

NTNewsletter



July edition: Manufacturing Industry Award, Abode New Homes, INPEX, Shell, Vista Gold - Mt Todd, Falcon Oil & Gas, Newmont Mining, Timor-Leste Supply Chain Opportunities, Cleantech, SIHIP, Muirhead, Darwin Prison, Marine Supply Base, Procurement Liaison, The Northern Territory Coaching Group, Stats, Snip'its, Industry Development Program, MBA NT Training and Upskilling Opportunities (Funded)

Welcome

There is an interesting viewpoint going around about activity being undertaken which aims to recruit interstate companies into the Northern Territory at the potential expense of local companies. Besides the fact that such activity would utterly defy logic at a time when the local economy is very sluggish, I can outline a strategy the ICN is working on very much with Government which should ultimately derive great benefits for locals.

You will hopefully be aware of the posting of many work packages on ICN Gateway over the last few years. This has allowed for a far better assessment of the capability which does, and does not, currently exist in the Territory particularly in reference to the burgeoning oil & gas industry. With appropriate approvals in place to utilise this information, we have been working with the Department of Business & Employment to identify the gaps and assess the value add potential accordingly.

It needs to be emphasised that the capability being looked at is highly specialised and rather than posing any threat to local industry, is aimed at enhancing the NT's potential to support a huge growth sector. The ICN Gateway activity is producing a lot of interesting information and we're pleased to be working with Government to make the most of it.

KEVIN PETERS,
GENERAL MANAGER

Manufacturing Industry Award

The Manufacturers Council of the Chamber of Commerce NT, along with the Industry Capability Network (NT) encourage you to nominate your manufacturing business for the 2011 ICN (NT) Manufacturing Industry Award. This award is part of the 2011 Chief Minister's NT Export and Industry Awards programme, and is open to all manufacturers that operate in the Northern Territory and have Northern Territory management control.

Entries may consist of a product, process, project and design which delivers an end result to improve or sustain manufacturing in the Northern Territory. Or alternatively the entry may be the finished product produced by a NT manufacturer. Nominated companies that achieve the

standards determined by the judges will receive an invitation to the gala award presentation event, industry recognition, and publicity in selected print media. The winner of this category will receive all of the above, along with a trophy and framed award, and one year complimentary membership of the Manufacturers Council.

Judges will sign confidentiality and conflict of interest statement prior to evaluating nominations and one or more of the judges will visit the finalist's premises prior to selecting the overall winner for 2011.

For more information contact the Manufacturers Council of the Chamber of Commerce NT, p. 08 8982 8125 e. mc@chambernt.com.au



Congratulations Abode New Homes

A residential builder designing homes to suit the Top End's unique climate was named the 2011 Telstra Northern Territory Business of the Year.

Established in 2007 by Justin and Karinda Gill to build environmentally sustainable homes, Abode New Homes includes solar hot water, solar power, 5 star energy efficiency and inverter air conditioning in every home it builds.

The Pinelands business, which was chosen as preferred builder for many of the Territory Government's house and land packages in the new Darwin suburb of Bellamack last year, also won the MYOB

Small Business Award at the Telstra NT Business Awards.

The owners have built close to 300 homes in Darwin through Abode New Homes and an earlier project home franchise and use on site software and technology that provides quality assurance checks from the point of deposit to the end of construction.

MYOB CEO Tim Reed praised Abode New Homes for its achievement, adding: 'Abode New Homes demonstrates the spirit and passion of the NT business community and this is wonderful recognition of all the hard work they have put in to running their business.'



Projects

INPEX

54 packages were loaded onto Gateway during July with tier 1 registration beginning to close on 9 August. To assist in speeding up the process of identifying capable companies, please ensure your ICN profile reflects all of your current capabilities.

Shell

The ICN is working closely with Shell to identify opportunities for NT companies within the Shell Prelude FLNG Project. As Darwin has been confirmed as being the primary maintenance and logistics base for the Prelude Project, ICN (NT) will be posting packages that are relevant to the NT supply base on ICN Gateway. For work package information relating to other areas of the Shell Prelude Project refer to **Simon Dring** (simon.dring@icnnt.org.au) or **Danielle D'Souza** (danielle.dsouza@icnwa.org.au). Danielle is the ICN's lead consultant for the Shell Prelude Project and is based in Perth.

Vista Gold - Mt Todd

ICN are continuing to work with Vista Gold with 28 enquiries received in July and 99 Northern Territory based companies nominated.

Falcon Oil & Gas

During July the ICN met with contractors from Falcon Oil & Gas, good relationships have been aligned with successful enquiries being provided and NT companies already being utilised. 5 enquiries received with 21 NT companies nominated.

