

SUBMISSION ON POLICY ISSUES RAISED IN ROUND 5

Submitted By: Peter Robert Rolliston

Email: [REDACTED]

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Submission for: My Self

Name of other person, business or organisation:

Do you agree to your submission being published: Yes

Do you agree to your full name being published: Yes

Your submission:

Mr PETER ROLLISTON [REDACTED] E-Mail [REDACTED] PH [REDACTED] Dear Sir,
Madam, I have had to delay this submission a few times as it would simply become too difficult for me to relive these events. This is because of the fact that the levels of stress, worry and continual attacks from [REDACTED], caused my health to deteriorate until the pressure became so great, that it simply collapsed. Therefore, I could no longer resist [REDACTED] continual barriers, threats, detrimental actions, dishonesty and unmitigated pressures and as a result, I was under Psychiatrist treatment for some time, until my eventual collapse which resulted in me, being granted a disability pension. Indeed the extensive investigations that my Insurance Company and the many specialist and doctors that they had me see, resulted in all of them attributing [REDACTED] actions, as being central to the collapse of my health. However, I have come to the conclusion that the chance to tell my story is of far greater importance, than the possibility of it causing me a relapse. My wife and I were unlucky enough to have experienced our business and our livelihood being decimated twice. We had survived the Bankwest debacle, only to change over to [REDACTED] so that we could rebuild our business and continue on what we thought was going to be solid ground. We did this in the mistaken belief that we would receive reliable and professional banking services that would allow us to rebuild our business, which was based on the design and construction of purpose built and specialized machinery and other such products, so as to fore fill the various needs of our growing, diverse and continually growing clientele. I am a Mechanical-Structural Engineer and I have chosen to remain a member of the Australian Institute of Engineers, so that I may keep abreast of the world of Engineering. Our order levels and inquires for our services had remained strong, and these included a number of very substantial businesses and organizations, who had operational requirements for our custom designed and purpose built machinery and equipment. Indeed, our business had continued to grow after the Bank West debacle, with regular inquires from both previously existing and new clientele. Indeed, I was still receiving inquires some years after we had been forced to close. We started our business in 1987 and after it was established, we began to build our business model on our already proven capability to satisfy the special needs of a sizeable and growing clientele base. Indeed our growth had been steady and around 1995, it was realized that our rented unit was no longer capable of accommodating the construction of many of the physically large orders that we were being offered, and that we could loose new and existing clients, as a result. Indeed our factory unit was also coming to the end of its lease, and as a result, it became prudent for us to begin investigations into the possibility of having our own premises, with larger and more suitable access and operational areas. The following is a time line of events so that you may understand our experiences. 1) I initially served an apprenticeship in Albany in the later sixties, and later studied Mechanical/ Structural Engineering when I was living in Hobart and completed that course when I returned to Perth around 1983. I completed that coarse shortly afterwards, and I was admitted into the Australian Institute of Engineers in 1984. 2) My wife and I started our business in 1987, after we had returned to Australia, after spending three years in Papua New Guinea. There, I ran their workshops and trained local employs of their Post and Telecommunication organization, in Engineering, Workshop Operations and Trades. 3) We set up our business so as to provide a particular and specialized market where I would design and build purpose built machinery and equipment for needs of various sized and individual businesses, government and private organizations. 4) We built up that business from scratch, to where we employed an engineering student, six plus tradesmen and a secretary- accounts person. I ran the business and carried out the liaison and the designs of various pieces of equipment and machinery that would satisfy our client's special needs, production requirements and products. 5) Our client base included both government and private organizations, in both Australia and overseas, and had a comfortable number of major and repeat clients on our books. 6) Indeed our business model was based on purpose designed and built custom made machinery and equipment that would satisfy the special needs of of a number of varying clients. These included the Australian Air force, the Australian Army, Passenger Rail Couplings for Voith Australia, Chemical Manufacturing Plant and equipment, Baggage Handling systems for Ansett and Qantas Air Lines, and a moving walkway system and a elevated 10.000 litre seawater gravity tank for Underwater World. Indeed this is just a few examples of our operations, so as to acclimatize your self with our businesses model, its diversification and its operations. Our business continued to grow as a number of new opportunities were identified or were being offered, and therefore we reinvested much of our money back into our business so as to allow our operational capacities, methodologies and Research and Development operations to grow. _____ However, in the early nineties, Allan Bond

