

NTICN **ews**

May 2010

A monthly publication for NT Business and Industry

For more information on articles contained in this newsletter contact the NT Industry Capability Network:

TOP STORY

New Land Release at Darwin Business Park

In the largest industrial land release to date, the Northern Territory Land Development Corporation is releasing 21 lots within the Darwin Business Park.

Expressions of Interest for Darwin Business Park Stage 1 opened May 12th for the development and sale off the plan of five high profile lots plus one key entrance block. With development leases convertible to freehold, Stage 1 lots range in size from 1.04ha to 1.67ha and are fully serviced.

The lots have Berrimah Road frontage within the Darwin Business Park and are located in close proximity to the Port of Darwin and the AustralAsia railway.

Land Development Corporation General Manager, John Coleman, says Darwin is a growing hub and service centre for a range of new and expanding industries.

“The area currently provides support to industries associated with oil and gas, mining, defence, transport and logistics, as well as businesses utilising the Darwin Port and AustralAsia railway.

“This strategic land release provides a unique opportunity for companies to set up at the Darwin Business Park and develop their business within a high profile and expanding industry precinct.

“Darwin Business Park is already developed and operational with over \$200 million worth of development already invested by industry including Vopak, Bluescope Steel, Toll, Amcor Packaging ALPA/Metcash and Fosters.

“Darwin Business Park Stage 1, and future land releases, will provide ongoing development and expansion opportunities for industry in the Northern Territory, John Coleman said.

Businesses interested in finding out more about the unique opportunities available at Darwin Business Park can lodge Expressions of Interest with the Land Development Corporation – Industrial Estate Team email nicole.paas@nt.gov.au or call 08 8944 0907. www ldc nt gov au

WELCOME

The feedback from industry indicates mixed levels of activity at present. The NT Government’s decision to keep expenditure high on infrastructure projects at the cost of a Budget in deficit indicates their expectation that private sector projects will slow up in the short term. However, indications are that the future still remains very promising for the Territory.

The recent INPEX announcement that the Ichthys project will be delayed should only be seen in that light – delayed. That is the clear message from the INPEX President, Mr Naoki Kuroda and repeated by the INPEX NT General Manager, Sean Kildare.

Whilst the Woodside decision to choose a floating platform option to develop the Greater Sunrise gas field is disappointing, the reality is Darwin will still see much of the action when the project gets underway. Beyond the obvious construction benefits, the facility will be massive, with ongoing supply, service and maintenance opportunities.

We have featured the SIHIP project quite heavily in this newsletter because both the Government and Alliance Partners are keen to promote that the fact that the respective projects are gathering pace and opportunities are very real at present. The Alliance Partners are constantly sourcing company and sector information from the NTICN so make sure you have adequately registered your interest via Project Gateway. The NTICN consultant handling SIHIP is Garry Ross so make contact if you need to check that all is in place.

The NTICN may from time to time gain access to a Federal Government grant to promote Australian capability off shore. Utilising our local and national database as a resource, we have been working with the NT Government and Austrade for some time on their activities with the Eastern Indonesian mining sector. *Continued..pg 4*

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Industry Briefing

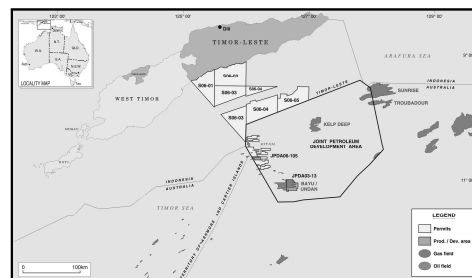
Kitan Project Local Supplier Briefing and Networking Function

“Bringing Supply and Demand Together for Kitan”

eni is the Operator of the JPDA 06-105 PSC area and the Kitan Development Project.



On June 24, 2010 eni will be hosting a local supplier briefing and networking event in Darwin to bring the two elements of local economic participation in the oil and gas exploration and production industry, supply and demand, together in the same place to encourage business networking and the development of an industry standard and competitive supply in the Timor Sea region.



Local suppliers of goods, services, education, training, labour and professional services are invited to register interest in attending this event.

