

# News



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

[icn.org.au](http://icn.org.au)

## ICN puts Australian firms on track for Waratah rail

**626 new Waratah carriages will soon change the face of Sydney's rail network. ICN is helping the Downer Rail-Hitachi joint venture find the right suppliers for the job.**

Each of the Waratah carriages is an international collaboration: designed by Australia's Downer Rail with Japanese Hitachi traction systems and German brake systems. Most of the manufacturing takes place in China before they are brought back to Cardiff in NSW for final assembly.

It's a manufacturing jigsaw puzzle, with a Local Industry Participation condition that 20% of the components have to come from Australia or New Zealand.

ICN's Peter Webster says the Waratahs were one of their most collaborative assignments. "Bob Murdoch from ICN's NZ branch, Richard Bufill from the NSW

office and I worked together to introduce Downer Rail to some of the better SMEs we knew."

Downer Rail's Adam Hughes was appreciative of ICN assistance. "ICN gave us options that were outside our existing suppliers, and their processes were both rigorous and imaginative."

Two of the companies that made the final cut were Partech Systems and Custom Group.

Partech Systems from Nowra NSW makes the equipment that technicians use to test the electrical wiring within the new rail carriages, during and after their build.

Before the Waratah project, Partech had concentrated on defence aviation, providing testing programs for navy helicopters and the F-35 Joint Strike Fighter.

ICN knew that Partech would have the capability to design, build, and supply test equipment for the rail industry as well.

Partech's Managing Director, John McKelvie is delighted. *(cont. overleaf)*

## Chairman's message



Hello and welcome to ICN's new and improved quarterly newsletter, Capability News.

It's a great pleasure to relaunch this newsletter and I look forward to sharing our news with you throughout the year.

Capability News is where we will bring you the latest updates on major projects, new opportunities for your business and will provide you with information on how ICN is introducing Australian and New Zealand companies to the supply chain of major projects and how we are working with project managers to identify local suppliers.

ICN has been in operation for 28 years, has 28 offices across Australia and New Zealand and has successfully supported \$16 billion worth of opportunities for Australian and New Zealand businesses that otherwise may have gone overseas.

In this edition we feature the NSW Warratah trains project. We also bring you updates on current ICN projects, new initiatives, upcoming events, and the work ICN is doing with the US based solar company, First Solar.

I hope you enjoy this autumn 2012 edition of Capability News.

**Philip Sellars**

Chair, ICN Executive Directors

(cont.) “The Waratah program has introduced us to a whole new market – rail. We’ve found that the skills we’d built in aviation were just right for the job.”

Downer Rail was also looking for a specialist type of metal-working for the carriage roofs. Peter Webster took the joint ventures procurement and engineering staff to visit Custom Group and three other companies that ICN felt would be able to do the job.

Custom Group could clearly supply the roof hatches and welding, and a lot more, including fitting electrical equipment into the roofs.

