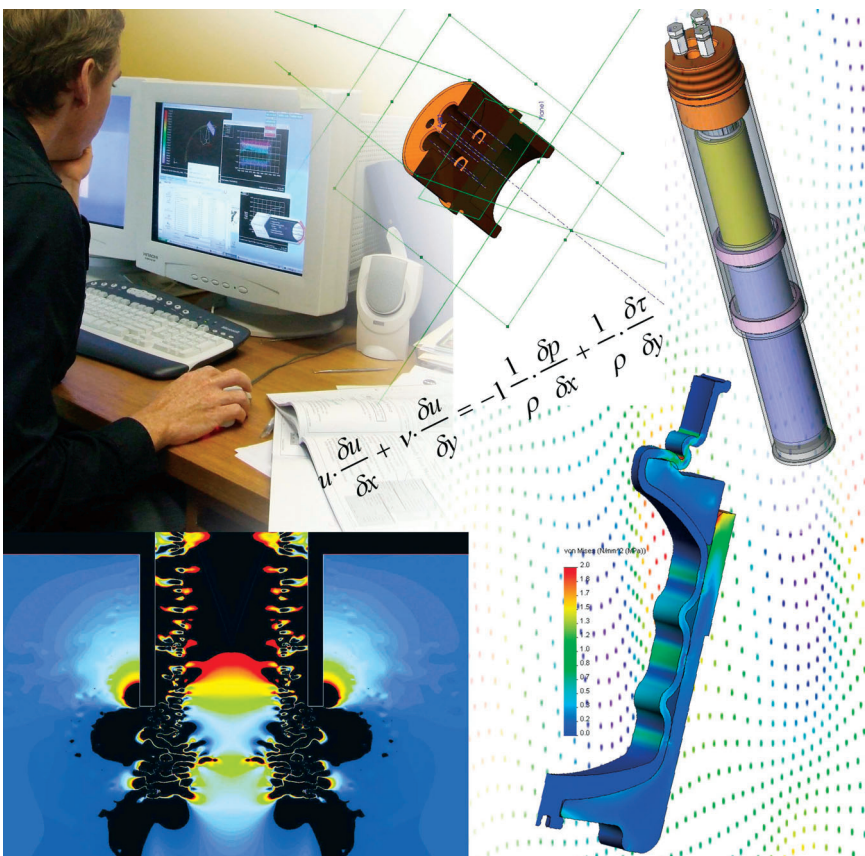


Gilmore Engineers - e3k

Engineering towards 3000.

One of Queensland's powerhouses of research and development is a relatively small engineering business, Gilmore Engineers, which has created an innovative consultancy known as e3k – engineering for 3000, by name and nature.



LEFT: Gilmore Engineer's e3k engineering consultancy has a fine track record for innovation.

2008 was a year of "steady and fast-paced business, despite the prevailing economic conditions" according to Dr Gilmore.

Furthermore, Dr Gilmore's team met an objective to increase the volume of work performed for medium to large business. This is an essential part of the company's commercial progress.

"Many projects were completed satisfactorily for a diverse range of industries," he said.

One of the most vital was the public launch of the ocean and tidal current renewable energy technology – Nereus – designed and developed by e3k between 2000 and 2005, for Atlantis Resources Corporation.

Nereus is progressing well, with a successful prototype trial in Victoria last year and, now with Morgan Stanley as its largest shareholder, strong interest in the project in Asia, accelerated by its new headquarters in Singapore.

E3K BRAND DEVELOPS

Throughout 2008, Gilmore Engineers continued to expand its brand e3k.

"Growth has been towards new customers who are becoming familiar with the e3k and Gilmore Engineers brands and our reputation for quality of work," Dr Gilmore said. "Advertising in *Business Acumen* has assisted this growth and reputation."

A major step forward came with Gilmore Engineers-e3k's acceptance into the Queensland Leaders year-long program of business mentoring and networking. Queensland Leaders spon-

What do turbines that generate power from ocean currents, commercial aircraft tether mountings, biomedical surgical clips and better beer brewing all have in common?

The answer is e3k, the engineering consultancy based at Brisbane Technology Park that has helped design and engineer some of Australia's most innovative inventions.

And it's all part of the day's work for the engineering consultancy's skilled and hyperactive teams, according to managing director and president, Dr Duncan B. Gilmore.

"Perhaps our most rewarding project in the past year was the success-

ful firing of a novel internal combustion engine which has been designed for a client from the ground up – full engineering design and project management of its construction and commissioning," Dr Gilmore said.

