

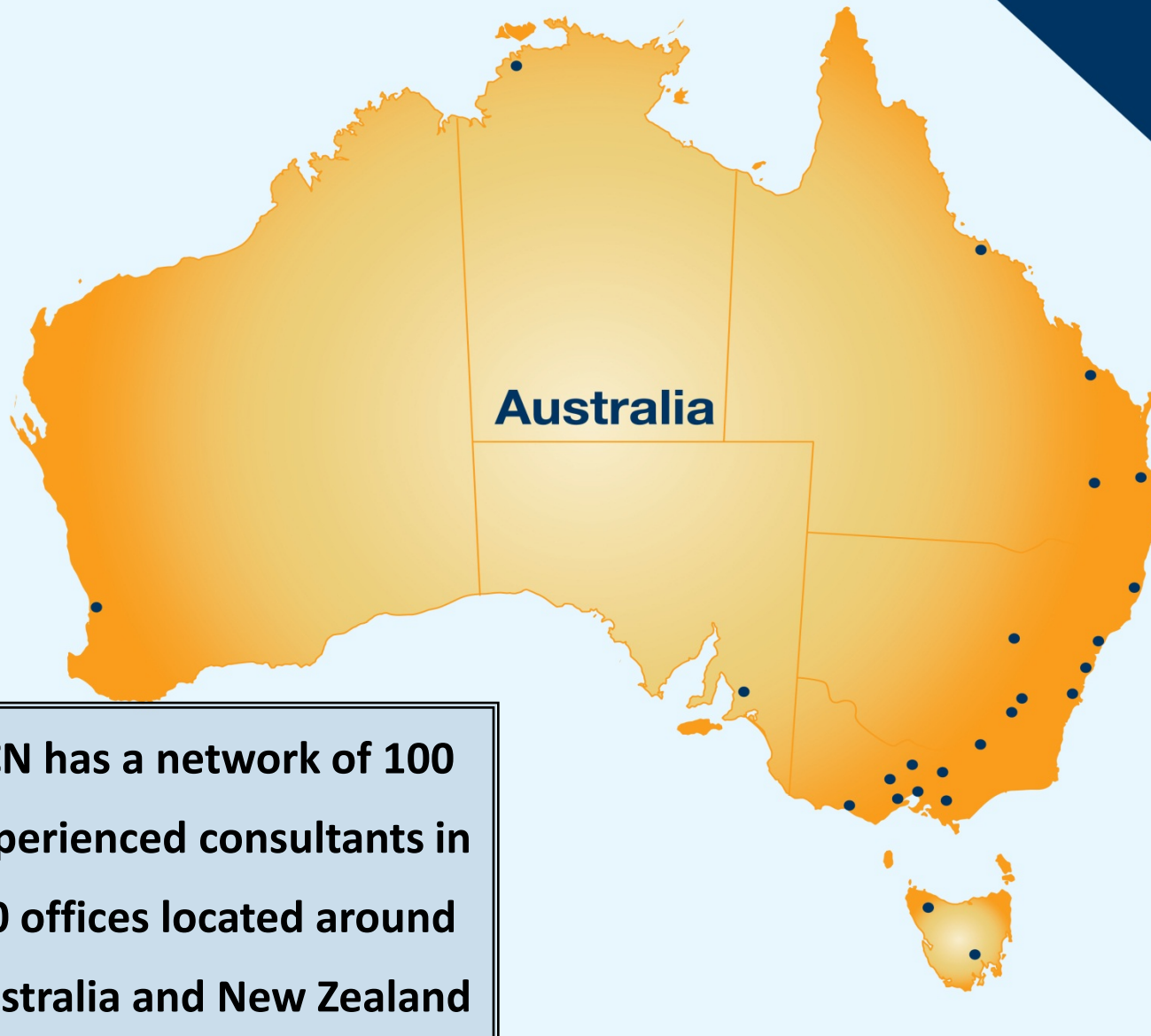
ICN Victoria Resources Program

Michael Fairbairn



Today's Presentation

- 1. ICN Victoria Resources Program**
- 2. Overview of Resources sector**
- 3. Opportunities**
- 4. How to get involved - Industry Support**
- 5. Questions**



