

Major Projects Supplier Program

Thoroughclean

THOROUGHCLEAN HIGH PRESSURE WATER BLASTERS

Systems focus for Thoroughclean

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 Thoroughclean to improve their capability to win major projects in Queensland.



Company at a glance

Thoroughclean is a privately owned Queensland company that has been in business for over 25 years and specialises in the design and manufacture of heavy duty high pressure water blasters and has developed a wide range of equipment for various industry sectors including mining, quarries, slipways, offshore projects, heavy transport, manufacturing operations, food processing, cleaning contractors and equipment hire companies.

The company operates in a very competitive market, produces excellent quality products and has repeat orders.

In addition to new product design and manufacture the company also offers a range of related services including parts, service and refurbishments.

A substantial part of the company business is derived from leasing fully maintained units to major plant and equipment hire companies with the majority of Thoroughclean business is predominately in the local market however the company has also exported to a number of Asian and regional countries including PNG, Indonesia and China.

The company employs 17 full time employees with an annual turnover of approximately \$3.5 million and until recently the company was a family-owned business but was sold to new owners in January 2010.

The business currently operates out of a manufacturing facility established on a farm at Peak Crossing south of Ipswich but under the new ownership, will move to a new facility at Dinmore.

Fast Facts

- The assessment indicated that the company has good design and manufacturing capabilities relevant to its product range
- Thoroughclean business is predominately in the local market however the company has also exported to a number of Asian and regional countries
- The company operates in a very competitive market, produces excellent quality products and has ongoing repeat orders



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: Thoroughclean

A Division of QMI Solutions

Thoroughclean consistently delivers well engineered high quality products and with the move to new premises the company has an ideal opportunity to drive significant cultural change through the organisation and achieve world class manufacturing best practices and performance.

The opportunities and benefits

Undertaking an MPSP Assessment with a qualified ICN consultant allows 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.

“The MPSP helped us identify the ‘gap’ that exists between us and becoming a major supplier,” Thoroughclean’s General Manager Harold Muller said.

“It also outlined for us what we need to do to get to be considered to be world’s best,” he said.

The Outcome

The assessment indicated that the company has good design and manufacturing capabilities relevant to its product range.

The company has a very lean management structure and utilises processes and systems that are relatively simple but adequate for current levels of business.

“Mostly we identified the need to have systems in place,” Muller said.

“Currently, most of our tasks are done informally, so we need to implement systems and procedures which are properly documented and recorded.”



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.thoroughclean.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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Harold Muller | General Manager, Thoroughclean