Wonarah Phosphate Mine

The extraordinary wet season at Wonarah has finally come to an end and drilling, which had been

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deferred since October 2010, has recently been resumed.

A target area for possible shallow mineralisation in the northwest area of our project area is still inaccessible and so attention has been directed to characterising the northerly extent of the Main Zone to the north of the Barkly Highway.

Source: www.minemakers.com.au

Newmont Mining

Newmont Mining's approved \$400-450 million dollar Tanami Shaft gold project expansion adds yet another major investment to the ever growing list of resources projects in the Northern Territory.

Timor-Leste Supply Chain Opportunities

There has been a slowdown in the release of new Timor-Leste Government tenders during July 2011 which is perhaps to be expected at the start of the new Financial Year. It has been encouraging to hear that a number of NT and interstate companies have followed up on tender opportunities posted on ICN Gateway during recent months. In August we hope to meet with Timor-Leste Government officials involved in the tendering and procurement process to gain a better understanding of their requirements and also to perhaps obtain more tender information for prospective bidders.

Cleantech

The Uterne solar farm in Alice Springs was officially launched on Thursday the 28th July. The plant consists of 3,048 ultra-efficient SunPower mono-crystalline panels installed across 254 tracking arrays. The system is projected to produce 2300 megawatt hours (MWh) of electricity per year, equivalent to the annual

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consumption of 270 average Alice Springs households. The solar farm will produce about 1% of Alice Springs' electricity a year and can meet 2% of peak demand on a sunny day.

SIHIP

As at 30 June, work was complete in 36 communities and underway in 16 communities and a number of town camps across the Territory. More than 250 Indigenous people are employed in the delivery of the Australian and Northern Territory Governments' construction program for remote public housing. Across the Territory 1592 refurbishments and rebuilds were complete and 68 were underway. A total of 324 new houses had been built and work was continuing on the construction of another 191.

Muirhead

A ground breaking ceremony marked the start of work on stage 1 of the new suburb of Muirhead this month.

Darwin Prison

Tenders closed - Awaiting Government to announce winning bidder

Marine Supply Base

Tenders Closed - Awaiting Government to announce winning bidder

"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



Information for Business...

The 2011 Darwin Construction Industry Forum will be held on Thursday 25 August 2011 at the Darwin Convention Centre.

The forum will feature a range of presentations and workshops relevant to the construction sector.

This is a free event open to all members of the construction industry.

For further information visit www.nt.gov.au/cdforum

The Northern Territory Coaching Group (NTCG) is holding free business workshops in Katherine, Wednesday, 31st August 2011

Workshop 1: Retaining Staff through Coaching and Mentoring
Content: Success as an equation: personal success = organisational success

Motivating staff by providing feedback on their performance using the **GROW** model
Goal; i.e. what is your immediate goal?
Reality; i.e. what is the situation right now?
Options; i.e. what are your options?
Wrap-up; i.e. what are you most excited about doing?

Workshop 2: Attracting and Recruiting Staff to Remote Locations

Content: Plan a selection process suitable for remote areas

- Interviewing techniques and short-listing strategies
- Important skills in reference checking
- Apply a range of selection assessment strategies appropriate to individual vacancies

Registration closes: 17 August 2011

Contact: Janelle Sigley m. 0401 098 808 or e. ntcoachinggroup@gmail.com



Stats: July 2011*

Number of enquiries processed: 495

Total estimated value: \$289.311 million

Number of NT companies nominated: 616

Number of new companies registered: 24

*Figures only for 1– 28 July 2011

Snip'its from EnergyNewsBulletin.net

MAGELLAN Petroleum and Santos have resolved their Evans Shoal stoush, agreeing that \$10 million should be returned to Magellan and the asset sale deed should be terminated.

Last year, Magellan signed up to buy Santos' stake in the field in NT/P48, agreeing to pay \$100 million in cash over several stages.

TOTAL E&P Australia is planning a three-well exploration drilling campaign in WA-408-P, near the giant Ichthys gas field, next year.

The wells will target the sandstones of the mid Jurassic Plover formation, which was intersected by ConocoPhillips and Karoon Gas' Poseidon-1 and Kronos-1 gas discoveries in the nearby WA-315-P and WA-398-P blocks.

SHELL is poised to apply its floating liquefied natural gas expertise to Inpex's Abadi project in Indonesia's Massela Block, Arafura Sea, after taking up a 30% stake in the project.

Inpex said in a statement that Shell had demonstrated its leadership in FLNG after making a final investment decision on the Prelude FLNG project in May this year.

Contact

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Snip'its from MiningNews.net

BHP Billiton and its JV partner Anglo American have approved the \$A253.9m phase two expansion of the GEMCO manganese operation in the NT.

