

ICE Engineering, ASSA ABLOY, Barro Group, Rectifier Technologies Pacific, Glynncorp Electrical Contracting & Consulting, Bendigo Heath, Backwell IXL, Transglaze, Plexicor, RPC Technologies Extrusions Australia, Austbrek, Westkon Precast Concrete, Deacon Engineers, Wimmera Aquatrail, and LogiCamms



## Minister's Comment

The 2012-13 Victorian Budget handed down on 1 May has committed \$58 million over the next four years to deliver the key programs of the Government's manufacturing strategy – A More Competitive Manufacturing Industry. This includes:

- \$24.8 million for the Investing in Manufacturing Technology program, which provides competitive grants of up to \$250,000 to help manufacturers adopt new technologies to improve productivity and competitiveness;
- \$7.5 million for Manufacturing Productivity Networks to help manufacturers build and strengthen cooperative arrangements between each other, research organisations, service providers and customers;
- \$13.7 million to support a new Specialist Manufacturing Service that will deliver a demand driven program of practical services to enhance business performance;
- \$9 million for a Building Innovative Small Manufacturers program that will provide information and support services including workshops and seminar programs, a customised on-line entry point and a mentoring program; and
- \$3 million to help managing transition for retrenched manufacturing workers, particularly in regional communities, through a response team that will provide early information and support services.

The 2012-13 Budget also commits \$50 million for a Victorian International Engagement Strategy to help Victorian companies, including our manufacturers, enter more international supply chains and develop new overseas markets.

These initiatives are backed by the Government's new localised approach to business engagement, with more business development managers located throughout the State in our network of Victorian Government Business Offices (VGBOs). I encourage businesses to contact their local VGBO to find out how these initiatives may benefit them.

The 2012-13 Budget delivers the practical support to build a stronger, more innovative and agile manufacturing sector to secure future growth and jobs across Victoria.



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



## Executive Director's Comment

I would like to encourage SMEs to become involved in the Government's new program detailed in the budget announcement.

ICN is pleased to advise of two major initiatives in 2012 including new resources and SME Engagement strategies.

National resource projects represent over \$370 billion in committed projects and a pipeline of over \$450 billion in planned projects.

ICN is committed to assist Victorian companies gain access to these opportunities. Please check ICN Gateway for access to these major projects – [www.icngateway.com.au](http://www.icngateway.com.au)

As part of the development with SMEs, ICN will be providing e-news, LinkedIn groups and on-line services. Please keep your profile updated on [www.icngateway.com.au](http://www.icngateway.com.au) so that we can keep you informed.

**Peter Yates**  
Executive Director, ICN Victoria

## Oil and Gas Trade Mission

ICN led delegates from 18 Victorian companies on a trade mission to Perth on 30/31 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 plan (GCP4) briefed the mission on potential opportunities for the Victorian 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 on these missions, please contact Michael Fairbairn, Manager Resources Program on 0405 098 915 or [mfairbairn@icnvc.org.au](mailto:mfairbairn@icnvc.org.au)



## Opportunities:

### Regional Rail Link

The announcement of a \$570 million RRL / City-to-Maribyrnong River contract on May 12, has been awarded to a consortium consisting of John Holland, AbiGroup, Coleman Rail, AECOM and GHD who will partner with MTM, V/Line and the Regional Rail Link Authority.

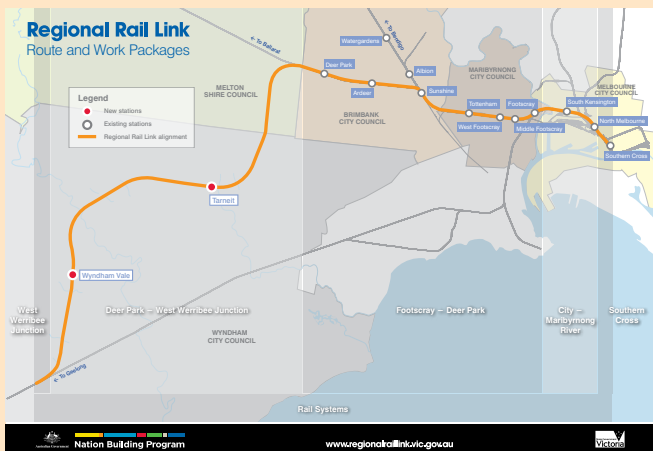
Victorian Public Transport Minister Terry Mulder said "This contract will deliver more jobs to the local construction industry and once complete, the Regional Rail Link will attract employees, workers and visitors in to the vibrant Footscray Activities District".

