

## Local company beats international competition to secure wind farm contract

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An Australian supplier has proved it is able to compete in both price and capability with overseas manufacturers after securing a contract to supply medium voltage cable to south west Victoria's Macarthur wind farm project.

The \$1 billion project is being constructed by Leighton's and Vestas contractors, on behalf of the AGL Energy Limited and Meridian Energy joint venture. It is anticipated to generate 220 construction jobs until completion in 2013, with 30 ongoing jobs for the life of the wind farm.

Australian electrical cable manufacturer Olex Cables submitted a bid for the medium voltage cable contract after it was approached by the Industry Capability Network (ICN), which is working with Leighton's to help identify local suppliers for the project.

The cable was potentially to be imported from overseas manufacturers. Confident that the cabling could be sourced locally, ICN worked with the Victorian Government to support Olex Cables and explore options that would allow it to submit a competitive bid while highlighting the additional benefits of engaging a local supplier.

ICN Great South Coast Regional Manager Peter McCracken works with local businesses and project developers in the region, helping to identify suppliers and maximise the engagement of local industry in projects such as the Macarthur wind farm.

With a proposed \$11.5 billion being invested in the clean energy sector in south west Victoria over the next few years, ICN's Peter McCracken anticipates many new opportunities for local industry:

"Investment in clean energy projects such as wind farms and gas fired power stations presents a massive opportunity for local firms," said Peter. "My role is to work with the project developers and local industry to identify local suppliers and services providers that meet the buyer's requirements. We want to support the engagement of local industry wherever possible."

"To match local firms with relevant opportunities I need to be aware of your business capability – I encourage businesses in the region to register with ICN at [www.icnvic.org.au](http://www.icnvic.org.au)," said Peter.

Peter refers to Olex Cables' contract with the Macarthur wind farm:

"We knew that Australian manufacturing had the capability and we were determined to see this contract stay onshore," said Peter. "As well as being competitive in price, there are many additional benefits of using a local supplier such as, local knowledge and engineering services, longer cable production runs to deliver a more efficient and reliable power distribution system. In addition to this the continuity of cable supply was a valued proposition, which Olex was able to demonstrate."

Securing a substantial cable supply contract is a significant boost to Olex Cables and Victorian manufacturing, with the company planning a multi-million dollar investment in its Victorian operations in an effort to position itself to capture further business with major projects such as this.

ICN is an independent, government-funded organisation that introduces buyers and project developers worldwide to innovative, world-class Australian and New Zealand manufacturers and service providers that meet their requirements.

ICN has nine offices across Victoria including two in the Barwon South West region. Visit [www.icnvic.org.au](http://www.icnvic.org.au) for more information, to register your business capability or search for suppliers in your region.

To register your business with ICN visit [www.icnvic.org.au](http://www.icnvic.org.au) or contact ICN Great South Coast Regional Manager Peter McCracken on 0407 505 477 or [pmccracken@icnvic.org.au](mailto:pmccracken@icnvic.org.au)



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