



Your Solutions Partner  
for Australian Industry  
Capability



# TABLE OF CONTENTS

## AMI Group Australian Industry Capability

Delivering on AIC	4
AMI Group at a glance	5
Our People	6
Key strategic Pillars	7
Defence Focus	8
Service Capabilities	9
Sovereign Product	10
Supplied Product	11
Procurement Key Competencies	12-13
Projects - Defence at Sea	14
Projects - Land and Air Forces	16
Projects - Commercial Marine	17

# DELIVERING ON AIC

The AMI Group have a dedicated Policy to Design, Manufacture and Distribute high quality Australian made products locally and throughout the world from Australia.

AMI Group are your trusted solutions partner for Australian Industry Content. Research and Development is conducted with the needs of customers at the forefront, and a growing network of in-house Technicians, Engineers and reliable service partners ensures full life cycle support and service across all major ports.

In addition to manufacture in-house, the Group select suppliers based upon their capability to reliably provide product that is of a consistently high quality, proven supply capacity and conforms to required approvals and regulations.

The Group can produce small and medium projects which include design, manufacture and support of Electrical and Electronic bespoke products.

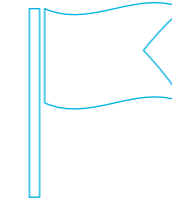
The Group is comprised of 12 business units that offer a broad scope of integral services including;

- Termination and commission of electrical and electronic projects
- Planning and project management of commercial and defence projects
- Manufacturing of proprietary products including marine electronics and electrical equipment
- High Seas Sales & Service
- Supply of specialist equipment including full Navigation and Communications packages
- SOLAS approved safety products
- Satellite Communications and airtime
- Sales and support of marine products across the spectrum
- Electrical Engineering and manufacture of Main Switchboard Systems of a complicated bespoke type, Portable and fixed substations, and complete Electrical Systems including manufacture in Australia.

# AMI GROUP AT A GLANCE

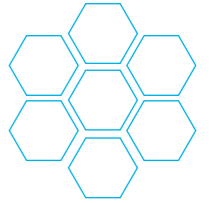
ESTABLISHED  
DATE

1986



NUMBER OF  
BUSINESS UNITS

12



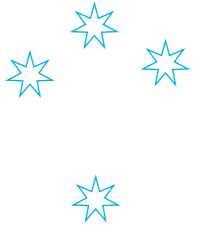
NUMBER OF  
STAFF

130



NUMBER OF  
STAFF IN AU/NZ

115



## MAJOR CLIENTS

AUSTAL SHIPS, BAE SYSTEMS, STRATEGIC MARINE, INCAT, ASC, AWD, AUSTRALIAN DEPT OF DEFENCE, NAVAL GROUP, THALES, SERCO

## BRANCH LOCATIONS

PERTH, DARWIN, ADELAIDE, MELBOURNE, SYDNEY, BRISBANE, GOLD COAST, CAIRNS, SINGAPORE, VIETNAM



## APPROVALS



# OUR PEOPLE

The Group utilise their extensive knowledge base across project management, technical and engineering application, equipment service and specialist supply.



# KEY STRATEGIC PILLARS OF AMI BUSINESS:

We aim to offer our customers the best in service, supply and support

## Customer service and support

AMI Group aim to offer a full life cycle support package, before, during and after the sale. Customers can be assured of availability of spare parts and service, as well as Australasia wide customer care and warranty support.

## Specialist Product Offering

Monitoring upcoming new technologies and products and attending premier trade events within the industry allows AMI Group to offer customers the best in design innovation and reputable equipment across leisure, commercial and defence based application.

## Extensive Knowledge Base

Over 30 years of expertise, and a pool of in-house Product Specialists allow AMI Group to utilise their extensive knowledge base, meaning customers will receive the right advice and most suitable solution for their service or supply requirement.

## Established Coverage Network

Branches across Australasia and a reliable service, supply and logistical network allow AMI Group to offer quick turn around on supply, and in demand capabilities such as High Sea sales and service, Survey, and Project Management.

## Memberships:



# DEFENCE FOCUS

The AMI Group is comprised of various companies which strengthen its capability to provide sovereign and supplied equipment, support and service capability to the region. Below is a break down of entities contributing to this sector.



