

Issue 27 Minister's Comment. AUS targeting South American opportunities. ICN Major Projects Forum 2011. ICN's Enterprise Connect Business Adviser receives award. Sustainable airport infrastructure opportunities in China. Export opportunities for the Australian healthcare industry. Global sports and events opportunities. Case Studies: Olex Cables and Ausform Pty Ltd secure major project contracts.



Minister's Comment

The Baillieu Government is committed to giving Victorian businesses a full, fair and reasonable opportunity to supply goods and services to government that offers value for the tax dollar.

The role of Industry Capability Network is to help to facilitate local supply opportunities for Victorian businesses. The Government is committed to ensuring that ICN continues to play a valuable role into the future.

That's why the 2011-12 State Budget provides an additional \$5.8m over 4 years to ICN to continue to work with Victorian businesses, especially small and medium enterprises in the manufacturing sector, to identify and develop opportunities for local industry to supply products and services that would otherwise be imported.

ICN will continue to work closely with the Department of Business and Innovation, particularly through our integrated network of metropolitan and regional offices, including the new Warrnambool office, to ensure that all businesses across Victoria have access to ICN's services.

With manufacturing activity contributing more than \$30 billion in GSP and employing over 300,000 people, the Government is committed to revitalising this key sector of the Victorian economy.

It's about getting the basics right, backing local innovation and improving international competitiveness. To ensure that the Government has the right policy settings in place, it has commissioned the Victorian Competition and Efficiency Commission to undertake a six month inquiry that will inform the strategic direction of manufacturing.

As the Minister for Manufacturing, Exports & Trade, I look forward to continuing to work with ICN, who will focus on import replacement and to build a stronger and more competitive Victorian manufacturing sector that generates jobs into the future.



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

AUS targeting South American sustainable urban development opportunities

South America's rapid urbanisation coupled with Brazil's push for improved infrastructure to cope with the 2014 FIFA World Cup and 2016 Olympic Games is presenting many opportunities for Australia's renowned sustainable urban development sector.

ICN, through its Australian Urban Systems (AUS) program, together with the State Government of Victoria will lead a trade mission to the region in July to develop relationships and target export and partnership opportunities for Australian companies.

For more information visit www.icnvc.org.au/aus or contact ICN's AUS Project Director Dom Tassone on 0412 802 346 or dtassone@icnvc.org.au



ICN Major Projects Forum 2011



Register now to attend ICN's Major Projects Forum 2011 – Monday 1 August

ICN's Major Projects Forum is your chance to learn about the latest projects and investments creating opportunities for your business over the coming year.

Gain an insight into the government's activities and hear how you can take advantage of the business opportunities presented by public sector spending.

The latest news and opportunities from your sector – following the main presentations you will have the option of attending one of nine sector-specific workshops.

Choose between workshops focusing on **cleantech, defence, food manufacturing and export, government assistance programs, healthcare services, international business opportunities, oil & gas and mining, rail or water.**

Following a three course lunch the day will conclude with coffee and networking.

Event details:

Date: Monday 1 August 2011

Time: 8.30am – 3.00pm (Registration 7.45am)

Venue: Melbourne Convention & Exhibition Centre

Cost: \$195 plus GST per person

RSVP: RSVP by registering at www.icnvc.org.au/mpf2011

For more information visit www.icnvc.org.au/mpf2011 or contact Angela Gove on 03 8689 2500.

ICN's Enterprise Connect Business Adviser receives award for service to Victorian industry

ICN's Melbourne based Enterprise Connect Business Adviser, Mal Clark, has been recognised for his excellent work supporting Australian SMEs.

Mal was presented with Enterprise Connect's Individual Award for the high level of service provided to clients. Through his comprehensive business reviews and ongoing support implementing recommendations made in the reviews, Mal has assisted many Australian SMEs identify ways to grow and become more profitable.

ICN is a partner organisation of Enterprise Connect, an Australian Government program that provides support including Business Reviews for eligible businesses at no charge.