renege on a \$50,000,000 loan from Bank West, which resulted in that bank calling in a large number of Small Business loans. This included Rolliston Engineering, and at no fault of our own, we were forced to enter into a Part 10 receivership. This was despite the fact that we had a good and growing order book and a sound client base, along with the financial ability to trade out of that situation. Indeed, during that same time period, we continued to grow and had gained a number of major long term contracts. These included the manufacture of specialized items, such as three off, Two Ton Ammonia Pressure Vessels, Gold Flux mixing machinery, Underground mining Anchor Bolt manufacturing machinery, Perth Mint gold processing machinery, just to name a few. We held the majority of our clients for decades and we continually manufactured those specialized rail couplers, for some 18 years, before we were forced out of business. Furthermore, my experience in the construction of moving walkways and baggage handling equipment resulted in us being offered and taking on the maintenance contracts for both Ansett and Qantas Airlines, at both their Perth and WA regional Airports. Our client base continued to expand after we had recovered from the Bankwest disruption, and receive multiple orders from the RAAF for those specialized Aircraft Jacks. Indeed, I designed and we produced over 120 of those Purpose Built Aircraft Jacks for the RAAF's Hercules aircraft, which we built and supplied to the RAAF for some \$3,600 per Jack. This went on for well over a decade, until that aircraft type was eventually taken out of Australian service. However those aircraft were transferred to the Malaysian Air Force, and we then received another order from the Malaysian Air Force, for twenty more units. These types of orders required us to set up formal Quality Assurance systems, which we utilized in our operations for some 20 years. Added to these operations, was an entity private and completely self-funded operation that consisted of the development of a commercially sized composting system, for the processing of the byproduct that remains after the treatment of human waste. I had got involved with this through a friend, who came from the same country town as me. He was operating a small Worm Farm, where he used this medium to feed his worm beds. He was being paid to accept that waste, and that income funded a sizable portion of his operations. I had had previously had exposure to this medium and its various processes and uses, and therefore I could see how this could be developed into a viable commercial proposition. Indeed Worm Farming was not a major component in this process at all, but it was a viable means of both providing a suitable food source for the worms, while disposing of the remaining test samples. I purchased various second hand pieces of machinery and built a pilot plant, at my expense, and it was not long before we started to have success with the resulting process. We then stepped it up to a semi commercial scale, so as to prove its operational capacity and viability. These modifications were entirely successful, and it was not long before we were able to convert commercial volumes of that sludge, into a stable fertilizer-soil improving medium, that would contain various nutrients and sizable volumes of moisture, in our Western Australian sandy soils. Most of all however, this was a portable system that provided us with the capability to convert that waste, on any designated sight. This represented an extremely viable answer to a huge problem that clearly exists within many of our country towns, right through to our biggest cities. This is because very few towns have any capability in the final treatment and disposal of their town's sewerage waste. Furthermore, it represented a huge demand and a completely untapped market. I had designed and built these systems at my expense, so that the processes could be tested and perfected, along with its usefulness as a fertilized and soil improver. The results were very encouraging and the various possess, and their associated testing resumes were entirely successful. As a result, both the methodology and operational systems were fully developed, so that the equipment and its process, could be identified, developed and incorporated. As a result, the process quickly developed into a realistic and highly successful operational concept. This was, and continued to be "Commercial In Confidence" and as a result, it was completely funded by my wife and I, as it represented both a sound commercial opportunity and a sizable taxation deduction for our business through its Research and Development operations. As a result of those tests, I purchased four scrapped Shipping Containers and reconfigured them, so that each would become an important part of the composting processes. Indeed the heat that this process generates was such that it completely destroyed any bacteria or other nastiness that may have remained within the resulting product. Therefore, the end product was a clean and granulated commercial fertilizer-water retaining medium, which was rich in compounds, but completely free of any sort of bacteria, odor or contaminates. This demonstrated the systems operational effectiveness and its commercial viability, and as it was portable, it could be readily transported to any country town where it would be used to compost their sewerage waist, on site, and in a completely safe and non-smelling process. The resulting product was both granulated and capable of retaining water, and therefore it would be a valuable fertilizer-moisture retaining soil building product that could be sold directly to farmers, who could apply it to their own paddocks by using their own fertilizer spreading equipment. That breakthrough represented a huge, untapped and highly desirable operation that was entirely capable of providing a number of very effective answers, to a number of previously uncontrollable problems. Indeed, its capability to provide answers to existing world wide problems, in soil quality, moisture containment and disease control, while simultaneously removing the sources of those diseases, would have been enormous. _____ The lease on our rented Factory Unit was coming to an end, and it was long realized that it would be unrealistic for us to recommit to that unit, as it was both too small our purposes and had very poor access. My wife and I had discussed this with our original _____ Manager at the _____ branch of _____, and detailed our operations and our plans for Rolliston Engineering's future. As a result, it was agreed that the purchase of a suitable property was required, and as the Wangara Industrial area was beginning to change from one being predominantly Small Business to one with many larger Corporation type operations, it was decided that this new industrial present would be favored. Indeed, the industrial corporations that were beginning to occupy this area represented a sizable number of business opportunities for us as many would probably require our design, business model, workshop services and operations. At the same time, I approached that Bank Manager, and borrowed some \$16,000 so that we could complete the patents and begin to commercialize those composting operations, its equipment

