

ICN Mailer

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New staff and changes

Since our Sep 11 Mailer, ICN has had a few staff changes. Dave Corney has joined the team as our Christchurch based Project Procurement Advisor focusing on maximising local industry's involvement in the rebuild of Christchurch. After almost three years as Director ICN, Paul Linton moved on and has taken up the role as Country Manager for Objective Corporation Ltd and Richard Harrison has taken over from Paul as Acting Director.

Christchurch



As reported in our last Mailer, ICN has placed a staff member in Christchurch. Dave Corney is now in the seat within the Canterbury Development Corporation (CDC). He is helping to make sure decisions are made and buyers are aware of capability that helps maximise local involvement in the rebuild. Dave is working closely with the Christchurch City Council, Canterbury Earthquake Reconstruction Authority (CERA), the local Canterbury Employers Chamber of Commerce (CECC) and industry from throughout NZ.

There is further information on the Christchurch rebuild on the following pages and if you haven't done so yet local companies should ensure they are registered on the ICN's capability database through www.icn.govt.nz

Innovation

ICN continues to work closely with companies in the defence, oil & gas and energy sectors.

We have both directly or via our parent organisation, New Zealand Trade and Enterprise, matched and introduced a number of local companies with innovative products or solutions to major offshore companies and government organisations.

ICN is in a fortunate position of being across a wide range of industry sectors and has a good understanding of current and emerging developments. We are keen to see NZ technologies

put in front of potential buyers and we may be able to assist in transfer of innovative technology between sectors both here and offshore.

So if you are a supplier with a new capability or technology that you think we should know about or you are a buyer looking for a company with a specific or innovative product or technology, please email us at info@icn.govt.nz.



Register or update your profile

With the new addition of regional opportunities on ICN Gateway on the horizon it is more important than ever to make sure you are registered and have an up-to-date profile on the system.

To list a project or register your business visit www.icn.govt.nz



Christchurch reconstruction effort

Canterbury Earthquake Recovery Project

After a sequence of catastrophic earthquakes, starting in September 2010, Christchurch City and the surrounding areas were severely damaged. This left New Zealand with a major repair and reconstruction project to fix the damage. The value of this disaster is still being estimated but the repair and reconstruction will be the highest value of any project undertaken in New Zealand.

Progress so far

The rebuild of Christchurch is underway but the main focus is still on the demolition of buildings damaged beyond economic repair. The demolition process is being managed directly by the Canterbury Earthquake Recovery Authority (CERA) who expects to have most of the CBD demolition completed by the middle of 2012. CERA has formed an alliance with major civil engineering companies to undertake the below ground services reinstatement and road repairs. Analysis of the state of existing systems is well underway and geotechnical evaluation of the land is also progressing well.

In parallel to the demolition phase, key areas of reinstatement of below ground services are being undertaken by the alliance partners. This is quite complex as in many areas the ground around the services lines has to be stabilised first, requiring substantial use of sheet piling and other ground shoring systems.

Reconstruction

CBD

Reconstruction is dependent on completion of the demolition phase and reinstatement of earthquake insurance cover. Demolition of major buildings in the CBD is expected to be completed in the 2nd quarter of 2012 with reconstruction starting six months to a year later, depending on reinstatement of below ground services and the insurance industry providing earthquake cover or developers self-insuring.

Housing

Repairs to housing stock that can be conserved will continue for at least two years, with new and replacement housing commencing in early 2012 for a period of up to ten years. The actual number of new and replacement houses is still to be evaluated but will be in the 20,000 – 30,000 range.



ICN activity

ICN representative David Corney has been working in Christchurch since mid September 2011 with a focus on getting as many of the local companies able to contribute to the reconstruction process onto the ICN Gateway and visiting as many of them as possible. Particular focus has been on the civil engineering companies capable of supporting the alliance to speed up the civil reconstruction.

Work packages

Work packages for supply of goods and services will be progressively released as the project scope is defined and detailed design is progressed.

