

IPSWICH MOTORWAY CASE STUDY

The companies

Trelleborg Engineered Systems Australia Pty Ltd (TESA) is part of the worldwide Trelleborg Group, headquartered in Sweden. The Trelleborg Group purchased Queensland Rubber Company Pty Ltd and its associated companies in 2001. Queensland Rubber Pty Ltd was established in 1946 by entrepreneurial dentist Stratton Russell and focused on specialty engineered rubber products for infrastructure. In 2001 the company was marketing its products to more than 40 countries. TESA provides a wide range of products for construction and infrastructure.

Allstate Linemarking is a Queensland-based company that's been linemarking the nation's roads for a decade. It employs 22 people. While most of the work is within the state, Director Allan Andersen says "we'll go anywhere". It has invested in the required equipment to do thermoplastic linemarking, providing high-wearing, more durable linemarking.

The opportunity

The Department of Main Roads has contracted Safelink Alliance to deliver the Ipswich Motorway Upgrade from Wacol to Darra. The Alliance consists of five partners, Main Roads, Leighton Contractors, BMD Constructions, Maunsell Australia and Arup.

Stage one is a \$700 million major upgrade of the Centenary Highway Interchange to a free-flowing, multi-level interchange and

an upgrade of the first 3km section of the Ipswich Motorway to a minimum of six lanes. The work began in April 2008 and is scheduled to run until late 2010.

Stage two is an upgrade of the 2km section of motorway west of Sandy Creek, Wacol, to meet the Ipswich/Logan Interchange at Gables. The work includes new pedestrian and cyclist paths, earthworks and bridgeworks for a new rail line from Darra to Springfield, passing through the new Centenary Highway Interchange, three new bridges, and the removal of five motorway access and exit points to improve safety and traffic flow. The project will reduce congestion and travel times on one of south-east Queensland's busiest motorways.

Trelleborg won a substantial contract to supply rubber bridge bearings for all the bridges in the upgrade project. Trelleborg's Infrastructure & Construction Products Sales Manager John Mosel said the bearings assisted the bridge structures to handle movement from temperature changes or traffic. Trelleborg was involved early in the process to ensure the bridge designs included movement and load estimates.

Allstate Linemarking's Andersen says the motorway upgrade is "one of our larger jobs". The company is also working on similar projects, like the Gateway upgrade.



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The benefits

Safelink Alliance Procurement Manager Peter Lees said ICN was called on to assist the project achieve its requirements under the Queensland Government's Local Industry Policy once it reached the total cost estimate stage which occurred in September 2007.

"I sent ICN the proposed tenders list, including the scope of works, schedule of rates, drawings and specifications and budget information" Lees said. Once ICN saw the proposed tenderer list, it was able to add further suggestions of potential companies to use.

"It was really helpful, and we ended up awarding tenders to some of the additional suggestions on ICN's list," he said.

Allstate Linemarking and Trelleborg both came with recommendations from ICN. "That certainly helped us choose them as a tenderer," Lees said.

"It's great. We don't know everyone in Brisbane. It's good to get some additional names. I keep all the information on file and take it back to my parent company for use on future projects."

He said ICN's input was very valuable on the motorway project. "They're also professional and fast." ICN Government Projects Manager Steve Jones visited Safelink Alliance onsite soon after he was notified that the Alliance had been awarded the motorway upgrade project. "We talked through ICN's role and how we could assist the Alliance to comply with the Local Industry Policy."

Jones said ICN's work benefited both contractors and suppliers. Even though some suppliers may already be known to the contractors, they gained extra exposure by being nominated by ICN. "It keeps their profile in front of contractors," he said.

Jones said it was also valuable for contractors because if a supplier appeared on ICN's potential tenderer list, it meant ICN was familiar with their work and knew they could perform the job required.

Mosel said Trelleborg had a long-standing relationship with ICN, which had introduced the company to a client in 1990 and they were still working for that contractor. He saw great value in ICN's role in filtering and adding credibility for suppliers.

"If a supplier is rated as suitable [for the project] and credible with ICN, that carries weight" Mosel said. It meant ICN had performed much of the legwork, saving time and effort for the contractor.

Andersen said it was valuable for businesses such as Allstate Linemarking to get a recommendation from ICN, showing the company had a good track record in its field. Much of his company's work came from 'the grapevine' or being already known to contractors, but it was advantageous to be seen to be participating in the high-profile projects. ICN's involvement was "a great idea", he said.

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 in areas such as health and education.

For more information or advice, please contact:

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