Delivery of the Regional Rail Link project involves a total of six major packages of work, with the only remaining contract at West Werribee Junction to be awarded in the middle of June 2012 and is scheduled to be complete in early 2016.

Key aspects associated with the scope of works include:

- Construction of a new 1 kilometre rail overpass over the Maribyrnong River area;
- A rail-over-rail flyover between the Maribyrnong River and Hopkins Street Footscray;
- Kilometres of new tracks to separate Metropolitan and Regional trains within Melbourne's busiest rail junction;
- Major bridge modifications at Dynon Road, Moonee Ponds Creek, Lloyd Street and Dudley Street; and
- A new twin track rail bridge over Dudley Street in West Melbourne

**To register your capability to be involved in this important piece of infrastructure for Victoria go to [www.gateway.icn.org.au](http://www.gateway.icn.org.au) or contact Steve van der Lit, Business Capability Adviser on: 0447 888 005 or [svanderlit@icnvc.org.au](mailto:svanderlit@icnvc.org.au) for further information.**



## International Programs

### The Victorian Government will lead a trade mission to Jakarta and Kuala Lumpur from 2 – 6 July, 2012.

The mission will focus on infrastructure projects in the following areas:

- Public-private partnerships
- Hospitals and health Infrastructure
- Urban planning
- Green buildings

Under the SAMP ASEAN Health Infrastructure program, ICN will host networking seminars with members of the public and private health sector to discuss new hospital and health care facilities projects.

If you are interested in participating, contact Candida Costa Wong, International Business Capability Adviser on 0413 269 848 or [ccosta@icnvc.org.au](mailto:ccosta@icnvc.org.au).

## Case Study:

### Bendigo's SSR builds trains and jobs, while keeping it local.

Southern Shorthaul Rail (SSR) is making history and ICN Victoria is proud to be a part of it.

The company is currently building the first diesel electric locomotive ever to be built in Bendigo and the first locomotive to be made outside a capital city in Australia since the 1950's.



ICNs Noel Morton, SSR's Workshop Manager Allan Nicholson and ICNs Melbourne Program Manager Lynn Johnson at the SSR facility in Bendigo.

Although this type of locomotive is not new, SSR are making a number of modifications by their own designers to "Prototype No. 1" including: increasing the size of the fuel tank from 6,000 to 9,500 litres, a screen based control system, safety elements such as a widened nose that will be the width of the locomotive, 16-cylinder engines and a 3,000 horsepower capacity.

Weighing in at approximately 21 tonnes on completion, Allan Nicholson, Bendigo Workshop Manager said: "This is a very exciting time for us and for the rail industry in Victoria. Not only are we able to increase employment in the area, but many other companies that we are working with on this new train are able to benefit the local economy as well."

SSR know ICN well, with Regional Manager Noel Morton working with them over the last three years assisting in general supplier enquiries, creating various leads and helping them to gain access to new projects that are emerging. This has ensured that they are kept abreast of new opportunities within the industry. Over the years they have been involved in a number of major ICN network events and International rail trade missions.

Mr Nicholson expects to start testing of this ground-breaking locomotive by the end of June and will be completed by the end of the year.

## Enterprise Connect:

### SMEs in Manufacturing – Rising above economic turmoil

Despite press reports and economic indicators predicting a dire future for manufacturing there are a number of sectors that are actually prospering.

