

## How Successful Companies go from Insight to WOW new products and markets

International Dairy Federation  
World Dairy Summit

Speaker: Allan Ryan  
25<sup>th</sup> November 2004

Ref: [www.rba.gov.au](http://www.rba.gov.au)

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The scorecard for innovation is marked in dollars.

## Counterfeiting in Australia 1966



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## First Polymer Banknote 1988



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## NPA History & Polymer Development



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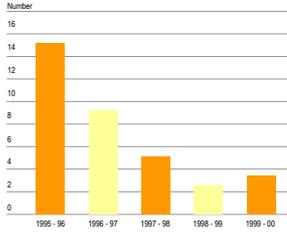
## Current Banknotes



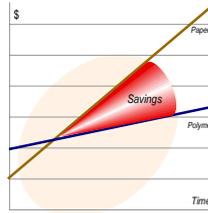
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## Reduction in Counterfeits - Australia

In Australia, the introduction of polymer banknotes generated a landmark reduction in counterfeiting



## Polymer Banknotes are more Cost Effective



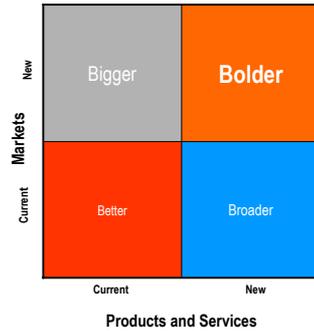
- Increased durability means significant savings for the issuer
- Notes need to be replaced five times less often which means:
  - Reduced purchasing costs
  - Reduced withdrawal costs
  - Reduced destruction costs
  - Reduced distribution costs

## Polymer Banknotes and the Environment

- Outsourced polymer notes and production waste can be recycled into a large range of plastic products



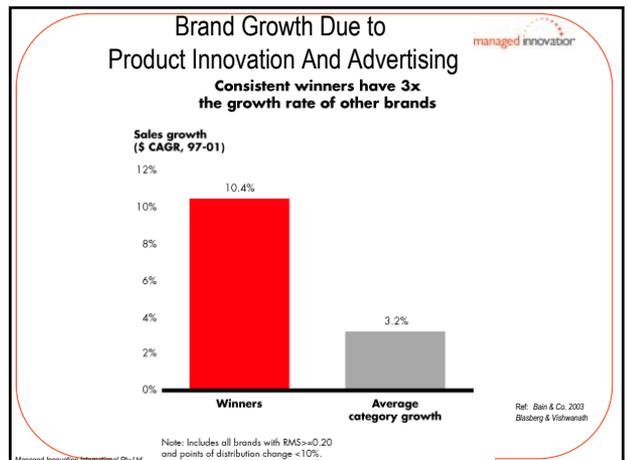
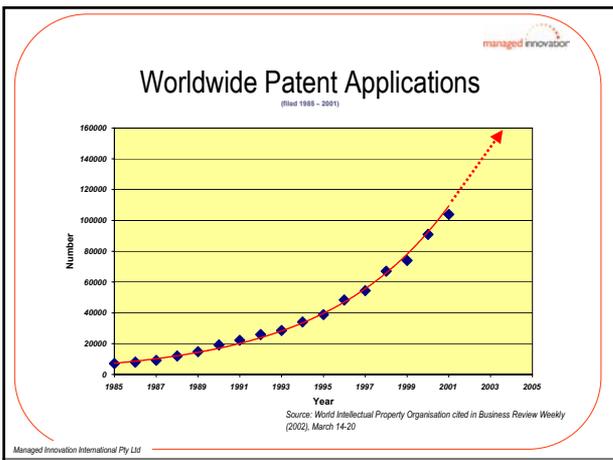
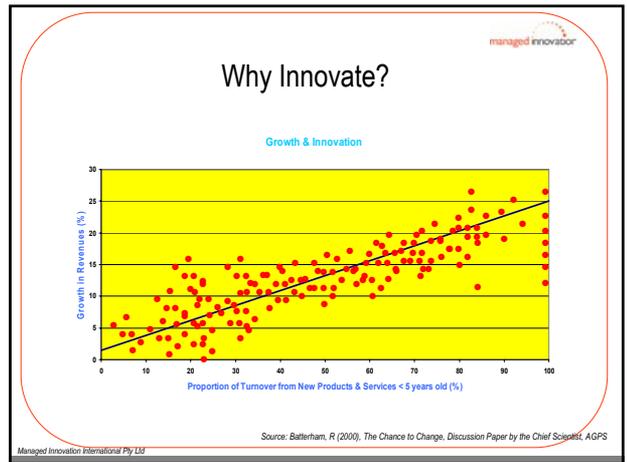
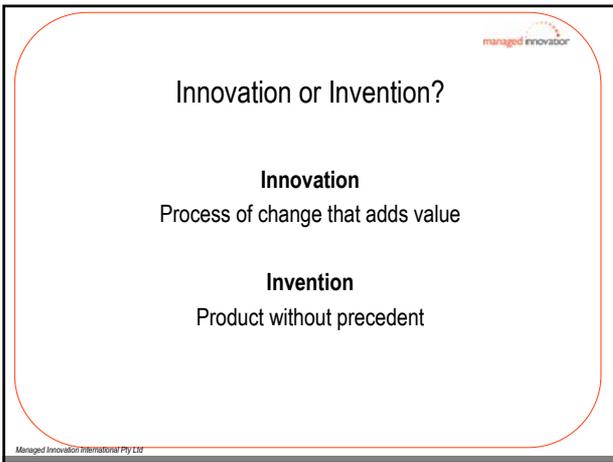
## Goals for Innovation