The expansion will increase capacity to 4.8 million tonnes per annum from 4.2Mtpa via the introduction of a dense media separation circuit bypass facility.

A MONTH after restarting operations at the Ranger uranium mine, Energy Resources of Australia has increased its 2011 production guidance by 200 tonnes.

The company was forced to slash its production guidance to 2400t from 3800t, after suspending its processing plant due to an above average wet season in the Northern Territory.

JOINT venture partners Abigroup and indigenous contractor Geraldton Linehaul have been awarded a \$A83 million contract with Rio Tinto Iron Ore as part of its Pilbara expansion to 333 million tonnes per annum.

Abigroup and GLH will undertake the rail formation earthworks at Cape Lambert.





Industry Development Program

A series of topic specific seminars and workshops will be delivered to assist NT businesses, to grow capabilities and engage in the Ichthys and other major projects.

10 August

Workforce Development
Darwin Convention Centre

24 August

Skilled Migration
Darwin Convention Centre

28 August

Skilling and Workforce Development - Charles Darwin University Open Day Casuarina Campus

For further information visit www.nt.gov.au/inpex or p. 08 8999 5201

MBA NT Training and Upskilling Opportunities (Funded)

Master Builders Northern Territory has been given access to a range of Australian Government training funding programs designed to assist employers to more adequately prepare their organisations for the changes taking place throughout Australia in the Building & Construction Industry.

For more information regarding these programs contact Jeff Colver at MBA NT on p. 08 8922 9666 or m. 0427096879.

5-7 October 2011 | Darwin Convention Centre

The event unites two of the Northern Territory's foremost resource industry events; both the South East Asia Australia Conference (SEAAOC) and Mining the Territory will combine under the one roof to become the leading meeting point for captains of industry in mining, exploration, oil and gas.

Two renowned industry events, one extensive joint exhibition, unlimited business opportunities!

For further information on this event visit www.ntresourcesweek.com.au

Showcase Company

Company: Gwelo Developments Pty Ltd
Location: 1/26 Knuckey Street, Darwin NT 0801
Tel: (08) 8981 0299
Email: Enquiries@gwelodevelopments.com.au
Web: www.gwelodevelopments.com.au



Gwelo Developments, have built a strong reputation in Darwin since beginning operations in 1975; its employees are all locally based, highly experienced and professional.

Gwelo are currently completing construction of 'The Ultimate Shed', ideally located in Darwin Business Park. The total site is some 16,000m² made up of approximately 7000m² of floor space, plus 530m² office space, and there are two x 20 ton gantry cranes. The height throughout the shed is 10m+ and the building has a total of 19 roller doors with elevated loading ramps.

Gwelo Developments are known for landmark buildings in the literal sense – an example being the 28-storey Mantra Pandanas in Knuckey Street and the 26-storey SOHO residential development due to commence shortly. Gwelo are also known for their state of the art project – Jacana House in Wood Street, Darwin which is currently being assessed for 5* Green Star design and 5* NABERS ratings. The building is also being rated for an As Built rating and a 5* rating will hopefully be achieved.

The company's developments extend far further than Darwin's CBD and include apartments at Nightcliff foreshore, Cullen Bay and Frances Bay, the Cascom Centre at Casuarina and a forthcoming major project on almost 30 hectares at Coolalinga. Stage 1 of Coolalinga is the 20,000m² ground level shopping centre including a major supermarket, discount department store, an estimated 40 specialty shops, restaurants, food court and fast food outlets. Later stages include approximately 5,000m² of lettable office space and an integral residential component comprising 80 lots.



Showcase...

Would your business make a good Showcase company? Well if your company has recently been involved in an **exciting** or **innovative** project or has increased its capability in order to broaden your contracting opportunities, we think so!

We are always on the look out for local news, events and Showcase companies for upcoming newsletters.

Please send information through to Elena Tsangari e. elena.tsangari@icnnt.org.au or call p. (08) 8922 9422 to discuss.

Please Note: inclusion of information in the ICN (NT) newsletter is at the discretion of the ICN. Contributing Showcase 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	TBA
Darwin Prison - Northern Territory New Secure Facilities PPP project (NTSF)	NT Government	Prison	2011	TBA
Prelude	Shell	FLNG	TBA	TBA
Kitan	eni	FPSO	2010	TBA
LEAP Accommodation	Dept of Defence	New accommodation at NT Defence locations	2013	TBA

PLANNED PROJECTS

Ichthys	INPEX	LNG Plant, Darwin	2011	25B
Nolan's Bore	Arafura Resources	Rare Earths	2013	TBA
Wonarah Phosphate Mine	Minemakers	Phosphate	2013	200
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/constructionsnapshot; NTG Potential Mining Projects in the NT

