

ICN QUEENSLAND KEEPS LOCAL SUPPLIERS HEALTHY

The opportunity

The new Browns Plains Primary and Community Health Centre is located on the Corner of Wineglass Drive and Middle Road. The site lies immediately to the south of the Grand Plaza shopping precinct off Beaudesert Road. The centre will service residents in Calamvale and Browns Plains in the North, to Park Ridge and Jimboomba in the South, including the fast growing areas of Boronia Heights and Regents Park.

The Health Centre is designed to house a range of government and non-government health related services across the spectrum of primary and community health services including;

- Aged Care and Rehabilitation Services, including
 - stroke and other rehabilitation allied health services, including social work, physiotherapy, community dietetics, occupational therapy, and speech pathology, and physician services
 - post-acute home and community care (HACC) program, funded maintenance, allied health and nursing services
- Children's health services, including:
 - child health nursing services
 - allied health therapies, including developmental clinics
 - paediatric outpatient clinics
 - child and youth mental health services
- Adult Mental Health services

- Drug and Alcohol services, including
 - needle syringe exchange
 - counselling services
 - health promotion services
- Oral Health services
- Antenatal services
- A range of specialist medical, allied health and nursing outpatient clinics including wound care, diabetes clinics, gynaecology clinics and surgical clinics.

FK Gardener is the principal contractor of the \$26 million project and construction is scheduled for completion by mid 2009. Industry Capability Network Queensland (ICN) was engaged by DPW (Project Services) on behalf of Queensland Health to assist in development, implementation and verification of local content, and reporting of outcomes from the project's Local Industry Participation Plan.

A process was established whereby FK Gardner forwarded to ICN their Design and Procurement Schedule listing on all work packages for the project, along with the tendering time line. ICN was then able to review contestable work packages appropriate to the Local Industry Policy, recommend a list of potential local suppliers, offer comments on local capability, and validate tender lists.

Contestable packages do not include designated items such as concrete supply, earthworks, etc, which it is assumed will always be supplied from sources local to the project. ICN carried out capability searches on a total of 10 contestable packages.

FK Gardener's Project Manager Carl Fiedler said "apart from the small percentage of machinery that was sourced from overseas by local suppliers, the majority of products and services used for the project were sourced locally. We have existing relationships with a lot of local suppliers which helped us to effectively carry out work and meet deadlines. FK Gardener does a lot of work in South East Queensland, but we also carry out work in the regional areas of the state. This is where ICN's knowledge of local industry really makes a difference."

The companies and benefits

B & D Australia is a market leader in the manufacture and marketing of garage doors, industrial and commercial doors, as well as automatic openers and other convenience products. The company was established in 1946 and since then, has manufactured and installed over 5 million garage doors in Australia and overseas. The Queensland branch employs over 200 staff members and the company has branches in Victoria, New South Wales and Western Australia

B & D Doors' Builder Supervisor Amanda Jeffrey said "the health precinct was a great project to work on, and every project we work on allows us to build on our experience. We supplied and installed motors, clear view roller shutters and industrial doors for the project, and started the contract at the end of 2008."

B & D Doors has previously worked with FK Gardener. Jeffrey said "in terms of value and size, this is one of our larger projects. As a local supplier, I can see the value in the services ICN Queensland provides to industry, which are especially valuable in these tough times."

Established in 2003, Metal Matrix is a Queensland company specialising in metal work and structural steel fabrication. Based in Labrador, the company employs 60 staff members and predominantly works on major Government projects.

Their impressive portfolio includes S2K rail line, Indooroopilly Station, the Kokoda Barraks re-development and Southbank TAFE to mention a few.

Metal Matrix was awarded the contract to supply metalwork for the Browns Plains Health precinct. Director Brian Harrison said "we provided general metalwork to the project including balustrades, hand rails, ladders, sun hoods and stainless steel fabrication. The estimated value of the project was \$80K, and although it's one of our smaller projects, it's a great project to be a part of."

Metal Matrix commenced work on the project in October 2008 and is due for completion in March 2009. According to Harrison "we get a call from ICN every now and again asking us for the company's capacity and capability to supply for a particular project. What generally follows is an invitation from the project contractors to either submit a quote or do the work. We've already worked with FK Gardener and have a very good relationship with them. However, I know there have been a few instances in the past where we have won contracts with new clients as a direct result of ICN Queensland's nomination. So, I can definitely see the benefits ICN provide to local industry. It's especially handy having your company's name in front of project proponents, whether you've worked with them previously or not."

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 re-inject it into the economy.

For more information or advice, please contact:

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