

Food and Beverage Industry

Capability Statement



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1.0 Introduction

ICN is a national network of independent industry consultancies, which are managed by industry and sponsored by state governments, to achieve beneficial outcomes for local industry (Australian and New Zealand) and the local economy.

ICN has assisted major project owners and managers to save time and money in delivering their projects for over 20 years.

1.1 ICN Track Record

Since being established in 1985 ICN has assisted its clients to identify competitive local suppliers, who as a consequence of ICN's involvement, have won contracts totalling over \$6 billion.

1.2 ICN Scope

ICN has assisted clients throughout Australian and across all industry sectors to identify competitive companies to satisfy requirements from turn key project management and major equipment suppliers, through to raw materials, components, and packaging.

1.3 ICN Network Method of Operation

ICN consultants liaise with clients to gain a thorough understanding of their requirements.

Using the national ICN data base, Industry Capability Showcase (ICS), industry and commercial references, industry contacts, and the combined knowledge of over 80 technical consultants Australia wide, ICN assists its clients to seek out credible and competitive supply solutions.

ICN's services are generally **free of charge**. Some specialist consulting services attract a competitive fee; however, ICN's core sourcing service is free. (State and Territory Governments provide financial support for ICN core services as part of their industry development programs).

ICN's services are **confidential**. Many major project proponents (and tenderers for major contracts) require that project details be kept confidential. ICN has a history of successful participation in highly sensitive projects, which include major Defence and food industry projects.

2.0 Levels of ICN Support

Project owners and developers can gain benefits from ICN services on various levels.

2.1 Australian Industry Participation Plan (AIPP) Development and Implementation

AIPPs have been developed for many projects which have benefited by:

- Optimising local supply solutions that minimise cost, minimise lead-times, and maximise through life support.
- Accessing opportunities for duty elimination on items that are not manufactured in Australia.
- Enlisted the support of local industry and the local community as key stakeholders.
- Reductions in procurement management costs.

ICN can develop project specific AIPPs for its clients that meet the individual requirements of a project. AIPP development services are provided as a chargeable item. A fixed price quotation is provided to prospective clients.

ICN can assist with implementation of AIPPs as part of its free of charge core services. Benefits from these services are maximised by involving ICN early in a project's development, during initial scope of work and design stages. These services are also available to tenderers for prime contracts and subcontractors associated with major projects.

2.2 Supplier Access to Major Projects (SAMP) Scheme

Under the Commonwealth Government's SAMP scheme, major project owners/managers can secure the full time exclusive services of a qualified ICN consultant to work within their project teams for project delivery.

Commonwealth funding may be available to support the employment of an ICN consultant in a sourcing role for major projects under SAMP. This funding is usually provided on the basis that the beneficiary of the consultant's service, the project owner/manager, pays half of the cost and the Commonwealth, through ICN, pays the other half.

2.3 Sourcing Major Equipment and Services Packages

ICN assists project owners/managers to identify and pre-qualify companies for specific packages of equipment and services for any requirement.

These services are provided free of charge.

2.4 Regional Capability Enquiries

ICN has regional offices throughout Australia. ICN's regional consultants assist project owners/managers to find the best solutions to local support requirements including construction trades and maintenance engineers. ICN's Regional Capability services are free of charge.

2.5 Tariff Concession Searches

ICN can perform searches for Australian manufacturers of substitutable goods for clients who are applying for duty exemptions via the Tariff Concession Scheme. Tariff Concession searches are chargeable items. ICN provides fixed quotations for such services.

3.0 Benefits from ICN Services

ICN offers the following benefits to food related project owner/managers:

- A comprehensive listing of pre-qualified companies to optimise the project supply chain.
- Maximisation of competition for project contracts, ensuring best possible supply solutions.
- Maximisation of through-life support via introduction of capable, credible, and competitive local service providers.
- Identification of best regional contractors for non-metropolitan projects at no cost to the project manager/owner.
- Minimisation of lead times and supply bottle necks.
- Introduction to new and upcoming technologies.
- Minimisation of exposure to import duties.

4.0 Key ICN Personnel in NSW (Food Industry)

- Philip Sellars
CEO/Executive Director
Email: psellars@icnsw.org.au
- Trevor Toivonen
Deputy Director
Email: ttoivonen@icnsw.org.au
- Peter Webster
Senior Consultant/Economist
(Manager of Food Industry Projects)

Email: pwebster@icnsw.org.au

5.0 ICN Food Industry Projects/Enquiries

ICN has assisted project owners/managers to achieve optimal supply solutions for requirements including:

- Process equipment (beef, edible oils, condiments, confectionery, baked products, vegetable, beverage, dairy, etc)
- Ancillary equipment and infrastructure to support major plant and equipment
- Materials handling equipment
- Dedicated buildings and structures
- Packaging equipment and consumables
- Design services
- Fabrication services
- Environmental protection solutions
- Food raw materials and components
- Food technologists
- Contract manufacturing and packaging services
- Customer fulfilment services
- Food services

6.0 ICN Food Industry Clients

- Arnott's Campbells
- Dairy Farmers
- Nestle
- Kraft
- Cargills
- Reckitt & Coleman
- Simplot
- Uncle Bens
- Pizza Hut
- Freshbake
- Nugan Food Group
- De Bortoli Wines

- Greens Foods
- Pace Farms
- Sheldon Beef
- Cootamundra Oilseeds
- SPF Diana
- Scone Abattoir
- Charles Sturt University
- SOCOG
- Vetafarm
- Billabong Jerky
- Freshwater Aquaculture
- Orange Sweet Factory
- Carlton United Breweries

7.0 ICN Contact Information for NSW

Sydney Office Address

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Century Plaza
80 Berry St
North Sydney NSW 2060
Australia

Postal Address

PO Box 2013
North Sydney NSW 2059
Australia

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Web: www.icnsw.org.au

8.0 TABLE OF ICN SERVICES

ICN NSW SERVICE	COST
AIPP <ul style="list-style-type: none"> ▪ Development ▪ Implementation 	<ul style="list-style-type: none"> ▪ Fixed quotation provided ▪ Free of charge
Full time provision of an industry consultant for project delivery under SAMP	Costs to be shared between ICN and client
Sourcing major equipment and services packages	Free of Charge
Regional Capability Enquiries	Free of Charge
Tariff Concession Searches	Fixed price quotation provided