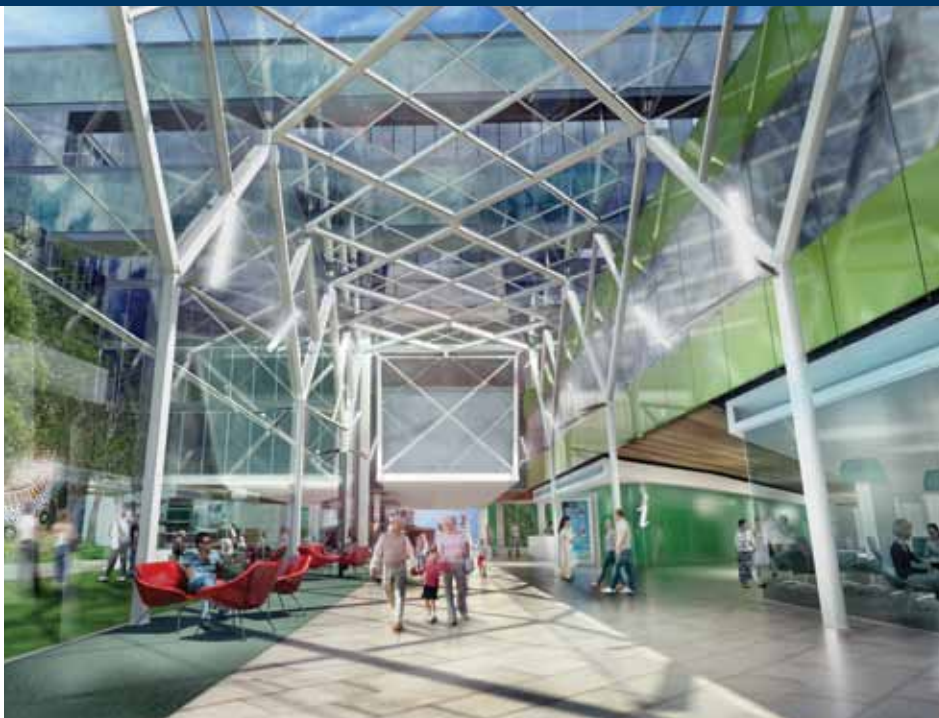
As a result, Custom Group was awarded the \$6-million dollar contract. They’ve been able to add several new positions to their 126-person company.

“Having supplied the steel housing for the screen terminals on Sydney’s platforms, it’s nice to be involved in the rolling stock as well”, says Custom Group’s Greg Wallis.

“Keeping in close touch with ICN has really paid off.”



Waratahs in production



## The new Royal Adelaide Hospital

The new Royal Adelaide Hospital will be Australia’s most advanced hospital and the single largest infrastructure project in South Australia’s history. This state of the art facility will be delivered as a Public Private Partnership under the State Government’s Partnership SA Model, forming part of the South Australian reformed health system. The new facility will provide world-class care for the people of South Australia.

The project was awarded to SA Health Partnership, a consortium comprising

Hansen Yuncken, Leighton Contractors, Macquarie and Spotless, which will undertake the financing, design, construction and operation of the non-clinical services of the hospital for 35 years.

ICN is working with SA Health Partnership to source potential suppliers from Australia and New Zealand, and to inform these companies of opportunities to supply goods or services to the project. Expressions of interest can be made via **gateway.icn.org.au**

**For further information:**

email [info@icnsa.org.au](mailto:info@icnsa.org.au)  
call 1300 553 309

## Kitan Oil Field Project

Italian based company, Eni has started production on the Kitan oil field, approximately 550kms north of Darwin. The field is being produced through deep water subsea completion wells connected to a Floating Production Storage and Offloading (FPSO) facility. Once completed, the field is expected to reach peak production of about 40,000 barrels per day. ICN is assisting Eni to identify local Australian suppliers and manufacturers to meet their requirements. To register your interest, visit **gateway.icn.org.au**

**For further information:**

contact Simon Dring  
email [simon.dring@icnnt.org.au](mailto:simon.dring@icnnt.org.au)  
call 08 8922 9422

## Curtis LNG Project

In Queensland, ICN is helping QGC Managing Contractor, Bechtel Oil and Gas, identify local companies with the capacity to supply goods and services to the Curtis LNG Project. This project will see the expansion of coal seam gas production in the Surat Basin of southern Queensland and is one of Australia’s largest capital infrastructure projects. Local companies that can supply goods and services to the standards required in the gas industry are encouraged to register their details at **gateway.icn.org.au**

**For further information:**

contact Mike Swart  
email [mike.swart@icnqld.org.au](mailto:mike.swart@icnqld.org.au)  
call 07 4976 9200







## ICN a Pacific link for solar

### ICN introduces Victoria's Hofmann Engineering to a 21st century growth industry; The US-based First Solar gains a local supplier of quality solar components.

First Solar has 6,400 global associates and suppliers, and annual sales of over \$3 billion. Plans for a large solar array in Western Australia has drawn it Downunder again. For local components, it knew where to go.