ICN has a network of 100 experienced consultants in 30 offices located around Australia and New Zealand

Industry Capability Network (ICN)

- **ICN Victoria is a not-for-profit organisation**
- **Funded by Victorian Government**
- **ICN network of 30 offices throughout Australia and NZ with more than 100 industry consultants**
- **Industry capability database of more than 60,000 businesses**
- **ICN Victoria operates three main programs:**
 - **SME Engagement Program**
 - **11 offices across Victoria**
 - **Resources Program**
 - **Oil and Gas and Mining**
 - **Local Industry Participation Program**
 - **Victorian Industry Participation Policy**
- **ICN consultants have specialist industry knowledge across a broad range of industries**

What ICN does....

- **matches capability with opportunity....(linking buyers with local suppliers)**
- **ICN encourages local sourcing, supports import replacement and assists Australian companies access export opportunities**
- **Our aim is to identify competitive Australian suppliers saving purchasers and project managers time and money**

ICN Resources Program Background

ICN Victoria asked by Victorian Government to assist Victorian Industry maximise opportunities from the Australian resources boom

The Resources Program contains 6 key activities:

- 1. Identification of Australian Resource Projects (focus on oil and gas and mining)**
- 2. Mapping Victorian Industry**
- 3. Opportunity Facilitation – Matching Capability with Opportunities**
- 4. Industry Education Program**
- 5. Leverage Federal Government Programs**
- 6. Communication/Promotion**

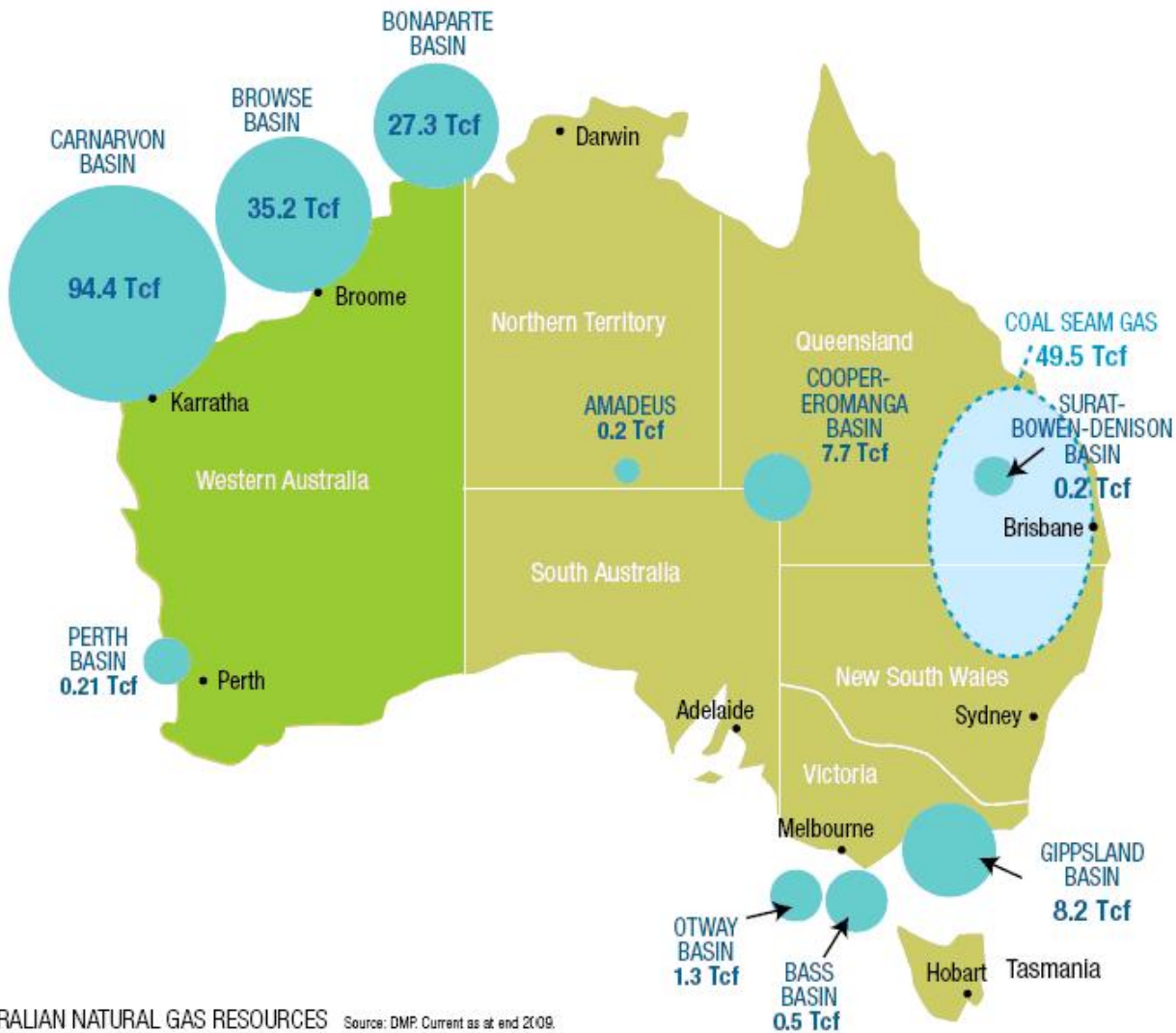
Key Major Resource Projects - ICN Network

