ARCIA

Australian Radio Communications Industry Association
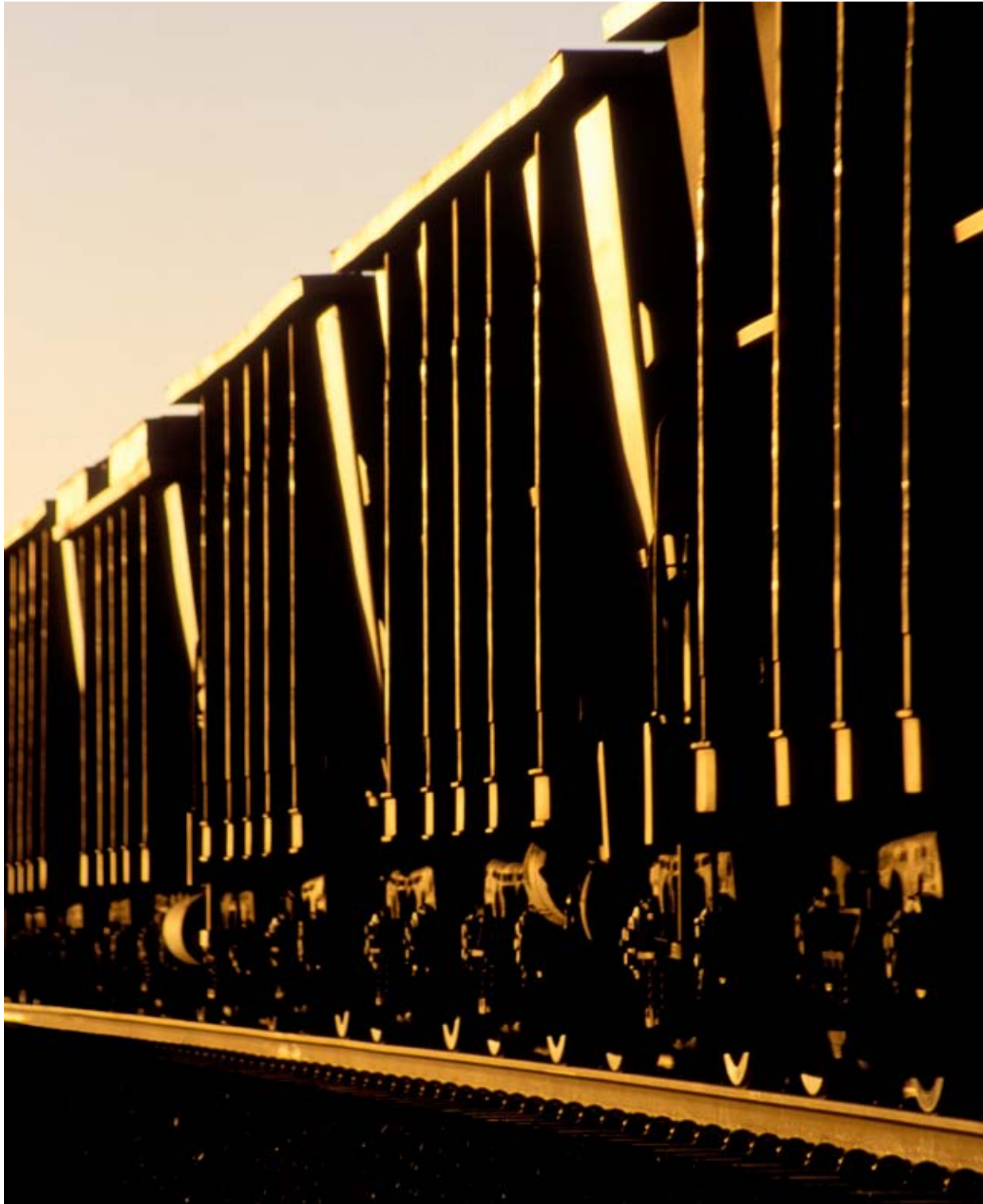
2014
ANNUAL
REPORT

The radio communications industry is a vital and essential part of daily life in Australia, but as it happens without people realising or seeing radio in action, it is often overlooked in importance. When you consider that every major resource project in Australia relies heavily on radio communications for their daily operations, that the emergency services must have radio communications to protect life and property, and these are just two of the critical applications.

Many believe that mobile phones have replaced the need for radio communications, in some instances this may be the case, but in most radio applications there is a need for multiple parties to be involved in the communications and mobile phones are only designed for one–to–one communications. When you add the levels of redundancy that '*mission–critical*' and '*business–critical*' applications require, they are well beyond the normal mobile phone operating parameters.

As the voice of the radio communications industry, ARCIA members are heavily involved in providing these essential communications, from safety communications for school excursions and local swimming pool lifeguards, through the wide range of recreational and industrial users, the major resource projects and mining industry and on into Government and emergency service areas. It is our members who supply, design, install and maintain these necessary communications links; we are the vital support network behind the essential services.

There is no doubt that the radio communications industry is like most other industries—it is the people who work in the industry that make it all happen. From engineers to technical apprentices, from management and consultants through to clerical support staff, our industry comprises highly skilled people from all walks of life. The radio industry offers many different working environments and we offer many essential services to our clients, by giving excellent support and providing strong benefits to our clients, we are a vital part of Australia's economy.

