

Official Opening of Nilsen WA, 12 Efficiency Way, Bibra Lake

by

Mayor Logan K Howlett, JP

City of Cockburn

On 12 November 2010

Good afternoon

I thank you for the opportunity to be here today to share in the celebrations relating to the continued expansion of Nilsen in Western Australia and particularly their choice of re-locating their business to the Cockburn Commercial Park within the City of Cockburn.

I formally acknowledge the presence of:

- Mr Mark Nilsen – Managing Director of Nilsen WA and fourth Generation Family owner of the business;
- Mr Ross Blacklock – General Manager of Nilsen (WA) Pty Ltd;
- Employees; and
- Invited Guests of Nilsen.

Great things are happening in Western Australia and particularly in Cockburn, one of several growth Councils in Western Australia.

The Cockburn Commercial Park that we are in today is one of the several emerging commercial parks in our City that afford opportunities for small business to establish themselves in modern facilities with compatible businesses that serve the local community and in many cases are the base for world markets.

I note the Nilsen Business was established in 1916 and that they now have a presence in New South Wales, Queensland, Victoria, South Australia and Western Australia.

A business cannot operate successfully for almost 100 years anywhere in our very competitive market without:

- astute leadership,
- a strategic direction for the future,
- a commitment to attracting, retaining and rewarding its workforce,
- attention to detail in terms of customer service; and
- importantly, positioning the business for future growth.

As a major electrical contractor, Nilsen have demonstrated all of the above traits and that is one reason why we are gathered here today in this new facility – a dream being realised based on business values and investments that have stood the test of time.

The milestones that Nilsen have achieved in Western Australia since purchasing Nichol & Co some 25 years ago would have pleased the most discerning business owner however ‘driven’ people never stop at this point - they move on to deliver stronger returns, that benefit the business, the employees and the customers they serve which can be summarised by the phrase I saw on your website earlier today: “The World of Nilsen, A Strong Past, a Promising Future”

I particularly note that Nilsen employs in excess of 260 people including over 50 fully Indentured Electrical Apprentices and that many of your employees live locally and enjoy working close to their homes.

The City of Cockburn is a strong supporter and advocate for business growth in the south west metropolitan area being one of 6 member local governments that form the South West Group.

The South West Group, like your company’s Western Australian branch, has recently celebrated 25 years of operation. In our case, representing a population of over 350,000 from a regional perspective and one that will top 500,000 within the next 20 years or sooner.

We know and understand that strong employment growth is critical to our future and that businesses like Nilsen’s help to shape successful communities that are sustainable and that have the capacity to deliver a world class living environment for those who choose to live, work, recreate and invest in our region.

The City of Cockburn are active members of the Melville/Cockburn Chamber of Commerce and Business Foundations and encourage Industry and small business to be aware of the opportunities they have

in the region to pro-actively grow their business through their relationships with their neighbouring businesses.

I commend Nilsen for your business acumen, your investment in our City, and importantly your investment in the future of our nation, the young men and women who seek careers with your company or who gain employment in other businesses through the products and services that you deliver.

May you continue to serve your very wide customer base and contribute to the creation of landmark buildings and projects across our great State and beyond?

Ladies and Gentlemen, without any further ado, I have great pleasure in officially declaring open the new Nilsen (WA) Pty Ltd State Headquarters.

Thank you!