Oil and Gas

• Ichthys LNG	NT	Inpex/Total	\$34BN
• Gorgon LNG	WA	Ex/Sh/Ch	\$43BN+
• Pluto LNG	WA	Woodside	\$12BN
• Gladstone LNG	QLD	Santos	\$16BN
• Australian Pacific LNG	QLD	APLNG/Bechtel	\$17BN
• Arrow Energy CSG-LNG Project	QLD	Arrow Energy	\$34BN
• Prelude FLNG	WA	Shell	\$12BN
• Wheatstone	WA	Chevron	\$29BN
• Browse LNG	WA	Woodside	\$34BN
• Longford Plant Upgrade	VIC	Esso/CB&I	\$1BN

Mining

• Carmichael Coal/Abbot Point	QLD	Adani	\$21.5BN
• Alpha Coal	QLD	GVK Hancock	\$7BN
• Wiggins Island Coal Export Terminal	QLD	Consortia	\$2.5BN
• Roy Hill	WA	Hancock	\$7.5BN
• Grosvenor	QLD	Anglo American	\$1BN
• Cobbora	NSW	Cobbora Holdings	\$1.3BN
• Olympic Dam – On Hold	SA	BHP	\$30BN - \$1.4BN P/A



AUSTRALIAN NATURAL GAS RESOURCES Source: DMP. Current as at end 2009.

How do I get involved?

- Register on ICN Gateway – Keep your profile updated
- Frequently review opportunities and package winners on ICN Gateway
- Contact ICN network representatives – mining and oil and gas specialists in each state
- Interstate/International trade missions – opportunities for companies to meet the buyer
- Education – Enterprise Connect Programs
- ICN Victoria – e-resources website - www.icnvic.org.au/resources
- Networking events – ICN, Austmine, Mesca etc
- Join linkedin groups

Useful Websites

General Information

- www.icnvic.org.au
- www.icnvic.org.au/resources

Opportunities and Registration

- www.gateway.icn.org.au
- www.inpex.icn.org.au
- www.projectconnect.com.au

Groups

- www.linkedin.com/
- Victorian Mining Capability Team
- Victorian Oil & Gas Capability Team

ICN Gateway

ICN Gateway - Windows Internet Explorer provided by Chamber of Commerce and Industry

http://gateway.icn.org.au/

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ICN Gateway

icngateway
Go to ICN Gateway Home

Supplier search

looking for suppliers?