We encourage people to learn more about our industry, as we are now one of the leading proponents of '*converged communications*' where the communications world merges with the Information Technology (IT) sector. It is the radio communications industry that is moving into the IT world and leading the way with equipment that is IP connected. Radio communications is an exciting and innovative industry, which is growing stronger each year. ARCIA is continually striving to improve our industry and to enable rewarding careers for the thousands of people who work in the radio communications industry.

This Annual Report gives an overview of our Association and our industry.

CONTENT

MISSION

The Australian Radio Communications Industry Association
(ARCIA) is an association representing individuals and professional
organisations that provide and support two way radio
communication and wireless based solutions, whose mission is to:
—Promote and foster future industry development and growth.
—Promote high ethical standards of business conduct within
the industry.
—Create environments to promote the exchange of ideas
among its membership, radio users, industry professionals
and manufacturers.
—Provide educational and promotional opportunities to enable
its membership to grow and advance professional standards.
—Represent and promote the interests of its membership
to the radio user community, manufacturers, regulators, other
associations and the media.
—Occasionally provide specialist services that the membership
requires to further develop the interests and benefits of
the industry.

AIM

ARCIA 's key aim is to actively canvass support and involvement
from all sections of the radio communications industry around
Australia in order to become an effective voice on behalf of the
industry to the Australian government and regulators.

The Australian Radio Communications Industry Association
also strives to implement diverse, industry–specific initiatives
to raise the profile, importance and awareness of radio
communications in Australia.

PRESIDENT`S REPORT

I am delighted to be able to present the 2014 annual report for the Australian Radio Communications Industry Association (ARCIA). Firstly let me pay tribute to Christian Kelly, Bob Rogers and David Cox. As the retiring Executive members last year they stepped back and handed the reins of an efficient and well–run association onto our present Executive and were the prime movers in bringing the association to where it is today. A very sincere vote of thanks for their efforts.

ARCIA is indebted to the many volunteers that help with all aspects of the organisation, as the level of activity continues to grow it became clear to the committee that we needed a focal point for the association and like similar industry groups this requires a paid position to be created. The committee developed a specification and after a relatively short process Ian Miller was duly appointed as the Executive Officer on a part–time basis. Having now seen first hand the breadth of work involved across the different sections of ARCIA this is proving to be very worthwhile investment. ARCIA has set lofty goals and sustained effort is required to achieve them.

The ARCIA Committee is acutely aware that we must offer value for all our members and partners and this year we decided to focus on training, events and the LMR economic study. This is not to diminish the importance of all other work that ARCIA is doing, however, we recognise the impact across the industry that a lack of training is having and that in reality it is up to us to fix the problem. Much work is in progress and the reports later in this publication indicate the efforts involved so far.

Another very important function of our association is to be able to engage with the industry regulator, the Australian Communications and Media Authority (ACMA). I am very pleased to report that the relationship is continuing to grow and that the ACMA recognises the value in inviting participation from ARCIA. In particular, important work on the 400 MHZ band changes and future mileposts provide great opportunities to facilitate even greater involvement by ARCIA. For the first time in 2014, ARCIA has been invited to present at the ACMA annual RADCOMMS conference in Sydney and we will be taking the opportunity to promote the importance of LMR to a much wider audience.

This leads me to the very important economic study that ARCIA has commissioned Windsor Place Consulting to provide. The committee felt strongly that to have a real impact on long term policy decisions we needed a mechanism to properly value the LMR industry. The executive committee members spent a considerable effort in ensuring that we framed the requirements carefully and we believe that in Windsor Place we have a team that is able to

provide both the technical rigour a project like this requires and the ability to understand our sometimes unique industry. We fully expect the results to be surprising to many and to open the door to extending the research even further, this will be the first time that the LMR benefits have been fully documented in economic terms.

As we head towards the annual Industry Gala Dinner and Comms Connect 2014, it is timely to remind everyone about our regular events. This year our Sydney dinner was an excellent result with greater industry participation than ever before and it was so pleasing to see involvement from many radio users, including Government agencies. With our Perth and Brisbane dinners we have also extended the program to offer educational seminars on the same day and this has been well received by the industry, we will use the same concept in Adelaide later this year and with our events again in the future. This is another way in which ARCIA can offer more for our members and partners.

Our Association is strong and vibrant, just the same as the communications industry, and by reaching out to other industry sectors we are really entering the era of converged communications, perhaps as leaders in many ways. We look forward to continuing to be of service to the radio/converged communications industries and are pleased to have each of you involved with us.

Hamish Duff
ARCIA President

EXECUTIVE OFFICER'S REPORT

This past year has seen many changes within the Association and it is with much pleasure that I can present a report as the Executive Officer of the organisation. As many of you are aware, I have been involved in ARCIA in a voluntary role on the committee since the Association came into its present form around eight years ago. The Association has made great progress and is well respected as a result of the tremendous efforts of our volunteers over those years; however, to continue to grow and represent our membership it was decided to appoint an Executive Officer to take on many of the organisational functions of the organisation.