If you would like to participate, please email charmaine.barrett@nticn.com.au

NTICN STATISTICS

Month of May 2010*

Number of enquiries processed: 409
Total estimated value: \$342,462,038
Number of NT** companies nominated: 542
Number of new companies registered: 23

*Figures only for 1–31 May 2010 inclusive
**Companies that are registered and operating within the Northern Territory

SIHIP Update

As part of the SIHIP program, **New Future Alliance** are currently preparing tender documents for imminent release in relation to refurbishment of Indigenous housing in East and West Katherine communities. These tender documents will be released via www.projectgateway.com.au, so if you have not currently registered your interest against the project, go online today. As the tenders documents starts to get released, if you are registered, you will receive a notification direct to your inbox informing you of the package and where to find the relevant documents.



The Strategic Indigenous Housing and Infrastructure Program (SIHIP) is well underway and Territory Alliance and New Future Alliance are currently on track for the SIHIP December 2010 Program Targets of 150 new houses and 1000 rebuilds and refurbishments. The Alliances are currently running at 37 per cent of on site Indigenous employment which greatly exceeds targets of 20 per cent and has been possible due to the initiatives and support programs that have been put into place, including pre-employment training, ensuring language and literacy skills are at the right level and providing mentors and supervisors on the job.

As at 12 April 2010, there were 366 people employed on site over the six Territory Alliance packages:

- In Package 1 at Tiwi Islands there were 116 people working on site, of which 64 are Indigenous
- In Package 4 at Groote Eylandt 34 of the 107 people employed on site are Indigenous
- In Package 7 at Gunbalanya there are 56 currently employed, of which 18 are Indigenous
- In Package 5 at Maningrida eight of the 25 people employed on site are Indigenous
- In Package 8 at Galiwin'ku eight are currently employed on site, of which two are Indigenous
- In Package 12 at the Alice Springs town camps there is 54 people employed on site, of which 16 are Indigenous

To date Territory Alliance has awarded a total of 149 Northern Territory businesses with more than \$45.6 million worth of contracts for works, and New Future Alliance has awarded 156 Territory businesses contracts for works under SIHIP.

The majority of the work awarded by Territory Alliance has been in relation to Package 1 on Tiwi Islands. Other contracts, which have been awarded up until 19 April, are for works at Maningrida, Galiwin'ku and Alice Springs.

The contracts awarded to Northern Territory suppliers have ranged from labour hire, catering, tiles, plumbing supplies, painting and pest control. Successful sub contractors have included electricians, painters, plumbers, welders and glaziers.

Businesses from across the NT have benefited, including:

- 116 businesses based in Darwin
- Eight businesses in Tiwi Islands
- Five businesses in Maningrida
- Two businesses in Galiwin'ku
- 18 businesses in Alice Springs

So far Territory Alliance has committed more than \$45.8 million to four packages with just over \$32.3 million spent to date. Of this:

- \$30.6m has been committed to Package 5 at Maningrida, with \$5.95million spent
- \$9.4 million committed to Package 8 at Galiwin'ku and \$2.27 million spent
- \$5.7 million committed to Package 12 at Alice Springs and \$4.17 spent

SIHIP's innovation in the use of "Alliancing" to contract housing delivery services already shows many signs of success. While the two Alliance Partners have considerably different approaches and strengths, there are already demonstrable and substantial improvements in consultative processes, housing design, local employment outcomes and additional economic benefits in some communities. The employment outcomes are exceptional at this stage.



Trainees Graduate

Ten trainees in Wadeye recently completed a three week program that now enables them to work on SIHIP with the Thamarrurr Development Corporation.

Southern Region refurbishments

Refurbishment works commenced at Ali Curung, Wilora, Nturiya, Pmara Jutunta, Tara, Imangara and Santa Teresa.

Housing Reference Groups

Eighty Housing Reference Groups (HRGs) have now been established across the Territory, including 12 for Alice Springs Town Camps. The HRGs work with Government and ensure local communities have input into decisions about housing in their community.

Tiwi Islands

Three new houses have been completed at Nguiu, construction is underway on a further 14 new houses. 32 houses have been rebuilt while work continues on a further 44 refurbishments across Nguiu, Milikapiti and Pirlangimpi.

