

News



Latest updates from ICN, Australia and New Zealand's industry matchmaker

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Steel fabricator major link for airport project

Airport Link, a 6.7km underground toll road, is a major motorway linking Brisbane's CBD to the northern suburbs and airport precinct, avoiding up to 18 sets of traffic lights. The link was built in conjunction with two other projects, the Northern Busway and the Airport Roundabout Upgrade. Valued at \$4.8 billion, it is Australia's largest road infrastructure project.

The Queensland Government appointed BrisConnections to deliver the project, with Thiess Australia and John Holland Group (TJH) designing and constructing the three integrated projects.

TJH's Projects Contracts Manager, Michael Rossiter worked with ICN on their industry participation plan. 'We formed a relationship with ICN at the start of construction, as the most effective way to implement the plan,' says Mr Rossiter.

TJH approached ICN on many occasions to find suppliers and sub-contractors; including Brisbane-based Gay Constructions. Gay Constructions began working on Airport Link after ICN put its name forward on a shortlist of potential contractors.

Gay Constructions supplies steel fabrication to industrial, commercial and mining projects throughout Australia. General Manager, Brett Mathieson said

Gay Constructions' main strength was its reputation for providing high-quality steel products and highly qualified tradesmen to perform services onsite.

Winning five contracts with the \$4.8 billion Airport Link project has done far more than inject \$4 million into Gay Constructions. Their involvement in the project has given the steel fabricator a much needed revenue stream during a tough economic climate over the past few years.

Gay Constructions supplied \$1 million of structural steel for the Nudgee Road overpass; fabricated, delivered and installed structural steel, balustrades and handrail components of the Lutwyche and Kedron bus stations; provided specialised labour to weld the head of the tunnel boring machine together; supplied floor plates; and provided labour to weld reinforcing cages.

'They (TJH) saw we kept doing a good, reliable job and kept giving us more work,' says Mr Mathieson. The global financial crisis was tough for Gay Constructions. It was vital to retain experienced staff for major projects, like Airport Link. 'When you have good people, you want to keep them.'

Gay Constructions has had a profile with ICN for many years. 'Our ICN profile outlines our strengths and specialties. We actively registered ourselves with ICN because we realised the potential opportunities it could bring to the business. Major project managers often go to ICN, seeking contractors to help with their projects'.

Chairman's message



2013 is set to be a busy year for ICN, with much activity already underway and plenty of news to share with our readers.

ICN's National Sector Manager – Water, Hamish Gordon, and the Australian Government's Water Supplier Advocate, Bob Herbert share with us their personal thoughts about the future of the Australian water sector. And talking water, ICN will be exhibiting at the upcoming Ozwater conference in Perth, alongside waterAUSTRALIA and the Department of Industry, Innovation, Science, Research and Tertiary Education, at a co-branded stand.

ICN has also been involved in some great industry events, including the AOG Expo, organising and taking part in international missions, and hosting networking events.

Read about the success story of Gay Constructions in QLD and their work on Brisbane's Airport Link, which has given the steel fabricator a much needed revenue stream during a tough economic climate.

There are also many active projects on ICN Gateway that you can read about and register for opportunities. Also don't forget to update your company profile while you're there.

Darren Hill

Chair, ICN Executive Directors



Box Hill Hospital

ICN in Victoria has been working with construction company Boulderstone and Eastern Health on the Box Hill hospital redevelopment project. There are currently 244 individual opportunities associated with the building and construction phase of the project.

Boulderstone is committed to engaging with Australian and New Zealand suppliers

interested in contributing to the project. All interested suppliers are encouraged to create a comprehensive company profile on ICN Gateway, icngateway.com.au, and then register their interest for the project.

For further information:
contact Steve van der Lit
email svanderlit@icnvc.org.au
mobile +61 447 888 005

Wheatstone project

The Chevron-operated Wheatstone project is one of Australia's largest resource projects - providing greater security of supply and significant economic benefits to the Western Australian community, such as employment, government revenue and local business opportunities. Located at Ashburton North, 12 kilometres west of Onslow in Western Australia, the project will consist of two LNG trains with a combined capacity of 8.9 million tonnes per annum and a domestic gas plant.