In operation since 1986, and growing from a singular branch to a complete network across Australasia, AMI are a specialist service agent, supplier and manufacturer serving defence, commercial marine, leisure marine and various other industries.

AMI have established strong relationships with Primes, Government bodies, SMEs and other entities within defence and commercial maritime, with success in projects both locally and abroad.

The company operates in alignment with numerous policies in place to ensure quality assurance and customer satisfaction, offering custom engineering, service, support and supply solutions to satisfy AIC and other requirements.



i.Power Solutions is a Cairns based supplier, manufacturer and service provider of energy management products for commercial marine, naval defence, underground and surface based mine sites, infrastructure, and marine/industrial applications. Coverage is Australia wide, with additional supply and support to Papua New Guinea and the Pacific region.

i.Power provide customers with turnkey solutions, ruggedized for harsh environments and meeting the statutory, operational and reliability requirements of each individual location.

i.Power has an expansive reference list of past projects, and this experience culminates in a planning and design service to ensure partners receive a unique and adaptable electrical solution for their own specific requirements.



Established in Brisbane in 1974, TMQ is an Australian owned and operated business specialising in the design, development and manufacture of marine electronics, steering systems, componentry and networking products. TMQ work closely with AMI and other companies within the corporate group to achieve custom solutions specialised to defence and commercial marine application.

TMQ's products include digital/analogue intercom, electronically synchronised steering, roll activated emergency exit lighting, alarm monitoring systems, entertainment systems as well as an established range of autopilots and steering accessories.



In August 2019 AMI Group and French energy conversion specialist ENAG commenced a Joint Venture agreement to service the energy requirements of Naval defence and commercial vessels in the region, this JV entity is known as Enpower Australia Pty Ltd.

Local manufacture and assembly includes a complete range of solutions, from diesel-electric propulsion to energy management using ENAG's marine chargers, DC load banks, UPS and DC back up power supplies (for Global Maritime Distress and Safety System – GMDSS).

ENAG power converters, frequency converters and UPS systems are used on both surface vessels and submarines, powering applications as diverse as oxygen plants, missile launchers or power supplies for navigation equipment.

# SERVICE CAPABILITIES

Service capabilities across the Group are comprehensive, with various Product Specialists, trained Engineers and Technicians, Field Services crew, High Seas Sales and Service and in house testing facilities for Desalination and various marine electronics and control products.

## Commercial & Defence

- High Seas Sales and Service
- Thruster and stabilizer service
- System Integration
- Bridge Integration
- Design & Consultation
- Testing and Commissioning
- Annual Servicing of Gyrocompasses
- Annual Calibration of Magnetics Compasses
- Radio Surveys
- Shore Base Maintenance
- Re-programming of GMDSS Equipment
- Annual & 5-Yearly Inspections of Davits
- Service and maintenance of life jackets and life rafts
- Specialised service of watermakers
- Electrical commissioning
- Service of Satcom products including VSAT
- Service or VDR, Radios, autopilots, PABX, Vessel monitoring and security systems
- Radar systems
- ECDIS and GMDSS
- Service of fire and gas monitoring systems
- Service and commission of on board switchrooms

## Mining & Industry

- Equipment installation
- Repairs
- Testing and repair of electrical plant and equipment
- Switchboard refurbishment and replacement
- Switchgear refurbishment and replacement
- Testing, maintenance and replacement of transformers
- Incident investigations and corrective actions
- Fault investigations and repairs
- High voltage switchyard maintenance
- Testing and maintenance of voltage transformers
- Oil sample collection and analysis of test results
- Maintenance of motors and generators
- HV cable termination and testing
- Protection Relay testing
- Arc Fault Calculations and load flow
- On Site Testing
- Our on-site testing services include:
  - Certified Fire and Gas detection for Commercial, Shipping Vessels and Facilities
  - Protection relay statutory testing, calibration and repair
  - Primary and secondary injection testing
  - Fault diagnostic studies
  - Commissioning
  - A wide range of commissioning services
  - Validate equipment supplied against the specification and drawings
  - Validate and enter settings and functions and conduct functional checks
  - CT and VT tests (primary and secondary)
  - Secondary injection tests
  - Scheme checks, inter-trips and blocking
  - Total scheme checks with primary injection
  - Audits for Protection Systems

