

# News



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

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## Major road driving business to local suppliers

**The \$842 million South Road Superway is the biggest single investment by the South Australian (SA) Government in a road project and the state's most complex engineering road construction project to date.**

The SA Government has a strategic vision to deliver to the Adelaide metropolitan area, a non-stop, north-south corridor between the Port River Expressway and Southern Expressway.

South Road is the only continuous transport link between these areas and is crucial for the community, businesses and industry. This upgraded road will play a major part in the north-south transport corridor. It will improve transport efficiency, safety, remove bottlenecks and reduce traffic congestion.

The SA Department of Planning, Transport and Infrastructure have engaged Urban Superway, a joint venture made up of the construction and engineering companies, John Holland Pty Ltd and Leed Engineering and Construction Pty Ltd, to design and construct the South Road Superway.

Urban Superway contacted ICN early in this project, to help them in identifying local industry capabilities.

'We listed the project on ICN Gateway, which gave local firms a portal to register their interest in opportunities', said Eddie Ivar, ICN Supply Consultant. 'We helped Urban Superway with identifying local capabilities for various work packages and over 50 of the local firms identified have been successful in securing contracts, valued in excess of \$120 million'.

Urban Superway has also been very happy with the support received from ICN. 'We found ICN was a useful source of information on local industry, and I was pleased with the timeliness of their responses to us', said Rowan Cordes from Urban Superway. 'ICN was able to introduce capable local contractors that we would not have otherwise been aware of and I am confident that with their help the project was able to maximise the involvement of local suppliers'.

This project complements the newly completed \$564 million Northern Expressway connecting the Sturt Highway with Port Wakefield Road, the completed Port River Expressway and the South Road Planning Study, underway south of Regency Road.

To date 542 SA firms have won work on the project, which equates to 64 percent of all subcontracts, totalling \$260.3 million.

## Chairman's message

2014 is set to have some challenges for Australian industry; however there are still plenty of opportunities available for SMEs and good work is being done to promote Australian suppliers.

In this edition we share with you ICN's National Sector Manager – Steel, Bruce Kady's insights for the industry in 2014. Bruce is new to the ICN team 'and you can read his profile on page 5.

We highlight the successful work ICN did in helping Urban Superway in SA identify local industry capabilities. We also share some exciting opportunities in the ACT through a Q&A with Glen Hassett, the Executive Director of ICN in the ACT.

Plenty of work packages for suppliers are open for expressions of interest on ICN Gateway. In this edition we profile the Moreton Bay rail project in QLD.

Until next time, happy reading!

**Kevin Peters**

Chair, ICN Executive Directors



## 2014 sector insights

ICN's National Sector Managers (NSM) will be sharing their 2014 insights through a series of articles, which will feature on **icn.org.au** throughout the first quarter of 2014. These outlook pieces share the NSM's insights into the state of their sector and how they see their sector performing in 2014.

The first piece is from ICN's recently appointed NSM for Steel, **Bruce Kady**.



## Moreton Bay rail

The \$1.147 billion Moreton Bay rail project will deliver approximately 12.6km of dual-track heavy gauge passenger rail line between Petrie and Kippa-Ring, six new stations and associated infrastructure, design of the connection to the existing network, associated infrastructure requirements between Lawnton and Petrie and a shared pedestrian and cycle path along the new rail corridor.

Major construction has started and the rail line is planned to be operational by late 2016.

The QLD Department of Transport and Main Roads awarded the contract to design and build the Moreton Bay rail project to Thiess Pty Ltd. Work packages for sub-contractors are still available.

To find out more about this project, visit ICN Gateway, **icngateway.com.au**.

### For further information:

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## What lies ahead for steel in 2014

By Bruce Kady, National Sector Manager – Steel

**The Australian steel industry has a long-standing reputation for producing high quality products and services, which are backed by a large number of companies that continue to invest in technology, innovation and skills development.**

However it is not hard to see that the industry is facing many challenging economic and market conditions. As the resource sector moves from an investment focus to a production focus, the size and type of project opportunities for the industry is changing. Operations and maintenance and small capital work projects may give the industry some opportunities. Local businesses may also have an advantage in securing contracts with regular contact and convenient communication, meaning they can better understand their client's needs.

