

Since July 2011, ICN has assisted Victorian companies win over \$129M in orders. Congratulations to the following local companies: Austeng, Basin Sands Engineering, BMC Welding & Construction, Bruck Textiles, Camatic Seating, Charles Parsons & Co, Corning Cable Systems, DEGERenergie, Dunlop Foams, Eaton Industries, Godfrey Hirst Australia, Haymes Paint, Hofmann Engineering, James Walker Australia, Just Components, Kempe International, Kiewa Valley Engineering, Olex Australia, Redback Health Services, Sed Consulting, Tyco Water, Wakefield Transport, WD Cranes, Woods Bagot. Please make sure your capability information is up to date via icnvc.org.au so that ICN can recommend your company for business opportunities.



Minister's Comment

On 19 December 2011, I had the pleasure of releasing a new manufacturing strategy, delivering on another of the Government's election commitments.

A more competitive manufacturing industry outlines the Government's strategy to revitalise Victorian manufacturing and to support our manufacturers to succeed in an increasingly competitive and rapidly changing environment.

The strategy highlights five policy priorities based on sound economic fundamentals, that will be delivered to improve the productivity and competitiveness of Victoria's manufacturing sector. These include:

- A specialist manufacturing service - helping manufacturers overcome market failures and barriers, and raising productivity and competitiveness;
- Productivity and innovation networks – providing flexible support to networks seeking to expand their activities;
- Investing in technology – supporting businesses to invest in new and transformative technologies that will improve business performance;
- Support for small manufacturers – providing more targeted assistance to small manufacturers through specialist workshops, improved access to information and encouraging innovation; and
- Niche and specialist skills – supporting manufacturers with a systemic and structured approach to identifying and addressing priority specialist skill needs for key trades.

The strategy also signals a shift towards a more collaborative approach that is highly responsive to the needs of individual businesses. This has translated in the development of a new Business Engagement Model, delivered by business development managers in Victorian Government Business Offices (VGBOs) located throughout metropolitan Melbourne and regional Victoria. Business development managers can provide tailored information to businesses on accessing State and Commonwealth Government programs to enhance productivity and competitiveness. Where possible, ICN Victoria services will be co-located with VGBOs to provide a more complete service to business.

A more competitive manufacturing industry recognises the importance of high performing enterprises, and commits Government to working with these firms so they can continue to compete confidently with the best in the world.



The Hon Richard Dalla-Riva MLC
Minister for Manufacturing, Exports and Trade
State Government of Victoria



Executive Director's Comment

ICN Victoria welcomes the new initiatives outlined in the Government's manufacturing strategy announced in December, particularly the strengthening of the Victorian Industry Participation Program.

This will mean increased awareness of Government procurement opportunities for business, tenderers required to test the relevant capability of local manufacturers and the

retention of local content as a criterion in its procurement policy. We look forward to these initiatives being delivered from July 2012.

As part of our new developments, ICN has established a dedicated 'Resources' team to assist you in taking advantage of the \$430 billion worth of major resource projects around Australia.

If you are interested in these resource projects I would encourage you to register your capabilities at www.icnvc.org.au or contact James Ewenson for Mining on 0417 101 740 / jewenson@icnvc.org.au or George Gasparotto for Oil and Gas on 0403 268 502 / ggasparotto@icnvc.org.au so that we can help you access these projects.

Peter Yates
Executive Director, ICN Victoria

International Markets

Are you interested in opportunities to supply to major International projects and global supply chains?

Local Australian Industry gained recent success for the 2016 Rio de Janeiro Olympics securing approximately \$38M in export orders through the Federal Government's Supplier Access to Major Projects Program. We now currently have opportunities in China for airport infrastructure and ASEAN hospital developments.

To become involved in these new projects and to find out more about how ICN's International program can help your business access global markets contact Candida Costa-Wong on 0413 269 848 or email her at ccosta@icnvc.org.au



Ambassador Brett Hackett and the Australian delegation meet with the Brazilian Olympic Committee.

Enterprise Connect

Did you lose out on your last tender application? Do you need help getting the right advice for your business?

ICN works closely with Enterprise Connect as a partner organisation to help connect businesses with the right knowledge, tools and expertise necessary to improve productivity, increase competitiveness and fully capitalise growth potential.

