

News



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

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New Zealand's Fitzroy Engineering delivers for Aussie gas project

A bright yellow, 650 tonne, 19 metre high and 13 metre wide accommodation module has just been built by New Zealand's Fitzroy Engineering Group Ltd, for an offshore gas platform in Australia's Bass Strait.

In just 15 months, Fitzroy completed the extremely complex fabrication of the \$35 million Yolla Mega module that will be installed on Origin Energy's Yolla-A offshore gas production platform and will become home to its 40+ person crew.

The Yolla-A gas production platform is part of the BassGas Project, the Australian Bass Strait gas field that feeds gas from the offshore Yolla platform to an onshore processing facility at Lang Lang, 100kms southeast of Melbourne.

Bob Murdoch of ICN in New Zealand was working with Origin Energy at the time they were releasing the international tender to fabricate the accommodation module, and he encouraged Fitzroy to bid for this opportunity.

Bob had been working with Fitzroy for many years, and he knew they had the skills, capacity and capability to meet the strict requirements of this project. 'They are a world class manufacturer and fully committed to delivering an excellent product utilising their engineering expertise,' said Bob.

With the support from ICN, Fitzroy did bid and eventually won the contract.

They completed the fabrication and with the help of Modern Transport Ltd and their purpose built heavy haulage trailer, they moved the 650 tonne mega unit 9kms from Fitzroy's workshop through the middle of New Plymouth to the Port of Taranaki, where it was shipped to the Bass Strait.

'This was an exceptionally specialised project and nothing was left to chance. We've done everything with this project, and we're delighted with the result and the

Chairman's message



Since the last edition of Capability News, there has been plenty of activity happening at ICN. In this edition, you will find opportunities for the Ichthys LNG project, the roll-out for the National Broadband Network, Arrow Energy CSG-LNG, and Centennial Coal.

Read about our role in helping New Zealand's Fitzroy Engineering build a large-scale accommodation unit for an offshore gas platform in Australia's Bass Strait as well as the assistance we've given Ecohousing in opening up a market in the South Pacific for its cyclone-proof, energy-efficient homes.

There's also an update of all the activity happening over the next couple of months with a steel trade mission to China and Thailand taking place in September, plus ongoing trade missions across Australia for the oil and gas industry.

Finally, I'd like to acknowledge ICN's New Zealand office which recently celebrated its 20th anniversary. Well done team!

I hope you enjoy this edition of Capability News.

Philip Sellars

Chair, ICN Executive Directors

haul to the port was a fantastic sight,' said Fitzroy's Managing Director, Richard Ellis.

The accommodation module incorporates bunkrooms, bathrooms, a state of the art kitchen, mess hall, laundry, gymnasium, offices, associated power and water utilities and even a fire fighting installation.

'The Yolla-A modules are the biggest single fabrication project ever undertaken by Fitzroy Engineering,' said Mr Ellis. 'It's something we are very proud of.'

The modules have been specifically designed to assist with improving the operating efficiency of the platform and extend the life of the whole project. The new accommodation modules will minimise the costly use of helicopters and increase flexibility for routine work offshore.

Mr Ellis said the gas field owners Origin Energy and AWE were delighted with the result.

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

Steel work packages available for Ichthys LNG

The Thai firm STP&I has recently been awarded a module fabrication contract for the Ichthys LNG project in Darwin, NT.

Tier 2 work packages are now available on ICN Gateway, with the scope of work including (but not limited to) procurement of structural steel, pre-fabrication and assembly of structural steel and piping, mechanical completion, and load-out and sea-fastening of modules onto free issued seagoing vessels. To view details of these work packages, visit gateway.icn.org.au.

For further information:

email admin@icnnt.org.au
call 08 8922 9430



Arrow Energy CSG-LNG

Arrow Energy is a privately-owned company focused on the exploration, extraction and use of coal seam gas (CSG). Arrow is one of the largest integrated energy companies in Australia, with five gas-producing projects in the Surat Basin in south-east Queensland and the Bowen Basin in central Queensland.

Arrow is planning the development of a liquefied natural gas (LNG) facility on Curtis Island, off Gladstone, which will play an important role in meeting growing world demand for cleaner burning fuels.

The proposed LNG plant will be supplied with CSG from Arrow reserves located in the Surat Basin and the Bowen Basin.

