

Minister's Comment



On 1 July 2009 the strengthened Victorian Industry Participation Policy (VIPP) announced in the Victorian Government's *Building Our Industries for the Future* Statement late last year came into effect.

Since its establishment in 2001, VIPP has driven average local content levels of 84 per cent in over 1000 Government projects, worth nearly \$21 billion to the Victorian economy. This represents more than \$17.7 billion in local content including more than \$580 million in import replacement orders facilitated directly by ICN.

The Brumby Labor Government is building on this success by ensuring that the strengthened VIPP will play a more prominent role in tender processes with a particular focus on projects that have the potential to deliver significant benefits for Victoria in terms of local industry participation, job creation and retention, technology transfer, skills development and training.

ICN will facilitate VIPP on behalf of the Government and will certify and assess VIPP Plans on the merits of the local content commitments.

Projects above \$250 million, as measured on a whole-of-life basis and that meet certain economic and industry development criteria, which have the potential to deliver significant industry development and employment outcomes for Victoria will be classified as *Strategic Projects* for the purposes of VIPP.

Strategic Projects will include a minimum local content target and will require tenderers to produce detailed Local Industry Development Plans in consultation with ICN.

The strengthened VIPP allows the Victorian Government to further leverage our position as a major buyer of goods and services to drive jobs growth and industry development across the State.

I encourage all companies doing business in Victoria to take advantage of VIPP and ICN to ensure that whenever a Victorian company can demonstrate it delivers the best value for money, it is given every chance to do so.

Martin Pakula MP
Minister for Industry and Trade

Strengthened VIPP Promises More Opportunities for Local Industry

Peter Yates, ICN's Executive Director is supportive of the strengthened VIPP. He said:

"These changes can only increase opportunities for local industry, create jobs and enhance skills in our local community. We need businesses tendering for Government contracts to be familiar with the policy and to ensure that they have registered their capability with ICN and that their details are kept up-to-date."

All shortlisted tenderers for eligible Government-funded projects worth more than \$3 million in metropolitan Melbourne and \$1 million in regional Victoria will be required to complete a VIPP Plan and have it certified by ICN. VIPP Plans outline a company's commitment to local industry and are now a primary selection criterion in tender evaluation.

ICN will play a pivotal role in the process; assisting tenderers with the development of VIPP Plans by identifying suitable local suppliers, certifying Plans that satisfy the criteria, re-evaluating Plans that have been amended as a result of post-tender negotiations and providing post-contract verification of VIPP outcomes.

ICN's website provides comprehensive information on the Policy and its requirements, access to the necessary documents and a portal to submit VIPP Plans for certification and view the progress of submissions.

For more information please visit www.icnvc.org.au/vipp or call ICN on (03) 9866 6155.



Record Year for Orders to Local Industry

ICN's activities have resulted in more than \$206M in orders to local industry during the 2008 – 2009 year.

With the strengthened VIPP policy encouraging the use of local suppliers and a new user-friendly website that provides

industry with a one-stop-shop for all the latest business opportunities, events and industry and project news, ICN is anticipating another strong year with many more successes for local industry.

Visit ICN's new website at www.icnvc.org.au to update your company details and stay informed of all the latest opportunities and news that will assist your business succeed and grow.

Local Industry Wanted for \$14.7 Billion Schools Program

Boosting jobs is one of the key objectives of the Federal Government's \$14.7 billion Building the Education Revolution program and now is your chance to become involved by registering your interest with ICN.

ICN Victoria is working with the Department of Education and Early Childhood Development (DEECD) and respective project managers to identify Victorian businesses, contractors and trades people capable of supplying the products and services required.

The program, which begins this year, is part of the Government's economic stimulus package and will be delivered over three years. It will provide Australian schools with new and upgraded facilities, creating numerous jobs and apprenticeships.

For more information or to register your business visit ICN's new website - www.icnvc.org.au - or contact ICN's Andrew Bradley on 0447 446 091 or abradley@icnvc.org.au

Grant Attracts New Jobs and Industry to Victoria

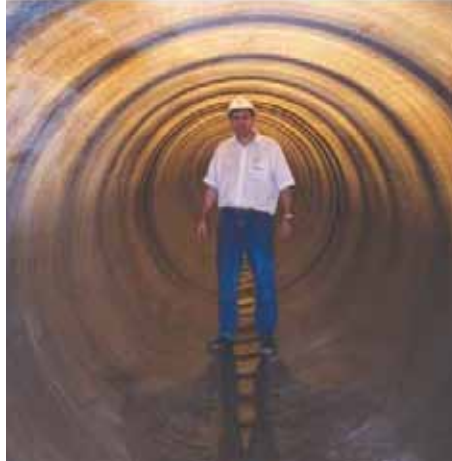
ICN has assisted an Australian company win a grant that allowed it to establish a \$5.7M plant in Geelong which is expected to create 112 full-time equivalent Victorian jobs and \$42M turnover per annum.