"We found out how good ICN were back in 2010, when they helped us in Victoria", says Rob Bartrop, First Solar's Business Development Manager in Australia. "But we really credit what ICN did this time. ICN took extraordinary steps to get to know our business and help us build relationships with local suppliers."

What First Solar needed were specially-made brackets that held the valuable solar panels in place. ICN's Victorian office knew that Hofmann Engineering could do it.

Hofmann Engineering has provided high-precision engineered solutions to firms like Boeing, BAE Systems and Rolls Royce Aerospace for over 50 years. They have the engineers, machinists, fabricators and toolmakers to design and build whatever their clients need.

"We have worked with Hofmann Engineering for over 10 years," says ICN.

"They'd delivered on complex projects such as the Australian Synchrotron, and we knew they could provide a world-class product at a competitive price."

So far, so good – for both companies. Hofmann Engineering has tooled up its Cheltenham factory for the large steel brackets, built up and trained its skilled engineering team to precision-press the brackets.

Denver Alvis, Hofmann Engineering's Business Manager, has appreciated Noel's "excellent work in this endeavour." Hofmann Engineering is now ready for any or all of First Solar's projects in the region.

First Solar is equally impressed. Without ICN's assistance in finding an Australian supplier, it would need to import the brackets, putting unwanted stress on its supply chain.

"We will continue to work with ICN to find the best local metalworkers and manufacturers", says Mr Bartrop. "And also Australian designers who can help us tweek our own products to meet Australian standards and suit Australian landscapes."

For First Solar and Hofmann Engineering, ICN has bridged the Pacific in an industry with a very long-term future.

**ICN is Australia and New Zealand's innovative industry matchmaker. If you're a major project developer, ICN can put you in contact with the best suppliers. If you're a supplier we will connect you with the best projects for your business.**

## Hamish Gordon, National Sector Manager – Water



Hamish Gordon has over 20 years experience working in the agricultural and horticultural industry, and holds a Bachelor degree in horticulture management.

Prior to joining ICN,

Hamish worked at Scottech, managing all business and operational matters, and worked within the mining, agricultural, horticultural and research industries, specialising in hydrology. Hamish has extensive agriculture/viticulture industry experience, and has worked in Australia, New Zealand and Alaska.

Hamish has extensive experience in business operations, from HR, finances, sales, marketing, customer relations and project management. Hamish also has experience in the design, build and implementation of environmental monitoring and control systems.

Passionate about creating improved connections between government, industry and small to medium size enterprises, Hamish hopes to enhance a collaborative approach to sourcing water opportunities for Australian and New Zealand businesses.

As ICN's National Sector Manager - Water, Hamish supports national water projects by linking supplier capabilities to projects. He works closely with the Water Supplier Advocate and the Australian Government to improve opportunities within the water sector, domestically and internationally.

ICN can give your business access to water suppliers who can meet your project needs, including price, delivery and quality. ICN's network of specialised consultants can also work with you to provide independent procurement advice and introduce you to a range of highly skilled and dependable water suppliers.

### For further information:

contact Hamish Gordon

email [hamish.gordon@icn.org.au](mailto:hamish.gordon@icn.org.au)

call 08 8303 2587

mobile 0409 545 699

## New initiatives

### Water and Cleantech Industry Capability Teams

ICN is supporting both the Cleantech and Water Supplier Advocates in the development of industry capability teams. These teams will be made up of companies that share common customer groups. Their purpose will be to pool the companies' respective resources in order to pursue opportunities within the water and cleantech industries. The teams will bring together Australian small to medium size enterprises with complementary skills to increase their competitiveness both domestically and overseas.

**For further information:**

email [cleantech-teams@auscleantech.com.au](mailto:cleantech-teams@auscleantech.com.au)  
email [sam.ashby@wateraustralia.org](mailto:sam.ashby@wateraustralia.org)

### Remote Area Power Supply (RAPS)

ICN and Austrade will be working together to develop market channels both domestically and overseas for RAPS solutions. Potential markets include resources, tourism, isolated communities and international development.

