

NTNewsletter



February edition: INPEX, Kitan Oil Field, Sherwin Iron, Timor-Leste Supply Chain Opportunities, Marine Supply Base, Darwin Prison, National Broadband Network, Daly River Bridge, Darwin Business Park, SIHIP, NTG Procurement Liaison, Enterprise Connect, Construction Accreditation Limited (CAL), Astib Group acquisition, Preventing Harassment and Bullying, Workplace Relations Training – KATHERINE, WTIA IIW International Welding, Delta Electrics, InvestNT.

GM's Welcome

Speakers at the February 20 forum presented by the NT Government gave a very confident view of the INPEX Ichthys project and the intended Final Investment Decision (FID) time frame of last quarter 2011. Given that we are now looking at roughly 9 months before the most significant project ever seen in the Territory (and with major national implications) is likely to receive the go-ahead, decisions need to be made now.

The intent of the forum was to paint an overview of the current standing of the project but also providing notice of a series of follow-up sessions aimed at providing information on such things as prequalification, labour force and work flows. The first of these is the one on March 1.

I would strongly advocate participation in these events as we are going to have to contend with considerable challenges over the coming years and the more information given and received cannot be underestimated.

KEVIN PETERS,
GENERAL MANAGER

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Top Story

More than 300 business, industry, union and Territory Government representatives came together at the Darwin Convention Centre on 20 February to discuss how Territory businesses can take advantage of new opportunities joined to the INPEX Ichthys LNG Project.

The Industry Opportunities Forum was a collaborative effort of the Territory Government and industry including INPEX, Chamber of Commerce and Industry, Master Builders Association, Manufacturing Council, Civil Contractors Federation of the Industry Capability Network NT.

"The Northern Territory Government and industry want to enable Territory businesses to compete for a share of business from the Ichthys Project," Minister for Business and Employment, Rob Knight said.

"Major projects like Ichthys will provide new challenges and opportunities on a scale not seen in the business landscape of the Territory before.."

"The Territory Government and local industry are keen to make sure businesses have the skills they need to maximise the economic benefits the INPEX Ichthys Project will bring – we need to act now to ensure our businesses and our workforce are ready to take advantage of the prosperity future major projects will bring to the Territory economy." said Minister Knight.

INPEX Darwin General Manager Sean Kildare said the Project's Industry Participation Plan (IPP) commits the company to sourcing goods and services from local business when bids are technically and commercially competitive.

"Our Supplier Relationship Program promotes Full, Fair and Reasonable access to opportunities for Territory and Australian companies to supply goods and services to the Ichthys Project," Mr Kildare said.

"In order to succeed in the competitive oil and gas industry in Australia, business and workers need to have the appropriate qualifications and capability. Through these seminars Territory businesses will gain the necessary advice they need about appropriate standards and the tendering process in order to determine their approach to bidding for work with INPEX contractors." During the peak of construction the Project will employ more than 2000 people and have an ongoing workforce of around 300 people.

The second Industry Event "GET IT RIGHT...MAXIMISE YOUR

TENDERING POTENTIAL", hosted by the ICN NT, was held on 1 March. Procurement and contract experts from the Oil & Gas, Mining and Government sectors speaking to help industry better understand prequalification and tendering processes and assists in maximising their chances of being considered as a contractor within significant projects throughout the Territory.

Information from this forum will be made available for download from the ICN NT website www.icnnt.org.au in the coming weeks.

Source: NTG Rob Knight, Territory Government teams up with industry to get Territory businesses INPEX ready, media release, 20 February 2011, www.newsroom.nt.gov.au

Stats

February 2011*

Number of enquiries processed: 284

Total estimated value: \$114.25 million

Number of NT** companies nominated: 360

Number of new companies registered: 27

*Figures only for 1– 27 February 2011 inclusive

**Companies that are registered and operating within the Northern Territory



Projects

INPEX

The ICN NT is currently being engaged by the high level bidders on both the offshore and onshore side of the Ichthys project Invitation To Tender (ITT) phase. As announced, INPEX are inviting companies to bid on the first round of prime packages.