# AUSTRALIAN SOVEREIGN PRODUCT



## AMI Group's proprietary product range includes:

- Decktalk Digital intercom analogue talkback systems
- Commercial Autopilots & Accessories
- Computer based electronic chart software
- C-Trak vessel tracking software
- Marine Hydro-electric Steering Control systems
- Emergency Escape Light (EEL) assists evacuation during capsizes
- PCBs for Radar Integration supplied and delivered to UK based Radar Manufacturers
- CCTV Racks and cabinets
- Chargers, DC load banks, power supplies, UPS systems, frequency converters (50/60 and 400Hz) for naval and ground defence
- Design and manufacture of electrical switchrooms, as well as portable substations and transportable kiosks

# SUPPLIED PRODUCT



AMI's bridge integration testing suite



Circuitboard printing equipment



PCB Manufacture



Electrical switchroom installation onboard commercial fast ferry



Transportable sub station for rugged environments, manufactured in Cairns

## AMI supply and service a range of high quality commercial and defence product

### Marine Electronics

- Alarm & Monitoring Systems
- PAGA/PABX
- Antennas
- Entertainment Systems
- Autopilot Equipment
- Magnetic Compasses & Gyrocompasses
- Speed Log
- Navigational Lighting
- LAN System
- Oil Spill Detection
- Power Supply Systems
- Radars
- Vessel Management System
- Satellite Communication
- Integrated Searchlight Systems
- Gauges and Sensors
- Vessel Tracking
- VHF, UHF, MF/HF Radios
- Wind and Direction Systems
- Horns, whistles and bells
- Helideck Monitoring Systems

### Water Systems

- Watermakers
- Watermaker spares
- Sewage Treatment Systems
- Pumps - Oil, Fuel & Water
- Marine Macerator Toilets
- Tank fittings & monitoring

### Hardware

- Blinds and Hatch Screens
- UV Resistant Screens
- Adhesives & Sealants
- Mounting Solutions
- Buoys & Mooring
- Fender covers
- Anchors & chain
- Hatches and covers
- Control Cables
- Chocks, cleats and fixtures
- Toilets systems

### Anchoring

- Anchor systems

### Safety Equipment

- EPIRBs & SARTs
- SOLAS Life Jackets
- SOLAS Life Rafts
- Distress Flares & Smoke
- SOLAS Immersion Suits
- SOLAS Life rings
- Accessories and spares for Life rafts and Life Jackets
- Life Jacket & Raft repairs and servicing

### Performance

- Thrusters & Stabilization
- Engine Control Packages

### Ship Security

- Stabilized multi role acoustic systems
- Cameras & Thermal Imaging
- CCTV Systems
- Night Vision

# PROCUREMENT KEY COMPETENCIES & PROCEDURES

ORIGINS	
Are you a wholly Australian owned company?	YES
Date established	1986
Location established	FREMANTLE, WA
INTERNAL RESOURCES	
Number of staff	130
Warehousing capabilities	WA, QLD, SA, NT, SG
Dedicated Project Coordinator	YES
Technical design and drawing staff	YES
Project Management and Support staff	YES
Control process	YES
INSURANCE AND PROTECTIONS	
Does the Company hold Workers Compensation insurance?	YES
Does the Company hold Public Liability insurance?	YES
Does the Company hold Product Liability insurance?	YES
Other insurance as applicable	YES
FINANCE	
Company turnover per annum (AUD)	40M

# PROCUREMENT KEY COMPETENCIES & PROCEDURES

COMMERCIAL SECURITY, CORPORATE RESPONSIBILITY	
Australian labour percentage	90%
Key Stakeholders	3 DIRECTORS 7 SHARE HOLDERS
Does the Company monitor and record Delivery In Full, On Time (DIFOT) performance?	YES
If Yes, what is the average DIFOT % rate for the last 12 months?	95%
Does the Company monitor the number of its goods rejected by its customers?	YES
If Yes, what is the average reject % rate for the last 12 months?	1%
Does the Company have a policy against discrimination and harassment in the workplace?	YES
Does the company adhere to the Labour Laws of International Labour Organisation, United Nations or Organisation for Economic Co-operation and Development (as applicable)?	YES
Does the Company have a certified Environmental Management System? (EMS) (ISO 14001)	YES
QUALITY MANAGEMENT SYSTEMS	
Does the Company have a policy containing objectives and commitment to quality?	YES
Does the company have a clearly defined QMS based upon ISO 9001:2015 or similar principles?	YES
Is the QMS validated and implemented by management?	YES
Is there clear communication regarding the QMS requirements within the Company?	YES
Has a management representative been appointed to maintain the QMS?	YES
Does the Company conduct Internal audits of its QMS?	YES
Does the Company utilise a safety engineering management plan (or similar) that describes its design process?	YES
Does the Company have a documented record retention procedure (Ex., Life of product & service + 1 year)?	YES
Are there documented procedures to control, calibrate, and maintain monitoring and measuring devices?	YES
Is there a documented procedure to control non-conforming Items?	YES
Does the Company have an established process for handling, storage, packaging, preservation, and delivery of products?	YES