To find out more about Enterprise Connect services call the Hotline on 131 791, visit the website www.enterpriseconnect.gov.au or contact Mal Clark directly on 0428 328 228.



Mal Clark,
Enterprise Connect
Business Adviser

A focus on export opportunities

Sustainable airport infrastructure opportunities in China

ICN is targeting opportunities for Australian companies to export products and services to China sustainable airport infrastructure projects. ICN's activities are part of an export program funded by an Australian Government Supplier Access to Major Projects (SAMP) grant.

Investment in 96 new airports over the next ten years is presenting opportunities for Australian industry with capabilities in design, engineering, consulting services and technologies.

A range of identified opportunities are listed on ICN's Gateway – visit www.icngateway.org.au to view further details and register your company.

ICN will lead a trade mission to China in September 2011 to further develop relationships and opportunities in the region.

For more information contact ICN International Program Manager Michael Fairbairn on 0405 098 915 or visit www.icngateway.org.au

Export opportunities for the Australian healthcare industry

Investments in improved healthcare services across the ASEAN region are presenting numerous opportunities for experienced Australian / NZ companies and consortia. A multitude of projects across the region, particularly Malaysia and Indonesia, require full turn-key solutions from planning and design through to construction and fit out.

ICN National Sector Manager Health, David Ryant, will travel to the region next month to meet with project developers and government bodies to confirm opportunities available to Australian and New Zealand companies.

For more information contact David Ryant on 0404 827 101 or david.ryant@icn.org.au

Global sports and events opportunities

Australia's leading sports business capability was promoted to key industry players, international sports federations and games organising committees at the London SportAccord Convention in April 2011.

ICN, the Australian International Sporting Events Secretariat (AISES) and Austrade led a trade mission to the convention where mission participants held meetings with organising committees for the London 2012 Olympic Games, Rio 2016 Olympic Games, Glasgow 2014 Commonwealth Games and Sochi 2014 Olympic Winter Games.

For further information on export opportunities in this sector contact ICN international business adviser Candida Costa on 0413 269 848 or ccosta@icnvc.org.au



Victorian companies attend roundtable discussion with Organising Committee members.

Local company beats international competition to secure major wind farm contract

Victorian supplier Olex Cables 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 \$1 billion Macarthur wind farm project.

ICN Great South Coast Regional Manager Peter McCracken advised Olex Cables that the product was potentially to be imported. The company subsequently submitted a competitive bid to supply the product, highlighting the benefits of using a local manufacturer.

The Macarthur wind farm 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.

For further information on this project please contact Peter McCracken on 0407 505 477 or pmccracken@icnvc.org.au



Peter McCracken, ICN Great South Coast Regional Manager; Geoffrey Simpson, Business Development Manager - Olex Cables; Andrew Monahan, Project Manager Power Development - AGL Energy Limited.

Register as a supplier – City of Melbourne's 1200 Buildings retrofitting project

Do you supply goods or services to the sustainable building or retrofitting sector?

ICN is working with the City of Melbourne to develop a comprehensive register of industry capability relevant to the 1200 Buildings retrofitting program.

Visit www.regionalindustrylink.com.au to register your business or contact Gavin Lewis on 0408 597 051 for further information.

New jobs created after Bendigo company secures major project contract

Approximately \$20million of contracts with the Victorian Desalination Project has led to the creation of 30 new jobs and ongoing work for Bendigo-based concrete construction firm Ausform Pty Ltd.

Ausform, local supplier of concrete water retaining structures, was nominated by ICN's Chris Reilly, who was seconded to work with the procurement team at Thiess Degrémont to help identify local suppliers for the project.

Daniel Ogle, Ausform Pty Ltd Projects Engineer, hopes that the addition of this major project to the company's portfolio of work will lead to further opportunities.

"The Victorian Desalination Project has provided our business with the opportunity to further develop our resource base and employ experienced tradespeople," said Mr Ogle.

To find out more about opportunities with current major projects visit ICN Gateway – www.icngateway.org.au