The industry expects modest growth, predominately in the second half of the year, from the housing and transport infrastructure sectors. Non-residential building projects are still finding finance tight but hospital projects are booming, with many projects underway across the country, which could present many opportunities for the steel industry.

The steel industry in Australia and New Zealand is a priority for ICN. ICN is here to support the industry through this challenging time and help individual companies access project supply chains.

In my role as the ICN National Sector Manager – Steel, I work with a dedicated team of business consultants across Australia and New Zealand who specialise in the steel industry. I act as the central co-ordination point for these consultants and maximise the local knowledge base on capability.





## What lies ahead for steel in 2014 – continued

I work closely with senior representatives across the industry, in order to achieve strategic initiatives that ICN consultants can then implement operationally.

One of my key functions is facilitating bi-monthly meetings of steel industry representatives to promote Australian steel capability to major proponents and EPCMs, looking for early engagement position. It's encouraging to see the industry working together in promoting capability.

In looking at the 2014 industry outlook, I turned to Dennis O'Neil, the Australian Government Steel Supplier Advocate, for his thoughts and though he sees it being a tough first half of the year, he also sees some positives coming to the industry.

'Major investment projects in the resources sector are tapering off and the situation for the heavy engineering and steel fabrication sector will remain tough for the first half of 2014. However, from my conversations with project owners, it is likely there will be an increase in minor capital works and upgrades in the second half of the year, flowing through into 2015.

If the Australian dollar continues to fall it will make a big difference to Australian fabricators' ability to compete for that work. The fragmented nature of the industry means that many firms lack capacity and critical mass to take on certain contracts. That's why I have been helping suppliers to work together in incorporated joint ventures, which allows them to submit joint tenders as a single legal entity.'

ICN is funded by the Australian Government and works closely with the Supplier Advocate including working on the incorporated joint venture model led by Mr O'Neill.

The incorporated joint venture model will help Australian suppliers in 2014. The Australian Steel Fabricators, the Nth Qld joint venture, is a good example of the model in action. As a result of their formation, Australian Steel Fabricators can tender for larger scale work packages, which are available to them now that they have combined their capability and capacity. At their first meeting for 2014, in February, ICN's Mario Martini, Project Engineering Specialist and I profiled ICN Gateway and highlighted project opportunities.

It's a challenging time in Australia for the steel industry but I believe the industry will pick up later in 2014. In the meantime, industry leaders are working hard together to find opportunities for local suppliers, to help secure a strong national industry.



## Q&A with Glen Hassett

**Glen is the Executive Director of ICN in the ACT. The nation's capital might be small in size, but it is big on ideas and opportunities. We sat down with Glen to get an update on activities in the ACT.**

**ACT is a small territory, how does ICN fit into the government programs here?**

As the nation's capital, Canberra has a unique competitive advantage with its proximity to Australian Government departments and national institutions, and their consequent demand for goods and services.

Canberra's core business is the generation and application of knowledge. Because of this, key industry sectors have emerged in the ACT to meet its demand.

The ACT economy's key areas of capability include education and training, information communication technology (ICT) and cyber security, health and community services, defence and national security.

ICN plays an important role in the ACT and has helped major developments and projects including the Cotter Dam enlargement and the Giant Magellan Telescope. ICN also provides a key role in connecting local capability into projects across Australia and New Zealand.

**The light rail project sounds exciting, can you tell us what that is likely to entail?**

Walter Burley Griffin designed the major avenues in Canberra, including Northbourne Avenue, to include electric street cars, operating within broad central medians.

## New Zealand construction boom

**New Zealand is about to enter a period of unprecedented construction activity, said to be the biggest boom in 40 years.**

Details from the recent National Construction Pipeline Report which brings together data from the public and private sector shows a minimum 10 percent growth in construction activity for the next four years, set to peak in 2016.

