

RESUMÉ - DAVID PECK

PERSONAL

Name: DAVID NIGEL SIMON PECK

Date of Birth: 5th November, 1947. Ramsgate, U.K.

Nationality: British (Australian citizen)

Marital Status: Married - Five adult children and a growing number of grandchildren

Resident in Australia: 1971 to Present.

Interests: Photography, Golf, Sailing, Camping, Model & Railway Engineering, Church based community care.

Personal Values: Loyalty, Commitment, Work, Family, Christian faith, Sense of humour

ACADEMIC - (post secondary)

1963/65 MID ESSEX TECHNICAL COLLEGE - Ordinary National Diploma in Engineering (4 Distinctions) Full Time.

1965/70 BRUNEL UNIVERSITY - Bachelor of Technology (2nd Class Honours - Electrical) Full time sandwich course including industrial training.

1972/77 FURTHER TRAINING (Part time - short courses at) AUSTRALIAN INSTITUTE OF MANAGEMENT

- Industrial and Commercial Salesmanship.
- Advanced Salesmanship.
- Introduction to Management (Certificate Course)
- Marketing.

MELBOURNE UNIVERSITY BUSINESS SCHOOL ASSOCIATION

AUSTRALIAN GRADUATE SCHOOL OF MANAGEMENT

1979/81 SWINBURNE INSTITUTE OF TECHNOLOGY Graduate Diploma in Business Administration

1991/92 SWINBURNE UNIVERSITY Master of Business Administration (Thesis based on Australian Aid/Trade relationship as it affects exports by engineering industry)

OCCUPATION Professional Electrical Engineer and Business Manager

PROFESSIONAL WORK EXPERIENCE

- 2003/05 **Ceramic Fuel Cells Limited**, Noble Park, VIC (Fuel Cell Developer)
Business Development Manager, responsible for strategic partnerships, establishment of field trials, marketing and promotion.
- 2001 on **Eng-Com Pty Ltd**, Mitcham, VIC (Business & Technical Services)
Manager of own company providing technical services and spares to the electrical power industry and also offering business development services to engineering and commercial clients, with a focus on information management.
- 2000/01 **Electrical Distribution & Transmission Pty Ltd**, Blackburn, VIC
(Importer/manufacturer of equipment for electrical power industry.)
Business Development Manager, responsible for strategic planning, marketing, and new product introduction focussed on power quality improvement.
- 1999/00 **Tyree Optech Pty Ltd**, Mittagong, NSW (Electronic/Photonics mfr.)
Managing Director, responsible for establishing a start-up high technology manufacturer of fibre-optic distributed temperature sensing equipment, marketing and business development world wide.
- 1997/99 **Amppcontrol Pty Ltd**, Newcastle, NSW (Electrical & Electronic mfr.)
Business Manager Southern Australia, responsible for marketing and business development in VIC, SA & TAS, Asia-Pacific.
- 1994/96 **Gippsland International Ltd.**, Morwell, VIC
Managing Director, responsible for establishing and managing a marketing and business development network for the engineering community in S.E. Victoria.
- 1981/94 **Wilson Transformer Company Pty. Ltd.**, Glen Waverley, VIC
Sales and Marketing Manager, responsible for domestic and international sales, market development, tendering & contract administration for transformers from 10kVA to 200MVA 220kV.
- 1971/81 **Hawker Siddeley Engineering Pty Ltd.**, Melbourne, VIC
Australia. (formerly Hawker Siddeley Brush Pty. Ltd.)
various roles from Technical Sales Engineer to Commercial Manager of the Electrical Division with product responsibilities for Transformers, Switchgear, Generating equipment, Electric vehicles.
- 1970/71 **Hawker Siddeley Power Transformers Limited**,
London, U.K. Sales Engineer - tendering and contract administration for Tapchanging equipment.
- 1965/70 Student Apprenticeship with **Crompton Parkinson Limited**, U.K. - (part of Hawker Siddeley Group)

PROFESSIONAL SERVICE

- Member – Melbourne Committee of the Australian Institute of Energy
Past deputy chair - Austenergy (Australian Energy Systems Exporters Group Ltd)
Former member - DPIE International Greenhouse Partnerships evaluation committee
Former member of Standards Association of Australia Committees
 EL6/7 - Low Voltage Fusegear
 EL8 - Static Electrical Equipment (Australian British Trade Association).
Former member AEEMA transformer committee
Past chairman, Gippsland Group, Institution of Engineers Aust, Victoria
Past member, Electrical & Communications Branch, IE Aust, Victoria
Former member La Trobe Shire Economic Development Board
Former member Australian Chamber of Manufactures Gippsland Executive

PROFESSIONAL ORGANISATIONS

- Member - Institution of Engineering and Technology, U.K. - C.Eng, MIET.
Fellow - Institution of Engineers, Australia - CPEng, FIEAust
Fellow - Australian Institute of Energy - FAIE
Associate Fellow - Australian Institute of Management - AFAIM