Arrow Energy is committed to creating sustainable employment and economic development opportunities for local suppliers. To register your interest, visit gateway.icn.org.au.

For further information:

email gateway.projects@icnqld.org.au
call 07 3364 0670

Roll-out of satellites for NBN

ICN is providing support to NBN Co on rolling out the National Broadband Network (NBN). American based firm ViaSat was recently awarded the contract to provide 20 satellite ground station dishes across Australia for the NBN.

As part of its contractual arrangement, ViaSat has an Australian Industry Participation requirement, which will see millions of dollars awarded to Australian suppliers to provide goods and services for the development and installation of these satellite stations. Work packages will be available via ICN Gateway, gateway.icn.org.au.

For further information:

contact David Anderson, National Sector Manager - NBN
email david.anderson@icn.org.au
call 03 6233 5781
mobile 0409 953 244



Housing the South Pacific

Ecohousing specialises in the construction of energy-efficient, climate-proof homes. ICN helped Ecohousing find a market for these homes in New Caledonia and New Guinea, countries in urgent need of specialised housing thanks in part to the resources boom.

Ideally, homes for South Pacific markets can be imported in modules and built quickly and easily in isolated areas with relatively unskilled labour.

They also need to be cyclone proof, eco-efficient and 'priced competitively'.

That was the challenge of one of ICN's long-term agents, EAP Traders, based in New Caledonia and charged with finding new opportunities for Australian companies there.

ICN specialises in knowing about innovative Australian enterprises that can fill practically any need. This brief was no exception.

Ecohousing had just the product that answered the brief: flexible, light weight, strong, easy-to assemble insulated homes that were as ideal for export as they were cost competitive.

ICN's Chris Martin knew them well. 'We knew Ecohousing from several projects in Australia. When the project in New

Caledonia came up, we were able to nominate them, confident they would be highly suitable for the project.'

Being 'nominated' by ICN doesn't mean just having your name put forward, with a pat on the back for good luck.

'The first step Ecohousing made was to sign up to ICN Gateway', says Chris. 'Without a company profile on Gateway we would not have been able to match these two businesses together.'

ICN's typically thorough 'business matching' meant introducing Ecohousing and EAP Traders personally and guiding Ecohousing through the needed capability statements.

Ecohousing's Managing Director, Tony Berguist, highly values ICN's work. 'It is not easy getting into the export market. Without ICN's assistance in putting us forward, and for EAP Traders' local contacts, we would never have had the success we've had in New Caledonia.'

Government representatives from Papua New Guinea (PNG) were also impressed with Ecohousing's work in New Caledonia and have engaged Ecohousing to build public housing and government offices in PNG.

Through ICN Gateway and ICN's unique network of international agents, another innovative Australian SME has succeeded in new markets. Ecohousing's strong and scalable product has a bright future meeting the surprisingly large yet stringent housing demands of the South Pacific.

Andrew Kiloni, National Sector Manager – Steel



Andrew Kiloni is a senior management professional with over 14 years experience in the building and construction industry, and holds a Bachelor degree, with honours, in urban and town planning.

Andrew is passionate about the steel industry, having had a number of roles within the supply chain. He aims to make a real difference to the level of domestic steel content within major projects, both in Australia and internationally.

Andrew has extensive industry experience, and has worked with such companies as BlueScope Steel, Onesteel, and ITW Buildex in the areas of financial, sales, project, and supply chain management; strategic planning; and sales force leadership and development.

As ICN's National Sector Manager – Steel, Andrew assists in maximising opportunities for Australian companies, especially small to medium size enterprises (SMEs), to supply goods and services to the steel sector.

Andrew works with the Australian Government's Supplier Advocates, industry leaders, key stakeholders, SMEs, and ICN consultants. Andrew 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:

contact Andrew Kiloni

email andrew.kiloni@icn.org.au

call 07 3364 0619

mobile 0448 101 763



New initiatives

Oil and gas trade missions across Australia

ICN led delegates from 18 Victorian companies on a trade mission to Perth in late May. Delegates were briefed on major oil and gas projects including Wheatstone, Macedon, Ichthys, Browse & Longford and visited the common user facility at the Australian Marine Complex located at Henderson (south of Perth).

One of the three shortlisted EPCMs for the Longford Gas Conditioning Plant briefed the mission on potential opportunities for the project. This mission is the first of a series of planned trade missions around Australia to identify market opportunities in the resource sector.