# PROJECTS - DEFENCE AT SEA

## Desalination

- The AMI Group supplied Water Maker Units to ASC for the Collins Class Submarine Program to overcome water production issues with the original systems. These were a design modified commercial unit which produced 4 times more water at a 10th of the original cost. These units are still being supplied and serviced now from AMI WA Head Office to ASC.

## Communications

- The AMI Group supplied the Armidale Class Patrol Boats internal communications system in PA/GA System which is in operation and being serviced now.
- During an extensive project, AMI planned, designed, supplied and integrated communication and surveillance systems for the ACV Thaiyak Border Protection Vessel.
- AMI carried out comprehensive installations across a large network for the HMAS Sirius Naval Tanker: The vessel's LDK-300 PABX consists of 28 Analog phone lines, 24 Digital phone lines and 27 Intercom lines in 3 loops - Conning Intercom x 17 Stations, Helicopter Intercom x 3 Stations and Weapons Intercom x 7 Stations.

## Navigation

- On board Armidale class vessel Hull 328, AMI provided supply of echo sounders, GPS, Satellite Compass, Autopilot, MF/HF radio system, EPIRBS, SARTS and handheld VHF radios, ship alarms, as well as Satcom systems from SeaTel.

## Marine Equipment

- The AMI Group have supplied Windscreen Wipers and Spray systems for the LHD Royal Australian Navy Vessels and 100's of commercial systems over the last 37 years.
- AMI supply UV resistant anti glare blinds for naval and commercial vessels including the HMAS Canberra, which reduce heat and greatly enhance visibility.

## Electrical

- The AMI Group have supplied Main AC Switchboards, DC Switchboards and Distribution Boards through their Cairns Office – i.Power Solutions. These units are fabricated in Cairns works include but not limited to: cabinet fabrication, bus bar, frames, painting, wiring and all switchboard requirements. This experience is not specific to Naval (RAN), commercial (such as Hydrographic vessels with electrical switchboards fabricated by i.Power) and large leisure vessels but includes complete fabrication of systems for mine and industrial sites. Components used are as required and utilize Schneider, ABB, Siemens, EATON and similar products pre-approved for class.

## SOLAS Safety

- The AMI Group have a fully authorised Safety Group Division and in house servicing of Liferrafts, Life Jackets, EPIRBS and other safety equipment in many stations around Australia, including service of liferafts from Naval vessels berthed in Darwin.



UV anti glare blind and window wiper installation on board HMAS Canberra



# PROJECTS - LAND & AIR FORCES

## Supplied product range may include:

### Deployable equipment

The "deployable" range is particularly suitable for all types of 28Vdc power vehicles. Connected to the vehicle power inlet, all electrical and electronic equipment on board can run without discharging the auxiliary battery and without running the vehicle engine.

### Distribution equipment

The "distribution" range allows the user to provide distribution of AC and/or DC stabilized electrical energy on the field using several primary sources: Mains AC network, 28Vdc from vehicle or external battery pack.

### GPU equipment

The "ADTM and COVALT" power supply ranges are used to supply vehicles like aircraft, helicopters, drones... They are able to supply 200Vac 3-phase 400Hz and 28 Vdc. Easy to use, these ranges of power supplies can be quickly installed and ready for operation.



