

NTNewsletter



April edition: Why the ICN?, Stats, INPEX, Eni Kitan Oil Field, Timor-Leste Supply Chain Opportunities, Umbakumba Road Upgrade, SIHIP, Vista Gold - Mt Todd, Sherwin Iron, Marine Supply Base, Snip'its, Advisor Finder, Business Upskills, Remote Enterprise Centre, Timor-Leste Business Delegation, Industry News, Internal News, End of Financial Year is Quickly Approaching, Winning Defence Work requires More than a Skilled Workforce, Showcase Company

GM's Welcome

This week brought some very sad news with the announcement that Universal Engineering had entered into voluntary liquidation. The metal fabrication sector in particular suffered badly from the Global Financial Crisis as big projects faltered. I'm very aware that being positive about the future needs to be tempered with the realities of the current environment.

I understand that others get hurt when a company enters liquidation but I'd nonetheless like to pay tribute to Steve Tiley from Universal Engineering. He is a former Chairman of the ICN (NT), which is typical of his well known willingness to get involved with organisations and projects that aim to benefit the business and wider community. His commitment to training has been widely acknowledged.

Steve's predicament is largely the result of circumstances outside of his control and highlights the intestinal fortitude of individuals who take on the risks of setting up business in their own right. The rewards can be great, but the downside devastating.

I wish Steve and his family the very best as they step through the necessary but very painful processes ahead.

KEVIN PETERS,
GENERAL MANAGER

Top Story

Why the ICN?

Currently the ICN is responding to a steady stream of enquiries from local, interstate and international companies tendering for a range of 'work packages' that have highly significant consequences for the NT economy.

Why are they asking the question of the ICN?

The ICN database contains capability details of local and national companies. From a tender and procurement perspective, if there was a body that could save you time and money by quickly identifying suitably capable companies it would be logical to utilise its services.

From a local business perspective, the ICN is an organisation that promotes your capability into opportunities that you often won't even realise exist. And while things are relatively quiet at present, there are current and future opportunities aplenty being dealt with by ICN staff.

In the first instance, the fairly simple requirement the ICN requests of businesses in order to deliver this highly valuable (yet free) service is to be registered and provide accurate and up-to-date information.

Data bases are notoriously difficult to maintain but precise information is just so beneficial to all parties. Making use of the ability to directly access your profile and ensure no stone is left unturned in allowing ICN staff to;

- a) find your company through a key word search and;
- b) confidently pass your details on to a prospective customer, seems a logical step.

For tips on keeping your company capability details current, see page 4 of the newsletter for some tips.

Even if your profile accurately reflects your business capability please hit the SAVE button as our ICN consultants can then be assured that your information is 100% accurate.

Stats

April 2011*

Number of enquiries processed: 416

Total estimated value: \$781.97 million

Number of companies nominated: 863

Number of new NT companies registered: 20

*Figures only for 1 - 28 April 2011 inclusive

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Projects

INPEX

INPEX has chosen dredging over blasting to create a shipping channel in Darwin Harbour to address one of the key concerns over its proposed Ichthys liquefied natural gas project. The company submitted its final environmental impact statement to be assessed by both the Federal and Northern Territory Governments this month.

INPEX said it planned to eliminate the need for marine blasting of Darwin Harbour through the use of new dredging technology.

Source: EnergyNewsBulletin.net

Eni Kitan Oil Field

Bluewater are currently finalising tender documents for its major work packages before release to pre-qualified companies. Indications are that an encouraging number of NT based companies are likely to be invited to bid for these packages.

The remaining packages will be actioned by Bluewater over the coming months prior to the scheduled arrival of the Glas Dowr in the JPDA in the 3rd quarter of 2011.

Timor-Leste Supply Chain Opportunities

A ministerial delegation from Dili arrived in Darwin 6 April to discuss business, cultural and sporting ties between Timor-Leste and the Territory.

The delegation, led by the Deputy Prime Minister of Timor-Leste, Dr José Luis Guterres, met with the NT Government to discuss a range of issues from trade, tourism and investment to education, training and upcoming sporting events.

