

**Issue 26** Minister's Comment. ICN Chairman Comment. **Companies Recognised for Support of Australian Industry.** \$84 million Win for Australian Companies at the Delhi 2010 Commonwealth Games. **Register as a Supplier – Sunbury Electrification Project.** Are you interested in doing business in South East Asia? **Are You Interested in Opportunities in the Water Sector?** New Program to Improve Competitiveness of Australian Rail SMEs. **New ICN Office Locations.**



## Minister's Comment

The Industry Capability Network (Vic) (ICN) has a long and strong track record over the past 26 years as a very effective and independent advocate and partner for Victorian manufacturers.

The Baillieu Government strongly supports ICN's mission and sees it as a key player in securing Victoria as Australia's leading manufacturing state in this country. As part of our commitment to this vital industry sector we

have established what is now Australia's only Ministerial manufacturing portfolio, and we are determined that Victorian manufacturers have a full, fair and reasonable opportunity to further participate in public and private sector opportunities – in a transparent and open process that offers value for the tax dollar.

The Baillieu Government will support ICN to more effectively broadcast project opportunities directly to manufacturers and industry organisations. As part of this process we are supporting a new ICN office in Warrnambool to assist more regional manufacturers participate in local projects. We will work with ICN and Business Club Australia to identify opportunities to promote Victorian manufacturers leveraging our position as the host of many of Australia's premier events.

We will also partner with industry organisations to establish stronger local content targets for Victoria's rail needs that reflect the quality and value for money that our manufacturers can offer.

I look forward to working with ICN to build a stronger manufacturing sector for a stronger Victoria and hope as the new Minister to see you soon.

Regards,



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



## ICN Chairman's Comment

I would like to congratulate the ICN team on a busy 2010 that included some significant outcomes for local industry and a number of exciting new initiatives. These achievements include:

**Orders for local industry** ICN helped secure \$255M in orders for Victorian industry during the 09/10 year – reaching a total of over \$2 billion since the organisation was established in 1984.

**Four new Victorian offices** ICN has added to its network of five regional Victorian offices with representatives now also based at the Victorian Business Centres in Dandenong, Bundoora, Sunshine and Warrnambool.

**New international office** ICN has opened an ASEAN regional office to be based at the Victorian Government Business Office in Kuala Lumpur targeting business opportunities across the region.

**Increasing SMEs' Access to Major Projects** ICN continues to assist SMEs access major projects across Victoria and has consultants allocated to help identify local suppliers for the State's Strategic Projects where local content has been mandated.

**Increasing access to international markets** ICN has actively targeted opportunities for Australian companies in China, India and Latin America, including the Delhi 2010 Commonwealth Games where Australian companies were awarded more than \$84M in orders.

**Australian Urban Systems (AUS)** ICN is now coordinating AUS, promoting Victoria's sustainable urban development sector into international markets.

**Regional Industry Link** RIL was expanded state-wide across Victoria and has helped match registered businesses to \$150M of contracts.

**VIPP** Since 1 July 2009, over 3,000 tenders have been evaluated by the ICN VIPP team. The policy has led to \$334 million of orders for local industry.

For over 26 years ICN has supported Australian industry by introducing buyers to competitive local suppliers of the goods and services they require. The financial support of the Victorian Government is fundamental to ICN's success in this role.

We welcome the Coalition Government and The Honourable Richard Dalla-Riva MLC, Minister for Manufacturing, Export and Trade, and look forward to a continued successful partnership into the future for the purpose of strengthening Victorian industry through import replacement, local sourcing and exports.

**Tim Piper**  
Chairman, ICN Victoria

## Companies Recognised for Support of Australian Industry

Three companies were acknowledged for their support of Australian industry and commitment to engaging local suppliers at ICN's end of year networking event on 13 December 2010. The Hon Richard Dalla-Riva MLC, Minister for Manufacturing, Exports and Trade provided the keynote address at the event and presented the certificates to the following companies:

**Camatic Seating** acknowledged for its commitment to local industry and creation of Victorian jobs, designing and manufacturing seating in Victoria to be exported world-wide.

**City of Ballarat** acknowledged for its commitment to using Regional Industry Link to identify and engage businesses from the region for local projects.

**Civilscape** acknowledged for its commitment to engaging local Dandenong and Victorian firms in the Revitalising Central Dandenong project.

ICN CEO Peter Yates congratulates the companies:

*"On behalf of ICN, I congratulate these organisations, whose commitment to supporting local industry helps create jobs and drive growth in Victoria. We look forward to continuing to work with you on future projects."*



**From left to right** Tim Piper, ICN Chairman; Amaury de Rosbo, Camatic Seating; The Hon Richard Dalla-Riva MLC, Minister for Manufacturing, Exports and Trade; Craig Fletcher, Mayor, City of Ballarat; Hayes Heffer, Civilscape.

## \$84 million Win for Australian Companies at the Delhi 2010 Commonwealth Games

Australian companies played a major role delivering the Delhi 2010 Commonwealth Games, beating world-wide competition to win more than \$84 million in contracts supplying goods and services including architecture and design, catering, consultancy and advisory services, pyrotechnics, the baton relay, synthetic turf technology and stadium roofing.