If you are interested in participating in these missions:

contact Michael Fairbairn
email mfairbairn@icn.org.au
mobile 0405 098 915



Stakeholders come together to strengthen local steel industry

ICN and the Australian Steel Institute have initiated bi-monthly meetings with key steel manufacturers, BlueScope Steel and Onesteel, to help ensure key stakeholders within the industry are aware of current and future project opportunities. The aim of these regular meetings is to develop a strong stakeholder relationship within the steel supply chain.

For further information:

contact Andrew Kiloni
email andrew.kiloni@icn.org.au
call 07 3364 0619
mobile 0448 101 763

ICN Gateway listings and wins

There has been plenty of activity happening at ICN over the past few months, with many projects and work packages listed on ICN Gateway, along with some fantastic wins for local suppliers.

Snapshot of activity for the quarter, April to June 2012.

2,454

New suppliers registered

29

New major projects listed

1,394

Number of contracts won

\$2.01 billion

Total value of contracts



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 to create or update your profile.

Receive Capability News online!

To sign up to the online version, email newsletter@icn.org.au with 'subscribe' in the subject field.



Upcoming events



Steel trade mission to China and Thailand

From 16 September to 1 October 2012 a trade mission for the steel industry, led by the Steel Supplier Advocate, Dennis O'Neill, will visit Thailand and China. The mission will introduce large Australian steel fabricators to the capacity and capabilities of steel fabrication and modular construction firms in these countries, and strengthen international relationships. It will also seek to promote diversification in Australian steel fabrication firms, and extend from 'stick-built' steel supply to the industrial and commercial construction sector, into resources and wind energy sector supply chains, through strategic alliances. In the next edition of Capability News we will provide an update on the success of the mission.



South East Asia Australia Offshore Conference

South East Asia Australia Offshore Conference (SEAAOC) 2012 is northern Australia's largest and longest established petroleum conference. SEAAOC is a significant international opportunity to discuss key gas and LNG developments located across the entire northern Australian band and South East Asia. At this event, now in its 18th year, delegates have the opportunity to meet over 800 Australian and South East Asian leading resource professionals and hear from high calibre speakers from across the globe. The conference is being held 18 to 20 September 2012 in Darwin. To register or find out more about the conference, visit seaaoc.com.



All-Energy Exhibition and Conference

The All-Energy Australia Exhibition and Conference is Australia's largest clean energy event and will be held in Melbourne on 10 and 11 October 2012. Admission is free of charge to all with a professional interest in renewable/sustainable/clean energy. The exhibition is highly relevant to companies involved, either directly or indirectly, in the development of carbon mitigation solutions for traditional energy sources. To register or find out more about the conference, visit all-energy.com.au.



APIA Convention and Exhibition

The Australian Pipeline Industry Association Ltd (APIA) is the peak national body representing the interests of Australia's transmission pipeline sector. The APIA Convention and Exhibition is a major event in the national energy and infrastructure calendar, attracting attendees from around the nation, as well as many international visitors. This year's convention will be held in Brisbane from 13 to 16 October 2012. To register or find out more about the conference, visit apia.net.au.



AusRAIL 2012

AusRAIL is the rail industry's flagship event. It provides an exceptional platform for knowledge sharing and networking with leading industry figures, rail manufacturers and operators from not only across the Australasian region, but from every continent from across the globe. The conference is being held in Canberra on 27 to 28 November 2012. Delegates will get to hear from 60 rail experts and thought leaders, and will include four technical streams focusing on 'coping with capacity'. To register or find out more about the conference, visit ausrail.com.

Ray Loh, Senior Consultant



Ray is based in the WA office and is responsible for managing ICN's Global Supply Chain Access Service in the oil and gas sector. The service is designed to connect global engineering procurement hubs and module contractors with internationally competitive Australian and New Zealand suppliers.

Ray graduated from the University of Western Australia with a double degree in Commerce and Engineering (1st Class Hons) and has a vast amount of experience in working with international markets. Before joining ICN he worked in Singapore, the USA and Malaysia, and was in charge of setting up businesses in various countries such as Malaysia, India, Poland, Vietnam and Egypt.

Over the years, Ray has built a strong network of high level contacts and has a proven track record for developing successful businesses.