Source world-class partners for your supply chain

Choose industry
Choose state
Keywords (eg. ball bearings)
Advanced search **Search**

Project search

looking for projects?

Look for new business and register your interest

Major Projects
Choose industry
Choose region
Keywords (optional)
Browse all projects **Search**

Company profiles

your company

Create or update your company profile

Create **Login**

Search in your industry

Browse one of our industry specific directories

oil, gas & energy | mining | steel | rail | nbn | water | cleantech | health

[Common Supplier Searches](#) | [Common Project Searches](#) | [Privacy](#) | [Terms of use](#) | Powered by ICNL | Copyright © 2010 ICNL

http://gateway.icn.org.au/

start | Inbox - Microsoft Ou... | Calendar - Microsoft... | cxh3352 on 'Office,I... | Inbox - colbythause... | ICN Gateway - Wind... | Supplier Education F... | ICN Presentation G... | 3:44 PM

Your ICN Profile Should Include

- **Summary**
- **Description**
- **Number of employees**
- **Capabilities**
- **Products and services**
- **Facilities and equipment**
- **Indigenous employees**
- **Approximate annual turnover**
- **Quality Accreditation (QA)**
- **Major project experience**

[Supplier search](#)[Project search](#)[Company profiles](#)[Major Projects](#)

Quick links

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[About](#)
[Info for suppliers](#)
[Info for buyers](#)
[Contact us](#)
[ICN home page](#)

Other directories

[ICN Gateway](#)

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Expressions of Interest

[Register](#)

Contact Details

ICN Northern Territory

ICN - NT
Ph: (08) 8922 9422
Fax: (08) 8922 9430
Email: [\[click to email\]](#)

Ichthys LNG Project

Project Owner: INPEX Browse Ltd
Project Value: US\$34 billion
Project Status: Construction
Location: NT, Australia

Associated Projects:

Ichthys LNG Project

- [Darwin Harbour Dredging Works](#)
- [Ichthys Offshore Production Facilities](#)
- [Ichthys Development Drilling Campaign](#)
- [Central Processing Facility \(CPF\)](#)
- [Subsea, Umbilicals, Risers, and Flowlines \(SURF\) EPCI](#)
- [Floating Production Storage & Offloading Facility \(FPSO\)](#)
- [Ichthys Onshore Facilities](#)
- [Temporary Telecommunication Facilities](#)
- [Temporary Site Facility Works \(TMP 1\)](#)
- [Site Development Civil Works \(CVL 2\)](#)
- [Product Loading Jetty](#)
- [Module Offloading Facility \(MOF\)](#)
- [EPC Cryogenic Tanks](#)
- [Module Fabrication \(Packages 1, 3 and 8\)](#)
- [Ichthys Accommodation Village](#)



The Ichthys Field in the Browse Basin offshore Western Australia first demonstrated its potential to

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- [Contact us](#)
- [ICN home page](#)

Other directories






[More](#)

[ICN Regional Gateway](#)

Expressions of Interest

Contact Details

ICN Northern Territory
 ICN - NT
 Ph: (8) 8922 9422
 Email: [\[click to email\]](#)

Ichthys Central Processing Facility (CPF)

[Ichthys LNG Project](#) > [Ichthys Offshore Production Facilities](#) > [Ichthys Central Processing Facility \(CPF\)](#)

Project Owner: Samsung Heavy Industries Co. Ltd.