A Timor-Leste business promotional and networking event was also held at the Crowne Plaza and was attended by 170 people from the Territory business community.

The ICN is identifying relevant

Projects

opportunities within Timor-Leste and releasing these via ICN Gateway.

Umbakumba Road Upgrade

The Territory Government announced the successful tender for the \$20 million Umbakumba Road Upgrade has been awarded to Fulton Hogan Construction Pty Ltd. Work is expected to commence in mid May 2011.

SIHIP

Work is complete in 26 and underway in 22 communities and a number of town camps across the Territory with almost 300 Indigenous people employed in the delivery of SIHIP. Across the Territory 1240 refurbishments and rebuilds are now complete and 94 are underway. A total of 215 new houses have been built and work is continuing on the construction of another 146.

Vista Gold - Mt Todd

Vista Gold is continuing with the feasibility process in reopening the Mt Todd Mine with a lot of work focused on the waste water management of the site. ICN will be making a visit to site during May to meet with Mine Management.

Sherwin Iron

Sherwin Iron has advised that since the weather has cleared, drilling operations have recommenced at their Hodgson Downs mine. A local company has been engaged to provide accommodation onsite for up to 36 personal. Sherwin Iron is expected to move into their procurement premises in Winnellie mid May.

Marine Supply Base

Marine Supply Base Budget Boost
As part of Budget 2011-12, the Territory Government has allocated \$5 million to the Marine Supply Base (MSB) project to ensure it is delivered on time and with maximum benefit to the Territory.

Snip'its

SANTOS has teamed up with non-profit organisation Clontarf Foundation to improve the education, discipline, self-esteem, life skills and employment prospects of young Aboriginal men.

EnergyNewsBulletin.net

WOODSIDE Petroleum is moving ahead with its Browse liquefied natural gas project, awarding Wood Group Kenny an engineering contract to support the development in Western Australia's Kimberley region.

EnergyNewsBulletin.net

SANTOS is pushing ahead with plans to develop the Bonaparte floating liquefied natural gas project and is set to start an offshore appraisal drilling program in June or July.

EnergyNewsBulletin.net

PTTEP is seeking environmental approval to drill two exploration wells in the Timor Sea in the third quarter as part of work to investigate any future field developments

EnergyNewsBulletin.net

ENERGY RESOURCES of Australia is reportedly considering an expansion of its Ranger mine operations in the Northern Territory after last week announcing an extension to the shutdown of the mine's processing plant.

MiningNews.net

Award Launch

2011 ICN Manufacturing Industry Award Launch

EVENT DETAILS:

Date: Wednesday 11th May 2011
Venue: Slumbercorp – 2010 Winner of the ICN Manufacturing Industry Award
6 Mendis Road, East Arm
Time: 4pm – 5.30pm
Cost: FREE

RSVP by COB on Monday 9th May 2011 to Rebecca Tinkham at events@chambernt.com.au



Business Resources

Advisor Finder is the first online tool to put Australian businesses in touch with their nearest business advisory service, including advisors from the ATO. The free tool is simple and easy to use. Just select the type of advice you're after, your location and industry, and the results will be displayed with details of how to contact each advisor. With 200 advisors waiting to be discovered, Advisor Finder is the first step to getting the right advice for your business.

To start searching, go to business.gov.au/advisorfinder

Business Upskills is a program of practical, hands-on and informative workshops facilitated by industry experts to help business owners develop and strengthen their businesses. For more information go to:

www.nt.gov.au/dbe/upskills/index.shtml

Remote Enterprise Centre - The Centre provides a range of services designed to link remote small and medium enterprises (SMEs) to new ideas, technologies and markets. Services include:

- A Business Review conducted for free by one of our Business Advisers
- The Tailored Advisory Service provides funding to implement actions identified in the Business Review

For more information go to: www.enterpriseconnect.gov.au

Information for Business...



