



## Case Study

### Northern Constructions Group – Fencing Contractors

Drawing on its industry knowledge and using its Regional Industry Link database, ICN assisted Echuca-based earthmoving and civil construction company Northern Constructions Group win a significant contract with the North Victorian Irrigation Renewal Project (NVIRP).

The contract for fencing and re-lining irrigation channels will not only provide Northern Constructions with a significant amount of work, but will raise the company's profile both with the client and more broadly within the industry.

When quoting for the work, Northern Constructions had a limited timeframe in which to submit a competitive bid that included all subcontractor costs. As part of the work, fencing needed to be installed along the channels. Northern Constructions had limited contacts in this industry sector and approached ICN for assistance.

ICN Loddon Mallee Regional Manager Noel Morton researched potential suppliers and provided details of seven local, competitive fencing contractors, several of which were listed on ICN's Regional Industry Link database. The information allowed Northern Constructions to complete their bid on time and with the competitive quotes it needed to win the contract.

Murray Anderson, Systems Manager, NCG, said:

*“(ICN’s) promptness and professionalism in assisting us with valuable information on possible suppliers for the project was very much appreciated and welcomed, and I am*

*sure that this did aid us in securing the contract and completing the works involved in the short time frame given to us.”*

*“I would not hesitate in using your services again or recommending others to contact the ICN for future business network opportunities.”* Mr Anderson said.