Project Value: \$US2.71 billion

Project Status: In Progress

Location: WA, Australia



SAMSUNG HEAVY INDUSTRIES

[\[Hide/Show Associated Opportunities\]](#)

Associated Opportunities:

[Ichthys LNG Project](#)

- [Ichthys Offshore Production Facilities](#)
- [Ichthys Gas Export Pipeline](#)
- [Ichthys Development Drilling Campaign](#)
- [Ichthys Central Processing Facility \(CPF\)](#)
- [Ichthys Floating Production Storage & Offloading Facility \(FPSO\)](#)
- [Ichthys Turret](#)
- [Ichthys Subsea, Umbilicals, Risers, and Flowlines \(SURF\) EPC](#)
- [Ichthys \(URF\) Heerema](#)
- [Ichthys Onshore Facilities](#)
- [Ichthys Building Works BLD-1](#)
- [Ichthys Permanent Telecommunication Facilities](#)
- [Ichthys Temporary Telecommunication Facilities](#)
- [Ichthys Temporary Site Facility Works \(TMP 1\)](#)
- [Ichthys Site Development Civil Works \(CVL 2\)](#)
- [Ichthys Product Loading Jetty](#)
- [Ichthys Module Offloading Facility \(MOF\)](#)
- [Ichthys EPC Cryogenic Tanks](#)
- [Ichthys Module Fabrication \(Packages 1, 3 and 8\)](#)
- [Ichthys Module Fabrication \(Package 4, 5 and 6\)](#)
- [Ichthys Accommodation Village](#)

Work Packages

Currently Listing 127 Work Packages:

Tier 1: Complete package or service for this work package required. Tier 2: Partial package or service for this work package allowed.

Work Package	Status	Applications Open	Tier 1 Closes	Tier 2 Closes	PDF
Architecture					
Fire Resistant Window	Open	6 Apr 2012	4 May 2012	6 Apr 2013	
Fire Sliding Doors in Living Quarters	Open	6 Apr 2012	4 May 2012	6 Apr 2013	
Laboratory in Living Quarters	Open	6 Apr 2012	4 May 2012	6 Apr 2013	
Lift for Living Quarters	Open	6 Apr 2012	4 May 2012	6 Apr 2013	
Provision Refrigeration Package	Open	23 Apr 2012	21 May 2012	23 Apr 2013	
Column Lift	Open	23 Mar 2012	13 Apr 2012	30 Jun 2013	
Architecture/HVAC					
HVAC	Open	30 Mar 2012	27 Apr 2012	30 Mar 2013	
Communications					
Telecommunication System	Open	26 Jun 2012	26 Jul 2012	25 Jun 2013	
Electrical					
DC UPS System and Batteries	Open	27 Sep 2012	25 Oct 2012	25 Sep 2013	
Junction Boxes	Open	26 Sep 2012	24 Oct 2012	26 Sep 2013	
Lighting Fixtures	Open	26 Sep 2012	24 Oct 2012	26 Sep 2013	
Local Control Station & Emergency Stop Switch	Open	26 Sep 2012	24 Oct 2012	26 Sep 2013	
Socket/Welding Outlet with Plug	Open	26 Sep 2012	24 Oct 2012	26 Sep 2013	
AC UPS System and Batteries	Open	27 Sep 2012	25 Oct 2012	27 Sep 2013	
Cable Gland	Open	27 Sep 2012	25 Oct 2012	27 Sep 2013	
Cable Tray	Open	27 Sep 2012	25 Oct 2012	27 Sep 2013	
Cables	Open	27 Sep 2012	25 Oct 2012	27 Sep 2013	
Heat Tracing System	Open	27 Sep 2012	25 Oct 2012	27 Sep 2013	
Multi Cable Transit (MCT)	Open	27 Sep 2012	25 Oct 2012	27 Sep 2013	
Distribution Board	Open	10 Oct 2012	7 Nov 2012	10 Oct 2013	

