



## TO WHOM IT MAY CONCERN

In 1998 I was appointed by LandCorp, the state government's land development agency, to project manage the Mandurah Ocean Marina development. The development was Australia's first fully integrated marina, comprising not only facilities for 550 recreational & commercial boats, but also significant residential, tourist and mixed use commercial developments such as hotels, apartments, restaurants, cafes, boutique shops and indoor markets.

The marina also includes a base for a commercial fishing fleet of some 50 vessels, a Fishing & Sailing Club which is the largest of its kind in the southern hemisphere, a facility for the Emergency Sea Rescue Group and a headquarters for Fisheries WA, fuelling, sullage and oil recycling facilities, boat and houseboat hire concessions, marina managers office and a Chalet park.

A marine service facility is also located within the marina that is owned and operated by Graham Heal of Mandurah Jetty Constructions. Graham won the right to establish the facility through a competitive tender process in about 2000 that was overseen by myself.

Graham immediately set about establishing a very successful business that includes a 60 tonne boat lifter, boat stacker, marine servicing and maintenance, as well as the addition of a small delicatessen. His development also included space for a fresh fish shop and other marine specialist service outlets that he has leased out.

Mandurah Jetty Constructions also played a role in the construction of the marina as a subcontractor to Georgiou Group and to Sea-Slips / Poralu Marine and was responsible for the construction of launching ramps and jetties, navigation aids, floating pontoon piling, timber fenders to wharves. and a steel piled timber fishing platform with disabled access.

Mandurah Jetty Construction was also awarded a design and construct contract for the fixed steel jetty and berthing structure for the commercial fishing fleet.

Mandurah Jetty Construction completed all works on time, on budget and to a very high standard of workmanship. Graham Heal was extremely cooperative to deal with and was always proactive in exploring innovative solutions to any problems encountered, in fact, Graham's innovative and professional approach, along with his high regard for quality and safety, has led to MJC becoming well known and respected within the industry.

Graham's company remains a significant contributor to the success of the Mandurah Ocean Marina, which is one of the most awarded projects in Australia. Honours for the marina include:

- 2003 Case Earth Award for Construction Excellence
- 2003 Case Earth Award for Environmental Excellence
- 2004 AMIF Australian Marina of the Year
- 2004 AMIF Tourist Marina of the Year
- 2004 AMIF Club Marina of the Year
- 2005 BIAWA State Marina of the Year
- 2005 AIPM WA Project of the Year
- 2006 UDIA WA Winner Master Planned Development
- 2007 UDIA National Winner Master Planned Development
- 2009 AIPM WA Project Director of the Year
- 2009 AIPM National Project Director of the Year

In conclusion, I would have no hesitation in recommending Graham's diverse range of services offered to any potential client, be it for jetty construction, piling, or any of his boat lifting and repair services at Mandurah Ocean Marina.

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