**For further information:**

contact Rob McCullagh  
email [mccullagh@icn.org.au](mailto:mccullagh@icn.org.au)  
mobile 0488 440 108

### Canterbury Earthquake Recovery Project

The rebuild of Christchurch is underway following the sequence of catastrophic earthquakes in the Canterbury region. At this stage the main focus of the rebuild is on the demolition of buildings that are beyond repair and reinstating below ground services such as water, sewerage and cabling. ICN representative, David Corney, is working in Christchurch helping local companies contribute to the reconstruction. Work packages for the supply of goods and services will be progressively released onto ICN Gateway, [gateway.icn.org.au](http://gateway.icn.org.au)

**For further information:**

contact David Corney  
email [earthquake@icn.govt.nz](mailto:earthquake@icn.govt.nz)



### Australian Supplier Access to the USA

Following a successful mission to the USA in 2011, ICN has received Australian Government funding, through the Suppliers Access to Major Projects (SAMP) program, for the establishment of a USA representative to identify market opportunities for Australian water companies and provide them with on-the-ground support. Once opportunities are identified, they will be listed on the ICN Water Directory, [water.icn.org.au](http://water.icn.org.au)

**For further information:**

contact Hamish Gordon  
email [hamish.gordon@icn.org.au](mailto:hamish.gordon@icn.org.au)  
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## Register or update your profile

With many opportunities being listed on ICN Gateway, it is more important than ever to make sure you are registered and have an up-to-date profile. Visit [gateway.icn.org.au](http://gateway.icn.org.au) to create or update your profile.



## Victorian Regional Rail Link

Work on the Victorian Regional Rail Link (RRL) Project, Australia's largest public transport infrastructure project, will soon ramp up following the award of three major contracts, with a combined value of \$1.6 billion, in late December 2011. The total project will cost in excess of \$4 billion and is jointly funded by the Australian Government and the Victorian Government. Once completed the RRL Project will separate regional trains from metropolitan trains, by giving Geelong, Bendigo and Ballarat trains their own dedicated tracks to get to Southern Cross Station in the Melbourne CBD. Once individual projects and associated opportunities are identified, they will be listed on the ICN Rail Directory, [rail.icn.org.au](http://rail.icn.org.au)

**For further information:**

contact Steve van der Lit  
email [svanderlit@icn.vic.org.au](mailto:svanderlit@icn.vic.org.au)  
mobile 0447 888 005



## Upcoming events



### FutureGas 2012

Peter Robinson from ICN in Queensland will be speaking at the FutureGAS 2012 Conference and Exhibition, Australia's only whole-of-industry natural gas event. The event will be held in Brisbane from 27 to 29 March 2012, incorporating both commercial and technical presentations. Peter will be speaking on the opportunities for Australian suppliers in the gas industry. For further information on FutureGAS, email [conferences@gs-press.com.au](mailto:conferences@gs-press.com.au), call 03 9248 5171, or visit [futuregas.com.au](http://futuregas.com.au)



### Ozwater 2012

The Australian Water Association's Ozwater Conference is one of the most important annual events for the water industry and will be held from 8 to 10 May 2012 in Sydney. The conference will feature both international and national keynote speakers, workshops and poster sessions. To register or to find out more about the conference, visit [ozwater.org](http://ozwater.org)



### Endeavour Awards 2012

The Manufacturing Monthly Endeavour Awards is Australia's premier national awards for manufacturing excellence. The awards celebrate and recognise the achievements of industry leaders, and include the ICN sponsored 'Global Integration Award', an award for companies who are successfully engaged in global supply chains. The winners will be announced at a gala dinner in Sydney on 9 May 2012. To find out more about the awards, visit [manmonthly.com.au](http://manmonthly.com.au)