Timor-Leste Business Delegation 29-31 May

The Chair of the International Business Council, Mr Sean Mahoney, will be leading a delegation to Dili, Timor-Leste on the 29th May for a 2 day visit, departing the evening of the 31st May. The delegation will take the form of an industry seminar focused on the Oil & Gas and Infrastructure sectors.

The IBC will support participant to achieve relevant business matching opportunities through a number of services and events. Due to the level of interest in the delegation, business matching for individual companies will not be available through the IBC.

For more information, please contact Nicole Hore, TradeStart Advisor p. (08) 8982 8144 or e. nhore@chambernt.com.au

Industry News

Local Engineering Icon Closes its Door

Respected Territory company, Universal Engineering, announced it had entered into voluntary liquidation this month after a series of contractual and financial difficulties.

Company owner and Managing Director Steve Tiley said the decision to wind up the business he started 'from the back of a ute in 1995' was the only option after a series of problematic contracts and the recent economic downturn placed the company in an unrecoverable position.

"Over the past 12 months I've tried everything possible to save the business and ensure our 20 remaining employees were retained on other projects while we tried to resolve our problems," Mr Tiley said.

"Thankfully we've been able to look after our most important asset, our people, and help them find other work in Darwin, but we've been unable to hold onto the business."

Internal News

Please help welcome to the ICN team our new Industry Advisor **Brian Kelly** who started with the ICN in late April.



Brian is a long term resident of the Territory, with national and international experiences in the Construction and maintenance industries specialising in the electrical and mechanical engineering fields. He graduated in business management – project management and has an interest in business law and contracting. He has run his own business, worked in some of the most remote parts of the planet, and for some of the largest organisations in Australia. He further believes he can make a comeback in rugby union – someday...

Please help welcome to the ICN team our new Receptionist **Elizabeth Fox** who started with the ICN in late March.



Elizabeth moved to Darwin from Victoria just over a year ago and to help herself learn more about Darwin's opportunities she applied for a job with ICN. Elizabeth enjoys learning more about the new Territory she lives in and now calls home.



Charmaine is off to have a baby!

Charmaine Barrett left on maternity leave this month to have a baby. Charmaine has been with the ICN for 5 years and we wish her all the best with the new bub. We look forward to her return in 2012.



Information for Business...

End of Financial Year is Quickly Approaching

If you have a Fringe benefits tax (FBT) liability for the year ending 31 March 2010, you must lodge a FBT return by **21 May** for 2011.

If you do not have a FBT liability for this financial year then you will need to complete a Fringe benefits tax - notice of non-lodgment form which is available on the ATO website.

For further info on FBT returns, FTB notices of non-lodgement or free tax support, visit www.ato.gov.au or p. 13 11 42.

Defence

Winning Defence Work requires More than a Skilled Workforce

AIDN-NT is presenting a workshop on 5th May to assist you to:

Market to Defence & Primes Prepare a competitive tender

In this workshop you will learn how to:

- Understand the Defence market place
- Be "Defence Ready"

For further information contact Jodie Cassidy at AIDN NT on (08) 8947 2033 or e. xo@aidnnt.com.au



Help Us Identify Business Opportunities for You!

So we can identify business opportunities for you we ask that you review your details held with the ICN every 12 months to ensure that all of your details are current and accurate. You can update your details online by visiting www.icngateway.org.au

Over the next few months we will be publishing tips to help you to get your profile to work to the best of its ability, and to ensure your company does not miss out on getting put forward for work that you are capable of doing. To gain access to your profile call our office on 08 8922 9422.

TIP #1 - When editing your company profile have a look at the **Products and Services** section.

This is possibly the most important part of the profile as it is used as part of our search process which is done by a **key word** search.

Describe ALL of your products and services, manufacturing capabilities, brands, unique services and backup services supplied. This should be an extensive listing to cover all areas. You **MUST** use key words here, and avoid marketing spiels. Remove the 'Spin' from this section and include more 'Facts' so we can identify exactly who you are and what you do.