The project is a joint venture between Australian subsidiaries of Chevron, Apache Corporation, Kuwait Foreign Petroleum Exploration Company (KUFPEC), Shell and Kyushu Electric Power Company (Kyushu) together with PE Wheatstone Pty Ltd (part owned by TEPCO).

Work packages are progressively becoming available from the project's major contractors.

For further information:
contact Brian Sweeney
email brian.sweeney@icnwa.org.au
call +61 8 9365 7581

Support services for Defence facilities and infrastructure

ICN is seeking expressions of interest from businesses to provide maintenance and support services to Defence facilities and infrastructure.

Successful businesses will provide maintenance and services to various metropolitan and regional defence facilities located in ACT, Southern NSW, Victoria and Tasmania. This involves a diverse range of facilities across South Eastern Australia, from small offices and training facilities to major bases and infrastructure.

For further information:
contact Bob Stevenson
email bstevenson@icnvc.org.au
call +61 3 5972 1005

Moranbah region expansion

The Moranbah region expansion project involves the expansion of Anglo American's existing Moranbah coal deposits. The project will see the development of two new underground mines adjacent to its current Moranbah North operations, which will produce more than five million tonnes per annum of coal for export.



The project will involve significant investment in the upgrade and development of facilities and could potentially double production to around eight million tonnes per annum by 2016.

Anglo American is committed to supporting Australian industry by ensuring Australian suppliers have the ability to compete for contracts on its projects, and by engaging Australian businesses, where possible, to provide the various equipment and services.

Work packages for this project are listed on ICN Gateway, icngateway.com.au.

For further information:
email gateway.projects@icnqld.org.au
call +61 7 3364 0670

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Future of Australian water – looking ahead 10 years

ICN's National Sector Manager – Water, Hamish Gordon and the Australian Government's Water Supplier Advocate and Deputy Chair of ICN Limited, Bob Herbert, share a common passion and goal of generating opportunities for Australian firms to supply local and international water sectors. A team of supporters at ICN; the Department of Industry, Innovation, Science, Research, and Tertiary Education; and waterAUSTRALIA, back their efforts and provide a unified front for the sector. Both Hamish and Bob share below, their views on what the Australian water sector will look like in 10 years time.



Hamish Gordon

Australia is the driest inhabited continent and with this climate, the Australian water industry has many innovative products, services and solutions for the domestic market, and now there is growing opportunity to spread this innovation internationally.

The Australian water sector should be well placed in 10 years if it can maintain its competitiveness within the market place. Particularly if Australia can focus on what it does best, given its history with water management in harsh climatic conditions.

Improved manufacturing and increased competition within major projects is driving innovation and change among Australian suppliers. There is still some way to go in showcasing what Australia has to offer to the rest of the world. That said, from feedback I have received from recent events in Singapore and the USA, Australia is perceived as having really good water management principles in dealing with water storage and reuse under harsh climatic conditions. Building on this perception will put Australia in a very strong position globally.

Continued support of local industry in developing new technologies and improving 'value add' services is what will help the industry become internationally regarded and sought after. Suppliers also need to be aware of the competitive nature of their overseas counterparts, making sure they meet and/or exceed overseas standards to supply within major projects.

There is much being done to promote the Australian water industry, and with demand on water, water technology and services increasing as global population and urbanisation grow, there is great opportunity for Australian businesses. The key is to promote the success of our domestic industry to a global audience, which in turn, will help build the right connections with international suppliers.

Bob Herbert



Two years ago there was a general lack of awareness of the great expertise amongst Australian companies supplying products, services and solutions to the water sector. This is changing fast.

Well targeted government policies, documenting the metrics of the industry and its contribution to the economy, promoting success stories, programs to build capability, and the creation of the unifying brand 'waterAUSTRALIA', have all been the telling factors for this change.

In the decade ahead Australia will have entrenched an international presence in water – we will be recognised as the 'go to' place for many developing economies and a valued partner in sophisticated water projects worldwide. waterAUSTRALIA is generating momentum for local suppliers in international markets. Ruben Mallows Worldwide is representing our interests in the USA, a China network has been formed, and presences are being established in Latin America, the Middle East, Vietnam and India.

The momentum in Australia is building. Companies are coming together to collaborate and build expertise. Capability teams have been established and well-patronised programs to address the gaps in capability are on offer from Enterprise Connect and a 'Compact' has been agreed with Australia's water utilities to address barriers and facilitate supply.

