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HI-TECH MANUFACTURER SCOOPS MAJOR EXPORT AWARDS

Scientific instrument manufacturer Varian Australia has been named Victorian Exporter of the Year after generating sales in excess of \$150 million a year from production and export of their innovative technologies.

Announcing the winners of the 13 Governor of Victoria Export Awards for 2009, Minister for Industry and Trade Martin Pakula said the Mulgrave based company had also won the award for Innovation Excellence and the Large Advance Manufacturer award.

“Varian’s instruments are used to perform chemical analysis of water, soil, air and food by mining and metallurgy companies as well as helping pharmaceutical companies in drug development,” Mr Pakula said.

“These innovative products safeguard health, environment and safety around the world.

“Varian now has more than 30,000 customers internationally and has generated cumulative export sales of more than \$2 billion dollars.

“With the tough economic climate of the last twelve months, this is an outstanding result, delivering real benefits for the Victorian economy.”

Mr Pakula said Varian’s major investment in research and development and their robust approach to intellectual property were also a key aspect of the company’s success and a significant factor in winning the Innovation Award.

“Mulgrave is proving a magnet for scientific innovation activity, given its proximity to Monash University, the Australian Synchrotron and other research institutes and businesses,” he said.

“The Brumby Government has invested substantially in projects like the Synchrotron to help drive Victorian innovation.”

Mr Pakula said the Governor of Victoria Export Awards recognise outstanding export achievers.

“For 30 years, these awards have celebrated achievements from companies large and small in industries as diverse as arts, agribusiness, entertainment and education,” he said.

“Together they demonstrate the creativity and strength of Victorian industry and it’s fantastic to see their international success.”

Mr Pakula said the Brumby Labor Government’s sponsorship of the Awards formed part of its broad-ranging strategy to boost exports and promote a global focus.

“Victoria’s total exports for 2008 were valued at \$35.3 billion which was an increase of 10.9 per cent on the previous year,” he said.

“This impressive export result - in light of the global economic downturn - underlines the value of the Victorian Government’s strong focus on helping local industry to increase exports.

“We have committed \$4.8m over four years to continue the Opening Doors to Export Plan, a further \$4.8 million over four years to establish the Export Connections initiative and \$1 million over four years for the Victorians Abroad program.”

All category winners will now progress to represent Victoria at the national 2009 Australian Export Awards.

A full list of award winners follows.

Award	Company, Location	Description
<p>Exporter Of The Year</p> <p>Large Advanced Manufacturer Award</p> <p>Victorian Export Award For Innovation Excellence</p>	Varian Australia Pty Ltd, Mulgrave	Varian's seven different analytical instrument technologies are widely used in the global biotechnology, industrial and environmental sectors. About 90 % of Varian's output is exported worldwide, with recent growth in China India, Brazil and the former Russian states.
Agribusiness Award	Hy Grain Feeds Pty, Ltd, Officer.	Hy gain feeds produces feeds and nutritional supplements for the equine industry. Hy gain exports to more than twenty countries throughout Asia, the Middle East and Europe.
Arts and Entertainment Award	Firemint, Richmond	Makers of the fastest ever selling iPhone game, with one million copies sold in just over three months. It is the #1 paid application position on the iTunes charts in 20 countries including USA, UK, Japan, Germany and France.
Education Award	Deakin University, Melbourne	More than 36,000 students over four campuses, approximately 20 percent drawn from offshore. Deakin was the first university to open an office in India and the first Australian uni to do so in China.
Emerging Exporter Award	Great Southern Waters Pty Ltd, Indented Head	Australia's largest abalone aquaculture facility, producing live, frozen, ready-to-eat pouches or canned abalone, destined for high-end restaurants and hotels in Asia.
Information and Communications Technology Award	Tantalus Media, South Melbourne	Tantalus media is an independent videogame developer, with a portfolio of over 30 games sold internationally on most videogame systems.
Large Services Award	Rightship Pty, Ltd, Melbourne	The world's leading ship vetting agency, providing accurate data and reliable risk advice about some 70,000 ships to the global maritime industry.
Regional Exporter Award	Clyne Foods Pty Ltd, Warracknabeal	Clyne foods supplies 30 per cent of Australia's domestic, and more than 50 per cent of Australia's export market in dried fruit.
Small Business Award	Akelik & Associates Pty Ltd, Greythorn	Traffic engineering software designer company whose traffic analysis product is the industry leader, licensed in 92 countries.
Small To Medium Manufacturer Award	Future Fibre Technologies Pty Ltd, Mulgrave	Pioneered the use of optical fibres to detect vibrations caused by physical defects or disturbance to structures such as bridges, aircraft and pipelines.
Small To Medium Services Award	Airbiz Aviation Strategies, Collingwood	A Melbourne based aviation consultancy that has completed projects in over 40 countries. Operations include airport master plans, management and feasibility studies, financial modelling, terminal design and airport retail analysis.