RPC Technologies, a NSW-based manufacturer of reinforced plastics and composites products, approached ICN enquiring about options for funding support to expand facilities to service its growing market. ICN recognised the Geelong Investment and Innovation Fund (GIIF), a joint initiative from the Federal and Victorian Governments together with Ford Australia to promote industry development and job creation in Geelong, as the ideal opportunity.

The region suited RPC Technologies' needs and offered the potential to tap into new markets in both Victoria and South Australia. ICN supported RPC Technologies as it submitted its application and was subsequently awarded \$2.7M to establish the manufacturing plant in Geelong. RPC Technologies Financial Controller Stephen Bradley credits ICN with the Company's success in winning the grant:

"ICN's strong regional presence, in this case, the Geelong office, has ensured that RPC Technologies was linked into the GIIF program. Without ICN's extended network, strong link and partnerships with manufacturing and knowledge of industry, RPC Technologies would have missed the opportunity to be involved with the program."

For more information on the GIIF program contact ICN Barwon South West Regional Manager John Fullerton on 0407 182 952 or at jfullerton@icnvc.org.au.



Irrigation Upgrade Provides Jobs Boost for Northern Victoria

The Northern Victoria Irrigation Renewal Project, now in its second year of works, is continuing to create a great many jobs and opportunities for local industry. The \$2 billion initiative to upgrade ageing, inefficient irrigation infrastructure in Northern Victoria will be delivered in two stages. Stage 1 is due for completion in 2012 / 2013 and is expected to create over 1,700 jobs in the region.

ICN has worked closely with staff from the Northern Victoria Irrigation Renewal Project (NVRP) – a state-owned entity that was established to design and deliver the project – ensuring maximum local involvement since the project began in 2008. Hundreds of local businesses and contractors have already benefited from work with the project and

ICN estimates that 90 per cent of the \$200M invested to date has been placed directly with regional businesses, which has been an employment boost in this drought affected region of Victoria.

For more information or to register your interest in this project visit ICN's Regional Industry Link site – www.regionalindustrylink.com.au or contact ICN Hume Region Manager Tammy Atkins on 0488 325 495.



Register Now for Opportunities with Major Defence Project

Are you looking for opportunities in the defence industry? ICN is collecting registrations from capable companies interested in becoming involved in Project LAND 121 (Project Overlander) - a multi-phased project to be delivered over the next decade that will provide the Australian Defence Force with a new generation of Field Vehicles, Modules and Trailers (FVM&T)

and the associated support items needed to meet mobility requirements.

There will be many opportunities to become involved in areas including component and system production, vehicle assembly, associated equipment production, load handling and cranes, testing, through life support and training.

For more information please visit www.icnvc.org.au or contact ICN Business Capability Adviser Gavin Lewis on (03) 9864 6728 or glewis@icnvc.org.au.

Firms Offered Cash for Use of 'Leading Edge' Equipment

ICN recommends that firms with unique or leading edge equipment register as an Enterprise Connect 'Technology Partner' to receive up to \$5,000.

Technology Partners are companies with unique or leading edge equipment that are willing to make it accessible for use by other companies when it's available.

Enterprise Connect is a Federal Government initiative to assist Australian SMEs become more innovative and competitive. Through its Technology Partnerships program, Enterprise Connect aims to provide companies with access to equipment or technology that is not normally available, while offering financial incentives to the company that owns it.

Further information and application forms are available from Enterprise Connect's website – www.enterpriseconnect.com.au.



ICN Assists Local Industry Remain Competitive

ICN, through its monitoring of applications for Tariff Concession Orders (TCOs) for imported goods, recently assisted an Australian company ensure imported competitor products were not eligible for a duty reduction from Australian Customs Service.

A TCO provides access to a reduction in duty for imported items when no equivalent item is produced within Australia. All TCO applications are listed each week in the Commonwealth of Australia Tariff Concessions Gazette (the Gazette), which provides local manufacturers 50 days to object to the granting of an application.

When a TCO for imported gas turbine products was reported, ICN notified Baltec Inlet and Exhaust Systems, an Australian company that manufactures equivalent products. Baltec successfully applied for a revocation of the TCO. Ellis Richardson, Director, Baltec Inlet and Exhaust Systems said:

"The removal of the TCO means Australian Customs recognises us as a local manufacturer, therefore five percent custom duties for our equipment is put back in place."

ICN Senior Business Capability Adviser Lynn Johnson said:

"I encourage Australian companies to review the Gazette each Wednesday at www.customs.gov.au. For more information please contact me on (03) 9864 6743 or ljohnson@icnvc.org.au."

To register your company's capability visit: www.icnvc.org.au ICN Victoria is a State Government funded not-for-profit organisation.

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