

BARKLY ENGINEERING CASE STUDY

The Company

Barkly Engineering's integrated machining and fabrication workshop was established 25 years ago in regional Mount Isa, offering services for the North West Queensland Mineral Province, with drafting and design, manufacture of components, plant and equipment, refurbishments, maintenance and logistics. The company's recent expansion program includes commissioning a new 1000m² workshop, and making the decision to supplement the Mount Isa production of engineered and manufactured products, where practical, with capable and cost effective Queensland companies. Barkly Engineering approached ICN Queensland to assist with sourcing Queensland suppliers for a recent major project.

The Opportunity

Barkly Engineering has a long involvement with a major local mine and consequently was asked to tender for the supply of Stainless Steel Reagent Tanks. Graham Liddell, Managing Director of Barkly Engineering says "We provided the client with a number of different services, including recommendations on the design of the tanks from a manufacturer's point of view. In order to ensure cost effectiveness for the client, we decided to partner with a company that specialises in the manufacture of stainless steel tanks and has the relevant capabilities to meet the client's needs technically and commercially.

Barkly Engineering contacted ICN Queensland seeking local companies that had the capacity and capability of manufacturing stainless steel tanks to the client's specifications. Eddo Roggeveen, ICN Queensland's Industrial Projects Coordinator

drew on ICN Queensland's broad knowledge of local industry, supplemented by information from several databases in order to locate capable manufacturers that could meet these requirements. Barkly Engineering required a quick turnaround, and within one day ICN Queensland provided a list of suitable Queensland manufacturers that fit the profile and had the capability to deliver these tanks on time and on cost.



Stainless Reagent Tank

The Results

As a result of the introduction arranged by ICN officers, and after conducting its own evaluation, Barkly Engineering awarded Stainless Tanks Australia a contract for four 70 000 litre Stainless Steel Reagent Tanks. Graham Liddell, Managing Director of Barkly Engineering says “ICN Queensland played an important role in enabling Barkly Engineering to be awarded a substantial contract. Our company is experiencing solid demand, and we expect there will be further opportunities presented to us in the near future that will require us to partner with other firms with particular capabilities. It’s comforting to know there is an organisation such as ICN providing such an excellent service to Queensland manufacturers - it has saved us time and money and added significant value to our company”.

Stainless Tanks Australia is based in Brisbane and manufactures high quality stainless steel tanks and other associated products from its purpose-designed facility in Murrarie. Dean Melville, workshop supervisor says “We’re a market leader in producing stainless steel tanks for the food and dairy industry, but we have wanted to work with the mining industry for some time now. ICN Queensland has facilitated a relationship between Barkly Engineering and us and as a result we are now a recognised supplier to the mining industry. Although we haven’t had to hire any additional staff to deliver this order of tanks, the contract ensured that our workshop employees remained fully utilized while boosting our overall bottom line”.

ICN Queensland’s Industrial Projects Coordinator Eddo Roggeveen has since met with Managing Director, Graham Liddell and Mount Isa Manager Steve Butler of Barkly Engineering to discuss further assistance and support that can be provided by ICN in the future. ICN Queensland has facilitated meetings between Barkly Engineering and a number of Queensland suppliers who can provide services and products to the Mount Isa operation in the near future, representing another proactive initiative to ensure Queensland Industry get maximum exposure to all available opportunities.



Stainless Tanks Australia Staff working on tank

According to the *Manufacturing Sector Impacts Report 2007*, compiled by ICN and Australian Economic Consultants Group, every \$1 million of manufacturing business retained in Australia or freshly generated by Australian companies creates 12 full-time jobs. Every \$1 million of manufacturing business retained or generated by Australian manufacturers also generates \$394,000 in taxes and charges, which benefits Australians as the government can reinject it into the economy.

For more information or advice, please contact:

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