

# LOCAL SUPPLIER WINS CORRECTIONAL PRECINCT CONTRACT

## *The opportunity*

Since 1959, Stoddart Manufacturing Pty Ltd has supplied and crafted a huge range of metal products for various applications in Queensland. Its portfolio includes plumbing, architectural metalwork for bridges, buildings, stadiums, lift lobbies and fire escapes. The company also makes animal cages, substation housings, street furniture as well as water features, drink fountains, urinals and toilets.

Its 49,000m<sup>2</sup> factory utilises a wide range of professionals including engineers, CAD and CNC drafts persons, project managers, metal craftsmen and professionally qualified administrators of health and safety and quality systems.

## *The Project*

The State Government identified Gatton as the location for a new correctional precinct after 12 months of consultation with South-East Queensland councils. The precinct site is located at Gatton-Esk Road, approximately 10km from the centre of Gatton and 100km from Brisbane's CBD.



South Queensland Correctional Precinct, Stage 1  
source: <http://www.uni-span.com.au/images/projects/gatton2.jpg>

Stage 1 of the \$485 million project which the Department of Public Works is project managing on behalf of Queensland Corrective Services is currently underway and expected to be complete in the second half of 2011. This stage of the development will include a 300-bed women's prison with some 30 buildings contained within the secure perimeter and a number of external buildings. Boulderstone is designing and constructing this stage, which includes the infrastructure for the 1004-bed men's prison. The correctional precinct is planned to cater for approximately 3500 prisoners, and subsequent stages are expected to follow over the next decade or so.

There will be a variety of accommodation levels ranging from high security cells to residential style blocks. The facilities will contain all ancillary buildings such as visits, kitchen, laundry, bulk stores, industry workshops, multi-purpose hall, gatehouse, and medical and administration facilities within the secure perimeter. Support facilities such as visitor reception, staff amenities, a dog squad, training facility and sewage treatment plant are provided outside the secure perimeter but within the correctional precinct site area.

The South Queensland Correctional precinct will bring significant economic benefits to the region, and will create employment opportunities during both the construction phase and its operation.

The precinct will mean employment for 250 staff upon completion of stage 1. This staffing number is expected to increase to 1750 when the precinct is fully commissioned. Employment will be across the full range of correctional services including custodial officers, administration staff, programs and education staff and trade instructors.



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### *The opportunities and benefits*

ICN Queensland has been involved with the project since May 2007. Initially, ICN prepared a Local Industry Participation Plan (LIPP) for the Project in May 2007 to assist with their Local Industry Policy compliance requirement to maximise supply opportunities for local Industry. Following this plan, ICN Queensland continues to complete periodic progress reports on behalf of the project to capture the extent of local participation, as consistent with the objectives of the LIPP.

ICN Queensland's Manager of Major Projects, Philip Glazebrook said "Baulderstone continues to comply with the Local Industry Policy and have been very cooperative in the whole process, ensuring where possible that work is awarded to local companies. To date, the Project has achieved over 75% of contracts being awarded to local Industry. This is an excellent result for helping to sustain local manufacturing and benefits the project through shorter supply lead times, higher availability for maintenance services and, of course, benefits for the wider community through jobs for local Queenslanders."

Baulderstone placed a supplier enquiry with ICN Queensland for a Vacuum Toilet and Water Management System. Through its expert knowledge of local companies and capability, ICN recognised an opportunity to help develop a new local manufacturing capability through the collaborative effort of complementary sectors of industry.

Glazebrook said "we identified 3 companies that we thought could develop this system, and got them talking in a room together. After discussing the trade package opportunity, the consortium of companies recognised the potential for collaboration that existed and two of the companies began to invest in developing this new local capability."

ICN Queensland worked down the tiers of subcontractors who could supply different aspects of the entire trade package. When Baulderstone unbundled the larger hydraulics package, it allowed other local companies to successfully bid for contracts. As a result, Stoddart won the contract to supply Vacuum Toilet Pans for the Gatton Correctional Center project.

"This is a good example of how ICN's knowledge of local industry capability and supply chain opportunities can benefit both local manufacturers and project proponents" said Glazebrook.

Stoddart's Market Development Manager Marcel Heijnen said "we've been producing steel toilet pans for many years, and have provided them to police stations and courthouses all over the country, and gravity toilet pans for various prisons."

Stoddart decided to invest in the capability of developing a vacuum toilet waste management system. "In 1999, we built an entire vacuum toilet system in our factory, with a view to creating the most effective flush. When the Gatton opportunity came around, we met with Phil Glazebrook from ICN to bounce around ideas of how we could approach the tender, and how we could tackle some of the issues we faced back in 1999. Phil had some good ideas about how we could get involved with some local companies to develop the entire vacuum system."

"When the time came to tender, we invited Corrective Services and Baulderstone on-site to demonstrate how our toilet pans can work in chorus with a vacuum waste management system. We had developed a product that was not only cost competitive and good quality, but one that was quieter than other vacuum systems in the marketplace."

"The work ICN did with Baulderstone assisted them in their decision to unbundle the hydraulics trade package into smaller parts. This move, coupled with our capability of designing a good product, saw us win the contract to supply the vacuum toilet pans for the Gatton Correctional Centre."

"This is a significant contract for our plumbing division, in both strategic and dollar terms. Not only does it reinforce the good relationship we have with Baulderstone, but opens up opportunities for us to supply to Queensland Corrective Services in the future."

In fact, on the back of this contract, we won another contract to supply 5 vacuum toilet pans to another correctional centre in Queensland. I believe ICN's real value is that they gave us a voice into the project. They illustrated to Baulderstone that we had the capability and knowledge to provide this product. They also helped me understand the ins and outs of tendering with Government projects, which I see as priceless. They really do provide a great service for local industry."

The Area Project Manager for the Correctional Precinct, Matt Eastman said “we’ve worked with ICN Queensland on a number of projects in the past, including the Townsville Men’s and Women’s Correctional Centre, where they helped us source local suppliers. No matter where Boulderstone works, we try to support local businesses as much as possible. So when we work in regional areas, it’s good to have ICN review our lists and propose other companies that we might have missed in the process.”

“We’ve worked with Stoddart a number of times in the past, and we’re aware of the high quality products they produce, and their capability as a local company. By having the consortium approach, we were made aware of Stoddart’s capability to produce vacuum specific toilet pans and how they would interact with the entire vacuum management system. Overall I think Stoddart performed very well in the entire process, and while we have only viewed prototypes at this stage, Stoddart has produced a very high quality product” said Eastman.

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 10 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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