<input type="checkbox"/> API610 VERTICAL PUMPS	Awarded	14 Jan 2010	12 Feb 2010	1 Jun 2012	
<input type="checkbox"/> AIR COMPRESSORS	Awarded	21 Jan 2010	19 Feb 2010	27 Jun 2012	
<input type="checkbox"/> GAS EXPANDER / RECOMPRESSOR	Awarded	21 Jan 2010	19 Feb 2010	28 Jun 2012	
<input type="checkbox"/> API610 HORIZONTAL PUMPS	Awarded	14 Jan 2010	12 Feb 2010	30 Jun 2012	
<input type="checkbox"/> BOG COMPRESSOR	Awarded	21 Jan 2010	19 Feb 2010	30 Jun 2012	
<input type="checkbox"/> MAIN CRYOGENIC HEAT EXCHANGER (MCHE) FEED COMPRESSORS AND END FLASH COMPRESSORS	Awarded	21 Jan 2010	19 Feb 2010	30 Jun 2012	
<input type="checkbox"/> PROPANE BOG COMPRESSOR	Awarded	21 Jan 2010	19 Feb 2010	30 Jun 2012	
<input type="checkbox"/> STABILISER OVERHEAD COMPRESSORS	Awarded	19 Jan 2010	17 Feb 2010	30 Jun 2012	
<input type="checkbox"/> FIRE WATER PUMPS	Awarded	14 Jan 2010	12 Feb 2010	1 Jul 2012	
<input type="checkbox"/> CANNED PUMPS	Awarded	31 Aug 2011	28 Sep 2011	11 Jul 2012	
<input type="checkbox"/> SUNDYNE PUMPS	Awarded	15 Jul 2011	12 Aug 2011	11 Jul 2012	
<input type="checkbox"/> NON API HORIZONTAL PUMPS	Awarded	20 Jul 2011	16 Aug 2011	10 Sep 2012	
<input type="checkbox"/> EMERGENCY AIR COMPRESSOR PACKAGE	Awarded	21 Jul 2011	18 Aug 2011	12 Oct 2012	
<input type="checkbox"/> NON API VERTICAL PUMPS	Awarded	2 Sep 2011	30 Sep 2011	29 Jan 2013	
<input type="checkbox"/> SANITARY PUMPS	Awarded	21 Jul 2011	17 Aug 2011	28 Feb 2013	

Tier one has been awarded to:

RUHRPUMP AUSTRALIA PTY LTD

67 Henderson Road

Roweville, VIC

Australia 3178

Phone: +61 3 97633221

Fax: +

Email: sales@ruhrpumpsih.com

Ms. Diana Corzo, Project Manager

STATIC EQUIPMENT

<input type="checkbox"/> AIR COOLED HEAT EXCHANGERS	Awarded	14 Jan 2010	12 Feb 2010	10 Feb 2012	
<input type="checkbox"/> CARBON STEEL LARGE DRUMS(CS, Large ' over 20 tons / 30 mm max. thickness)	Awarded	17 Dec 2009	18 Jan 2010	3 May 2012	
<input type="checkbox"/> S&T HEAT EXCHANGERS - High Pressure	Awarded	14 Jan 2010	12 Feb 2010	21 Jun 2012	
<input type="checkbox"/> S&T HEAT EXCHANGERS - CS & SS 1,000 - 2,500 mm	Awarded	14 Jan 2010	12 Feb 2010	27 Jun 2012	

Project Connect

ProjectConnect | Australian Business Opportunities | Australian Projects Database - Windows Internet Explorer provided by Chamb

http://www.projectconnect.com.au/

File Edit View Favorites Tools Help

ProjectConnect Management ProjectConnect | Australi...

ProjectConnect
fast access to project opportunities

WA IS BOOMING

Other Opportunities... HOME

Project Opportunities Supplier Directories Register your company Account Login Advertise Help What is Project Connect?

Link Buyers and Suppliers at the Click of a Button

ProjectConnect provides project developers and their engineers with their own unique categorised electronic library of suppliers. ProjectConnect is an innovative and easy to use tool to communicate supply opportunities to industry. ProjectConnect is environmentally friendly as it alleviates the need for suppliers to provided printed marketing material to project buyers.

Every week Australian projects, worth billions of dollars, and thousands of suppliers benefit from using ProjectConnect.

Current Opportunities Directories View projects by state: Select State...

