



INDUSTRY  
CAPABILITY  
NETWORK  
Creating opportunity for Industry

# Mining 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 Australia 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 mining projects.

## 2.0 ICN's Commitment to the Mining Industry

ICN recognises that the mining industry is a large and rapidly expanding industry sector that has a substantial impact on the Australian and NSW economies. In response to the increasing demands of the sector, and the opportunities from such demands, ICN (NSW) has created a specialist mining industry service.

Ken Raymond is the Manager of Mining Projects for NSW, and he is currently assisting the NSW mining industry with coal and hard rock projects by sourcing Australian equipment manufacturers and services providers, as well as local and regional fabricators for these projects.

## 3.0 ICN Mining Projects' Successes

In NSW ICN has identified local companies to competitively supply mining projects with over \$160 million of equipment and services.

<b>Coal Mines</b>		<b>Local Content \$ Million</b>
2001/02	Glennies Creek Longwall System & United Collieries Longwall Conversion	\$19.0
2002/03	Tahmoor Colliery Monorail & Coal Preparation Plant	\$9.9
2003/04	Springvale Colliery AFC & Angus Place Longwall Mining System Glennies Creek Stage 2	\$15.7
2004/05	Mandalong Longwall System	\$38.8
2004/05	Beltana Mine	\$7.1
2005/06	Ashton Coal	\$15
2005/06	Douglas Park	\$14
<b>Hard Rock Mining</b>		
2001/03	North Parkes – Copper/Silver Gold	\$1.5
2001/02	Cadia East – Gold Regional & Local Suppliers & Contractors	\$2.0
2004/05	Barrick Gold Australia Lake Cowal – Gold Crushers, Flotation Cells, Local Suppliers & Contractors.	\$40.0

## 4.0 Key Personnel – Mining Industry – NSW

- Philip Sellars  
CEO/Executive Director  
Email: [psellars@icnsw.org.au](mailto:psellars@icnsw.org.au)
- Trevor Toivonen  
Deputy Director  
Email: [toivonen@icnsw.org.au](mailto:toivonen@icnsw.org.au)
- Ken Raymond  
Manager of Mining Projects  
Email: [kraymond@icnsw.org.au](mailto:kraymond@icnsw.org.au)  
Mobile: 0402 294 663

An ICN NSW Organisational Chart is attached as **Appendix 1**.

## 5.0 ICN Mining Industry Clients

- Bechtel Australia
- Ashton Coal
- Orica Explosives
- Transfield Worley
- Ridgeway Goldmine
- BHP Billiton
- Rodda Castle & Co
- Centennial Coal
- Xstrata
- Roche Mining
- Walter Mining
- Rio Tinto
- Krupp Engineering
- Barrick Gold
- Felix Resources
- Aker Kvaerner
- Bemax Sands
- Whitehaven Coal

## **6.0 Levels of ICN Support**

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

### **6.1 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.
- Enlisting 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.

### **6.2 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.

### **6.3 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.

### **6.4 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.

### **6.5 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.

A table of ICN's services is attached at **Appendix I**.

## **7.0 Benefits from ICN Services**

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

- A comprehensive listing of competitive 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.

## **8.0 ICN Contact Information (NSW)**

### **Sydney Office**

Suite 3  
Century Plaza  
80 Berry St  
North Sydney NSW 2060  
Australia

### **Postal Address**

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## 9.0 Table of ICN Services

ICN SERVICE	COST
<b>AIPP</b> <ul style="list-style-type: none"> <li>▪ Development</li> <li>▪ Implementation</li> </ul>	<ul style="list-style-type: none"> <li>▪ Fixed quotation provided</li> <li>▪ Free of charge</li> </ul>
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