The companies secured the contracts with the support of ICN, together with Austrade, the Australian Government and the state governments of Victoria, New South Wales and Queensland.

The Australian Government's Supplier Access to Major Projects (SAMP) program enabled ICN to engage Austrade's locally-based representative Amarbir Anand. Amar identified suitable opportunities for Australian companies and supported several trade missions to the region providing participants with the opportunity to showcase their capability and establish valuable contacts.

With the continued support of the SAMP program, ICN is maintaining its focus on export opportunities with international sporting events, targeting opportunities with the Rio 2016 Olympic Games and 2014 Brazil Football World Cup.

To find out more about ICN's international program contact Michael Fairbairn on 03 8689 2544 or [mfairbairn@icnvc.org.au](mailto:mfairbairn@icnvc.org.au)

To register your interest in the Rio 2016 Olympic Games and 2014 Brazil Football World Cup visit ICN Gateway – [www.gateway.icn.org.au](http://www.gateway.icn.org.au)



Sydney-based pyrotechnics company Howard & Sons Pyrotechnics secured the highly competitive contract to provide fireworks displays for the opening and closing ceremonies at the Delhi 2010 Commonwealth Games.

**Reminder** Registrations are now being taken to attend the **Retrofitting Opportunities for Manufacturing Businesses Program**, a series of workshops to help manufacturing businesses understand the opportunities available to them in environmental building retrofitting projects.

Visit the **Events page** at [www.icnvc.org.au](http://www.icnvc.org.au) or contact Gavin Lewis on 03 8689 2528 for further information or to register your attendance.

## Register as a Supplier – Sunbury Electrification Project

The \$270 million Sunbury Electrification Project involves the electrification of 15 kilometres of rail line from Watergardens to Sunbury which will allow it to carry double the number of passengers than the current V/Line system.

The project is being delivered by the Sunbury Electrification Alliance and will include station upgrades, additional stabling, more park and ride spaces and alterations to the existing safe-working systems.

To register your business capability visit: [www.regionalindustrylink.com.au](http://www.regionalindustrylink.com.au) or contact Chris Reilly for further information – 0439 616 759 – [creilly@icnvc.org.au](mailto:creilly@icnvc.org.au)



## Are you interested in doing business in South East Asia?

ICN has established a Regional Office in Kuala Lumpur to provide in-market assistance to firms seeking export related business opportunities into the Association of South East Asian Nations (ASEAN) countries.

Robert Turnbull has been appointed as ASEAN Regional Manager. Robert will be based within the Victorian Government Business Office where he will work in close collaboration with the Victorian Trade Commissioner and Austrade representatives across ASEAN to identify export opportunities and promote Victorian industry capabilities.

If you are interested in doing business in the ASEAN region Robert would like to hear from you – contact him on +61 3 417 033 674 (Australia) +603 2055 1505 (Malaysia) or [rturnbull@icnvc.org.au](mailto:rturnbull@icnvc.org.au)

For more information visit [www.icnvc.org.au/asean](http://www.icnvc.org.au/asean).



## Are You Interested in Opportunities in the Water Sector?

We want to hear from you!

ICN Victorian Water Coordinator Tammy Atkins is working with ICN's National Sector Manager – Water and Water Australia to ensure that Victorian companies are able to take advantage of state, national and international projects and opportunities in the sector.

For the latest information on projects, opportunities and industry information visit [www.icnvc.org.au/water](http://www.icnvc.org.au/water).

To ensure that ICN is aware of your business capability so that we can match you with relevant opportunities and project requirements please contact Tammy on 0488 325 495 and update your company details on our database.



## New Program to Improve Competitiveness of Australian Rail SMEs

A new initiative being delivered by Enterprise Connect aims to accelerate competitiveness among Australia's rail industry suppliers by helping firms to develop programs of continuous improvement that will lead to greater efficiency and stronger customer relationships.

The Supplier Continuous Improvement Program (SCIP) was launched at Ausrail 2010 and is being run in conjunction with ICN's National Sector Manager – Rail, Tony Carney.

For further information on the program please contact Enterprise Connect on 03 9215 2652 or visit [www.enterpriseconnect.gov.au](http://www.enterpriseconnect.gov.au)

## New ICN Office Locations

ICN now has Business Capability Advisers located in the State Government's Victorian Business Centres in Bundoora, Sunshine, Dandenong and Warrnambool, providing increased access to ICN services for businesses across metropolitan Melbourne and in the Great South Coast region of Victoria.

These locations compliment the existing network of ICN offices in Melbourne, Geelong, Ballarat, Bendigo, Wangaratta and Traralgon.

Contact details for the new offices:

**Bundoora** Chris Reilly 0439 616 759 [creilly@icnvc.org.au](mailto:creilly@icnvc.org.au)

**Sunshine** Andy Balmain 0409 258 513 [abalmain@icnvc.org.au](mailto:abalmain@icnvc.org.au)

**Dandenong** James Ewenson 0417 101 740 [jewenson@icnvc.org.au](mailto:jewenson@icnvc.org.au)

**Warrnambool** Peter McCracken 0407 505 477 [pmccracken@icnvc.org.au](mailto:pmccracken@icnvc.org.au)