



Seachange Profile No: 4

Robert had a role in developing several of the Nowra-made products sold throughout the company's worldwide divisions.

He's also traveled overseas to study new processes in sister companies and then apply them to the Australian market.

Some of the products are based on advanced cement chemistry.

"It's a constant state of development to meet the changing needs of the mining industry. Technologies are either developed in house or overseas whilst existing technologies are updated," Robert explains.

After three years of "cement chemistry" he went on the road with the sales team for a year as technical representative for NSW.

Three years ago he was in the US, Canada, Poland and Germany for training on international systems to fit him for his role as product manager, which requires a strong technical, and marketing focus.

In his role as product manager Robert develops budgets and strategic plans to grow his products group, with earnings for his division exceeding \$1 million per annum.

"People like to feel they make a difference and are a significant and important part of the company and that their

contribution is worthwhile," he says, explaining that his Nowra position met all these criteria.

He sees the Shoalhaven offering great opportunities for his sons who are already old enough to enjoy the benefits of a beach-side lifestyle plus the many other offerings within the Shoalhaven.

Despite his comfortable lifestyle, his management position and his job security, Robert admits "there is no way I could afford the prices of homes in Sydney."

His rates his Shoalhaven lifestyle at 8 out of 10 against life in Sydney at 5 out of 10 but explains, "this is a lifestyle choice at the end of the day".

Minova's 70 employees at Nowra plus other personnel employed through branches in Emerald, Mackay, Perth and Newcastle, make and distribute resins for mine support, specialty cements, polyurethanes, flexible membranes and also have a ventilation contracting division.

Minova, previously Fosroc Mining, acquired the company who had been manufacturing some of these products 30 years ago.

Products within Robert's division, flexible membranes and injections systems, cater for a variety of functions within the mining industry from strata support to waterproofing. ■