Gunbalanya, Acacia Larrakia and Belyuen

Construction commenced at Gunbalanya. Refurbishments and rebuilds are continuing at Gunbalanya and Belyuen with 18 complete and 13 underway. Planning and scoping works currently underway for Acacia Larrakia.

Groote Eylandt and Bickerton Island

19 rebuilds and refurbishments have been completed while a further nine are underway at Umbakumba, Angurugu and Milyakburra.

Maningrida, Warruwi and Minjilang

Scoping and planning for refurbishments at Warruwi and Minjilang is underway. Construction on nine houses in Maningrida has commenced and refurbishment works are also underway.

Wadeye

Three new houses and six refurbishments have been completed at Wadeye with work underway on a further 12 new houses. Six refurbishments have been completed at Nganmariyanga.

Tennant Creek

Eighteen houses have been rebuilt in the Tennant Creek town camps while work continues on another five houses.

Galiwin'ku

Construction on the first 11 houses is underway at Galiwin'ku. Refurbishments are also underway on seven houses. Demolition and asbestos removal has also been completed on nine lots identified for replacement houses.

PROJECTS

Eastern Indonesian Opportunities

Mike Franks recently visited Indonesia where the NTICN has national leadership on the Project Gateway, Eastern Indonesia Supply Chain Opportunities Project. He has been meeting with major mining companies, construction firms and suppliers this week to research and identify possible opportunities for Australian business. This project is being undertaken in partnership with Austrade, the NT Government and the International Business Council of the Chamber of Commerce NT. Any opportunities will be posted on Project Gateway.

Vista Gold

NTICN General Manager, Kevin Peters, NTICN Mining Consultant, Mike Franks, Minerals Council and Chamber of Commerce NT representatives met with the President and Vice President from Vista Gold Corporation from Canada at a recent business luncheon. Discussions were based around the proposed long term future of the Mt Todd site. NTICN continue to work closely with the onsite Mine Management whilst the site remains in the feasibility stage identifying all prospective opportunities.

Blacktip

The Eni Blacktip Gas plant is currently supplying all of Darwin's power generation gas requirements. Monadelphous' construction division has demobilized from the site and handed over to the Wood Group which have won the maintenance and services contract. The ICN looks forward to working with ENI and the Wood Group in identifying capable local companies to provide appropriate goods and services.

Kitan Oil Field

The eni Kitan oil field, located in the Joint Petroleum Development Area (JPDA) between Timor-Leste and Australia.

The Kitan field will be developed through three sub sea completion wells connected to a FPSO (Floating Production Storage and Offloading). First production is expected to commence in late 2011.

Darwin companies will have potential opportunities to offer services and maintenance support to the offshore drilling contractors. eni have indicated this work will commence later this year.

ConocoPhillips Darwin LNG

The ConocoPhillips Darwin's Plant maintenance shut down is almost complete with just some minor tail end works still to be finalised.

PROJECTS

Local service companies have been strongly engaged in supporting the major contractors such as Monadelphous, Betchel and Clough-AMEC with services such as personnel, parts, logistics, transport and accommodation. The ICN is also continuing to assist DLNG to identify local and national companies with their ongoing maintenance requirements.

INPEX

JKC- JV Group, the onshore "FEED" contractor, is working towards the final stages of Front End Engineering & Design (FEED). This entails finding capable Australian companies with the ability to meet the requirement of Scope of Works (SOW) outlined in the Work Packages listed on Project Gateway. Australian companies have been receiving pre-qualification papers which is the next step in determining capability. If you are one of these companies it is of the utmost importance that all sections of the document must be completed.

INPEX Ichthys Project continues to launch Work Packages on the ICN national web link Project Gateway.

The National Broadband Network (NBN)

The Industry Capability Network has signed an agreement with NBN Co to identify Australian capability for the roll-out of the National Broadband Network (NBN)

The Australian Government program is well underway in Tasmania. The first 3 stages are underway with 100,000 premises being targeted. This includes homes businesses, schools and hospitals, which will receive high speed broadband. The fibre-optic high speed roll out has began in regional areas delivering better telecommunications services into regional Tasmania.