and the resulting gardening products. Indeed this was the only borrowings that we had requested, for any of part of that business, at that time. We had privately financed its Research and Development operations, its design, operational testing, along with the construction and development of the Pilot Plant and its associated Operational Procedures, Plant Modifications, Product Testing, etc, etc. Therefore, its move into full commercialization was simply the next step. That loan was approved on the same day, and as a result, I placed an order for those bags so that we could begin the commercialization of its operation process, its associated patents and its various commercial operations and products. Meanwhile, I had identified suitable block of land for our new factory, and had gone through the various discussions and details about the required workshop with that Bank Manager. This included the various costing, design requirements, size, etc, etc, before we decided on a particular block's purchase, and proceeded with a loan from [REDACTED]. The factory itself needed to be around 500 square meters in floor area, and a capability to have a suitable overhead crane, so that it would be capable of lifting and moving the various pieces of plant and machinery that were a core component of our business. After various investigations, costing and operational scheduling, a suitable prefabricated building came up for auction on Collie's Coal Fields. This was very suitable for our operations, and as it was prefabricated, it could be easily dismantled and relocated to our site. Indeed these buildings are designed so as to allow such relocations, as mining operations would often encroach into their original site. Therefore they needed to be prefabricated, so that they could be readily dismantled, relocated and re-erected on a more suitable site, so as to allow the continuation of mining operations. After looking into all aspects of such a move, I decided to go to site so as to inspect the building, its suitability and the possibilities of its relocation. Indeed over the following weeks, I discussed that possibility with local businesses, and obtained quotes for its dismantlement, relocation and re-erection. Therefore I was able to attend that auction with a full understanding of the various costs and the possibility of relocating that building to our site. These investigations also allowed me to gauge the practicalities of utilizing such a building. However, this building was originally designed as a Hall Pack Workshop, it did provide the required mix of height, strength, door sizes, etc, etc, that I had previously identified as being required for our planned and expected, future operations. Indeed the original plan was to cut the building's height in half, so as to produce two identical, but lower workshops. However, our operational pressures and the practicalities of doing so at that point, were simply too great. Therefore the decision was made to re-erect it, as is, and in the full knowledge that it was entirely viable for us to do so, at a later date. Our land was level and of correct size and therefore I was able to design the access roads, parking areas, etc etc, and had completed the investigations, practicalities and designs for that planned re-configuration. However, on the day of the auction, there were simply no bids, so I was able to purchase the entire building for just \$20,000 and had it dismantled, transported to Perth and delivered onto our block. Indeed its purchase, its dismantlement, its transport and its re-erection, were entirely funded by my wife and I, and therefore we did not require borrowings for this part of the workshop program. Furthermore, we also paid for the buildings positional