ARTICLES & PAPERS PUBLISHED

- " Developments in HRC Fuse Standards "*
Electrical Engineer - February 1977, Vol.54, No.2.
- " The Trade Creation Impact of DIFF - An Exporter's Perspective "*
Development with a DIFFerence, AIDAB, International
Development Issues No.28, 1993, AGPS, Canberra
- "Good Aid - Good Trade"*
Distribution 2000 proceedings - Dec 1995
Australian Electrical & Electronics Manufacturers Association, Canberra
- "Review of Wind Energy Opportunities in Australia and regional Markets"*
Transactions of Multi-disciplinary Engineering, Australia – Vol GE22, 1998
Institution of Engineers Australia, Canberra
- "Distributed Temperature Sensing using Fibre-Optics (DTS Systems)"*
EEA 2000 proceedings – June 2000
Electricity Engineers' Association, Auckland, New Zealand
- "Current and Emerging Trends in IEC Standards and their Implications for Power Quality Measurement Systems."*
Distribution 2001 proceedings – November 2001
Australian Electrical & Electronics Manufacturers Association, Canberra
- "Changing the Game – Corporate Innovation at Holden"*
Co-authored with Brent Dankesreither, Holden Innovation
AGSE Corporate Entrepreneurship & Innovation Conference, August 2003
- "Solid oxide fuel cells – a step towards the hydrogen economy"*
VictoriaPower 2005 conference – February 2005

COMPUTER SKILLS (principal competencies underlined)

- Operating systems - Windows Vista, XP, 98, 95, 3.11, MSDOS
Word processing - MS Word, Wordperfect
Spreadsheet – MS Excel, Quattro Pro, Lotus
Database – MS Access, Paradox, SQL7
Customer Relationship Management – Outlook, Maximiser, ACT
Accounting – MYOB Premier, Instant Accountant, Sage/Sterling V3, Quick Payroll
Project management – MS Project, Turbo Project, Instaplan
CAD - Turbocad, Autosketch
Presentation - PowerPoint, Harvard Graphics
Internet - MS Explorer, Netscape, including web page creation (e.g. www.engcom.com.au)

MISCELLANEOUS

- Lecturer, Renewable Energy Technologies, Swinburne TAFE – 2007/
Lecturer, Fuel Cells and Advanced Storage Technology, Swinburne TAFE – 2006/
Instructor, Australian Graduate School of Entrepreneurship, Swinburne University – 2002/3
Ausindustry accredited Business Networks Broker- 1996/8
Lecturer, International Business, RMIT Engineering Management Group – 1994/2003
Governor of Victoria Individual Export Commendation – 1993
Duke of Edinburgh's Award - Gold Standard 1965.
Army Cadet Force (while at school)
UK Civil Defence Force – 1965/67.
Member of One Community Church of Christ, Blackburn & Box Hill
Volunteer with One Community Care – www.one.org.au/one.html
- including co-leadership of their Separation & Divorce Recovery Program
Member Walhalla Tourist Railway Committee of Management – 1995/1999
(responsible for Rail Safety & Quality System accreditation project)

Background notes on my career and experience are given in the following pages:-

CERAMIC FUEL CELLS LIMITED

In August 2003, following a three month consulting assignment at CFCL, I was asked to become a member of the Executive Management team, in the role of Business Development Manager, until the company had established a marketing presence in Europe. CFCL went through a significant upheaval during my two year engagement as it transitioned from an R&D establishment to a commercial company with a global reach. I was involved in the identification of international markets and product opportunities as well as the development of strategic relationships. My focus was on field trials of pre-commercial micro-CHP systems in which a fuel cell power generator is combined with a domestic hot water heater. I also undertook the marketing and promotional activities for the company as well as assisting with CFCL's listing on the ASX in July 2004.

ENG-COM

In December 2001 I realised a life-long ambition to set up my own company offering business development services to engineering and commercial clients, focussed on information management. The emphasis is on helping companies to improve the management of key information about their market environment. This can take many forms, from a simple customer database to an integrated value chain improvement program involving end-users and suppliers. Other services include business planning, market research and promotional support such as brochures, web sites, exhibitions. We also represent the Associated Tapchangers Division of Brush Transformers Limited, Ferranti Tapchangers, and Powerserve UK Limited who are UK manufacturers of spares for electrical power equipment.

ELECTRICAL DISTRIBUTION & TRANSMISSION

I joined a former colleague, friend and owner of EDT in October 2000 on a short term assignment to develop a three year strategic plan to help guide the company through a difficult period of market uncertainty in the wake of electricity industry deregulation. I stayed on to set up a product management role in Quality of Supply involving power quality and condition monitoring as well as providing EDT with overall marketing and information management support. Tasks included development and maintenance of EDT's web site, electronic contact management and reporting system, a new corporate brochure and exhibition coordination for D2001 in Brisbane.