During this past twelve months, the actions initiated by the committee have had major impacts, and will lead both the Association and the industry for many years to come. As always, ARCIA are a strong contributor to Comms Connect and at last year's event our Training & Education sub–committee organised a forum of many representatives from the industry to begin the process of setting some training guidelines. This was a successful initiative and has brought many outside contributions to the table. Our presentations at Comms Connect and involvement in the associated exhibition were very well received and showed that ARCIA is truly recognised in many areas as *'the voice of the radio communications industry'.*

The Annual Industry Gala Dinner was another success and recognised Christian Kelly and Noel Higgins with Life Memberships of the Association for their outstanding contributions to the Association and the industry. Other awards recognised people in various categories and full details can be found on the ARCIA web site. We are grateful for the contributions of our Partners and Award sponsors for enabling us to recognise these individuals from within the industry and give them their moment to shine in front of their peers.

February was an exciting month for ARCIA. We held an information day with our Partners where we sought their input on what they felt the Association was achieving, as well as giving us some thoughts on what they felt we should be working towards. It was very gratifying to have all of our available partners represented and comfortably discussing issues of common interest. As a result, ARCIA are undertaking some programs to achieve the aims discussed. The following day we brought all of the committee members from Australia to Melbourne Airport for a planning day. This was a very productive day and gave us the framework for our agenda of items to tackle this year. We can happily report that we have achieved some of the aims and have several more under way.

For several years, many of those in our industry have been concerned that we are becoming more under the influence of IT Managers who don't really understand the unique benefits

that radio communications offer. This was echoed by our Partners, and as a result we presented and exhibited at the BICSI Conference in May in Brisbane. The presentation was titled *'RF in the IT domain—it's not just wireless'*. The presentation was very well received by the IT Industry and this will now begin to break down the barriers between our industries. We are now well and truly involved in the IT industry with IP–connected equipment, we just need to let others know and take our rightful place.

As part of our reaching out to young people and educating them about our industry, we hosted a visit from one of the Sydney Secondary schools at Comms Connect. The students, their teacher and some parents were welcomed at Comms Connect by Jim Simpson as our Training & Education committee convenor; we then gave them an overview of our industry and what we do. They were escorted through the exhibition hall and several of the exhibitors gave their time to explain the products and applications prior to the students returning to school. We thank the exhibitors who helped, plus the Comms Connect staff that supported the concept strongly. We hope to repeat it again in the future to promote our industry and its benefits.

Finally, I would also like to pay tribute to Christian Kelly, Bob Rogers and David Cox who were the prime movers in bringing the Association to where it is today. We should never under–estimate or devalue the input from volunteer members of our Association, and those who have carried the burden through such a period of growth must be recognised—a job well done and sincere thanks. It is a pleasure to still be involved in this growing and dynamic industry, please continue to provide the support for the Association and be proud of who we are.

Ian Miller
Executive Officer

ABOUT THE COMMITTEE

ARCIA is made up of elected Committee and Ex–Officio members who are actively engaged in the Australian radio communications industry. They bring many years of knowledge and expertise to the Association without personal financial gain.

ARCIA Committee and Ex–Officio members work on behalf of the Association's members on issues where they believe the industry should be protected or represented and are elected based on their interest to best serve the industry as a whole. The Association welcomes regular comments and suggestions from its members to ensure the Committee continues to fulfill its role.

The ARCIA Committee meets monthly to manage, coordinate and implement the Association's various activities, including Accreditation, Technical and Spectrum Issues, Training and Education, Membership and Events. Each member is involved in various sub–committees to ensure the Association's goals are achieved.

Nominations for Office Bearers are open four weeks prior to the Annual General Meeting in August each year. ARCIA is keen to represent all sectors of the Australian radio communications industry and encourages all to attend and nominate.

ARCIA ensures it maintains its national representation by offering teleconference for those interstate or in rural areas who are unable to physically attend the Association's meetings, which are currently hosted in ARCIA's head office in Melbourne, Victoria.

COMMITTEE REPRESENTATION

President
Hamish Duff, NSW

Secretary & State Representative
Anthony Blyth, QLD

Training and Education & Member
Jim Simpson, QLD

Committee
John LaCava, QLD

Committee & Finance
David Cox, VIC

Committee, Accreditation & Spectrum and Technical
Noel Higgins, VIC

Committee, Training and Education & State Representative
Rob Howes, WA

Ex–officio & Training and Education
Garry Botley, QLD

Vice President & State Representative
Martin McLeod, NSW

Treasurer, Accreditation & Finance
Andrew Wyborn, VIC

Committee, Training and Education & Member
Phil Dowd. QLD

Committee & Member
Jamie Baker, VIC

Committee & accreditation
Chris Stapleton, VIC

Accreditation & State Representative
Jeff Perry, SA

Ex–officio
Andrew Findlay, NSW

Executive Officer, Spectrum and Technical & Finance
Ian Miller, VIC

STATE REPORTS

NSW REPORT

ARCIA once again responded to the IPART enquiry regarding the use of Crown Land for Communications facilities. Two round table meetings were held in Sydney where ARCIA Vice President Martin McLeod was invited to give the Radio Communication's industries viewpoint on the issues created by the current business model. The subsequent release of a draft paper failed to address any of our industry issues which was strongly highlighted through a second round table meeting. A final report has been prepared for the Government however this has not been formally released and we are as yet unaware of its contents. The radio communications industry was well supported with many ARCIA members present.

