

Benalla firm wins work with ICN assistance

Friday 8 April, 2011

With ICN assistance Benalla company Aligned Engineering has won a significant contract supplying structural steel fabrication services to an established construction company in Alexandra.

Aligned Engineering was nominated as a suitable supplier for the contract by Industry Capability Network (ICN), after the organisation was approached by Hedger Constructions which was seeking assistance identifying regional structural steel companies.

ICN nominated several companies from the region with the required capabilities, including Aligned Engineering, which specialises in a range of services including fabrication, machining and specialised welding.

Aligned Engineering met all the requirements and was subsequently engaged for the contract, enhancing the firm's well-established client list which includes D & R Henderson, Visy Food, Ryan & McNulty Sawmill, Schneider Electrics, Visy Packaging, Thales Australia and Benalla Waste.

Aligned Engineering's Director Nick De Winne encourages other businesses in the region to take advantage of ICN's services:

"I introduced my business to ICN earlier this year hoping they would be able to help us to identify new business opportunities and expand our client base. It wasn't long before our services were matched with Hedger Constructions requirements," said Mr De Winne. "I encourage other businesses in the region to make sure that ICN knows of their capabilities to take advantage of this free service."

ICN is an independent, government-funded organisation that supports local industry by introducing buyers and project managers to capable local suppliers that meet their requirements.

According to ICN's Hume region Manager Tammy Atkins, Aligned Engineering and Hedger Constructions was a perfect match on this occasion.

"I encourage local engineering and manufacturing firms to follow Aligned Engineering's lead and contact us to ensure that we are fully aware of your capabilities," said Ms Atkins.

"Likewise, I encourage buyers who are looking for specialist engineering or fabrication services or materials to contact us and find out about capable and competitive Australian alternatives to imported equipment," said Ms Atkins.

MediaRelease



By matching buyers with local suppliers, ICN helps Australian firms access new business opportunities, major projects and export markets, while saving buyers and project developers time and money identifying competitive and innovative Australian suppliers.

For further information on ICN's services contact Tammy Atkins, ICN's Hume region manager on 0488 325 495, email tatkins@icnvic.org.au or visit www.icnvic.org.au

Media contact

Ellen Buswell
Communications Manager
0431 030 925
ebuswell@icnvic.org.au
