

## Case Study: Drivetrain Systems International

### Drivetrain Secures Overseas Orders

Based in southern New South Wales in Albury, Drivetrain Systems International (DSI) is competing and succeeding in the tough automotive components market. The automotive market is one of the most aggressively contested globally and DSI is stepping up to the challenge and winning!

DSI was established in 2006 by the buyout of the ION automotive transmissions manufacturer in Albury, with the assistance of the New South Wales Government. This project secured over 500 jobs in Albury and provided the opportunity to bid for future global contracts.

In September 2006, DSI announced that the company had been successful in securing two multimillion dollar export orders. One is with Indian automotive manufacturer Mahindra and Mahindra and the other with the Korean based, Chinese owned car manufacturer SsangYong.

The new contracts mark DSI's entry into the leading edge, six-speed transmission market and will result in new capital works at the Albury plant. DSI currently manufactures four-speed automatic automotive transmissions systems for the Australian and global market.

DSI will upgrade the Albury plant introducing more technically advanced manufacturing techniques required in the highly competitive automotive market and plans to develop more international business, particularly in Asia.

The New South Wales Government stepped in to assist the operation (then owned by ION) after its parent company ION had been in administration for over a year. (The ION group had gone into administration due to problems in other operating divisions). The Department of State and Regional Development worked with DSI, to help facilitate the purchase of the plant. The NSW Premier agreed to waive the business transfer duty on the sale, allowing the purchase to proceed and providing the opportunity for the plant to win new contracts.

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