Kitan Oil Field

Representatives from Bluewater's procurement division in Holland have recently visited Dili, Darwin and Perth as part of their meetings and prequalification of companies competing for some of the major packages previously posted on ICN Gateway. It is likely that a number of major contracts will be awarded within the next month with many of the spares supply packages in the months following.

ICN NT understands that there are many NT and Australian companies in the mix for these contracts.

There will also continue to be work packages released by Bluewater as they get closer to the Glas Down's arrival at the Kitan field in mid 2011.

Sherwin Iron

ICN continue to engage with Sherwin Iron Procurement personal to maximise NT business involvement with some companies already actively engaged in supply to the project. Further forward planning is currently being conducted by Sherwin Iron with positive comments being received on NT Capability.

Timor-Leste Supply Chain Opportunities

Upcoming tender opportunities that present real opportunities for Australian business will continue to be posted on ICN Gateway.

Currently an expression of interest opportunity for offshore oil/gas inspection and audit training exists with a Timor Leste Government

Projects

Department - full details are posted on ICN Gateway with a final EOI response date of March 21, 2011. All EOI responses for this opportunity need to be directed to the contacts outlined within the EOI document.

Marine Supply Base

The Marine Supply Base was put up on ICN Gateway in late February and received some 60 registrations of interest from companies in the first day. ICN NT will work closely with the consortia, Toll Holdings, ShoreASCO and POAGS, to maximise opportunities for local business.

Darwin Prison

Darwin Prison since being put up on ICN Gateway has received more than 130 registrations from companies interested in becoming actively involved in this project. ICN are actively involved with the 3 consortia currently bidding for the project and supplying local capability lists.

The project is being procured under the Public Private Partnership (PPP) model and three consortia; Assure Partners, SeNTinel, and Axiom Corrections have been short listed and invited to provide detailed tenders in accordance with the Request for Proposal documentation released on 8 December, Consortia submissions to close May 2011.

National Broadband Network

Discussions have been held between all state ICN reps in regards to how to approach the issue of advertising the project and engaging contractor services in each state. It was decided that a campaign would be run before the arrival of the network and also a forum to be held so as to enable awareness and registration access to the parent contractors.

Daly River Bridge

Tenders have been called to build a new high level bridge over the Daly

Projects

River to improve year round access to local communities.

Construction of the bridge is part of a \$23 million roads project in the region that is being jointly funded by the Federal and Territory governments as part of the Community, Beef and Mining Roads Package in the Northern Territory.

For further information visit www.nt.gov.au/dbe/tendering/tol_homepage.html

Darwin Business Park

The Land Development Corporation invites expressions of interest for Stage 2 of the Darwin Business Park's largest strategic industrial land release. To take advantage of new land releases at Darwin Business Park and the East Arm precinct contact the Land Development Corporation Industrial Estate team on 08 8944 0 9 0 0 or visit www.landdevcorp.nt.gov.au

SIHIP

Work is underway in 27 communities and a number of town camps across the Territory with more than 350 Indigenous people employed in the delivery of SIHIP. A total of 174 new houses have been built and work is continuing on the construction of another 124.

Territory Alliance released 13 new tenders on ICN Gateway in late February with tenders closing 14 March. Visit www.icngateway.org.au for further information.

“Want to Win Northern Territory Government Work?” - Having problems responding to the “value for money” criteria? Procurement Liaison is able to visit your premises and provide guidance and access to Business Support programs to improve your tendering capability. For assistance contact Procurement Liaison:

Telephone: 08 8999 5212 or
Email: tony.eggington@nt.gov.au



Enterprise Connect

Want the right connections for your business?

Remote Enterprise Centre - based in Alice Springs, it provides a range of services designed to link remote small and medium enterprises (SMEs) to new ideas, technologies and markets.