NBN Co has intentions of reaching a target of 90% of Australian premises with the fibre access network. The network will be making its entry into Northern Australia from Brisbane in the future. The planned physical construction would involve a staged approach which would eventually pass more than ten million premises over eight years and require laying more than 200 000 kilometers of fibre cable.

Whilst the Tasmanian ICN will be leading the national project, an NTICN consultant has been appointed as the NT contact point. The relevance of this appointment will expand as the project nears the Territory.

PROJECTS

Common User Area

The Common User Area (CUA) is a 30 hectare site strategically located close to the Port of Darwin's East Arm Wharf in Darwin Harbour.

Stage 1 of the Common User Area is available for short to medium term leasing options at market rates. The size of both hardstand and land areas are negotiable to suit individual business requirements. The CUA is available for use by businesses to undertake a variety of economic activities that complement the role of East Arm as an intermodal transport and services hub. This unique land opportunity is particularly relevant to those engaged in the oil and gas industry and related services sectors.

BUSINESS RESOURCES



The BEC Business Health Check is designed to help you do so. By identifying your strengths and business improvement needs, we can help you focus valuable resources on the activities that deliver the most benefits for growth and profitability.

How will it help me?

The Business Health check will help you:

- develop a plan to support growth profitability and business value; and
- define the appropriate level and type of support and advice needed to sustain profitability and growth.

How does it work?

The service is delivered through one-to-one consultations with a Business Advisor

Step 1: Contact our Business Advisor, to arrange a time to complete the Business Health Check analysis.

Step 2: Carry out the Business Health Check analysis.

Step 3: The Business Advisor will generate a report identifying the prioritised areas to address.

Step 4: Together with the Business Advisor, you agree an Action Plan specifically tailored to your business.

How much does it cost?

This service is free of charge.

Contact

Geoff Pearce – Darwin

Phone (08) 8923 6122

Fax (08) 8923 6155

Mobile 0428 810 317

Bruce Clifford – Alice Springs

Phone (08) 8950 8107

Fax (08) 8953 1058

Mobile 0427 970 529

The Charles Darwin University Foundation was established in 1993 to enhance the relationship between the University and the wider Northern Territory community. The Foundation is trustee of the Charles Darwin University Foundation Trust. It encourages donations and other contributions and guarantees the security of funds raised to promote the University's development.

If you would like to know more about CDU Foundation Membership or to Donate to the university visit www.cdu.edu.au/foundation

LICENSING LAWS.. New licensing laws will be coming into effect as of the 1st July 2010 in the NT. All load shifting equipment e.g.. Forklifts/ Cranes/ Telehandlers etc will come under new legislation, namely "High risk licensing for persons performing high risk work (April 2006)". What this means is that personnel will have to provide (prior to undertaking a training course) a completed log book or some other form of proof of training with specific tasks to prove they have prior training before they will become eligible to register for any registered training courses.

If you require further information visit www.worksafe.nt.gov.au or phone 8999 5010

Did you know...From May 2010, the ATO adopted a new online security credential called AUSkey. The ATO have switched off their ATO digital certificate registration, renewal and replacement facilities. However, you will be able to continue using your ATO digital certificate until it expires or is cancelled. You can use your ATO digital certificate to register for an AUSkey through a simple online process. To do this you must register from the computer on which your ATO digital register is installed. Go to www.ato.gov.au for instructions.

Welcome cont...

Cont from pg 1... The recent 3rd Indonesian Procurement Forum conducted by the NT Government appeared to be its most successful to date and momentum seems to be heading in a very positive direction. Opportunities will be posted on Project Gateway, www.projectgateway.com.au.

Just a reminder that the latest Construction Snapshot has released by the Department of Construction and Infrastructure <http://www.nt.gov.au/infrastructure/services/snapshot/index.shtml>

KEVIN PETERS,
GENERAL MANAGER

May 2010

Company: Cairns Industries Pty Ltd
Contact: Shaun Cairns
Location: 10 Foster Crt, Borroloola
Tel: (08) 8975 8800
Website: (08) 8975 8855
Email: shaun@cairnsindustries.com



Cairns Industries Pty Ltd is a Borroloola based business, located 1000km from Darwin. Cairns Industries Pty Ltd has been carrying out major projects in the Borroloola region for the past four years and are predominantly building contractors, civil contractors and concrete suppliers employing 17 full time staff.