Noticeable increases are in the Auckland region due to housing needs, followed by Canterbury with the rebuild, Waikato/BOP and Wellington.

This ongoing pipeline of work means increased opportunities for New Zealand businesses and the need to manage resources accordingly.

For more information go to [buildingvalue.co.nz](http://buildingvalue.co.nz).

## Digital Enterprise program

**The Digital Enterprise program delivers free group training and face-to-face support for SMEs and not-for-profit organisations to help improve the way they do business and deliver services online.**

The Australian Government is allocating \$16.8 million in grant funding to establish and support the Digital Enterprise program in 69 communities across Australia.

The program is available in 63 communities with six more communities to start shortly.

For more information, visit [communications.gov.au/digital\\_economy/programs\\_and\\_initiatives/digital\\_enterprise\\_programme](http://communications.gov.au/digital_economy/programs_and_initiatives/digital_enterprise_programme).

## Q&A with Glen Hassett – continued

The Capital Metro project continues this vision and will be key to the renewal of north Canberra.

The Capital Metro light rail project is the first stage of a possible Canberra-wide rapid transit network and will be the backbone of Canberra's public transport network, combined with the frequent network of buses. Capital Metro stage 1 will be a light rail service along a 12km route from Gungahlin to the City centre. The ACT Government will be integrating transport and land use planning with existing or planned infrastructure to create revitalised centres, give better access to public transport, generate a range of housing and commercial opportunities, and optimise land and infrastructure use in the ACT.

### **What other projects are on the horizon for the ACT?**

The City to the Lake initiative is a transformational project to better use the broad southern flank of the City – the ACT's economic, social, and cultural centre. The project study area stretches from the West Basin to Anzac Parade, including the Canberra Olympic Pool, the existing convention centre, and nearby large surface car parks. The project aims to create a new public waterfront for the City and to realise Commonwealth Park and City Hill as celebrated urban parks integrated with the centre of the City. The project investigates a number of infrastructure elements, including improvements to Parkes Way to better connect the City and Lake Burley Griffin, and identifying and reserving potential locations for a new convention centre, a 30,000+ seat rectangular stadium, and a regional aquatic centre. The project will also enhance the attractiveness of the City centre as an anchor for the first stage of the Capital Metro.

### **For further information:**

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## New register for international missions

Austrade has introduced a new system that makes it easier for Australian business leaders to express an interest in being part of overseas missions. If you are a company that is ready to take this next step in your business development, you can visit [austrade.gov.au/business-delegations](http://austrade.gov.au/business-delegations) to express your interest and for further information.

## Recent events

### AusRAIL 2013

AusRAIL PLUS 2013, held in late November 2013, saw over 7,000 participants, 400 exhibitors, and representatives from 30 different nations around the world come together to celebrate the largest rail trade show in the region. The event was held alongside the World Congress of Railway Research, the world's foremost international forum promoting the development and exchange of the latest innovations in the global rail industry.

ICN exhibited at the event, under the banner of Rail Suppliers Network Australasia (RSNA), funded by the Department of Industry, New South Wales Department of Trade and Investment and the Australasian Railway Association.

The stand marked the launch of the RSNA, a new network representing small and medium Australian rail firms. It also gave the opportunity for Australian firms to showcase their capabilities.

ICN's National Sector Manager – Rail, Tony Carney, presented at the event on ICN's involvement in the rail sector and the major projects underway that offer opportunities for Australian suppliers.

ICN was heavily involved in the planning, promotion and support of this event. This highlighted the benefit of ICN, Enterprise Connect, Department Industry, Austrade and ARA, under the banner of RSNA, working together for the benefit of the rail sector.





## Recent events

### Showcasing Australian water

**In December, ICN's National Sector Manager - Water, Hamish Gordon, in partnership with Australian Water Association/waterAUSTRALIA, ran a showcasing event for SMEC, a global professional services firm that provide consultancy services on major infrastructure projects.**

Twelve Australian water firms (members of the Water Industry Capability Teams) presented to SMEC, showcasing their products and services which covered a wide range of water solutions, from water treatment, re-use, consultancy and enabling technologies.