The Centre offers remote regions in the Northern Territory, Queensland, South Australia, New South Wales and Western Australia the core suite of Enterprise Connect services including:

- 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

In addition to the core services, the Centre will:

- Connect remote businesses to technical experts, scientific advice and the latest technology existing in other firms as well as research institutions
- Identify complementary businesses that could lead to new business opportunities
- Identify new markets and provide advice on legal and regulatory issues
- Compile a directory of remote enterprises, and feed information to the National Industry Capability Network.

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

CAL

Construction Accreditation Limited (CAL)

Did you know...The Northern Territory government requires CAL Accreditation as a prequalification for most contractors and sub contractors seeking work above the value of \$50,000.

Other clients have followed the government's lead and are giving preference to accredited contractors and sub contractors. CAL Accreditation is therefore a strong marketing tool for businesses seeking work in the Territory.

Visit the CAL website today for information on how to apply for accreditation for your Company: www.accreditation.com.au

Upcoming Training Sessions

Anti-Discrimination, Harassment and Bullying
Date: 16 May 2011

At the end of this course participants will have a working knowledge of:

- How the NT Anti-Discrimination Act affects you and/ or your organisation, including the provision of goods and services to customers.
- The functions of the NT Anti – Discrimination Commission including enquiry and complaint handling procedures.
- Employees rights, responsibilities, support mechanisms and grievance procedures

Preventing Harassment and Bullying for Managers and Supervisors Creating safe and appropriate workplaces

Date: 17 May 2011

For further information visit www.adc.nt.gov.au or contact Rhonda Prestidge at the Department of Justice on 08 8999 1444 or 1800 913846.

Workplace Relations Training - KATHERINE

The Chamber of Commerce Workplace Relations Department regularly provides specific workplace training for members. Training covers information on termination of employment through to modern awards and transitional provisions.

Industry News

International technology group, CSE Global Limited (SXG 544), is continuing its expansion through the acquisition of the Astib Group, one of the largest specialist communications organisation in the Asia Pacific region.

Bob Sofoulis, Managing Director of the Astib Group said "The Astib Group was looking for a synergistic company that would advance its expansion and growth. CSE Global Limited was the perfect fit. The acquisition enables both groups of companies to grow within the Asia Pacific Region and also enables the Astib group of companies global expansion".

In due course the Astib Group will form key components of CSE Global (Australia) and will continue to focus on the strengths of both organisations.

[Click here](#) to view full media release.

Upcoming Workplace Relations training in Katherine include:
23/3/2011 from 9am - 12noon - Equity, Discrimination, Harassment and Bullying in the workplace
23/3/2011 from 1pm - 4pm - Managing Poor Performance
24/3/2011 from 9am - 12noon - Employment Contract Essentials
24/3/2011 from 2pm - 3.30pm - Paid Parental Leave Scheme Information Session
25/3/2011 from 9am - 10.30am - Working with Children Information Session

Contact the Chamber of Commerce NT for further information on 08 8982 8100 or email darwin@chambernt.com.au

Commencing 7 March (Darwin) - **WTIA IIW International Welding Specialist** including WTIA AS 1796 Certificate 10 and WTIA AS 2214 Welding Supervisor

A list of OzWeld SWT training courses, including new additions in 2011 for fabrication inspection, welded structures design and welding coordination in OH&S, environment and quality roles are available by contacting Leonora Wehrmann at WTIA NT on 08 8981 0058 or e. l.wehrmann@wtia.com.au



Information for Business.. Showcase..

When you are affected by a natural disaster the ATO will work with you to help you sort out your tax affairs.

They may be able to help by:

- fast tracking refunds
- giving you extra time to pay debts
- giving you more time to meet activity statement, income tax and other lodgment obligations.

They can help:

- by reconstructing tax records where documents have been destroyed, and making reasonable estimates where necessary
- where you are experiencing financial hardship as a result of disaster.

