



Australian Government
Austrade



**Government
of South Australia**

SOUTH AUSTRALIAN WATER INDUSTRY MISSION TO INDIA 31 May – 5 June 2010



SOUTH AUSTRALIA is the driest state on the earth's driest continent.

It's little wonder its innovative scientists and businesspeople have developed answers to some of the tough questions about water supply and management.

Now, clients around the world seek South Australian expertise in solving problems relating to water efficiency, collection, treatment, distribution, recycling and storage. The international focus on eco-friendly industry and combating climate change is also fuelling a sector in which South Australia has internationally sought-after skills and knowledge.

Some of the world's leading companies are based in South Australia or call upon the State's services and technologies – and many seek partnerships in India.

The South Australian Government supports the growth of the State's water sector and its collaboration with industry partners in India.

We invite Indian companies to discuss these opportunities with State Government representatives or members of the Water Trade Mission delegation, or to contact the Water Industry Alliance.



Water Industry Alliance

South Australia's Water Industry Alliance has more than 250 companies and agencies offering world-leading technology and expertise in the production of equipment essential to the global water industry. Products and services include desalination plant design and installation, supply and distribution systems, pipe manufacturing, wastewater treatment and wetland development.



The Alliance's research and development sector involves universities, international water companies and government agencies, all supporting the State's strong industry base and local knowledge, training and product development.

The presence in South Australia of collaborative R&D, consultancy, engineering, technology, advanced manufacturing, education, operations and commercial experience – along with a highly skilled workforce - enables the Water Industry Alliance to offer practical, efficient and cost-effective solutions, processes and equipment to an ever-expanding global market.

The CEO of the Water Industry Alliance, Joe Flynn, who is accompanying this mission to India, has spearheaded reform of Australasian water and energy utilities, delivery of significant international energy and water infrastructure, including Australia's then largest urban desalination plant, and leading regional economic development.



Alliance members are looking to discuss with members of India's water sector opportunities for involvement in new projects, tenders, distribution networks and research projects.

www.waterindustry.com.au

Contact

Contact person	Joe Flynn
Position	CEO
Company address	250 Victoria Square Adelaide 5000
Email	ceo@waterindustry.com.au
Phone	+61 8 7424 1892 +61 408 995 842



Optimatics

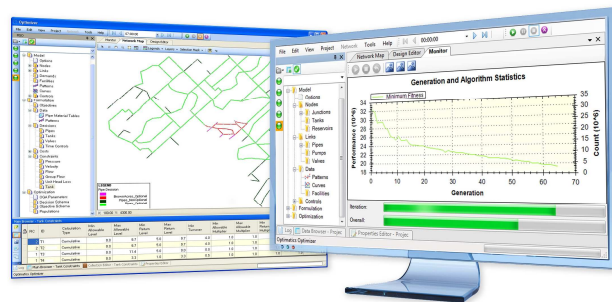
Optimatics is a world leader in water systems optimization.

The company was established in 1996 by a group of Engineers that enabled the potential of Genetic Algorithms (GA's) to revolutionise the optimization of water systems and management. Today Optimatics' global team provides, applies and further develops modeling and optimization technology to enable our clients to determine how to best manage their water assets.

Optimatics provides solutions that optimize the planning, operation and management of water and wastewater infrastructure. The results generated provide decision makers with defensible solution options, empowering them to make decisions on anything from daily operations through to 50 year masterplans.

Founded by a group of engineers in 1996, Optimatics has since completed 200 projects for more than 90 utilities and irrigation authorities in Australia, the United States, United Kingdom, Canada and New Zealand.

The engineering expertise enabled Optimatics to revolutionise the way water is supplied and managed. Today the company's global team develops and applies water-engineering technology to solve complex problems for its clients, and provides customised software and training programs for national and international public and private-sector companies.



Its involvement has resulted in decreases in costs of between 10 and 30 per cent, and has helped clients:

- Meet projected water distribution and wastewater collection targets
- Reduce energy use and greenhouse-gas emissions
- Meet regulatory and environmental standards
- Introduce complex design elements
- Simplify investment attraction and business planning

Optimatics is visiting India to evaluate the best means of working with this market. Market entry may be through directly dealing with water utilities or through working with, or training partner organizations (e.g. engineering consultants).

www.optimatics.com

Contact:

Contact person

Position

Company address

Email

Phone

Dr Paul Smith

Regional Manager, Asia Pacific

11/202 Glen Osmond Road

Fullarton 5063

paul.smith@optimatics.com

+61 8 8379 7353

+61 430 581 899



Novafast / Basetec

Novafast / Basetec's extensive experience in the mining and water industries has led to it developing the Novafast range of corrosion-free products and services that service the following industries:

Water and Waste Water
Oil and Gas
Power and Energy
Chemical
Mining
Industrial

Novafast currently has 15 raw construction material systems, which include epoxies, jointing compounds, waterproofing systems, Grouts and Pipeline repair materials. These materials are unique as they are designed only for critical processes; e.g Sealing corroded gas pipelines and manufacturing chemical resistant plant and equipment.