Cairns Industries recently invested a decent amount into their business by increasing their fleet of machinery thereby helping to secure contracts valued at over \$3 million dollars. Some of the new projects which have been won include a New Multi Purpose Building for Borroloola Community Education Centre as part of the Building Education Revolution (BER) Stimulus Package, concrete supply for the McArthur River Bridge being constructed by Steelcon Constructions, and houses and a duplex for Mabungji Aboriginal Resource Association.

The scope of Cairns Industries is very diverse, ranging from carrying out jobs such as building and renovation work, shed erection, concrete supply, concrete place and finish, excavator, backhoe and bobcat hire, through to road train cartage for various companies throughout our region.

Cairns Industries continues to identify ongoing business growth opportunities such as asbestos removal and the employment of a refrigeration mechanic and are also working closely with Robinson River Community, training local indigenous women to further their skills in welding at their workshop in Borroloola. These newly gained skills are being used towards building frames and trusses for their BER Stimulus package.

Understanding the needs associated with contracting in remote areas, Cairns Industries have recently set up McArthur River Hose & Fittings, a hydraulic hose business that caters for private contractors, mining, mineral exploration companies, cattle stations and communities.

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.

Send your Industry Capability Showcase story and photo/s to:
Elena Tsangari, email: info@nticn.com.au

Note: Company Showcase selection is at the discretion of the NTICN. Contributing company will be contacted and confirmed

**MBANT training courses -
 For a complete listing visit www.mbant.com.au**

White Card 9 & 16 June (Darwin) 10 July (Alice Springs)	\$110pp :Members \$130pp :Non Members	8.00am-3.00pm
Test & Tag 29 June & 27 July	\$220pp :Members \$290pp :Non Members	8.30am-12.30pm Or 12.45pm-4.45pm
Materials, Structures and Timber Framing 18, 19, 20, 21 June	\$1200pp :Members \$1440pp :Non Members	8.30am-4.30pm

For further information please contact MBANT's Project Manager on 08 8922 9666

INFORMATION FOR BUSINESSES...

Regional Ports 2010

Hosted by the Darwin Port Corporation, the 5th annual Regional Ports Summit will showcase the latest port developments and assess the planning, finance and operating strategies that drive regional ports, engines of economic and social activity.

When 27 & 28 July 2010

Where Darwin Convention Centre

For further information visit www.informa.com.au/conferences/transport/maritime/regional-ports-2010-p10m19

Seven small business professionals and specialists in their field are traveling to Darwin on Mon 28 Jun 2010 for a 1 day, hands on workshop to show you exactly what you need to do to be online and achieve more.

Discover the crucial building blocks for your online business success. Take away a complete and simple, step-by step action plan for your small business website.

Visit www.businessbalance.com.au for further information.

ACPET is holding a Skilling Forum, a two day forum on matters relating to skilling, training and professional development to increase your human capital. The program includes sessions on:

- Workforce Development
- Skills shortage
- Industry Training and Partnerships

For further information contact Michael on 0438 463 598 or email nt@acpet.edu.au

Excellence in Mining & Exploration 2010 will feature a two-day conference, providing key insight regarding emerging regions, investment and financing options, commodities, and market influences. Two post-conference workshops will also provide interactive and focused learning.

When 20-22 September

Where Sydney Hilton

For further information visit www.excellenceinmining.com

National Cyber Security Awareness Week

You are invited to attend a free security business seminar.

When Tuesday 8 June, 7am - 9am

Where Novotel Darwin Atrium 100 The Esplanade Darwin

Registrations essential: Book online at www.busessevents.nt.gov.au or Call 08 8999 6888

Enhanced Project By-law Scheme (EPBS) was revised and the guidelines re-launched on 30 April 2010.

If you have any queries about the changes contact the AusIndustry Hotline on 13 28 46 or email

hotline@ausindustry.gov.au

Department of Business and Employment are holding free business events throughout the month of June. Some of these include:

Tendering Essentials - Learn more about the tendering process and positioning your business for major projects and how to differentiate your company, your products and your ideas.

Where Katherine

When Thursday, 10 June @ 5.30pm

Business Resilience - Attend this Workshop to know your businesses statutory obligations, understand your financial statements and take advantage of the latest financial management technologies.