There is a growing awareness of the principle of a 'full, fair and reasonable' approach to supply, as the Australian Government intensifies its efforts under the 'buy Australian at home and abroad' policy.

So, looking forward a decade, with a continuing commitment by all the players, the momentum will build, new success stories will emerge and the return to the Australian economy will be demonstrable. waterAUSTRALIA will be an internationally recognised brand we can all be proud of.

Upcoming events



Formula 1 Grand Prix networking events

The 2013 Formula 1 Grand Prix will be held in Melbourne from 15 to 17 March 2013. Over the course of these three days, ICN in Victoria will host a series of invitation-only industry focused networking events, covering a wide range of topics including automotive, health, rail, and building and construction. For more information about these events, contact info@icnvc.org.au.



CIPSA Public Sector Procurement Forum

The 8th CIPSA Public Sector Procurement Forum will address key issues facing public sector procurement as well as providing real case studies and practical advice on a broad range of topics. The forum is being held in Canberra from 19 to 21 March 2013, with ICN's National Sector Manager – Health, David Ryant speaking on day two. To register or to find out more information, visit cipsaconferences.com.au.



ACT Major Projects Conference

The 2nd ACT Major Projects Conference will be held from 9 to 10 April 2013 in Canberra. The two day event will focus on the significant investments being made by the government into major projects as well as projects that are in the pipeline. It will cover areas of housing, education, health, transport, water, urban planning, sustainability and the overall development of the ACT. ICN Limited's Executive Director, Derek Lark will be speaking at this event. To register or to find out more information, visit actconference.com.au.



Ozwater 2013

Ozwater is Australia's leading international water conference and trade exhibition. The 2013 event will be held in Perth from 7 to 9 May 2013. ICN will be exhibiting at this event, alongside waterAustralia and the Department of Industry, Innovation, Science, Research and Tertiary Education, at a co-branded stand. The ICN stand will also allow for eight suppliers to showcase their capability. Hamish Gordon, ICN's National Sector Manager – Water will be on hand to speak to conference delegates and exhibition visitors at the conference. Come and visit us at stand 1J15. Registration is free. To find out more information, visit ozwater.org.

The Territory Construction and Mining Safety Conference



The construction and mining industries in the NT are the largest contributors to the Territory's gross state product. The two day conference, being held in Darwin on 14 and 15 May 2013, will explore challenges in these industries and delegates will hear from both industry representatives and safety experts. To register or to find out more information, visit safetycon.com.au.

APPEA 2013



The annual APPEA conference and exhibition is the largest upstream oil and gas forum in the southern hemisphere. The event is being held from 26 to 29 May 2013, in Brisbane. ICN will be exhibiting at the event, with Colby Hauser, National Sector Manager – Oil and Gas, available to speak to delegates. Come and visit us at stand 326. To register or to find out more information, visit appeaconference.com.au.

Australia's first automotive mission to Indonesia



In November 2012, Austrade Indonesia organised an automotive summit under its ASEAN automotive supply chain initiative. The mission was Australia's first delegation of automotive parts manufacturers to Indonesia and identified significant possibilities for expanding trade between Australia and Indonesia.

The mission was strongly supported by the Department of Industry, Innovation, Science, Research and Tertiary Education and the Federation of Automotive Product Manufacturers (FAPM).

Australian automotive industry envoy, John Conomos AO, led six key Australian component suppliers and FAPM on the mission. The program included the inaugural Indonesia Australia Automotive Conference plus visits to leading global auto makers and Indonesian component manufacturers.

For further information:

contact Phil Bourke (Austrade)
email phil.bourke@austrade.gov.au
call +61 3 9648 3170



If you are an auto supplier, you should consider creating a profile on the website, accessautoaustralia.com. Access Auto Australia brings together the best minds and manufacturers from the Australian automotive industry, acting as a simple access point for international manufacturers and investors seeking to engage Australian organisations.

The site also gives Australian organisations current information on opportunities for collaboration, research and development, investment, and Australian Government incentives for the industry.

Recent Events

Healthcare forum

ICN hosted an industry roundtable session and networking forum in conjunction with KPJ Healthcare – one of South East Asia’s leading providers of healthcare, and the Australia Malaysia Business Council.

KPJ Healthcare has a network of 21 hospitals in Malaysia and another two hospitals in Indonesia.

