

ICN LINKS QUEENSLAND SUPPLIERS WITH RAIL PROJECT

The companies

PHP Contractors Pty Ltd (PHP) was formed in March 2002 and during the last 7 years has made an impressive impact in the commercial plumbing market in Queensland. The company initially began operation in Brisbane with co-owners Paul Hutchins and Sean Capes. As a result of substantial business success and continued growth, the company now employs over 70 staff throughout Queensland with offices in Brisbane, Mackay and the Gold Coast. PHP's commercial operations specialise in new construction, refurbishments tenancy and shop fitouts and commercial maintenance.

Since 1959, Tom Stoddart 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.



Computer model of Varsity Lakes Train Station

Its factories utilise 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 opportunity

Construction is well underway on the Queensland Government's Robina to Varsity Lakes Railway extension project. The rail extension is being delivered by Queensland Rail as part of the Government's South East Queensland Infrastructure Plan (2007-2026), as the first step in the progressive extension of the Gold Coast line to the Gold Coast Airport. Project benefits include new public transport infrastructure for the Gold Coast region, increased rail capacity, better connections for Gold Coast communities and will create approximately 150 new jobs. The development itself includes:

- a new 4.1km electrified track with bi-directional signaling from Robina to Varsity Lakes
- construction of a new 300m long tunnel under Easthill Drive
- construction of three new bridges on Investigator Drive, Robina Parkway and Scottsdale Drive
- construction of two new over-rail line road bridges on Investigator Drive and Robina Parkway
- construction of new train station at Varsity Lakes

The Queensland Government has purchased 8.5 hectares of land which will feature the Varsity Lakes train station and the Varsity Station Village.

The new train station is located south of the Mudgeeraba substation, on Coromandel Lane, between Scottsdale Drive and the Pacific Motorway on the decommissioned Coromandel Lane landfill site. It is expected to be completed in late 2009 and will feature 300 car parking spaces, 6 bus bays and pick-up and drop-off zones. ICN Queensland has been involved with the Varsity Lakes train station project since its inception.

ICN Queensland's Manager of Government Projects, Steve Jones said "initially, ICN created a Local Industry Participation Plan (LIPP) for the project, assisting prime contractors, Trackstar Alliance, to articulate how they would meet the Queensland Government's Local Industry Policy (LIP) requirements. We also provided lists of capable Queensland suppliers for the project's work packages and since construction commenced in 2007, ICN have been conducting monthly progress reports on the project and its compliance with the LIP."

TrackStar Alliance is a long term infrastructure delivery business that harnesses the best skills of five experienced business partners. The partners include QR, Thiess, United Group Infrastructure, Aurecon and AECOM. Trackstar Alliances' Site Manager Andrew Gibson said "due to the LIP, Trackstar is required to engage a number of local companies to supply to the project, this is where ICN's services proved very beneficial because it saved us from having to investigate different companies ourselves. They identified and nominated a number of local companies for various work packages and in some cases, ICN introduced capable local suppliers that we would otherwise not have known about."

The benefits

PHP won a number of work packages on the project including the supply and installation of pre-formed metal roofing, stainless steel gutters and downpipes, installation of hot and cold water services, sanitary drainage and civil storm water systems. PHP's Chief Estimator and Project Manager Pat Tuite said "we fabricated all the metalwork at our Gold Coast workshop before commencing installation onsite at the train station. This is one of PHP's small-to-medium sized contracts and is worth approximately \$800K to the company."

Although PHP has worked with Trackstar Alliance and Theiss in the past, I can definitely understand the benefits of having ICN nominate the company for ongoing work. Things were slowing down at our Gold Coast office because of the economic downturn, so this particular contract is great because it allowed us to retain jobs that we would otherwise have made redundant" said Tuite.

Tom Stoddart Pty Ltd won a \$550K contract to supply mild and stainless steel metalwork for the project including, handrails, balustrades and car park fencing. All metalwork was manufactured onsite at the company's workshop in Brisbane. Tom Stoddart's Project Supervisor Dennis O'Callaghan said "it's been a great project to be a part of and it's different to the projects we've worked on in the past. We've finished manufacturing all the steel and we're working on the installation. Overall, the contract will take about 10 months to complete."

"Tom Stoddart has worked with Theiss and QR in the past, however this is the first time the company has worked with Trackstar Alliance. Whether we won the contract as a result of ICN's nomination or our relationship with Theiss and QR, I can definitely understand the benefits ICN Queensland provide for local industry. By nominating suppliers for work packages on major projects, ICN is effectively assisting Queensland businesses to keep busy in the downturn. As a result of the contract with Trackstar Alliance, we've been able to retain the employment of some staff, which is critical in this economic climate."

According to the Manufacturing Sector Impacts Report 2007, compiled by ICN Queensland 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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