and ground surveys, its foundations, its plumbing and its concrete floor and the factories electrical supply and switchboard (which was part of the Workshop purchase) to be modified for our needs, installed and connected to the Electrical Mains supply. Much of the electrical work was carried out for no physical monetary exchange, as I had previously negotiated a deal with that electrical company, where they would carry out that work in exchange for an Aerial Work Platform that I owned, and was now surplus to our requirements. Therefore, we were able to keep our borrowings to a minimum, which in total consisted of approximately \$200,000 for the land, \$30,000 for the later purchase of a C.N.C. high production, commuter controlled Lathe, \$16,000 for the product bags and some \$35,000 for working capital. As a result, our total borrowings were approximately \$281,000. Our assets were estimated as follows. The building itself was valued by others at \$200,000, plus the land at its purchase value of \$200,000 and our vehicles and equipment at approximately \$150,000, giving a total of around \$550,000. Added to this is the total value of the Work in Progress, which was as follows, 1) Two automatic Custom Designed Production Line machines for Edwards Hot Water (80% complete). Value at the time of closure. \$140,000 2) BHP Oil for Machinery Guarding on all of its rotating and injury risk areas, onboard the Griffin Venture, This was an Oil Tanker that was moored over BHP's Oil Field off the Western Australians coast. Value at the time of closure. \$85,000 3) A mining ore sample bag, Printing Machine. This was required for printing identification numbers and other associated information onto calico "Ore Sample Bags". Value at the time of closure. \$18,000 4) SciTech, a Goods Elevator (\$87,000) Deposit Paid. \$22,000 5) GEC Industrial, quote for Machinery Guarding for all Machinery in of GEC Industrial complex in Osborne Park. In negotiations. Total work In Progress Value at closure \$265,000 These figures do not include GST. Therefore, our work in progress, without orders that were not in manufacture, were approximately \$265,000, and as a result, our total collateral base was around \$815,000 and rising, as our operational and manufacturing levels began to stabilize after the move, and new orders started to flow. Therefore one would think that any bank manager could see that we had a very good borrowings/collateral ratio, which was in the bank's favor by some \$534,000. However they continually refused our requests for an increase in our working capital requirements, despite that ratio and the size of our order book, client base and specialized operations. Furthermore, there were sizable, but uncalculated assets that were part of our Composition Operations, Patents, machinery and its saleable products and services, that would have been around of a further \$150,000. [REDACTED] Our problems with [REDACTED] began almost the day after our original Bank Manager, (who we had actively included in both our planning and our operational requirements and who fully understood our intentions and the interrelated budgeting, factory design, land purchase, etc, etc) , was suddenly transferred? Before he left however, we had discussed our plans and the possible reconfiguration of the factories design and layout. These modifications were best carried out before the factory was erected, so that those modifications could be done at ground level. Those operations would have incorporated various structural reconfigurations, such as having the buildings height, its access doors changed and the incorporation of an overhead crane. However these were simply planning discussions, but as our lease was running out, and as our