### Past projects include:

- Ni/Cd +Ld Aircraft Charge Discharge unit supplied for Rafale Fighter Aircraft
- Covalt Charge discharge unit supplied for Gazelle class helicopters
- External power distribution units for TRM1000 carrier vehicle
- Power supply charger for Crotale NG Vehicles
- UPS for SSE-MARDOC vehicles
- 3 Phase power supply units provided to VAB-M2 armoured vehicles



*Covalt Mobile 400HZ  
Frequency Converter*

# PROJECTS - COMMERCIAL MARINE

## Vessel Monitoring

- The AMI Group have System Integrated, Supplied Product and Serviced Product for complete Navigation, External Communication, CCTV, Internal Communication, Automation and Satellite based communication systems on many commercial ferries and vessels for 22 years. This is with Australian and Overseas companies like Sembawang Shipyards, Keppel Sing Shipyards, Austal Ships, INCAT Tasmania RAN, US MSC Group. We estimate in the order of 100 vessels in this Electronic System Category.

## Marine Equipment

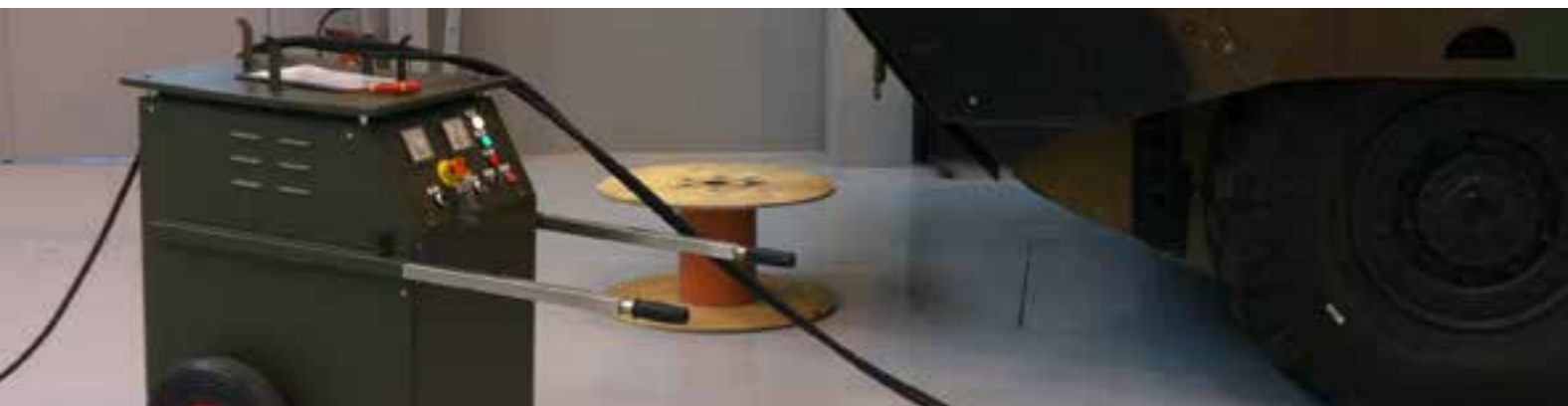
- The Marine Division of the AMI Group supply many products such as: Watermakers (Parker Hannifin Agent), Toilet Systems, Bow Thruster and Stabilizer Systems from small to mid size vessels, Anchor and Winch Systems and more.

## Satellite Communications

- AMI Connect - an AMI Group company, supply Air time contracts, Satellite Communication and TV Hardware Systems to various commercial shipping fleets. This includes INMARSAT, IRIDIUM, and General VSAT Based Systems. All the mentioned Systems are also serviced by AMI Connect or the AMI Group Service Department.

## Electronics

- Another successful project involving AMI, with the commissioning of the majority of navigation, communications, internal comms and AMS systems for the Incat Hull 074 vessel Muslim Magomayev.
- AMI also designed and integrated the LNG UHF intercom system for the fixed bridge station and for mobile units carried by the crew. Further refinement of systems included reset of the Bridge watch system alarm, VSAT termination and commissioning, and Night Vision Camera testing and calibration including crew training to ensure smooth handover and operation.
- AMI completed numerous projects for Strategic Marine Vietnam including supply and installation of Public Address systems, Radar and IMCOS telephone systems on board the barge vessel 'Bhagwan Rocker' Hull 379.
- While based in Darwin, AMI conducted termination and commissioning of a TV Distribution system, a PABX, and a VHF Radio distribution system, as well as upgrades to SatComm systems on board charter vessel 'True North'.





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For more information about our capabilities,  
visit our websites:

[www.defence.amisales.com.au](http://www.defence.amisales.com.au)

[www.commercial.amisales.com.au](http://www.commercial.amisales.com.au)