The annual RFI sailing day in February was a highlight once again bringing together the NSW industry for a day on Sydney Harbour. ARCIA was well represented with our own boat and well dressed crew.

For the first time Westwick Farrow held a major Comms Connect show in Sydney. The event was held in June and included a number of workshop presentations and exhibition over 2 days. Some 700 visitors pre–registered the majority of which were new visitors having not attended the Melbourne event. ARCIA executive officer Ian Miller was kept very busy with a number of presentations and Martin McLeod presented a paper on RF in the IT domain.

In conjunction with Comms Connect, the ARCIA team held the annual NSW industry dinner at Darling Harbour. The glamorous event was attended by nearly 150 people who enjoyed a relaxing evening with some light singing entertainment from Chloe Maggs and plenty of opportunity to catch up with industry networking. Considering the event clashed with the State of Origin Rugby League game the attendance was commendable and we look forward to a bigger and better show next year.

SA REPORT

2014 has seen a *'changing of the guard'* in many of the ARCIA office holders. On behalf of all members in South Australia we thank all previous office holders for their hard work in positioning ARCIA as the forefront authority in the radio communications industry. ARCIA is now a well–respected body throughout our profession and the South Australian industry is now benefiting from the work that has been put in on a national basis.

All good things come to an end however, and we now have some enthusiastic people with fresh ideas who are carrying on the good work of those before them. As you meet these people at industry events, please take the time to introduce yourself as these are the people who are representing you.

2013 saw the third ARCIA dinner held in South Australia at the National Wine Centre. Those who attended were entertained by Mr. Martin Hamilton–Smith who kindly offered his services as our guest speaker. Mr. Hamilton–Smith shared his optimism for hi–tech industries such as ours and shared the Liberal party's views on how the industry should be nurtured in the future.

This event continues to grow each year with 2014's dinner moving to the largest function room at the National Wine Centre. I look forward to seeing everyone at the dinner on November 13th. This year's event may double the attendance that we had at the first dinner 3 years ago, testament to the benefit and enjoyment experienced by those who attend.

For those South Australian people and companies that have not yet joined ARCIA, I urge you to support the organisation that is working to represent you and apply for membership as soon as possible. The weight of argument offered by our representatives becomes more compelling when they represent a larger body. ARCIA membership is available for individuals and companies and is open to users and Government agency representatives in addition to the many businesses that supply goods and services to these entities.

For further information please don't hesitate to contact me.

Jeff Perry
Committee member and SA representative

QLD REPORT

Our Queensland representative team has grown this past year. In addition to Anthony Blyth and Jim Simpson, we have benefited from the support of Gary Botley, Phil Dowd and John La Cava.

We are also pleased to welcome Ezi Communications, Lambdatron Pty Ltd, Acubis Technologies, Queensland Communications, Radspec Consultants Pty Ltd, Gary Grevis, Electronic & Instrumentation Eng's as members of the Association in Queensland over the last year.

Industry members have reported a reasonable increase in business activity following the 2013 federal election. The mining boom may have levelled out, but there are new projects on the horizon such as Adani and Carmichael.

A major communications project is now underway in Queensland, the Government Wireless Network (GWN), which will provide new and improved voice and data services to Public Safety agencies in time for the G20 Leaders Summit in Brisbane in November. There is a significant number of people and companies actively involved in various facets of this project including two radio system engineering, project management, technical and user training.

Brisbane Airport have also undertaken a communications upgrade in time for G20, migrating from conventional analogue to a DMR Tier 3 trunked digital system. A number of local Queensland companies are involved in the solution for Brisbane Airport, which includes ongoing managed services to monitor the network and ensure it is optimally maintained.

We have held our third annual Queensland networking function and we would like to thank all the members of the industry who supported this event in larger numbers than ever. With the support of Comms Connect, this year our event included a number of seminars in the afternoon prior to the networking function commencing. Thank you to the speakers: Garry Kerr from the Public Safety Business Agency; Geof Heydon presented insights on wireless innovations from the CSIRO; Scott Minehane from Windsor Place Consulting presented the research into the economic value of our industry; Mark Ward presented the P25 Solution Centre; and Geoff Wood presented a TETRA multi vendor compatibility demonstration.

As part of the ARCIA aim to reach out to the IT Industry, early in May this year we exhibited and presented at the BICSI South Pacific Conference in Brisbane. This was an excellent opportunity to demonstrate the convergence of technologies and how the radio industry is now becoming part of the IP–connected IT industry. By sponsoring the *'Happy hour'* at the conference we engendered much interest from the attendees and the ARCIA presentation received many favourable comments. It was interesting to note the number of people in the cabling industry who have a radio background, and how much they felt that Fibre–Optic technology is similar to basic radio technology.

The format for this event proved successful with all the seminars and the dinner function at full capacity. With this level of interest shown, we look forward to providing these educational and networking benefits to the Queensland industry again next year. We welcome feedback from our members on what they would like to see in the event next year.