normal operations had a gap that would allow the workshops' re-erection, it was decided that it was prudent for us to not proceed with those planned structural changes, but to schedule the untouched factories re-erection over that quiet period. Most of all however, there was simply not the time to buy and modify a suitable crane, or to redesign and carry out the planned modifications on the building's structure, that would result in two equal height factories and the planned incorporation of that crane, into one of the resulting lower buildings. Therefore it was decided that it would not have been prudent to proceed with those plans at that time and therefore that the crane would not be required until a later date when our order types demanded its use and our work flows and operations had been fully reestablished. However this crane seemed to become a major source of tension. This was simply ridiculous as it had only been talked about and borrowing funds for it, was never asked for or was ever required. Indeed such items are custom built to a particular factories design, load carrying capacities, internal layouts, etc, etc, and can not be simply plucked out of the sky. They need to be in good working condition and conform to a number of requirements, tests and inspections. Most of all however, I simply did not have need for that crane, or its associated loan at that time, as our workshop operations, as they would need to be back in full production so that such a purchase could be justified. Indeed, while this crane would probably have been required some time in the future, that approval became a major source of problems, accusations and stress as [REDACTED] became almost hostile and seemed to be continually putting other substantial barriers in our way. That crane was integral to our planning, but it was not an essential item for our operations, as we already owned a suitable forklift which was quite capable of carrying out the majority of our then current operations, and we could hire suitable mobile cranes as and when we required. Therefore, once our order levels, cash flows and production operations had stabilized, we would probably have seriously considered the purchase of a suitable crane, along with other additions, as and when they would be required. Indeed I do remember telling our original Bank Manager that I had come across a suitable crane. However I had later inspected that crane, and found that it was in such poor condition that in my opinion, it was too risky and uneconomic to even consider its purchase and resurrection. I know this, because I was a qualified machinery and crane inspector. However, our original Bank Manager was replaced, by what can only be described as being a daisy chain of probation Bank Managers. They were young, tentative and had very little power and seemed to be extremely wary of making any sort of recommendation or decisions. Indeed, it did not take long before I started to notice that there was a certain person who was always in the background, and who was clearly controlling and overseeing those so called, Bank Managers. As a result it was almost impossible to have anything approaching normal financial negotiations, as there seem to be a new manager every time you would go to the bank. Indeed very few had any understanding of our operations, client base, capabilities or business model, and as a result, meaningful negotiations soon deteriorated to where it was almost pointless to even try, as I could not arrange meetings with any Bank Manager. Indeed, it quickly became very difficult to get any information at all, and impossible to discuss normal growth paths, operational, machinery and equipment needs and their associated requirements. Furthermore, our existing financial arrangements would often be modified, retracted and or the conditions changed, without my knowledge, requirements or approval. The new factory had been planned, financed and was underway when the original bank manager was in control, and who had a sound understanding of our plans, requirements and needs, and therefore our commitment to it and its fit out, were well beyond the point of no return. However, little did we know that our problems with [REDACTED] were only just the beginning. Newly negotiated loans, such as that for machinery or changes to our working capital requirements would be negotiated and approved, only to have those loans suddenly withdrawn, once those funds had been provided and committed. This put Rolliston Engineering into a number of very worrying, damaging and uncontrollable situations that caused our operations to be difficult and our business reputation to be savaged. Indeed, it strongly appeared that these and other very substantial operational and financial problems were being deliberately put in our way. One of their more memorable of those disruptive actions concerned the factories concrete driveway. This was a very important and integral part of the factories design, as it would allow trucks and other vehicles to directly enter our workshop directly from the public road. This capability was designed so as to allow those vehicles to drive directly into our workshop, and under our overhead crane. There, it would be loaded or unloaded in safety and with a high degree of efficiency, by the use of that future crane, or our forklift. However, there was some eight meters of loose sandy soil that was preventing medium and heavy vehicles from entering or leaving our premises. This represented a substantial barrier that prevented those various vehicles and their associated loads from having access into our workshop. As a result, there was always a substantial logjam with our operations, and as this barrier also encumbered the companies parking areas, I applied for a loan of some \$22,000, so that this final section of our driveway and its designed factory access and parking areas, could be completed so that normal truck and vehicle access, parking and workshop operations, could prevail. Indeed, our forklift could simply not operate on that loose surface, and both trucks and our Ute, had to be very careful. This from memory was the first borrowings that I had applied for after the land purchase and the product bags for our fertilizer operations. I am not saying that there were no others, but I have no memory, documents or correspondence of any factory or operational needs, that would have required further loans, until I needed to increase our working capital, due to the numbers of orders that we were receiving. However this does raise the question that seems to be central to the various problems that were experiencing with [REDACTED]. Indeed my secretary and I, had never seen any sort of statement, contacts, correspondence, loan documents or agreements concerning the purchase of any crane, what so ever. Our company was built on, and specialized in the design and construction of purpose built machinery and equipment which were often consisted of large and very heavy items. Furthermore, various pieces of such machinery would have integral electronics and computers as part of their control systems, which needed to be protected and stored in weather and dust proof conditions. Indeed the safe movement and storage of these sometimes very heavy and expensive items, was paramount. To achieve that level of protection, the factory had been

