

# News August 09

## Contractors On Sale!

Proen is offering on-site contractors at 30% off our standard rates until the end of September 2009.

Our extensive contractor pool includes product designers, drafters and engineers with extensive experience in many sectors in Australia and abroad, including:

- Defence
- Automotive
- Medical devices
- Mining
- Special purpose equipment
- Appliances
- White goods
- General manufacturing

Our CAD contractors are skilled in the use of leading CAD packages such as ProEngineer, Catia, UG, Solidworks and Autocad/Inventor. If required we can even offer workstations and software to accompany our contractors to your site (subject to availability). Contract rates start at just \$40/hr (including 30% discount). Call us now to discuss your temporary staffing needs.



## Promat PromaSnap

Floor wastes in wet areas are notoriously difficult to seal in the event of a fire. In a conventional drain, the floor grate offers little protection from the fire and smoke propagating floor to floor once the pipe has burnt through.

In conjunction with Promat, Proen have developed the PromaSnap® Floor Waste System. The revolutionary system snaps shut to seal off the floor in the case of a fire. The PromaSnap system is not only a fire safety system but also provides an effective, simple solution for the usually complex task of water proofing and the levelling of the screed for tiling and water flow from the floor.



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**SPECIAL OFFER!!**

## Unlock Hidden Profits

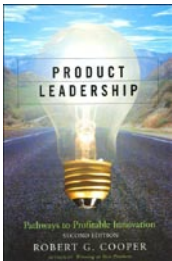
Many of the most profitable ideas come from analysing your existing business and identifying opportunities for improvement. This could include:

- Enhancing your existing products (new features, materials, etc)
- New product development
- Design rationalisation (part count reduction, material optimisation, etc)
- Design for manufacture and assembly
- Manufacturing process improvements
- Technology transfer (utilising technologies from other industries)
- Harnessing your distribution chains and delivering new or improved products to your existing customer base

Proen is currently offering a **free\*** and confidential on site consultation to scout for new profit opportunities within your business and/or to brainstorm your existing ideas. Call us now to tap into our diverse experience!

\* Adelaide metro area only

## Featured: Product Leadership



Bringing a new product to market? Proen recommends 'Product Leadership' by Robert G Cooper. Whether you have an in-depth understanding of the commercialisation process or you're a small business or new inventor intending to release a product in the next few years, this book is for you.

Cooper explains the pitfalls & traps in what can be an overwhelming process focusing on successful market leading companies, providing helpful secrets and specific product strategies. This book is a 'must read' If you have the vision of enhancing your efficiency when developing new products or bringing new levels of innovation to your business and market sector.

## Defence & Industry Trade Exhibition

Last month we attended the Defence and Industry trade exhibition at the Adelaide convention centre. The exhibition exists to establish links between the defence sector and industry. We witnessed many great new ideas at the leading edge of technology.

Many thanks to Bill Cooper from Electronics and ICT Association for inviting us.



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## Dexion Freetrack II

Working with Driven Technologies we developed a new compactus system for Dexion. Proen took the features and functions of the existing system and greatly enhanced them to provide easier installation, increased performance, better efficiency, additional features and function and enhanced aesthetics.

The product has greater safety levels than the previous generation and can cope with heavier loads. The new product has just been launched in Australia and NZ; already the response from the market has been fantastic.



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## Australian Biomedical Engineering Conference

In March we attended the three day Australian Biomedical Engineering Conference in Canberra. The annual seminar is an event for biomedical engineering personnel to meet and discuss common issues affecting their services, attend specialist training sessions on current and emerging technologies and to develop networking contacts.

Proen manned a booth at the event; we presented the companies' capabilities, design process and previous medical projects we have worked on.

It was a fantastic event and gave us a great chance to get involved in several new biomedical projects. We attended the event thanks to the information provided by Terry Rogers at Key Tubing and Electrical.



## Wind&Waves Competition

A big congratulations to our kite surfing designer Rhys Gardner who took out first place in the recent Waveriding State Titles. Forty competitors took place in the event at Seaford Reef, with conditions so large that the juniors and ladies were not allowed to compete. Rhys won a sponsorship to cover his entry into the upcoming Nationals Competition.

## New Faces

James Field recently joined Proen in an Industrial Design role. He is a recent graduate of the UniSA Industrial Design program and also has degrees in Mechanical Engineering and Economics. His broad background includes web design, graphic design and commercial photography.



Last year James designed a revolutionary type of camera tripod head for his graduation project. He was awarded the DIA prize for the project and was a finalist in the Dyson Australian Design Awards. He will certainly be a valuable addition to the Proen team.



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