The group plans to invest over AUD272 million during the next three to four years to develop new hospitals in Malaysia - namely Sabah Specialist Hospital, Pasir Gudang Specialist Hospital, KPJ Pahang Specialist Hospital, KPJ Specialist Hospital Bandar Dato Onn, KPJ Perlis Specialist Hospital and KPJ Muar Specialist Hospital - which present significant collaboration opportunities to Australian firms.

For further information:

contact Candida Costa-Wong
email ccosta@icnvic.org.au
call +61 3 9864 6724



AOG Exhibition and Conference



Australia’s largest oil and gas conference and exhibition was held on 22 to 24 February 2013 in Perth, and included over 450 exhibitors from over 20 countries and over 9,000 visitors. ICN exhibited at this event and Colby Hauser, National Sector Manager – Oil and Gas, was on hand to speak to many of the attendee’s about the role of ICN and how ICN could assist them. Linus O’Brien from ICN’s WA office presented at the subsea technical session, outlining to SMEs the process for connecting to Western Australia’s subsea opportunities.

For further information:

contact Colby Hauser
email colby.hauser@icn.org.au
call +61 8 9365 7715

Oil and Gas mission to Asia



In November 2012, as part of ICN’s Global Supply Chain Access – Oil and Gas program, Ray Loh from ICN in WA, with assistance from Michael Fairbairn, from ICN in Victoria organised a supplier visit to Asia to meet global engineering procurement hubs and module contractors. The trip covered Korea, China, Thailand and Singapore. Six Australian suppliers with experience in the oil and gas sector and exporting capability participated in the visit.

The delegation met with senior procurement and engineering personnel of many key players of the industry, such as KBR, Technip, McDermott

Fluor, Worley Parsons, Hyundai Heavy Industries, Samsung Heavy Industries, Sinopec, and Keppel Shipyard. The Australian suppliers were invited to prequalify for a number of projects as well as being provided with opportunities for responding to substantial RFQs.

Contact ICN if you are interested in participating in future visits, or would like general assistance with access to global projects/clients.

For further information:

contact Ray Loh
email raymond.loh@icnwa.org.au
call +61 8 9365 7576
mobile +61 466 779 459

Register with ICN Gateway



At the heart of ICN's service is the ICN Gateway, an online system assisting Australian businesses find suppliers or identify new business opportunities.

ICN Gateway, which is used domestically and internationally, is a connection point for buyers and suppliers looking to build partnerships in Australian and New

Zealand industries. Suppliers can search projects and register their company's interest with just a few easy steps. ICN Gateway also helps project managers to manage the supplier registration process for their projects.

This powerful online system contains more than \$247 billion worth of projects and more than 65,000 suppliers.

ICN's dedicated business consultants search the list of suppliers when a buyer approaches ICN looking for new products and services. Every day ICN receives enquiries from purchasers and project managers looking for local suppliers and service providers. By registering your business on ICN Gateway you make sure that your details are available when there is demand for your product and service.

Visit icngateway.com.au

Rob McCullagh National Sector Manager - Cleantech



Rob McCullagh has more than 15 years experience in business development, procurement and contract management both domestically and internationally.

He has extensive experience in Australian Government procurement, including highly-specialised knowledge gained while working for the Department of Defence. Most importantly, Rob has a thorough understanding of the entire procurement process and has first-hand knowledge of the challenging environment in which it can operate.

As ICN's National Sector Manager - Clean Technology, Rob assists in maximising opportunities for Australian companies, especially small to medium size enterprises (SMEs), to supply goods and services to the clean technology sector.

Rob believes that a strong domestic manufacturing and technology capability is crucial to the prosperity, well-being and security of Australia. Rob is passionate about promoting local industry and any initiative or activity focussed on maintaining and building current domestic capabilities and/or developing new capabilities.

Rob works with the Australian Government's Supplier Advocates, industry leaders, key stakeholders, SMEs, and ICN consultants. Rob's extensive knowledge, along with his commitment to building and maintaining stakeholder relationships, will deliver significant benefits for both SMEs and project managers within the Australian clean technology industry sector.

For further information:

email rob.mccullagh@icn.org.au

call +61 2 6285 3551

mobile +61 488 440 108

ICN Gateway listings and wins

Snapshot of activity for the quarter, October to December 2012.



Figures stated are approximate estimates.