designed so that completed orders could be held inside the factory, in our designated dispatch area so that they could be both protected and then loaded on or unloaded, directly to or from, a waiting truck. This system had been utilized so that we would provide the necessary levels of protection for our products, while being able to load or unload them onto a truck, which would have clear access, to and from the adjoining public road. After much discussion and negotiation, I was eventually granted that loan and contracts were issued for the completion of that concrete driveway, office and workshop parking areas. The order for this work was issued to a private concreting company, that belonged to long term associate of mine, and who had carried out the majority of our concrete requirements for both for the factory and our business operations, for many years. The preparation for this pour took approximately three weeks after that approval had been granted, and therefore there was plenty of time to adjust or modify our design or its requirements. However, on the day the pour, the ground works had been completed, the concrete formers were in place and some six workmen were awaiting the arrival of a number of concrete trucks, when [REDACTED] rang me just before the trucks were scheduled to arrive, to inform me that they had decided to cancel that loan and that those funds were no longer be available. The concrete had been ordered the day before, and as it was a sizable order that had to be scheduled into the concrete suppliers operations, delivery truck availabilities and the concrete mixing plant scheduling. Therefore the concrete had already been mixed and was in trucks that were on their way to our factory, as scheduled. Indeed, our contractors had completed the ground preparations and all of the formworks and reinforcing steel mats, were in place. Indeed the contractors were outside, waiting for the first trucks to deliver the first of some five or six concrete trucks to arrive when that phone call was received. Therefore, it was simply too late to cancel such an operation, as that pour could not be cancelled or rescheduled. Therefore my contractor was left with no option but accept those concrete deliveries, and complete that entire concrete pour, in the hope that they would get paid. However, as a result of this unmitigated, and in my opinion, deliberate shemozzle, I was unable to pay their account, which resulted in the contractors sustaining a sizable loss, and as a result, I discovered that I was no longer able to obtain credit or working capital. Therefore, I could not complete the workshop or settle our business accounts on time. Indeed the situation that [REDACTED] had put us in, meant that we had to wait for our accounts to be settled, before we could pay our Owings, and then on an, as is and when configuration, as our cash flows would allow. I have to say, that the timing of that cancelation strongly appears to have been a planned and deliberate act, as the bank clearly knew all the details weeks before the pour was scheduled to take place. Indeed those schedules had been supplied to them as part of their loan approval process. Therefore, they would have known just when the pour was to take place and that it would be extremely difficult to stop or postpone such an operation. Indeed, without that the completion of that driveway, they knew that it would become extremely difficult or for us to operate as a business, and the fact that I was not able to pay that account in such circumstances, had catastrophic outcomes for our business. Indeed, I strongly feel that this was a Busted Act at its Very Worst, as it hamstrung every part of our operations and caused serious damage to our reputation and operations. Indeed this could be described as being just the beginning, and little did I know much worst to come. I requested an increase in our Working Capital so that we could plan and accommodate the volumes of work being offered. Our order values were approaching some \$150,000 and rising, so we could operationally plan and accommodate the various operations and planning that this work would bring. However all of my approaches came to nothing and we were simply ignored. Therefore, while we were still being offered and obtaining contracts, our business began to wilt on the vine. For eighteen years, we had manufactured specialized components for a German designed Passenger Rail Couplers, for a large and specialized German company who were based in WA. These components had become a core part of our business and as these items were concise in their design, manufacturing and Quality Assurance requirements, they had to be manufactured to very high standards. Furthermore, these items required special protections and manufacturing operations as part of those contracts. However they were profitable, and had become a consistent and reliable source of funds, that had allowed our business to grow. However our CNC Lathe was a very important and integral part of those operations, and when it developed a fault, the effects to our production were great. Therefore, what we believe was the result of the move the CNC Lathe developed a fault that was affecting its operational capacities and the quality of its end product. This fault appeared to be the result of the loading and transport to the new factory and the effects of that rough sandy section of our driveway that they had to cross, so as get that lathe into our factory. Indeed the people who I had engaged to fix this problem, told me that this was likely to be the cause, and that its electronics could be damaged or simply disturbed, as a result. This outage occurred at the worst possible time as its products provided regular and substantial payments into our business. However much of our finances were already committed to the factories construction, equipment relocation and the reestablishment of our operations, administration, cash flows and manufacturing operations. Quotes for the required repairs were then sourced, which came in quite high due to the nature of the problem and the availability of the required specialists. However, due to the nature of those repairs, they had to quote very high as cost would not be known until the required repairs had been identified. Therefore, I had to borrow money so that we could re-establish those operations and their associated cash flows, so that we could satisfy our contracts for these items, while simultaneously completing our relocation, so that we could get back to normal operations. In the realm of things, the amount of that loan was not a major disruption to our financial planning, and therefore I made an application to [REDACTED], and explained our predicament. However [REDACTED] immediately declined that loan, with no explanation or justification. Shortly afterwards however, the junior branch manager quietly asked me how much was required. I explained that such details could not be assessed at that point, until an expert could properly assess the problem. He then arranged for a thousand dollars to be put into my account so that the problem could be identified and possibly corrected, so that our production cycles could be restabilised. However this appeared to have resulted in him suddenly disappearing from the branch, and I did not see him again. Therefore we had