Where Alice Springs

When Thursday, 24 June @ 5.30pm

For further information or to register for these events visit www.busessevents.nt.gov.au

2010 Services Suppliers and Manufacturers Directory

The 2010 Services, Suppliers and Manufacturers Directory (SSMD) has now been mailed out to ALL companies registered with the NTICN.



If you have not yet received your copy, your details may be out of date.

Contact the NTICN today to check your details and to request your copy

Are you a company that offers a FREE or low cost business assessment / review programs that industry can benefit from?

If so, we would love to inform our database of 3500 Northern Territory companies of the services you offer.

If you are interested in assisting NT industry prepare for the future, please send us through some information of your service to be included. Send information to info@nticn.com.au



BUSINESS AWARDS

2010 NTICN Manufacturing Industry Award Launch

Please come and join us in launching the NTICN Manufacturing Industry Award as part of the 2010 Chief Minister's NT Export and Industry Awards program

Event Date: Tuesday, June 8 2010

Time: 5 pm - 6:30 pm

Venue: Linetec, 21 Callanan Road, Yarrowonga

RSVP: COB Friday 4th June

email: phenry@chambernt.com.au

2010 Minister's Award for Excellence for Commitment to Australian Apprenticeships

Nominations are open for the award that recognises the lifetime achievements of an individual who has completed an apprenticeship or traineeship, continued to work in their field and is now involved in training Australian Apprentices as part of their business or employment.

Nominations close 11 June 2010 @ 5pm (AEST)

For further information or to nominate an individual for this award visit www.australianapprenticeships.gov.au/awards/2010/ministers_awards_2010.asp

2010 Excellence in Building and Construction Awards

Entries for the 2010 Excellence in Building and Construction Awards are NOW OPEN.

These awards recognise the excellence of MBANT members over the last two financial years and aim to encourage, recognise and promote best practice in the Construction Industry, including the work of Apprentices.

For more information on the Awards or other events listed, please contact Krystal McConnell on 8922 9666 or visit www.mbant.com.au

2010 Telstra Business Women's Awards

The nation wide search for Australia's most inspiring business women is on again with the **2010 Telstra Business Women's Awards** now open for nominations.

Everybody must know at least one inspirational business woman, so to nominate yourself or someone that inspires you, visit www.telstrabusinesswomensawards.com.au or call 1800 817 536. Nominations close June 21.

MAJOR PROJECTS LIST

COMMITTED

Project	Proponent	Project type	Start	Value (A\$M)
Blacktip Gas Project	eni	Gas	2007	500
Darwin LNG 2010 shutdown	ConocoPhillips	LNG	2010	300-400
Darwin Waterfront Redevelopment	NTG/ Darwin Cove Consortium	Hotels, Apartments, public spaces	2005	800
Brewer Estate Power Station and Transmission lines to Alice	Power Water Corporation	Power Station	2008	50
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
RAAF Tindal	Dept of Defence	Base Redevelopment Stage 5	2008	58.7
RAAF Tindal	Dept of Defence	AEWC System	2008	64.2
Wonarah Phosphate Mine	Minemakers	Phosphate	2009	107

PLANNED

Ichthys	INPEX	LNG Plant, Darwin	2009	25B
Nolan's Bore	Arafura Resources	Rare Earths	2009	TBA
LEAP Accommodation	Dept of Defence	New accommodation at NT Defence locations	TBA	210

PROPOSED / POTENTIAL

Darwin LNG Train 2	ConocoPhillips	LNG	TBA	TBA
Browns Deposit	HNC (Australia) Resources Pty Limited (HAR)	Copper	TBA	TBA
Sunrise Gas Project	Woodside	Natural Gas / LNG	TBA	TBA
Tassie Shoals	MEO	Methanol / LNG	TBA	TBA
Darwin Energy Project	Cogen	Condensate	TBA	10B
Petrel/Tern/Frigate FLNG Project	GDF Seuz/Santos	LNG	TBA	TBA

*Due to the nature of projects this information is subject to change. Please confirm currency with NTICN.
Information sourced from: NTG Construction Snapshot; NTG Potential Mining Projects in the NT*