Projects

- Ashburton North Strategic Industrial Area
- Browse LNG Development
- CITIC Pacific Mining Sino Iron project
- Collie Urea Project
- Gorgon Project
- Greater Western Flank (GWF) Phase 1 Project
- Macedon Project
- New Childrens Hospital Project
- Oakajee Port & Rail Project
- QEII Medical Centre Redevelopment - Central Equipment Plant
- Roy Hill Iron Ore

Roy Hill Iron Ore

ROY HILL

Project Location : Western Australia
Project Manager : WorleyParsons
Project Owner : Roy Hill Holdings Pty Ltd
Constructor : Pending Award
Construction Period : Jan 2012 - Dec 2013
Project Value : Undisclosed
Project Status : Pre-Financial Close

More Information >

AUSTRALIAN GASTECHNOLOGY CONFERENCE & EXHIBITION

25 - 27 JULY 2012
PERTH CONVENTION EXHIBITION CENTRE

REGISTER FREE

Looking for skilled overseas workers?

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Upcoming Events and Activities

ICN Network actively seeks relevant industry information that can be of benefit to you. The following is a list of events and trade missions that have been confirmed for 2013. There will be more events announced throughout the year so be sure to keep updated by visiting this page.

Event	Date	Location
Resources Roadshow	20 February	Melbourne, VIC
Australasian Oil and Gas Exhibition (AOG)	20 – 22 February	Perth, WA
6 th Annual Coal Tech 2013	04 – 05 March	Melbourne, VIC
Gladstone Resources Summit 2013	05 – 06 March	Gladstone, QLD
4 th Annual Collision Avoidance in Mining	14 – 15 March	Brisbane, QLD
Groundwater Management in the Resources Industry	14 – 15 March	Brisbane, QLD
F1 Networking Events	14 - 17 March	Melbourne, VIC
Surface Coal Operations Conference	18 – 19 March	Brisbane, QLD
Mining Australia Exhibition	20 – 22 March	Perth, WA
Ozmine Trade Mission	16 – 17 April	Jakarta, Indonesia
Miners' Health & Wellbeing Conference	29 – 30 April	Brisbane, QLD
Offshore Technology Conference	06 – 09 May	Houston, USA
The Mackay Bowen Mining and Resources Expo 2013	14 – 16 May	Mackay, QLD
3 rd Annual Iron Ore Project Development & Logistics	14 – 15 May	Perth, WA
Austmine 2013	20 – 23 May	Perth, WA
APPEA	26 – 29 May	Brisbane, QLD
7 th Annual Mining NSW Conference	26 – 27 June	Orange, NSW
Austmine Networking Series	27 June	Melbourne, VIC
AGT Australian Gas Technology Conference & Exhibition	01 – 03 July	Perth, WA
7 th Annual Mining the Pilbara Conference	16 – 17 July	Port Headland, WA

Leveraging ICN Network Activities

National Sector Manager Program

Oil & Gas - Colby T. Hauser

180 Hay Street, East Perth WA 6004

P +61 8 9365 7715 Mob +61 (0) 468 988 908

E colby.hauser@icn.org.au

Mining - David Roberts

33 McKechnie Drive, Eight Mile Plains Qld 4113

PO Box 4012, Eight Mile Plains Qld 4113

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E david.roberts@icn.org.au

Leveraging Federal Government Programs

- **Buy Australian (at Home and Abroad)**
 - **Establishment of Australian Industry Participation Authority**
 - **Australian Industry Participation Plans for all projects with capital expenditure of more than \$500M**
 - **Resources Sector Supplier Envoy - Peter Beattie**
 - **3 Resource Sector Supplier Advocates**
 - **Paul Johnson - Energy Resources (Coal and Oil & Gas)**
 - **Christian Larsen - Industrial, Precious & Speciality Minerals**
 - **Chris Chalwell - Iron Ore**
 - **Supplier Access to Major Projects (SAMP)**
 - **Browse, Gorgon, Ichthys, APLNG, Gladstone LNG, Equus**
- **Enterprise Connect programs such as “Resources Connect” and the “Resource Industry Supply Chain Index” (RISCI)**

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Any Questions ?