Novafast raw materials are used to also create the Novafast Product Range, which includes chemical resistant Pipes (Novaflo), Tanks (Novacan), Ducts (Novaflo) and Scrubbers (Novascrub).



In Australia, Novafast / Basetec work with major mining, oil and gas companies and refineries to provide them with engineering materials for concrete and composite water pipes, tanks and systems. They work closely with researchers at the University of South Australia and Monash University in Victoria to develop innovative, cost-effective and efficient technical and construction methods that can be transferred to sites anywhere in the world.



Clients in Australia include leading water utilities and engineering consultancy firms Penrice, United Water, Leighton, United Utilities and International Power. Recent projects in the Asia Pacific region have included the re-design and construction of a drinking-water storage plant – capable of withstanding earthquakes, tremors and high levels of humidity.

In India, Novafast/Basetec is seeking manufacturing and distribution partners and sales opportunities for its Novafast products. It is also keen to help Indian businesses develop technologies to solve problems specific to the water and chemical industries.

www.novafast.com.au
www.basetecservices.com.au

Contact:
Contact person:
Position
Company address
Email
Phone

Charles Figallo
Managing Director
29 Weemala Crescent, Rostrevor, 5073
info@novafast.com.au
+61 417 828 788

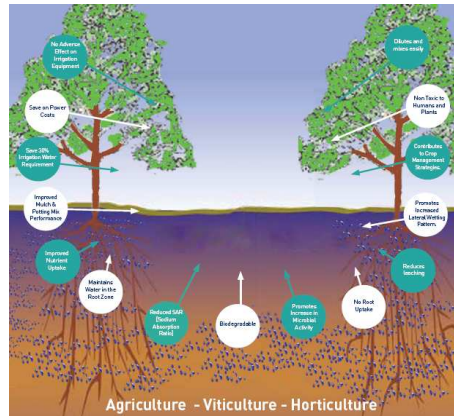


BioCentral laboratories

BioCentral designs and manufactures ecologically responsible polymeric water additive products to reduce water use in agricultural and manufacturing sites.

It develops environmentally friendly products to replace traditional chemicals, and promotes their use as cost-effective, safe and ecologically responsible.

BioCentral has technologies that are destined to be the catalyst for change in both human progress and economic development in many arid and economically underdeveloped regions around the world; products that will transform arid lands to fertile crop fields; extinguish fires that ravage farmlands and emit dangerous carbon dioxide; improve manufacturing capability without the use of oil based chemicals; seal roads without costly concrete and bitumen surfacing.



Three products have been released for commercialisation:-

AquaBoost A Polyacrylamide Soil System Efficiency agent — Patent AU2005/0008 94 [International Publications No 2005/122668 A2.1

PolyCom A Dry Powder Polymer soil stabilisation and compaction agent

DustChek A Dry Powder Polymer dust suppressant agent

One product is in Proof of Concept stage:-

CoolTool A Polyacrylamide base metal working fluid — PS2006902015

One product is in World Standards Accreditation testing in the USA:-

BlazeTamer A Polyacrylamide fire suppressant and retardant — Patent PCT2006907015.

All products are water soluble, biodegradable, non toxic and productivity and performance enhancing in the respective applications. BCL has negotiated an exclusive supply agreement with SNF Floerger, the global leader in producing raw water soluble polymers. The agreement includes a global manufacturing contract for the BlazeTamer product.

The BioCentral team foresees a future in which its products help transform arid lands to fertile fields, extinguish fires that ravage farmlands and emit massive amounts of carbon dioxide, improve manufacturing productivity without the need for oil-based chemicals, and extend the life and improve the safety of unsealed roads.

BioCentral is visiting India to arrange discussions about forming partnerships to distribute AquaBoost in northern, southern and western regions of the country.

www.biocentral-labs.com

Contact:

Contact person

Position

Company address

Email

Phone

Anil Thayuman

Director

Sanmaris Business Consultants Pty Ltd

www.sanmarisconsultants.com

anil@sanmarisconsultants.com

+61 8 81214300

+61 40 653 3430

Contacts:

www.southaustralia.biz

Brian Hayes QC
Special Envoy to India
Government of South Australia
hayes@murraychambers.com.au

Mr AK Tareen,
Commercial Representative
South Australian Government Commercial Representative Office, Chennai
Phone: 044 42694858 Mobile: 9840 289 402
tareen@airtelmail.in

Mark Leslie
Trade Manager
Department of Trade and Economic Development
Government of South Australia
Phone: +61 8 83032400
mark.leslie@sa.gov.au