

Fair Work talk

SMALL business operators will have the opportunity to learn about new telephony and IT developments as well as the financial implications of the Federal Government's Fair Work laws at a working lunch on April 22.

At the free lunch, to be staged by Telstra Country Wide at the Rydges Southbank Townsville Convention Centre, workplace expert Workforce Guardian will outline how small businesses can manage their Fair Work obligations and staff issues in an affordable way.

Business people wishing to attend should register their interest at www.working-lunch.com.au

SMART MONEY

Australian Indices		
ASX200	4953.7	+46.0
All Ords	4974.1	+48.2
Industrials	3962.8	+3.8
Prop Trust	871.7	+9.1
Financials	4926.2	+44.5
Info Tech	733.3	+6.7
Overseas		
Dow Jones	10,974.53	+47.46
Nasdaq	2429.53	+26.95
FT-100	5751.57	+6.68
Nikkei	11,282.32	-56.98
Hang Seng	21,537.00	pub. hol
Interest Rates		
90-day bills	4.550	+0.120
180-day bills	4.820	+0.120
10-year bills	5.850	+0.095
Currencies		
SA1 eq: BUY SELL		
US\$	0.9478	0.8979
Sterling	0.6203	0.5838
Euro	0.7022	0.6607
Japan yen	90.01	83.92
Hong Kong\$	7.3047	6.9739
New Zealand ...	1.3400	1.2657
Top Five by Value		
LihirGold	\$581.83m	
BHPBilton	\$494.27m	
Newcrest	\$169.51m	
Rio Tinto	\$164.36m	
CBA	\$159.57m	
Top Five by Volume		
LihirGold	150,031,327	
OBJ Ltd	99,184,699	
Lake Oil	75,470,202	
Samson	73,504,131	
TelstraCp	51,887,001	

COMMODITIES

	Latest	Previous
COPPER: Base	8552	8520
TIN: Aust spot	23,115	23,097
ZINC: Special high	2657	2657
No. 3 alloy	2814	2814
LEAD: FasPir	2681	2681
SILVER: \$/oz	19.25	19.06
GOLD: Perth Mint	1231.21	1223.26
SUGAR: US\$/lb	16.40	16.70
OIL: US\$/barrel	87.66	86.11

LONDON

Thursday's 1500 fix gold price was \$US1124.85/oz. Gold closed in Sydney yesterday at \$1127.65/oz.

PLATINUM	1660	1645
COPPER	7885	7780
ALUMINIUM	2351	2323
NICKEL	25,050	24,995
ZINC	2404	2375
TIN	18,450	18,450
LEAD	2190	2145

Company wins \$200,000 infrastructure upgrade contract



KEY PROJECT... Tropical Energy Solutions director Frank Dallmeyer and project manager Mark Lewis

Park power coup for tropical firm

By MARTIN RASINI

TOWNSVILLE-based company Tropical Energy Solutions is poised to revamp an electricity plant at Boodjamulla National Park in a project that will benefit a number of North Queensland businesses.

The company has won a \$200,000 contract to expand and upgrade the electricity supply for the park's tourist village and has commissioned four Townsville firms and a Cairns-based enterprise to fabricate and supply components.

The project is being done at the behest of the Queensland National Parks and Wildlife Service and involves a makeover of a generation system put in place more than a decade ago.

Boodjamulla National Park, in the northwest Queensland plains, features a stunning gorge and permanent water courses and draws large numbers of visitors in the dry season.

Tropical Energy Solutions director Frank Dallmeyer, an electrical engineer, said the project at Boodjamulla - 1100km from Towns-

ville near the Queensland-Northern Territory border - originated from seminars the company conducted at Hidden Valley Cabins.

"Our involvement has come about because of relationships we developed with attendants at the seminars, staged to show prospective clients the technical solutions now available to meet energy needs," he said.

"A number of North Queensland businesses are involved in this upgrade, which shows the increased capabilities that can be achieved when complementary businesses cluster to bid for projects."

Mr Dallmeyer said businesses with roles in the upgrade included steel construction firm Maughan Engineering, Solar Installation Services, Generator and Welder Services, and electrical equipment and materials provider Lawrence and Hanson, all from Townsville, while Cairns-based JK Morrums was providing solar module frames.

"We have designed and will install a hybrid system that primarily utilises solar power but also provides

battery and diesel generator backup," Mr Dallmeyer said.

"All the components are to hand and we are now waiting for a dry period to transport and install the eight tonnes of equipment."

Tropical Energy Solutions specialises in hybrid systems and designed and installed the power plant that provides energy for Lady Elliott Island, a resort island in the southern section of the Great Barrier Reef.

Mr Dallmeyer said his company had a substantial workbook and was looking for additional staff.

He said, Tropical Energy Solutions hoped to have a role in the development of natural gas facilities in Papua New Guinea and would exhibit at the upcoming Australia-Papua New Guinea Business Forum where it would share a stand with TropLinks, a government body established to promote tropical expertise.

The forum, to be staged in Townsville from May 16 to 18, will showcase business opportunities in PNG.



Jostling for the money

SOME of the victims of the Storm Financial fiasco are in a dilemma over which way to jump for the best compensation to the losses they suffered at the hands of their so-called wealth advisers and the banks.

Law firms Levitt Robinson and Slater and Gordon are competing for custom or, as one lawyer put it, 'sniffing' money.

In an interesting development, Levitt Robinson is representing, as well as former clients, some of Storm's former leading players and financial advisers, such as its national business development manager Ron Jellich.

When it was put to Levitt principal Stewart Levitt this was a conflict of interest, he rejected the assertion, saying he would not represent anybody defending a claim.

He represented 'almost all' the former Storm employee representatives and that the logical path was to make peace with them and 'go after the people with the money'.

The representatives had drunk their own poison, were providing invaluable information, were introducing the firm to people they dealt with in the bank and Storm and had been covered by 'grossly' inadequate Storm insurance, he said. "Where's the conflict?" he said.

Perhaps there won't be until a client goes one of the advisers.

It seems absurd that financial advisers who were telling clients to sell up to 100 per cent of their portfolios amid the crash, are now joining clients, many of whom agreed to the sell recommendations, to go the banks for selling them out without approval.