Regional opportunities

There is a new regional service about to be launched as part of ICN Gateway in New Zealand, available early next year, it will be aimed at smaller opportunities. The new service will have the added functionality to provide regional opportunities to businesses across New Zealand, giving you access to both smaller opportunities and major public and private projects. Registered businesses will receive automatic alerts to opportunities where their goods or services are in demand and can register their interest against specific projects. ICN Gateway's database of local industry capability will be searchable online by product, service, industry, region or key word.

Suppliers will still have access to the main part of ICN Gateway which is a powerful online tool containing around

\$120 billion worth of major project and more than 50,000 registered users from across New Zealand and Australia.

Unlike the main ICN Gateway tool, opportunities will be notified to a selected regional target audience. So for example, if a local authority wants to notify companies within its territorial area, it can do so by selecting a region when it releases the information. The service will be provided to public and privately owned organisations, completely free of charge. It is anticipated that the first use of regional opportunities on ICN Gateway will be in the Canterbury region with information on the rebuilding being some of the first opportunities to be listed.

For more information, please contact Ian Mallett on 04 816 8256 or email ian.mallett@icn.govt.nz



Case study - Australia

ICN a Pacific link for Solar

The US-based company First Solar is one of the world's largest manufacturers of photovoltaic (PV) solar systems. For the Australian market, it needed local suppliers of quality components. ICN has introduced Victoria's Hofmann Metaltech to a 21st century growth industry.

First Solar has 6,400 global associates and suppliers, and annual sales of over \$3 billion. Plans for a large solar array in Western Australia has drawn it downunder again. For local components, it knew where to go.

"We found out how good ICN were back in 2010, when they helped us in Victoria", says Rob Bartrop, First Solar's business development manager in Australia. "But we really credit what ICN did this time. Noel Morton took extraordinary steps to get to know our business and help us build relationships with local suppliers."

What First Solar needed were specially made brackets that held the valuable solar panels in place. Noel Morton, ICN's regional Manager in Victoria knew that Hofmann Metaltech could do it.

Hofmann Metaltech has provided high precision engineered solutions to firms like Boeing, BAE Systems and Rolls Royce Aerospace for over 50 years. They have the engineers, machinists,

fabricators and toolmakers to design and build whatever their clients need.

"We have worked with Metaltec for over 10 years," says Noel. "They'd delivered on complex projects such as the Australian Synchrotron, and we knew they could deliver provide a world-class product at a competitive price."

So far, so good – for both companies. Hofmann Metaltec has tooled up its Cheltenham factory for the large steel brackets, built up and trained its skilled engineering team to precision-press the brackets.

Denver Alvis, Metaltec's Engineering Business Manager, has appreciated Noel's "excellent work in this endeavour." Metaltec is now ready for any or all of First Solar's projects in the region.

First Solar is equally impressed. Without ICN's assistance in finding an Australian supplier, it would have had to import the brackets, putting unwanted stress on its supply chain.

"We will continue to work with ICN to find the best local metalworkers and manufacturers", says Mr Bartrop. "And also Australian designers who can help us tweak our own products to meet Australian standards and suit Australian landscapes."

For Hofmann Metaltech, ICN has bridged the Pacific in an industry with a very long-term future.

Geothermal

ICN has been working with NZTE on the Geothermal New Zealand Inc project. This is a project to encourage and facilitate collaboration between companies working in the geothermal space and to internationalise their expertise. These companies have cut their teeth on the geothermal projects going on in New Zealand for many years. Currently there are five geothermal power projects at various stages in New Zealand with the capacity to generate 586MW of energy. Two projects in the Taupo region, Mighty River Power's Ngatamariki project and Contact Energy's Ti Mihi project are already underway and should be producing power in 2013.

For further information and opportunities download the report [Geothermal Energy – The Opportunities](#)

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From everyone at ICN we hope you have a great break over Christmas and we wish you a prosperous New Year.

