

22 October 2009

KRAMER (Samoa) Ltd
First Floor, Maxkar House
Cnr. Covent Street & Saleufi Road
PO Box 593
APIA SAMOA

Dear Sir

Re: Kramer Group services provided to APTC – ACEM

The Australia-Pacific Technical College (APTC) is an Australian Government initiative announced at the Pacific Islands Forum in October 2006 and welcomed by Pacific Island leaders. The APTC is a centre of training excellence enabling students to gain Australian-standard skills and qualifications for a wide range of vocational careers throughout the Pacific. APTC is funded by the Australian Government under an AusAID project.

APTC offers training courses at campuses in 4 Pacific countries (PNG, Vanuatu, Samoa and Fiji). In Samoa this required the total refurbishment of a workshop building and the building of a new training and administrative facility. The total value of these buildings and their equipment was in excess of \$WST 5 million (approx Aus \$2.4 million). The buildings are located in the grounds of APTC's partner the National University of Samoa (Institute of Technology). The projects commenced in 2007 and were completed by July 2009 with a further 12 month defect period in place.

The Kramer Group under the leadership of Jason Goddard (Director Manager Samoa) provided professional Project Management for both buildings, including design and documentation conforming to international standards, as required by AusAID. This included structural, civil, mechanical, electrical, hydraulic, fire and architectural disciplines. They were also responsible for tender administration and evaluation for the 2 separate tenders, contract administration and construction supervision. This was all managed from their office in Samoa.

The Kramer Group provided fast, effective and cost efficient services to the APTC project. At the design stage they were able to convert the concepts of the APTC client base into designs and drawings that met all of our requirements and considered the end users (students and staff). They were willing to go the extra mile at all times and were quick to respond to all requests for change or advice. This included redesigning in some cases. For example when building costs escalated due to the poor performance of the Australian dollar Kramer's managed major modifications in order to reduce costs. The supervision of the building contractors was timely and effective and benefited greatly from the excellent communication skills of the Kramer staff.



On the first project Kramer's were able to fast track the refurbishment of an existing workshop to become the APTC facility to accommodate classes, as per APTC's tight timeframe. The refurbished building contains two state of the art training workshops for Fabrication/Welding and Plumbing as well as large storage areas and 2 multipurpose classrooms.

The second project required the design and supervision of construction of a building to house training rooms, specialist computer laboratory, student facilities including showers and toilets, and large staff administration areas. In this case the APTC client base was broadened to include new stakeholders thus further complicating the project. Kramer's were able to manage the requirements and expectations of all these stakeholders whilst still driving for an "on time " and "on budget" completion.,

Both buildings are state of the art in construction and design. They have received considerable media attention and have also received the commendation of the Prime Minister of Samoa who recently officially opened the facilities.

APTC schools of Automotive, Construction and Electrical and Manufacturing (ACEM) are very proud of the facilities constructed in Samoa. A considerable amount of the credit for their professional design, operations and appearance are due to the consistent and professional services of the Kramer Group. As the Director of ACEM I was personally involved with these projects from their conception and dealt directly with Jason Goddard and the staff of the Kramer Group in Samoa. I am happy to be contacted for further information as required. I can be contacted at the Queensland Office of APTC – ACEM (+61 7 54308800) or on mobile + 61438 766 489. I am also contactable by email on ian.wells@aptc.edu.au.

Yours sincerely

Ian Wells
Director
APTC – ACEM
22/10/09