To improve your next tender contact Mal Clark on 0428 328 228, visit the website at www.enterpriseconnect.gov.com.au or call the Enterprise Connect Hotline on 131 791.

ICN helps two local Wodonga firms to secure a partnership with German solar tracking giant

Kiewa Valley Engineering Pty Limited (KVE), a regional Victorian steel fabrication firm, has signed a multi-million dollar exclusive deal to locally manufacture solar tracking systems for German energy giant DEGERenergie.

With more than 45,000 systems installed worldwide, DEGERenergie as a global market leader for solar tracking systems was keen to expand its global footprint and tap into the growing Australian market. "KVE, with support from ICN, was able to offer a competitive local manufacturing solution to support the needs of this global expansion program – whilst increasing their employment levels at the same time."

Managing Director, Dave Robin cited support and assistance from ICN as playing a vital role in the company's recent successes: "ICN was able to endorse our manufacturing capabilities for DEGERenergie and provide them with examples of clients and types of complex manufacturing works we had undertaken. ICN was also able to promote the benefits of a Wodonga production base and were able to connect DEGERenergie with the Victorian Government's Business Office in Frankfurt."

For further information please contact Tammy Atkins on 0488 325 495 or email her at tatkins@icnvc.org.au



Tammy Atkins, ICN Regional Manager with Dave Robin and son Andrew.

Revitalising Central Dandenong

As part of the \$290 million State Government funded Revitalising Central Dandenong (RCD) initiative, ICN has teamed up with Civilscape and Grocon Constructors to assist in the delivery of Places Victoria's local business engagement program.

Civilscape Director Hayes Heffer says he is pleased to be working with ICN on the project and understands the benefits of having the company on board to identify and engage suppliers to maximise local industry involvement.

"The number and quality of nominees supplied by ICN has exceeded my expectations. Having ICN working with us on this initiative frees me up to keep the project on track." he said.

\$5.2M worth of contracts have been awarded to local companies – including Boral Quarries and TRJ Engineering to complete this project. For Boral this local project represents more than 770 truckloads of rock and keeping 20 men employed. Hallam-based TRJ Engineering was one of the nominated suppliers for street furniture.

In addition to this Grocon will be working on the new Government

Services Building - a \$73M contract that is in the final stages of fit out.

Grocon Project Manager, Andrew Poulton says "ICN has worked with Grocon to develop economic and employment activities and outcomes through the delivery of this project. With their assistance we were able to identify local suppliers who had the capability to supply to our specific work packages and exceed 79% minimum local content as specified in our VIPP Implementation Plan."

If you have unique supplier capability and would like further information please contact Peter Moore on 0447 888 004 or email him at pmoore@icnvc.org.au

Opportunities

Bendigo Hospital – Tenderers shortlisted!

Thiess and Lend Lease have been shortlisted to bid for the design and build of the new Bendigo hospital. If you would like your company to be involved in this \$630M project please register your interest at www.newbendigohospital.icn.org.au

This regional hospital has been declared a 'Strategic Project' under the Victorian Industry Participation Policy (VIPP), requiring 90% of contracts on major Government projects be awarded to local companies. Construction is due to commence late this year.

For further information please contact Noel Morton on 0409 182 952 or nmorton@icnvc.org.au

Project Summit

On 14 February, Latrobe City hosted their fourth Gippsland Major Projects and Opportunities Summit.

The major projects showcased were:

- Advance TAFE Development
- Stockman Mine Project
- East Sale RAAF base upgrade
- GippsAero Expansion
- Longford Gas Conditioning Plant
- CarbonNet

If you would like to know more about these opportunities please contact Bob Stevenson on 0403 195 512 or bstevenson@icnvc.org.au



Peter Ryan MLA, Minister for Gippsland South officially opens the 2012 Summit.

Staff

Meet ICN's newest addition

ICN Victoria would like to welcome new team member Shannon May as the group's Marketing and Communications Adviser. She brings with her diverse project marketing experience from both corporate and client sides of business.

We welcome your suggestions on how you would like to be alerted to business opportunities. Please advise Shannon on 0427 142 653 or email her at smay@icnvc.org.au for your input.



Shannon May