The companies that are able to rise above the economic downturn have a number of business practices in common:

- They are run as a professional business - not as a self-employed job by the owner. This means there are systems and processes in place and therefore not an over reliance on the owner/manager having to make decisions and keep the business functioning;
- They have an awareness of sales and profitability. More importantly there is attention to cash flow such as trade debtors, accounts payable and inventory;
- Their product or service is of a high quality and services customer needs;
- They focus on brand recognition and marketing so that the business is known in the market and recognised as a provider of customer value;
- They understand their capabilities and therefore, take advantage of opportunities to showcase these capabilities, and
- They know there is a strong recognition of design and innovation as a driver of sustainability.

Flourishing SMEs can be found in all sectors and many businesses have been assisted through Enterprise Connect. Enterprise Connect offers comprehensive advice and support to eligible Australian SMEs to help them transform and reach their full potential.

Visit [www.enterpriseconnect.gov.au](http://www.enterpriseconnect.gov.au) or contact Mal Clark (Melbourne region) on 0428 328 228 or Peter Renfrew (Bendigo / Mildura region) on 0400 585 958.

## Innovations – GHD

Are you interested to make new business connections and lead the way in turning challenges to opportunities in your organisation?  
Are you interested to access mentoring and partnering services from a global technical services company?

The Innovation Interchange is an exclusive business to business global community to connect, collaborate and solve infrastructure industry challenges.

The initial focus is the global water sector. The Innovation Interchange aims to accelerate the process of addressing this sector's needs by connecting challenges to solutions.

In addition to face to face engagement and workshops, an interactive web portal facilitates peer networking and business connections to find and deliver innovative outcomes. The web portal was launched in late December 2011. There are over 100 registered member organisations in the community, making business connections and exchanging knowledge and experience. Join them if you are to one of the following groups:

- Infrastructure Managers, who seek solutions to solve their challenges. They are typically local and international owners and operators of water infrastructure such as water and wastewater utilities, irrigation water authorities, and waterways/catchment managers;
- Technology Providers are organisations with innovative technologies and capabilities that have the potential to respond to the challenges identified by Infrastructure Managers, and
- Associates are organisations who respond to Technology Providers' business services needs including research, funding, legal, regulators and technical support management and technical. Associates may also include industry associations and construction contractors.

Interested to find out how it works and why join, visit [www.innovationinterchange.com/about](http://www.innovationinterchange.com/about)



## SME Engagement Program

ICN is committed to identifying opportunities for SMEs and through its new engagement program, will enhance customer service and project opportunities.

The new program will include improved support systems such as communications, defined levels of service and ensure that projects are promoted and opportunities made available to SMEs together with improved customer relationship management.

For more information please contact Jim Barraza, Manager of Business Development on 0400 085 143 or [jbarraza@icnvc.org.au](mailto:jbarraza@icnvc.org.au)

## Hall of Fame

The annual Victorian Manufacturing Hall of Fame Gala Dinner was held on 3 May and ICN Victoria's ED Peter Yates was there to present the award for Young Manufacturer of the Year. The winner was Matt Nettleton, Business Manager of Corex Plastics who was nominated for his passion for manufacturing and process improvement. This award has been established to publicly acknowledge commitment to and demonstrated pursuit of excellence in Victorian Manufacturing. The highly recognised awards event provides an excellent opportunity to network with industry peers and ICN has been a proud supporter for the past four years.



*The Hon Richard Dalla-Riva, Minister for Manufacturing, Exports and Trade (centre) presents Hall of Fame award to Matt Nettleton (left), with Peter Yates.*

## Events



Design Build 2012

Australia's leading Building Design Trade Expo is the only true business to business event for building and construction, to be held at the Melbourne Convention & Exhibition Centre, 27 - 29 June.

For more information, please visit the website at: [www.designbuildexpo.com.au](http://www.designbuildexpo.com.au)

## Staff

ICN Victoria has engaged a new Project Officer and Researcher, Stella Tan to the Melbourne Office!

Stella comes to us with vast skills and experience, having worked as a designer and researcher for the past 10 years. She has achieved a Masters in Research and has published various articles and reports with more many years experience as a researcher and project officer within the higher education sector. She worked in Singapore and Japan for a wide range of clients within the design industry before arriving in Australia in 2005.

We are pleased to have Stella on board and welcome her into our team.