### Austech 2012

Held during National Manufacturing Week, Austech is an event that will showcase the best of the metalworking, machine tool and associated industries. The event will be held from 8 to 11 May 2012 in Sydney and is expected to attract over 10,000 visitors. To register or to find out more about the event, visit [austechexpo.com.au](http://austechexpo.com.au)



### APPEA Conference and Exhibition

This event provides the stage for sharing knowledge and makes available an extraordinary display of oil and gas technologies, products, services and networking opportunities to over 2,700 registered attendees from more than 30 countries and over 140 exhibiting companies. The event will be held in Adelaide on 13 to 16 May 2012 in Adelaide. To register or to find out more about the conference, visit [appeaconference.com.au](http://appeaconference.com.au)



### Manufacturing Skills Conference and Awards Night - Making Queensland's Future

The 2012 Manufacturing Skills Conference and Awards Night will be held in Brisbane on 18 May 2012. The event brings together industry, government, academia and training organisations to address the challenges facing the manufacturing industry. To register or to find out more about the conference, visit [msq.org.au](http://msq.org.au)

## Abhiney Arora, Project Engineering Specialist



As a Project Engineering Specialist, Abhi's role is to assist Queensland Project Proponents in meeting their local industry obligations.

He also helps local small to medium size enterprises to explore business opportunities with major infrastructure and resource projects.

Abhi has worked in the manufacturing and construction industries in both India and Australia, which has given him extensive experience with processes, project delivery, management, and provision of engineering support in dealing with major projects.

Abhi is one of the many specialised ICN consultants that can work with businesses in providing independent procurement advice and introduce businesses to a range of highly skilled and dependable infrastructure and resource suppliers.

#### For further information:

contact Abhiney Arora  
email [abhiney.arora@icnqld.org.au](mailto:abhiney.arora@icnqld.org.au)  
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## Register for Capability News

If you would like to receive future versions of Capability News electronically.

Simply email [newsletter@icn.org.au](mailto:newsletter@icn.org.au) with 'subscribe' in the subject field.





## Recent Events

### AusRAIL 2011

Each year the two day AusRAIL conference is a central point in the rail industry calendar and the 2011 conference was no different. 1,000 delegates attended the conference and 5,000 people visited the exhibition, making it the largest AusRAIL event to date.

ICN's National Sector Manager – Rail, Tony Carney, presented at the conference on the Australian rail suppliers' mission to china and associated business development opportunities. In addition, Tony presented on the pivotal role that ICN plays in providing on-the-ground support to the rail industry nationally. ICN provides independent procurement advice and works with rail project managers to identify local suppliers and open up opportunities within major projects in Australia, New Zealand and across the globe.

### Showcasing Aussie cleantech companies

In an Australian first, ICN showcased 21 cleantech companies to one of the world's leading defence contractors, Lockheed Martin, at a product/project demonstration event in late 2011. The US based firm, with annual sales of over \$45 billion, is looking to diversify its interests into the cleantech sector and this event provided an efficient way for the company to engage with Australian businesses. Lockheed Martin's Business Development Analysis Director, Colin Cooper hailed the ICN event a success: "Without the help of ICN it would not have been possible to have so efficiently identified and engaged with the right SMEs in our move into the Australian."

### Browse LNG Project Briefing

A briefing on the Browse LNG project, the latest LNG export facility being considered in Western Australia's north-west coast, was held for the NSW oil and gas industry in December 2011. The purpose of the briefing was to inform the NSW industry of opportunities for business from the \$35 billion project. Over 100 businesses attended the briefing and were informed of the many project opportunities that will become available. To register your expression of interest for this project, visit [gateway.icn.org.au](http://gateway.icn.org.au)

#### For further information:

contact Danielle D'Souza  
email [danielle.dsouza@icnwa.org.au](mailto:danielle.dsouza@icnwa.org.au)  
call 08 9365 7549



## 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 currently contains over \$125 billion worth of projects and more than 50,000 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 receive 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 [gateway.icn.org.au](http://gateway.icn.org.au)