Showcase Company

Company: Sitzler Pty Ltd
Contact: Cathy Miskovits
Location: 1895 Pruen Rd, Berrimah
Tel: 08 8922 4000
Email: admin@sitzler.com.au
Web: www.sitzler.com.au



Sitzler Pty Ltd is one of the largest privately owned construction companies in the Northern Territory. They have a proven track record of delivering successful projects spanning half a century from Darwin through Alice Springs to Adelaide.

Sitzler have used their project management, design and construction, construction management and property development expertise to deliver a number of landmark projects such as the Darwin Convention and Exhibition Centre, Darwin Football Stadium, Chinatown multistorey car park, Ayers Rock Resort, Uluru Cultural Centre, Tiwi Aged Care Facility and the waterfront Wave Pool at Darwin Cove.

At the end of 2010, Sitzler was awarded the coveted Master Builders Australia (MBA) National Occupational Health & Safety Award for a Commercial Project at the MBA awards ceremony in Canberra. Sitzler won the award for its outstanding work on the ConocoPhillips fin fan walkways, stair and ladders project which encompassed the supply and installation of purpose-built stairs, walkways and ladders on the methane, ethylene and propane fin fan decks at the Darwin LNG facility.

They believe that their staff are their greatest asset. They directly employ a workforce of over one hundred and fifty employees with a focus on continual training, quality and safety. Key management support comprises staff with a wealth of global industry knowledge and leading edge qualifications. These key technical staff are hands-on experts that provide nationwide support to all Sitzler projects.

If your company has recently been involved in an **exciting** or **innovative** project, or if you simply have increased your company's capability in order to broaden your contracting opportunities, we'd like to know about it. Contact Elena Tsangari on elena.tsangari@icnnt.org.au for further information.

Note: Company Showcase selection is at the discretion of the ICN. Contributing company will be contacted and confirmed prior to publication.

COMMITTED PROJECTS

Project	Proponent	Project type	Start	Value (AU\$M)
Darwin Waterfront Redevelopment	NTG/ Darwin Cove Consortium	Hotels, Apartments, public spaces	2005	800
Pit expansion	ERA, Ranger	Uranium	2007	TBA
Weddell Power Station	Power Water	Power Station	2007	126.6
SIHIP	Territory Housing	New and upgraded remote housing	2008	672
RAAF Darwin	Dept of Defence	Base Redevelopment Stage 2	2008	49.8
Robertson Barracks	Dept of Defence	Redevel & Hardened Network Army	2008	72
Marine Supply Base	NT Government	Marine Supply Base	2012	5
Darwin Prison - Northern Territory New Secure Facilities PPP project (NTSF)	NT Government	Prison	2011	TBA
Wonarah Phosphate Mine	Minemakers	Phosphate	2009	200
Kitan	eni	FPSO	2010	TBA

PLANNED PROJECTS

Ichthys	INPEX	LNG Plant, Darwin	2010	25B
Nolan's Bore	Arafura Resources	Rare Earths	2013	TBA
LEAP Accommodation	Dept of Defence	New accommodation at NT Defence locations	TBA	210
Prelude	Shell	FLNG	TBA	TBA
Petrel/Tern/Frigate FLNG Project	GDF Seuz/Santos	LNG	TBA	TBA

PROPOSED / POTENTIAL PROJECTS

Darwin LNG Train 2	ConocoPhillips	LNG	TBA	TBA
Sunrise Gas Project	Woodside	Natural Gas / LNG	TBA	TBA
Tassie Shoal	MEO	Methanol / LNG	TBA	TBA
Evans Shoal	Magellan	Methanol	TBA	TBA
Roper Bar	Western Desert Resources	Iron Ore	2012	TBA
McArthur River	Redbank Copper	Copper	2011	TBA
Hodgson Downs	Sherwin Iron	Iron Ore	2012	180

Due to the nature of projects this information is subject to change. Please confirm currency with ICN (NT).

Information sourced from: NTG Construction Snapshot www.nt.gov.au/infrastructure/services/snapshot ; NTG Potential Mining Projects in the NT

