chamber of Commerce of WA is thrilled for France to be part of the development of the Australia’s Defence sector. We believe that WA has a strong capability in this sector of Industry and our Chamber will continuously support its development by creating bilateral relationships between French and West Australian companies. Being part of the recent AIDN-WA networking function showcased the need for WA companies to set a benchmark in the competency of their services and gave visibility to the newcomers in Defence industry.”

- **Christine Caseris, President French Australian Chamber of Commerce & Industry WA**

“It is exciting times for WA and the growth of the Defence Sector and working with AIDN allows RDA Perth to better understand the needs and direction of the industries working in this area. RDA Perth has identified Defence as key to creating new jobs and business investment for the State, and we are happy with growing our relationships through AIDN-WA.”

- **Colleen Yates, CEO, Regional Development Australia-Perth.**

“Innovate Australia proudly endorses AIDN-WA as Western Australia's primary industry association for businesses participating in, or entering, the Defence supply chain. Their ability to connect businesses and people working in the Defence sector is second to none. Innovate Australia is a proud partner of AIDN-WA and look forward to a prosperous future for both organisations and the communities that they serve.”

- **Peter Kasprzak, Co-Founder and CEO, Innovate Australia.**

“The Melville Cockburn Chamber of Commerce is pleased to have a mutually beneficial relationship with AIDN-WA, with a common objective of bringing together and supporting the growth of business in the Cockburn and Melville areas. The facilitation of networking functions by both MCCC and AIDN-WA allows for business owners from different sectors to come together and share their experiences, achievements and the challenges. The exposure and experience that MCCC and I have had with AIDN-WA had been very positive and I look forward to building on our already strong relationship and continue to connect our members and business owners to the great work performed by AIDN-WA in the Defence sector.”

- **Tony Romano, President Melville Cockburn Chamber of Commerce**

“Brilliant atmosphere and always an element of fun. AIDN-WA host outstanding events which provide valuable insights into aspects of Defence while facilitating opportunities for business owners to network successfully.”

- **Dean Keating, Director of Sales, District32.**

To view photographs of this event please follow this link:
http://www.aidn-wa.org.au/2017_Networking_Function/