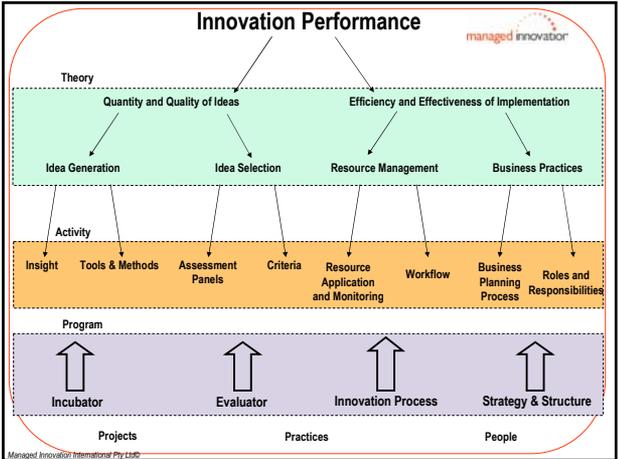
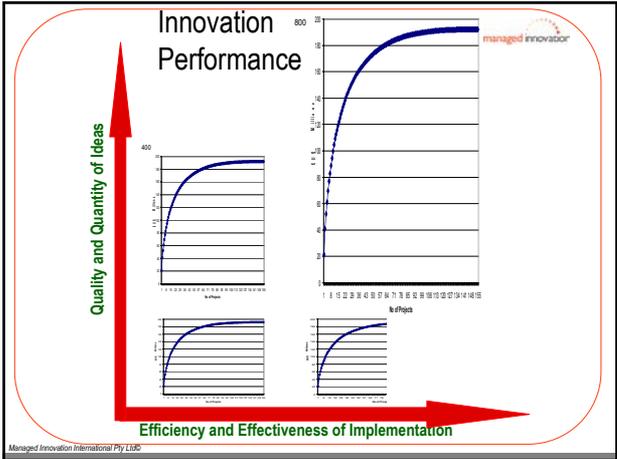
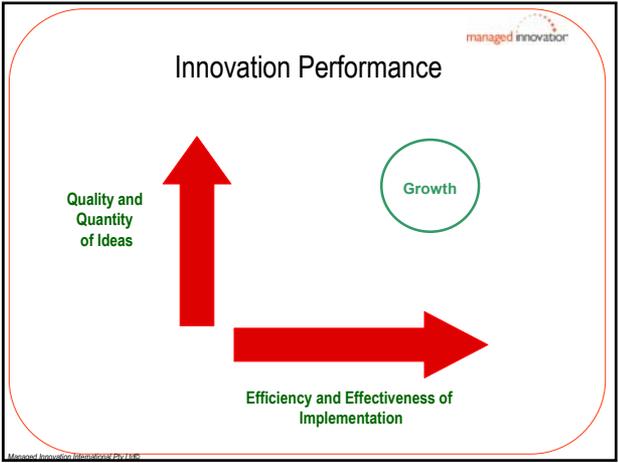
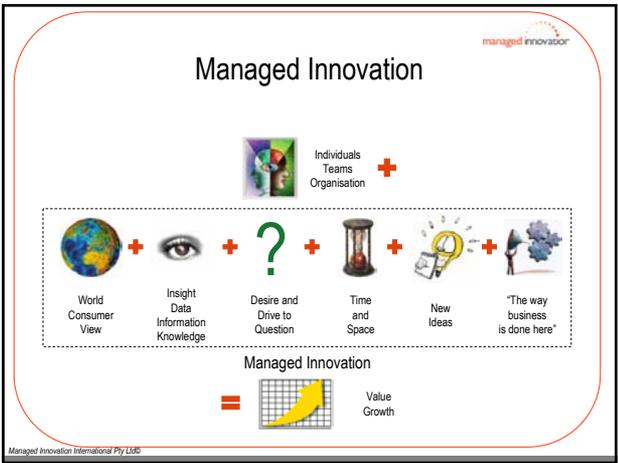
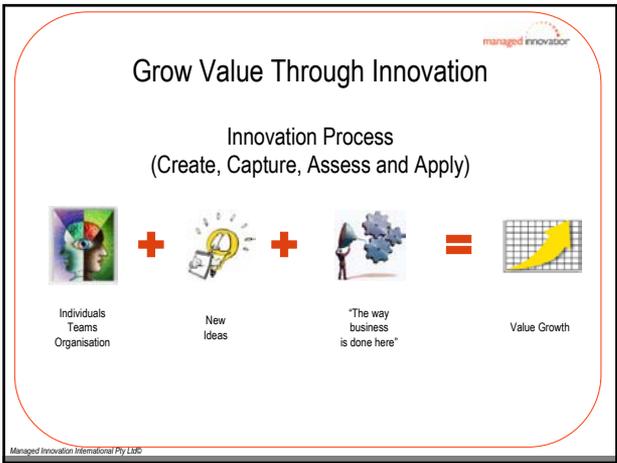
Dave Coverly.

"I like this, Edwards. You've come up with more solutions than we have problems."

Singapore Technologies Kinetics  
 A company of Singapore Technologies Engineering  
 gsk GlaxoSmithKline  
 managed innovator  
 DOUWE EGBERTS  
 3V  
 Cochlear Hear now. And always  
 ALBANY INTERNATIONAL  
 Eurest  
 AGSM AUSTRALIAN GRADUATE SCHOOL OF MANAGEMENT  
 About QSF  
 Dairy Farmers  
 Textor  
 Norske Skog  
 Victoria The Place To Be  
 NSW  
 New South Wales Department of State and Regional Development  
 VPS Continuous Improvement Network  
 Invest Northern Ireland  
 Centre for Innovation Business and Manufacturing  
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**Thank You**