Anthony Blyth, Jim Simpson, John LaCava, Phil Dowd and Garry Botley
QLD Committee

WA REPORT

With many of the state's resources based projects coming on line, companies are focusing on the future selection of the preferred technology to support radio communications, citing the need for data transmission taking precedence over voice in their project scope. A number of ARCIA corporate members are expanding their investment in the West, buoyed by the opportunities the state has to offer. Whilst the lack of experienced engineers and skilled technicians puts increased pressure on project delivery, overseas recruitment assists in narrowing the knowledge gap.

The 2014 WA industry networking event was held at the Pagoda Ballroom in April. For the first time ARCIA partnered with APCOA, providing members and industry participants the opportunity to network at a professional forum during the afternoon's presentation in Change Management, followed by the annual networking dinner. Keynote speaker Jim Simpson of ARCIA, gave an insight into ways to encourage young students to undertake a career in technology based industries.

As an engineering professional, I am seeking ways for industry to support events such as the year 9 and 10 Science and Engineering challenge, ensuring they have the necessary maths and science skills to undertake higher studies that will support the future communications industry.

WA's quarterly networking sundowners will continue throughout the year, giving members an opportunity to network in an informal environment, and I look forward to hearing from members how I can best serve them.

Rob Howes
WA Committee Member

OUR WORK

ACCREDITATION REPORT

ARCIA accreditation continues to be a valuable service that ARCIA provides to the industry. Accreditation is a recognition that is available to (but is different from) the association membership. It provides clients and the industry with an assurance that the organisation they are dealing with is committed to the highest quality business practices, consistency and reliability in the delivery of service, professional standards and dedication to continuous improvement.

We are pleased to report that this level of endorsement is now being recognised and requested in tender processes further adding to the value obtained by those companies that have achieved the certification.

Accreditation provides an independent audit of:
• The applicant being a registered company
• How long the business has been running
• Correct insurances in place
• An appropriate Health & Safety Policy and training System
• Some form of Quality Assurance process
• Appropriately qualified and/or experienced staff for the tasks
• An ongoing training process
• References from existing clients and suppliers

During the past year Accreditation status was awarded to Airwave Solutions and we congratulate them on this achievement. The association now has 22 accredited member organisations, details can be found on our website
http://www.arcia.org.au/accreditation/accredited-members-register.htmlhttp://www.arcia.org.au/accreditation/accredited-members-register.html

We have decided to implement a change to accreditations in that they will now be renewed each year in line with membership renewals. This will commence in 2015.
All existing accreditations will continue until their expiry date when they will be captured by the new process.

If you would like to discuss ARCIA Accreditation, please don't hesitate to contact either myself or one of the committee members.

Jeff Perry
Accreditation Committee Convener

SPECTRUM AND TECHNICAL

Our Spectrum & Technical committee continues to monitor and be involved in areas of spectrum issues as well as equipment standards. On the standards front—Noel Higgins monitors what is required from the Land Mobile equipment standards and ensures that our voice is heard in discussions. This year Tal Yosha from Simoco has also been involved in the Standards Australia processes for equipment standards and has made valuable contributions. Many people don't realise that some of the existing standards have a *'sunset'* clause and have to be reviewed and renewed every ten years. This year we have provided input for both the HF Radio standards as well as the VHF Paging standards, plus the overall Land Mobile Radio standard is under review. These are important instruments with regard to interference issues.

In the general spectrum area ARCIA responded to one discussion paper this year, which relates to the Registered Licencing Number system, although a seemingly innocuous discussion paper it has some far reaching effects with regard to the provision of technical resources for the ACMA. We have also attended the Radcomms conference in Sydney and raised several questions that are relative to the LMR industry. This conference is seen as the primary method for the ACMA to interact with spectrum users and it was disappointing to hear the ACMA representatives stating that they had chosen presenters from all sectors of spectrum usage, yet the LMR sector was not even mentioned.

As this Annual Report goes to print, we are also preparing responses to discussion papers, the first on the process of Opportunity Cost Pricing and the second from the Department of Communications on the overall Spectrum Management. We will be taking issue with the OCP paper as there are several errors in the document that are founded on inaccurate assumptions, we believe that this is very poor and will be taking it up directly with the ACMA Economists to try and ensure that discussion papers and reports to management reflect accurate information and not incorrect assumptions or partial truths.

During the course of the year we also responded to some direct technical enquiries, one of which related to interference to digital television. The user involved was becoming increasingly frustrated with the ACMA process and as such we were prepared to offer assistance to ameliorate the problems. After advice from ARCIA on how to define the interference to a more detailed level, the information was then presented to the ACMA and this overcame the problems with a system designed for fault reporting to be from a higher level of knowledge. Support such as this always helps to improve the image and credibility of ARCIA in both the eyes of the user as well as from an ACMA perspective.

Ian Miller (Convenor), Noel Higgins & Tal Yosha
Spectrum & Technical Committee

TRAINING AND EDUCATION REPORT

"Industry Controlled Training" is a hot topic and much has been said about the paucity of technical training available at technician level. This is a recognised situation that in many areas around Australia the technical trades sector has lost training capabilities and resources over a period of years.

