

LOCAL SUPPLIERS MAKE A BREAK IN PRISON PROJECT

The companies

Totalfab began life in 2001 as Thuringowa Sheetmetal and Steel Fabrication, with a 100m² workshop set up at the North Queensland Small Business Development Centre. With rapid growth and demand for products and services outside the Thuringowa area, the business changed its name to Totalfab in 2002, and relocated to a 2000m² site with 600m² of workshop space by 2005.

The company is a major player in the supply of engineering, fabrication and resource solutions to the mining and construction industries. Since its inception in 2001, Totalfab has managed both the labour and fabrication side of mining shutdowns. Totalfab Engineering Services has approximately 20 staff members while its sister company Totalfab Shared Resources has approximately 1000 people on its books. Totalfab provides various products and services to different industries including plate, pipe and structural steel fabrication, site installation and erection, parts and equipment procurement, design drafting and engineering, sheet metal manufacturing and general manufacturing.

CMC Metal Roofing Pty Ltd (CMC) was formed in 1992 as a contracting company providing all types of roofing systems to service government projects and the commercial, industrial and heavy industrial sectors of the building industry. Since then, CMC has grown to be a leader in highly specialised areas of roofing systems. With the head office based in Townsville, CMC has provided roofing products and services for different industries including seaport shipping facilities, mining sites, high-rise developments, factories, warehouses, schools, aircraft hangers, prisons, metal refineries and commercial developments.

They are also the preferred contractor to Queensland Bulk Sugar Terminals from Bundaberg to Cairns for new works and yearly maintenance. CMC is one of a small amount of contractors Australia wide and north of Brisbane that run a Quality Assurance System both in the office and on-site. This contributes to the correct installation and high standard of CMC's finished product and assists with keeping contracts on schedule and budget.

The opportunity

Townsville Correctional Centre, the oldest operating correctional facility in the State, is undergoing a \$270 million refurbishment and expansion. The project includes a \$142.5 million refurbishment and expansion of Townsville Correctional Centre (TCC), which will become the new Townsville Men's Correctional Centre (TMCC) and the design and construction of a new \$130 million Townsville Women's Correctional Centre (TWCC). Construction and engineering company Boulderstone Hornibrook is overseeing the two projects.

Townsville Men's Correctional Centre

The existing male centre is to be upgraded to provide accommodation in line with the standards of the Maryborough Correctional Centre, which is used as a general benchmark. The re-development includes the demolition of ninety-six cells to make way for 200 new cells, a new programs building, covered sports hall, five industry workshops, a central kitchen, visits area, detention unit and prisoner processing area. New staff and visitor car parking, an access road and dog squad facilities will also be constructed.

New Townsville Women's Correctional Centre

The new 154-bed women's centre will be built on land adjacent to the men's. Women are currently housed within the secure perimeter of the men's centre.



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The new stand-alone facility will include an indigenous meeting place, medical services, program education and sentence management and administration buildings, a new gatehouse, a central kitchen and bulk store, covered sports hall and a visits facility. The centre will also include special facilities for prisoners with disabilities and double unit - equivalent to eight beds - for mothers and their children.

Part of ICN's role in this project included the development of the Local Industry Participation Plan (LIPP), in order to maximise local content. ICN's North Queensland Regional Manager, Brett Guldbransen said "this particular project is well renowned for utilising local and regional Queensland suppliers and they did an outstanding job with complying with the LIPP."

Boulderstone Hornibrook's Contract Administrator for TMCC Melanie McKellar said "this is one of Boulderstone's first regional projects for some years, so knowledge of the local region and suppliers is crucial. This is where ICN's technical knowledge and expertise of the region and suppliers made it a lot easier for us to liaise with local industry. From a project management point of view, having a list of local/regional suppliers with capability assessments at our fingertips makes our job somewhat easier. ICN did a lot of the leg work with assessing the capabilities and capacity of local companies and bought them up to speed with the project, so when we contacted them they were aware of our needs. Their process is simple and quite flexible, and I'll definitely make use of their services again."



Prison block complete – Source: CMC

Construction of the TWCC commenced in late 2006, and the civil works component of the TMCC soon after in February 2007. Overall, an estimated \$100 million worth of contracts were given to local and regional suppliers.

"ICN were heavily involved with the women's centre, and since its construction was a few months ahead of the men's centre, we were able to use a lot of the same suppliers which was really helpful. Local suppliers were very responsive to our needs and were able to meet our expectations with their products and services, especially with some of the last minute orders we requested."

The benefits

Totalfab won the contract to supply, deliver and install steel fabrication and galvanised steel for the handrails and balustrades at the men's centre. Totalfab Operations Manager Greg Bellinger said "this project has been a very big part of our business for the last 12 months, and we've been able to pick up further contracts from Boulderstone Hornibrook since."

The contract was worth approximately \$300K to Totalfab for supplying over 500m of steel for handrails and balustrades. Bellinger said "an additional \$155K worth of work stemmed from the original contract and we currently have our installation crew finishing off some small jobs at the TMCC. We rely on ICN's services for major project work, and from a communications perspective, having ICN promote our services, especially in the current economic climate, is very beneficial for our business."

CMC Metal Roofing was awarded the contract to supply various roofing products and services for both the TMCC and TWCC, including corrugated roof and wall sheets, corrugated soffit sheets, walkway roof sheets, box gutters and insulation. The work for the women's centre took approximately 5 months and was completed in June 2008, and the men's centre contract is scheduled for completion in February 2009.



TWCC Multi Purpose Hall – Source: CMC

CMC's Project Manager/Estimator Matthew Rehbein said "this project is the largest single contract sum to date for CMC. The men's and women's prison contracts were worth \$3.5 million and \$3.2 million respectively with minor variations. Being involved in such a large project has several benefits for our company, our site managers and foremen are able to gain valuable skills in using on-site coordination, site meetings and being able to accommodate other trades whilst completing the project."

After completing the women's centre contract, CMC commenced work on the men's centre with a different project team. "We had had no prior dealings with Baulderstone Hornibrook before the commencement of this project, they're very professional and we're grateful for the help that ICN provided us to win this contract. ICN's service is great for local industry because it provides us with the opportunity to table tenders to large companies we've not had working relationships with before.

For example, we've had enquiries from Bundaberg for roofing to be completed over a 24 month period, and without ICN, this opportunity would never have appeared on our tender table. Giving builders a proven track record of sub-contractors allows them to award contracts based on more than price alone, which is great for local companies that provide comprehensive products and services" said Rehbein.

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.

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