The Australian firms that presented to SMEC were Aquatec Maxcon Group, Advanced Water Group, Aerofloat, Baleen Filters, Liquitek, Lonza Water Treatment, Nubian Water Solutions, Oceania Waste Water, Optimos Solutions, Orica WaterCare, Star Water Solutions and Tree Crop Technologies.

Presenting to SMEC was a great opportunity for all of these firms. SMEC is a prime user of water solutions within its delivery of projects, here in Australia and overseas. Generally, suppliers find it hard to get in front of such organisations and the right people within these organisations. The showcase gave this opportunity to suppliers, with SMEC selecting SMEs to present to them, following an application process. The firms were also able to network with SMEC after the event and seek feedback on their presentation from SMEC.

ICN has received very positive feedback from the event, with the firms enjoying being part of it and having access to network with SMEC and the other firms. The firms were also pleased to have had the opportunity to hear about SMEC's possible needs and future opportunities.

With the success of this showcasing event, future events are planned for 2014, with discussions underway with another key industry player, an Australian based water treatment specialist and one of largest delivery arms for water infrastructure projects.



### Bruce Kady, National Sector Manager – Steel



**Bruce Kady is an experienced senior business and people manager with over 30 years experience in the Australian steel industry.**

Bruce began his career with Tubemakers of Australia in 1980 as a structural engineer and since then has worked for a number of steel firms, including senior business development roles at Onesteel.

Bruce's extensive industry experience includes structural engineering, construction supervision, operation management, sales management, multi-site management, and state and national business management.

Bruce is passionate about the steel industry and aims to make a real difference to the level of domestic steel content within major projects both in Australia and internationally.

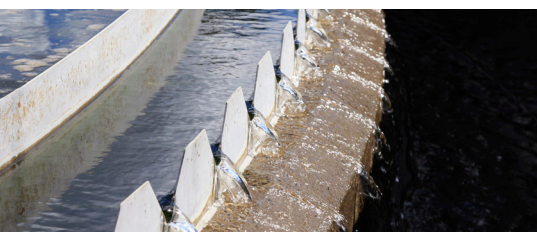
Bruce has managed businesses with both vertically integrated and international supply chain complexities. He has also led businesses through multi-faceted change programs, enterprise resource planning (ERP) implementations, site moves and business mergers.

As ICN's National Sector Manager – Steel, Bruce helps to maximise opportunities for Australian and New Zealand businesses, especially small to medium size enterprises (SMEs) to source steel opportunities.

Bruce works with the Australian Government's Supplier Advocates, industry leaders, key stakeholders, SMEs, and ICN consultants. Bruce actively promotes competitive Australian steel suppliers to major projects, as well as the development of the Australian steel industry as a whole.

#### **For further information:**

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## Upcoming events

### Ozwater

The Australian Government's Department of Industry, ICN and the Australian Water Association are supporting the Water Industry Capability Teams stand at this year's Ozwater event to showcase the innovation and expertise of Australian suppliers to the water industry. The 2014 event will be held in Brisbane from 29 April to 1 May. The conference will feature both national and international speakers and the tradeshow will showcase the latest water industry science, technology, products, services and innovation in Australia. This stand will also allow 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 2E17. Registration is free. To find out more, visit [ozwater.org](http://ozwater.org).

# ozwater'14

29 April – 1 May 2014 • brisbane • australia



## ICN Gateway listings and wins

Snapshot of activity for the quarter, October – December 2013



### APPEA

The annual APPEA conference and exhibition is the largest upstream oil and gas forum in the southern hemisphere, and over its 50 year history, has built a reputation of delivering excellent information and industry insights.

The event is being held from 6-9 April in Perth. 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 167.

To register or to find out more information, visit [appeaconference.com.au](http://appeaconference.com.au).



**APPEA2014** CONFERENCE & EXHIBITION  
6-9 April Perth, Western Australia *sustaining our natural advantage*

## Register and update your profile

Don't forget to update your profile with the latest information. Visit [icngateway.com.au](http://icngateway.com.au) today.