little option but to wait for our accounts to be paid, and as a result of that inability for us to operate efficiently and on time, we lost that contract of some 18 years, and the cash flow that it had provided and that had been factored into our operations and the completion of the factory works. The value of one of their orders was around \$87,000 plus GST per rail set, and as we manufactured around four or five rail sets per year, the loss of some \$425,000 from our cash flow, had profound ramifications for our business. Indeed that company had recently relocated much of its operations to Melbourne, and therefore it would not have been long before they would have started to set up their manufacturing operations there. However we had carried out their operations for over a decade, and this loss had already been factored into our operations. Therefore their relocation had been allowed for and planned, so that our normal operations and cash flows could seamlessly take up that loss, when and if it happened. However, the resulting un-factored loss of that contract at that particular time, was catastrophic, and the stress that [REDACTED] actions brought, represented the beginning of the collapse of my health. Indeed this also resulted in staff beginning to leave, and orders started to fall away. _____ You could argue that these actions could have been justified in the cause of pressuring us to relocate our banking affairs to another bank. However, the areas targeted by [REDACTED], were aimed to do the most damage to our reputation, our viability, our operations and our clientele, and very little to do with us just changing banks. Therefore their actions can only be seen as being predatory and aimed solely at harvesting the profits of our demise. Shortly afterwards, [REDACTED] took control of our factory by sending in the Bailiff, and as a result I was given very little time to gather my gear before I was evicted. The factory was then put up for auction, along with our machinery and vehicles. However the receivers involved, had offices almost adjacent to [REDACTED] head office in Perth, and during my appointments there, I noticed that they very much appeared to be closely connected to one another. I have no evidence of this, but as I had already had experience with a liquidator with the Bank West debacle, you tend to notice such things. I have to say though; their only interest was to extract as much money out of our business as possible. An example of this was the fact that I had removed some of my personal tools from the workshop. These were the tools that I use, as part of my trials and assessments of various designs criterion of machinery and equipment, so as to prove the viability and reliability of their required operations. They accused me of theft and demanded that I pay the values of those tools, despite me informing them that they were my personal tools. However the pressure that they were applying at that time was to me overwhelming and as a result I paid them the demanded ransom of some \$200. I still had occupancy of the factory and was tidying up my affairs, so recovering my own personal tools would have been entirely within my rights. Indeed, it does not take a genius to see what had happened as the building sold at auction for \$535,000, plus our machinery, our vehicles, stock and our equipment. (Indeed I have never been informed of this or of any of the resulting sale prices). However I was told the actual selling price of our factory by an associate of mine, who was the one who had actually bought my factory, for that \$535,000. Therefore [REDACTED] had taken possession of our factory, with the supposed justification that the factory, our equipment, vehicles, etc, etc total value, were less than the \$400,000, which appears that they had arrived at as a justification for the seizure of the factory, its vehicles, its plant and its machinery, against our total loans of around \$281,000, of which \$200,000 was for the land with the remaining \$81,000 being made up of working capital, roads, Fencing, Parking Areas, etc. Indeed, I was later told that figure was made up from their own valuations of our land, our factory, our plant and equipment, and which were well within the required loan/value ratios. However, their unexplained refusal to provide operational capital for such things as the repairs to our CNC Lathe, the Concrete factory access road and Working Capital, etc, simply destroyed our reputation, engineering capabilities, our operational efficiencies, our client base, our cash flows, etc, etc, which simply made it impossible for Rolliston Engineering to survive. These factors were of such a level, that they caused my health and ability to run my business to deteriorate to a point where it had become so poor, that I was declared to be Totally and Permanently Disabled by a number of Psychologists and Doctors, which eventually became so bad, that I was unable to work and was placed on the Disability Pension. The actions of [REDACTED] resulted in them profiting by some \$265,000 on the sale of our building, plus the value of the machinery, etc, that they sold separately and which was estimated to be in the region of that \$150,000. However I will use the figure of \$100,000 for this document. Therefore we can estimate that the total value of our assets that they had realized, were around \$635,000, against our total Owings of around \$281,000. Therefore they benefited by some \$354,000, and I simply lost the value of our Work in Process, of around \$265,000. However in writing this document, I have now discovered six boxes of Rolliston Engineering's financial records, and our financial computer's Hard Drive. I had removed all of these from the factory, a week or so before I was evicted and had forgotten about them due to the events that followed and the effects of my P.T.S.D. illness. Therefore there should be a lot of evidence on both those files and the financial Hard Drive that will confirm these described events.

Yours Faithfully Mr Peter Rolliston