ARCIA has recognised this situation and has been working quietly for several years on investigating how this might be overcome and over the past few months has become much more active in this area. ARCIA believes that the time has come to begin to take affirmative action before the skills are lost and we have no properly trained resources available for industry.

During the past year ARCIA has:
• Run a training workshop involving industry, Government and training providers at Comms Connect in Melbourne last November. This workshop provided the catalyst for action to begin
• At the ARCIA Committee planning day in February of this year a plan was adopted that will see actions within the next six months to start a planned progression to identified training opportunities
• Out of the plan adopted, ARCIA has begun to identify a number of Registered Training Organisations (RTO's) who already offer some of the courses that are required as part of a technicians role within the communications industry
• In parallel with this, the ARCIA committee are now looking to identify exactly what content is required in order to work with RTO's in developing specialised training modules for our industry
• With the apparent decline of an *"industry relevant training system"* and *"trade certificate"*, ARCIA is looking at ways of developing an *"Industry based"* database that will allow technicians to have their training modules documented and form part of a *"Technical CV"* that could be accessed by employers to validate the training levels and skills of technicians. This would hopefully encourage technicians to undergo further training.

In order for ARCIA to continue to develop the plans and to ensure that they are relevant to industry needs, we are continually seeking input from all levels of industry as to which competencies are believed to be the most important with regard to training modules. This information is critical to ARCIA so that we can make sure that the funds required to develop modules are spent wisely.

Following on from this, we surveyed our members regarding the content that they would like included in radio based training courses. These results will be analysed and disseminated to RTO's to be built into our training courses. In addition to the survey responses, ARCIA will establish a *"Trainers & Mentors"* database for those members who indicated an interest in assisting industry trainees.

In June we received a request from Mt Victoria School for a number of business students to attend Comms Connect in Sydney. We set up a mini–program to highlight some of the facets of our industry. The result in discussion after the event was that ARCIA, as an association should become more proactive in promoting the *"Radio/IT"* industry in our schools. This will now become one of our objectives that the Training and Education subcommittee will place on the timeline agenda.

Jim Simpson, Phil Dowd, Rob Howes and Garry Botley

EVENTS REPORT

The Annual Industry Gala Dinner is the Association's key event for the year. It draws radio communication professionals from around Australia and across the world for a night of celebration, professional recognition and networking. The event is held on the first night of Comms Connect to cater for the large number of people who attend the two–day conference and exhibition.

In 2013, more than 460 people attended the event at the Melbourne Convention and Exhibition Centre, a truly spectacular venue.

Every year, the Annual Industry Gala Dinner recognises industry excellence through its Industry Excellence Awards ceremony. From sales to engineering, to customer service and new talent, the Industry Excellence Awards ceremony has eight award categories and determination of the award is based on specific criteria for each award which incorporates the following: Commitment, Leadership, Innovation, Teamwork and Service.

National Industry Events
In 2012, ARCIA launched its National Networking Events initiative to bring together radio communication professionals from across the country to meet and connect with other industry associates. In 2013–2014, these events were held in various locations nationwide. Full reports of these events can be seen in the state reports and on our website.

COMMUNITY INVOLVEMENT

Over the past year, ARCIA has been involved in several community initiatives.

These initiatives not only support the good work of Australian charities, but also support the Australian radio communications industry as well as the local community.

In late 2013, ARCIA raised funds at its Industry Gala Dinner and Comms Connect for S & A Installations of Winmalee in New South Wales to help them recover some of their lost possessions from the Winmalee Bushfire.

In February 2014, ARCIA attended and supported the Annual Spurious Challenge on Sydney Harbour hosted by RFI. This year the fundraising helped raise thousands of dollars for the Salvation Army. Well done to Steve Jacques and RFI for leading this initiative and thanks to the New South Wales radio industry for their generous support.

In addition to supporting the local community, ARCIA also provides encouragement and support to students actively pursuing study, which will lead to a career in radio communications.

ARCIA sponsored RMIT University's School of Electrical and Computer Engineering through its EnGenius Trade Fair and Awards in Victoria, which assess projects submitted and exhibited by students demonstrating their skills in electrical, computer and network, electronic and communication engineering.

To further support students, ARCIA hosted a group of secondary school students at Comms Connect in Sydney. They received a guided tour of the exhibition and participated in one of the conference presentations. The invitation provided the students with a great opportunity to network and learn from industry professionals.

MEMBERSHIP REPORT

This year has seen some better–defined action from the membership committee and after the Planning day in February, we have been working our way through several tasks. One of the more important tasks has been to review our newsletter and email lists to ensure they are up to date and accurate. If anyone has corrections, please let us know and we will update them accordingly.

