

Major Projects Supplier Program

Camel Tanks



Camel Tanks up for major projects

The Major Project Supplier Program (MPSP) helps Queensland suppliers build capability to increase both competitiveness and better position the company to win major project contracts. The Queensland Government sponsored MPSP initiative has helped Queensland company Camel Tanks to successfully tender for major projects in Queensland.



Company at a glance

Camel Tanks is a privately owned Dalby based company that has been in business for only four years with an annual turnover of approximately \$4.1M and employs 11 employees.

Camel Tanks produces a wide range of Roto Moulding Polyethylene products including tanks, silos, boats, kayaks, pontoons and sheds for rural, domestic and commercial customers.

In addition to standard product lines the company also designs and manufactures custom products and is engaged in the development of new products for diverse and emerging market opportunities.

Since beginning operations in 2007 Camel Tanks has become a reliable supplier aiming to provide an exceptional standard of service.

The company takes pride in providing personal service and giving customers the right advice and products to suit their individual needs.

While Camel Tanks have developed a quality reputation in the rural and retail sectors the company is looking to grow their business in the commercial sector including the emerging gas projects in the Surat Basin.

As a company located close to the Surat Basin these projects provide an excellent opportunity for business growth.

Although the company is making some inroads into this sector it has some way to go to maximise the opportunities available and achieve their full potential in this important local market.

Fast Facts

- Camel Tanks is a privately owned Dalby based company that has been in business for four years with an annual turnover of approximately \$4.1M
- The assessment indicated that for a small company, Camel Tanks has exceptionally mature and robust business practices
- The company has an excellent business culture with good manufacturing capabilities



ICN in Queensland, a division of QMI Solutions Limited, is supported by the Queensland Government to proactively contribute to business innovation and growth by increasing local industry access to major projects and assists in showcasing the capability of Australian companies. We are a member of the ICN national network throughout Australia and New Zealand.



ICN Case Study: Camel Tanks



The opportunities and benefits

Undertaking an MPSP Assessment with a qualified ICN consultant will allow companies to see where their strengths and weaknesses lie, and each company is issued with an action plan, based on the outcomes of the Assessment.

The Action Plan includes tasks that can be undertaken immediately, to long term projects, all which will assist in increasing their overall capacity.

Working with the ICN consultant allowed for a productive environment for the assessment to take place.

The Outcome

The assessment indicated that for a small company, Camel Tanks has exceptionally mature and robust business practices and procedures beyond what is normally encountered in typical SMEs of comparable size.

The company has an excellent business culture with good manufacturing capabilities relevant to its product range as well as a strong culture of innovation which is evident throughout the company operations.

The overall management approach and professionalism of the business was outstanding and impressive.

“Completing an MPSP with ICN Queensland is just what companies need to gear up to undertake major project work” Camel Tank’s Mark Fitzgerald said.

“We now have a better understanding of our readiness to tender for upcoming major projects.”

“We also have an understanding of what improvements we need to make to be on track.”



Major Project Supplier Program

ICN Queensland in partnership with the Queensland Department of Employment, Economic Development and Innovation (DEEDI) developed the Major Project Supplier Plan (MPSP) to boost Queensland industry’s success in supplying to major projects throughout Australia, including the State’s record \$17.1 billion capital building program. The MPSP program is fully subsidised and provides eligible Queensland companies with a comprehensive analysis of its current position against the unique requirements of major projects.

An MPSP takes approximately 1.5 days for the assessment and the facilitator generates a report which comprises:

- A capability assessment of the business against the requirements of major projects
- A review and discussion of the results of the assessment with company decision makers
- Identification of key areas for improvement and a prioritised action plan.

www.cameltanks.com.au

Need support to identify new projects and contracts?

Contact us to find out how ICN can help via the Major Project Supplier Program

t: (07) 3364 0670
e: info@icnqld.org.au
w: www.icnqld.org.au

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Mark Fitzgerald | Camel Tanks