A large factor in e3k's success has been the versatility of its offering, often going beyond engineering to help steer and develop other vital areas of the business for clients.

"Highly rewarding and challenging projects have been those where we have ventured into high level business analysis for a client – applying our engineering skills to other areas," Dr Gilmore said.

For e3k and Gilmore Engineers,

sor and partner companies and help to foster the new breed of international businesses based in Queensland.

Dr Gilmore said part of the reason for the breakthroughs the business had achieved in 2007 and 2008 was the way team members' skills complemented each other and the strong team spirit that developed on projects. But success certainly breeds success in the e3k space, where even in the midst of a professional skills shortage the company had succeeded in attracting very high level people.

"The work we perform is very much a team effort," Dr Gilmore said. "Key engineers are Dr Ray Hope and Dr Ben McGarry.

"We welcomed Ms Lydia Goh in August – Lydia has a First Class Honours Degree in Mechatronics Engineering and a Master of Engineering Science degree from the University of New South Wales. Lydia joined us after working for Swisslog Australia in Sydney.

"Mr Richard Billett recently joined us in January 2009 – Richard has Degrees in Mechanical Engineering and Business Management, majoring in Business Economics, from the University of Queensland. Richard joined after working for luxury yacht manufacturer Riviera in new product development for four years."

Dr Gilmore said staff replacement as R&D engineers moved on to overseas experiences or further study, was very successful.

"We were surprised given the standard assumption that skilled professional staff are difficult to obtain," he said. "We have found no problem in recruiting staff – we have found that the best drawcard is a reputation for a challenging and interesting variety of work, as well as high standards of quality in our output."

HUMBLE BEGINNINGS

Dr Gilmore said he created Gilmore Engineers and, later, e3k, through the simplest of motivations: "Private ownership of a consultancy and ability to direct its activities to take advantage of my skills."

Gilmore Engineers began in 1986 as a registered business through the part time activities of Dr Gilmore, but was incorporated in 1993 into a full time consultancy. The name and



Dr Duncan Gilmore.

logo e3k was trademarked in 2001.

"We have continued to grow our engineering R&D Consultancy business in the New Product Design and Development arena, as well as legal expert witness work in Failure Analysis and Intellectual Property Litigation," Dr Gilmore said.

"We currently market into the Queensland and NSW markets primarily, although work is performed for clients in WA, Victoria, and overseas (New Zealand, Singapore, China).

"We operate in the area of engineering and systems innovation. The Green Paper on Innovation released in September 2008 by the Federal Government provides many pathways for catalyzing R&D in Australia in the coming years. We would encourage rapid deployment of initiatives as industry does rely on them to provide endorsement as well as vital funding assistance."

Dr Gilmore is passionate about not only e3k's prospects but also the general innovation landscape in Australia. However, he said there was a lot of "trailblazing" that needed to be done to have Australia recognised for its innovation and R&D capabilities and to drive more work into the sector.

"We plan to continue to grow, to expand the work volume conducted with medium and large businesses, to assist Australian technologies to attain global quality standards, to increase intellectual property for our clients," Dr Gilmore said.

"We plan to grow the business towards being a premier company in the innovative development of Intellectual Property, able to be exploited worldwide." ■



The PeliCan Vac.



GILMORE ENGINEERS - E3K

Boutique professional engineering consultancy, specialising in R&D and Expert Witness.

New product design and development for the following industries:

- Manufacturing.
- Industrial and consumer products.
- Renewable energy.
- Biomedical.
- Automotive.
- Mining.

Chief spokesperson

Dr Duncan B Gilmore, Director and President.

Size

8 staff; turnover approximately \$1 million per annum.

Leadership team

Duncan B Gilmore,
dbg@gilmore-engineers.com
Dr Ray L Hope, ray@e3k.com
Dr Ben McGarry, ben@e3k.com
Mrs Vanessa Kemp, Administration,
info@e3k.com

Awards & recognition

AusIndustry Registered
Research Agency.
Engineers Australia Queensland
Division Excellence Award 2001.

3 products to which we have contributed have been included on *The New Inventors*, ABC Television (FLAT Table – Peoples Choice Winner 2006 and INPEX, Pittsburgh USA Best in Show 2006), Home Brew Sediment Removal, Biolytix (winner of 2008 *New Inventors Grand Final*)

Duncan Gilmore is named as Inventor on over 30 Patents worldwide, comprising six patent technology families.

www.e3k.com ■