TYREE OPTECH

Early in 1999 I was invited to join the Tyree Group to establish Tyree Optech Pty Limited as a high-technology developer and quality manufacturer of fibre-optic sensing products. The Company was jointly owned by the Tyree Group and Integral Energy.

The Company's flagship product is the Sentor 101® Distributed Temperature Sensor (DTS), which is used to continuously measure temperature along the length of an optical fibre in contact with equipment being monitored. It does so by measuring temperature dependent backscatter from a low power laser source, using a similar principle to radar to work out distance. The technology was developed at the University of Sydney and a large part of my task was to manage the transition from university project to commercial reality.

AMPCONTROL

In December 1996 I was approached by the Directors and owners of Ampcontrol Pty Ltd to re-establish their branch office in Victoria and assist the company in developing exports to the Asia-Pacific region. Ampcontrol is a privately owned Australian manufacturer and importer of electrical and electronic equipment for the delivery and control of power in mining, industry and utility applications. The Company specialises in high current DC power supplies for traction applications including Melbourne trams, and electrolytic metals processing such as copper, zinc and aluminium smelters.

GIPPSLAND INTERNATIONAL

In December 1994 I was invited by the interim Board of Gippsland International to establish an engineering support network in the Gippsland region of S.E. Victoria, which is home of the State's largest energy and forestry industries. My role as CEO was to provide business development and marketing support to a diverse range of engineering companies including several former State Electricity Commission businesses that had been outsourced and privatised.

A major challenge for the engineering community in the Latrobe Valley has been to break out of the protected mode in which they thrived during continuous development of the power generation industry and compete on national and international markets. A similar problem existed in Sale due to over reliance on ESSO/BHP in offshore oil and gas production.

The job took me to Inner Mongolia in northern China to pursue brown coal mining opportunities, Denmark and the UK to study the European market for high-speed car ferries, Germany to evaluate roll grinding machines for the paper industry, and several S.E.Asian countries to support market entry for member companies.

Unfortunately, a lack of ongoing funding, following changes in government rural development policy, forced closure of the company at the end of 1996.

WILSON TRANSFORMER COMPANY

My role at Wilson's changed significantly during thirteen years as senior marketing executive. Initially I was involved in a reactive defence of the Australian domestic transformer industry from the onslaught of dumped imports and the perceived threat of tariff reductions. The industry is now much more proactive and outward looking. A large part of Wilson's output is exported, mainly to S.E.Asia where I visited frequently. I was involved in developing strategic linkages with overseas firms in related industries, joint manufacturing ventures, establishment of agents, and top level customer contact with electricity supply authorities and industrial concerns throughout the region.

At Wilson's I was a member of a four person Executive Management team so my responsibilities extended beyond the administration of my own Department, which was usually five or six strong, comprising qualified engineers and para-professionals all of whom were technically trained. The Company employed 250 people.

My job involved a mixture of commercial and technical activities - the two being closely interlinked - so it was necessary to maintain current skills in both areas. I undertook several formal courses including an MBA degree as well as a lot of on-the job training, especially in areas such as personal computing which I helped introduce to the Company in the early 80s. I also attended international conferences and undertook several "benchmarking" visits to overseas manufacturers in to keep up to date with technical and market developments among the international transformer fraternity. In 1993 the Company was granted an export award by the Governor of Victoria and I was also fortunate enough to receive an individual award making them the only organisation to achieve two such commendations in one year.

EXTERNAL ACTIVITIES

My external professional activities have included membership of the Victorian Electrical & Communications Branch Committee and Chair of the Gippsland Group of the Institution of Engineers Australia, and service on two Standards Australia committees. I have also been actively involved with the Electricity Supply Association of Australia, Metal Trades Industry Association and the Australian Electrical and Electronic Manufacturers Association. I have acted as AEEMA spokesperson on Aid/Trade issues at Federal Parliamentary level. At Royal Melbourne Institute of Technology I have taught International Business for the Graduate School of Engineering, now Engineering Management Group. My academic interests were extended in 2002 when I began teaching Opportunity Evaluation to MBA students at the Australian Graduate School of Entrepreneurship, Swinburne University. I have also presented papers to numerous meetings and conferences such as CEDA, the National Trade and Investment Outlook Conference and D2000/1. I am currently a member of the Melbourne Committee of the Australian Institute of Energy.

By far the most significant external activity I have been involved with is Austenergy, the Australian Energy Systems Exporters Group Limited, which was a national network of approximately 70 leading exporters in the electrical and gas energy fields including utilities, consultants and manufacturers. I was Deputy Chairman as well as Victorian Convenor and have represented the Group on the Department of Primary Industry & Energy's International Greenhouse Partnerships review panel.