Ray is extremely committed to assisting Australian suppliers succeed in international markets. Under the Supplier Access to Major Projects (SAMP) program, Ray recently organised a supplier visit to South-East Asia with four Australian oil and gas suppliers, to meet with procurement hubs of global engineering companies and module contractors. The visit was well received with several major opportunities generated.

For further information:

contact Ray Loh
email raymond.loh@icnwa.org.au
call 08 9365 7576
mobile 0466 779 459

Recent events

ICN celebrates 20 years in New Zealand

ICN in New Zealand has recently celebrated its 20th anniversary. Over the years it has introduced literally thousands of capable local companies to project owners and helped them win major work both in New Zealand and in Australia. Since 2004, New Zealand's ICN has helped local industry win more than \$700 million in supply opportunities. Some major projects over the years include, hospital builds, gas-fired and geothermal power stations, wind farms, ship builds, hotel and stadium builds, bottle factories, and most recently the Christchurch City rebuild. For more information about ICN in New Zealand and the opportunities for suppliers, call your local New Zealand consultant on **+64 (4) 816 8398**.

Australian Gas Technology Conference and Exhibition

ICN's National Sector Manager – Oil and Gas, Colby Hauser attended the recent Australian Gas Technology Conference and Exhibition. Here, attendees could discover the latest products and services for the gas industry and learn of the latest commercial and technical developments for the industry. Colby was on hand at the ICN exhibition booth, to showcase ICN's pivotal role on providing on the ground support to the oil and gas industry nationally, to both suppliers and project proponents. For further information on how ICN can assist companies in the oil and gas industry, contact **Colby on 08 9365 7715**.

Modular Construction and Prefabrication Conference

Andrew Kiloni, ICN's National Sector Manager – Steel, and Ian Cairns from the Australian Steel Institute presented at the recent Modular Construction and Prefabrication Conference on the topic of, 'Modularisation in the Resources Sector: Current Practices and Strategies for Improvement'. Throughout the two-day conference, delegates learned first-hand about some of the successes and challenges that companies are facing and how they are maximising design and constructability through innovation in modularisation techniques and technologies.

Steel Supplier Advocate's joint venture briefings

In July, the Steel Supplier Advocate, Dennis O'Neil together with ICN's National Sector Manager – Steel, Andrew Kiloni, and Ian Cairns from the Australian Steel Institute, ran a series of briefings for some of the largest Australian steel fabricators in each



Endeavour Awards 2012

ICN was pleased to again sponsor the ninth Manufacturers' Monthly Endeavour Awards – Australia's premier national awards for manufacturing excellence. ICN sponsored the Global Integration Award category, which acknowledges companies that successfully engage in global supply chains, specifically looking at the investment risk taken and the

organisation's long term success. From four worthy finalists, TAE Gas Turbines (TAE) was announced the winner, impressing the judges with its work ethic, drive and long-term strategic planning which led to considerable success in a highly competitive niche market. More information about TAE can be found at tae.com.au.

updated on the Advocate's recent report to the Australian Government, including his recommendations on an incorporated joint venture model to help the Australian industry win major contracts in large resource projects. Andrew and Ian also gave presentations on the work being done 'on the ground' to support the Australian industry. For further information, contact **Andrew Kiloni on 07 3364 0619**.

Rail industry briefings

The local rail industry is changing, and there is a great need for the local industry to find a place in what is now, a global market. Rail industry briefings were held in Brisbane, Sydney and Melbourne, to update attendees on activities being undertaken as part of the rail industry development strategy and the ongoing support to the rail industry being provided by ICN, the Australasian Railway Association, and the Rail Supplier Advocate, Bruce Griffiths. Over 350 people attended these events, representing all sectors of the rail industry. For further information, contact ICN's National Sector Manager – Rail, **Tony Carney on 03 8689 2531**.

OzWater

OzWater is one of the largest annual events for the water industry and the 2012 event was held recently in May. The conference featured both international and national keynote speakers, workshops and poster sessions and attracted 1,200 delegates. More than 250 national and international exhibitors took part in the event, including ICN. The National Sector Manager – Water, Hamish Gordon and ICN consultant Eddie Ivar, were on hand to discuss with delegates, opportunities ICN could provide them with and the importance of having their company profile on the ICN water directory – water.icn.org.au. For further information on how ICN can assist companies in the water industry, contact **Hamish Gordon on 08 8303 2587**.