From other sections of this Annual Report, it is obvious that ARCIA are active in many areas and the primary source of funds to carry on these efforts comes from membership fees. The work being done by the Training & Education committee and the Accreditation committee are very important and the benefits flow through to all members. In addition, through the contact with the ACMA and in equipment standards areas, the Association is representing all of the Land Mobile Radio industry.
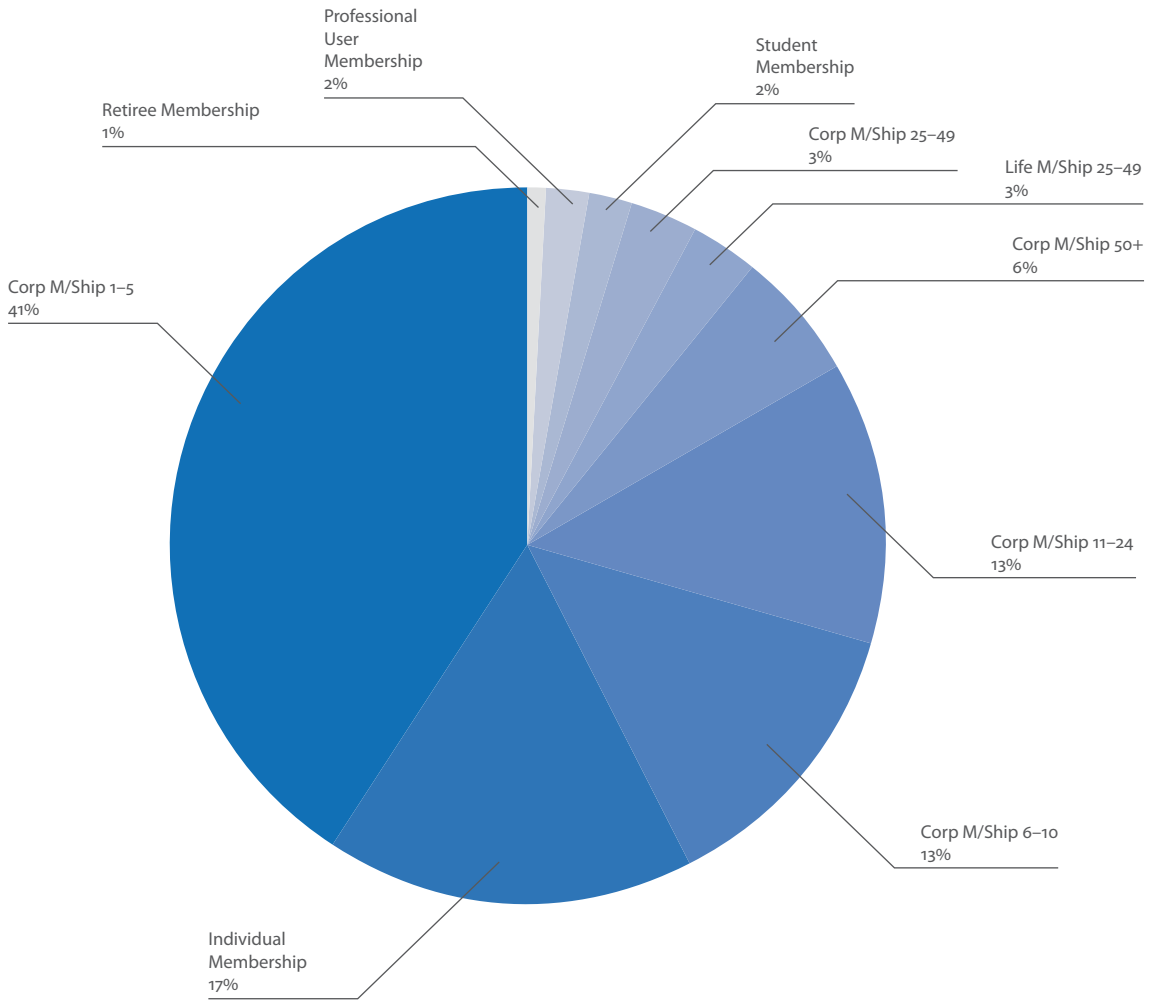
With this in mind, it is disappointing to see that we continue to have members who decide not to renew their membership from one year to the next. There could be many reasons for this, businesses change hands, some businesses suffer financial hardship, and some just forget to renew the membership, meaning to do it at a later date. In an endeavour to gather more individual members and open the door for employees of Government agencies and Public Safety users, the membership committee recommended that we reduce the membership rate for individuals to $99.00 including GST, a reduction from the previous rate of $165.00. We hope to have more people involved as we do want to be a truly representative body and work for all.

Having acknowledged that we have lost some members, we are pleased to report that our overall membership numbers have increased again this year and we know that in representative terms we act on behalf of the majority of the Land Mobile Radio industry. The chart below shows the break–down of our member categories and we are pleased to see the strong representation from the major players in the industry.

One of the rewards of the Association is to recognise people who have made a significant contribution to the Association or to the industry in general, this is done with the conferring of a Life Membership. This year the Association recognised three additional life members, Stan Goodwin (formerly of Mastercom), Chris Kelly as our retiring President, and Noel Higgins of our Spectrum & Technical committee. Each of these, plus our existing Life Members, have helped our Association and our industry over a lengthy period and are each worthy of recognition.

Looking ahead, we are conscious that we need to ensure that our members are receiving *'value for money'* for their membership. This will be one of our aims for the year to make sure members realise the benefits available. One of the major benefits is the reduced ticket prices for our events and we strongly recommend members to be involved in these events. The intangible benefits of training, accreditation and regulatory issues are always there as well.

The membership committee is Phil Dowd (Convenor) Jamie Baker and Jim Simpson.