Just call them on **1800 806 218** or visit www.ato.gov.au for further information

InvestNT is an online portal which allows Territory businesses to register their investment ready projects or opportunities.

Through **investNT** businesses and projects can gain exposure to investors and potential partners, locally, nationally and internationally.

Visit www.investNT.com.au for more information.

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.

Showcase Company

Company: Delta Electrics
Contact: Corey Impelmans
Location: 154 Winnellie Rd, Winnellie
Tel: 08 8984 4033
Email: corey@deltaelectrics.com.au
Web: www.deltaelectrics.com.au



Delta Electrics is a well-known and long established Darwin-based supplier of power generation and power solutions for the Northern Territory. Established in 1969, Delta specialises in the areas of supply, installation and maintenance of power-related equipment including generators, solar power, lightning protection, surge protection and power distribution (low, medium and high voltage).

Delta's client base spans a wide range of industry sectors such as Mining, Defence, Telecommunications, Power Utilities, Manufacturing, Education, Media, Agriculture, Local Councils and remote Aboriginal Communities. Customers include some of the biggest companies operating in the Territory (e.g. Power and Water Corporation, Australian Department of Defence, Telstra, McArthur River Mining/Xstrata and ERA).

Delta has secured some major projects in recent weeks including a contract to supply Power and Water Corporation (PWC) with state-of-the-art high voltage power distribution equipment manufactured by Siemens and a contract to install solar power systems in 22 schools throughout the Territory for NT Department of Education and Training in conjunction with our partner BP Solar.

Delta won these contracts in the face of fierce competition from major companies from outside the Territory. Delta's General Manager, Corey Impelmans, said that Delta's success in winning these contracts represents a major vote of confidence in doing business with a well-established local company. "We have completed a number of major contracts for Power and Water and the NT Government now", Mr Impelmans pointed out, "and these latest contracts confirms Delta's position as a trusted major local partner for these organisations."



"You can judge a company by its business partners", Mr Impelmans argues. Siemens are world-leaders in the supply of power distribution hardware, Delta was appointed as the exclusive agents for Siemens in 2004. BP Solar are respected leaders in the field of solar power, Delta has been the exclusive Territory agents for BP Solar since 1988.

Committed Projects

Project	Proponent	Project type	Start	Value (AU\$M)
Darwin Waterfront	NTG/ Darwin Cove Consortium	Hotels, Apartments, public	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	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
Wonarah Phosphate Mine	Minemakers	Phosphate	2009	200
Kitan	eni	Oil	2010	TBA

Planned Projects

Ichthys	INPEX	LNG Plant, Darwin	2010	25B
Nolan's Bore	Arafura Resources	Rare Earths	2010	TBA
LEAP Accommodation	Dept of Defence	New accommodation at NT Defence locations	TBA	210
Prelude	Shell	FLNG	TBA	TBA
Marine Supply Base	NT Government	Marine Supply Base	2012	TBA
Darwin Prison - Northern Territory New Secure Facilities	NT Government	Prison	2011	TBA
Roper River Iron Ore Project	Sherwin Iron	Iron Ore	2012	100
Mt Todd Mine	Vista Gold	Gold	2014	TBA
Petrel/Tern/Frigate FLNG Project	GDF Seuz/Santos	LNG	TBA	TBA

Proposed / Potential Projects

Darwin LNG Train 2	ConocoPhillips	LNG	TBA	TBA
Hodgson Downs	Sherwin Iron	Iron Ore	2012	180
Sunrise Gas Project	Woodside	Natural Gas / LNG	TBA	TBA
Roper Bar Iron Ore	Western Desert Resources	Iron Ore	2014	TBA
Tassie Shoals	MEO	Methanol / LNG	TBA	TBA

Due to the nature of projects this information is subject to change. Please confirm currency with ICN NT. Information sourced from: [NTG Construction Snapshot: NTG Potential Mining Projects in the NT](#)