Professional
User
Membership
2%

Retiree Membership
1%

Student
Membership
2%

Corp M/Ship 25–49
3%

Life M/Ship 25–49
3%

Corp M/Ship 50+
6%

Corp M/Ship 1–5
41%

Corp M/Ship 11–24
13%

Corp M/Ship 6–10
13%

Individual
Membership
17%

TREASURERS REPORT

The association has continued to meet all of its financial commitments this financial year and has made a small operating profit which will be used to fund additional activities and initiatives in the coming years.

The association's income was just under $300,000 for the financial year 2013–1014, slightly down from the previous year. The association's income is predominantly made up from our partners 30%, our members 35% and ticket sales to our events 35%.

Our major expenditure of the association continues to be our national events such as the annual industry gala dinner held in Melbourne and our state based dinners. These represent 60% of our costs with many events being subsided by ARCIA to help our member's network with other radio industry users. The total expenses of the association slightly increased this financial year, however these were attributed to an increase in activity including attendance at the Comms Connect Sydney Show and the commencement of our economics research paper with Windsor Place Consulting.

I would like to thank all of our financial supporters of the association as without your generosity we would not be able to function on the scale in which we do.

Andrew Wyborn
Treasurer

STAKEHOLDER ENGAGEMENT REPORT

ARCIA engages with its members and industry interest groups throughout the year using a variety of different channels. We use mediums that are relevant, appropriate and that best allow our stakeholders to engage with us.

Our Website

The Association's website *www.arcia.org.au* is the main channel in which members and industry groups engage with us about our membership, accreditation program, events, news and other interest areas. This year we have seen many additions to the website, such as an addition of a training and careers section where members can submit employment listings that they are hiring for. Members can also now submit their accreditation applications online as well as nominate potential candidates for the 2014 Industry Excellence Awards throughout the year. Additionally, ARCIA has also started accepting relevant white papers about new industry technologies for publication on the website.

LinkedIn

Another main avenue in which ARCIA seeks to engage with stakeholders is through the LinkedIn group called the Australian Radio Communications Industry Association. The group is growing daily and serves as a great medium for stakeholders to share information with each other as well as the Association. At the end of the 2013-2014 fiscal year, ARCIA had 919 members in this group.

Other mediums ARCIA uses to engage stakeholders:
—Association and Industry News
—Bimonthly eNewsletter
—Regular member announcements
—Email, phone, mail and Skype
—Face–to–face meetings and teleconferences
—Regional networking events
—Our Annual Report and surveys
—Digital media and print including industry magazines
—Industry events including Comms Connect and our national industry dinners
 and networking events.

Contact us

Events—*events@arcia.org.au*   General—*info@arcia.org.au*
Spectrum and Technical—*technical@arcia.org.au*   Accounts—*accounts@arcia.org.au*
Head office
9/21 Huntingdale Road
Burwood, Victoria
3125 Australia

Connect with us and others in the industry on LinkedIn. Just login and search for the Australian Radio Communications Industry Association (ARCIA) group.

OUR PARTNERS

ARCIA would like to thank all of our partners for the fantastic support over the last 12 months. The industry partnership program is very important for a number of reasons and the funds raised are critical to the operation of the Association. The long–term support of communications businesses around Australia is key to the Association's continual work on many fronts.

The partnership program was very well supported through the last financial year. We were fortunate to have Motorola as our Platinum partner again, along with Radlink Communications and GMG Solutions as Gold level partners; Tait Communications, RF Industries, Airwave and JVC Kenwood as Silver level partners; and Omnitronics, Icom, Zetron, Hytera and GME as our Bronze level partners. Each of these companies is to be congratulated for showing such a committed level of support to the radio communications industry in Australia.

It is rewarding to see that pivotal industry members recognise the importance of the Association and are prepared to work with the industry as a whole. Looking at many of the partners at Comms Connect in Melbourne and other ARCIA regional events around the country, it is clear that while there are many challenges for the industry in general, the level of industry activity is high.

We would also like to thank our ongoing partner, Comms Connect for their support of the radio communications industry though their annual conference and exhibition.

PLATINUM

MOTOROLA
SOLUTIONS

GOLD

radlink
COMMUNICATIONS

GMG

SILVER

RFI

KENWOOD

AIRWAVE

tait
communications

BRONZE

ZETRON

GME

omnitronics

COMMS CONNECT 2013

Hytera

ICOM

GET INVOLVED

ARCIA is seeking interest from members of the Australian radio communications industry who would like to join ARCIA State representatives in NSW, QLD, SA, VIC and WA to form state working groups. ARCIA is also interested in hearing from those who would like to represent the radio communications industry in TAS and NT or those who would like to join one of the Association's sub–committees.

As you have read in this report, state representatives and sub–committees play a major role in managing, coordinating, implementing and promoting the Association's various activities and initiatives such as the Accreditation program, Technical and Spectrum Issues, Training and Education, Membership, Events and other areas that best serve the industry as a whole.

By joining a state working group or sub–committee, you will contribute to having a beneficial effect on the industry at a local and national level. Your knowledge of and commitment to the Australian radio communications industry will be well regarded and any amount of time you can dedicate to your involvement with the Association will be recognised.

To get involved, contact a state representative directly or email us at *info@arcia.org.au*.

www.arcia.org.au