

# Mid West Procurement Officer

## Quarterly Report

To

# Stakeholders

September 2011, 2<sup>nd</sup> Quarter

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### Position Sponsors

**Karara Mining Ltd**

**Oakajee Port and Rail**

**Sinosteel Midwest**

**City of Greater  
Geraldton**

**Shire of Dalwallinu**

**Shire of Morawa**

**Shire of Perenjori**

**Mid West Chamber of  
Commerce &  
Industry**

**Department of  
Commerce**

**Crossland Resources**

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## EXECUTIVE SUMMARY – MID WEST PROCUREMENT OFFICER QUARTERLY REPORT

### BACKGROUND

The Mid West Procurement Officer (MWPO) was appointed on the 18/1/2010 by the Mid West Chamber of Commerce and Industry as the Host agency. Funding for the position has been sourced from the following parties.

- Karara Mining Ltd
- Oakajee Port & Rail
- Sinosteel Midwest
- City of Greater Geraldton
- Shire of Morawa
- Shire of Perenjori
- Mid West Chamber of Commerce and Industry
- Shire of Dalwallinu
- Crosslands Resources

### Q2 ACTIVITY

Attached is a report of activity to date against the KPI's (KPI's previously circulated to all stakeholders).

The **Industry data base** is continuing in its development and it has moved from 691 businesses across the Mid West in the last report to 806 at the end of September 2011. The actual number of registered businesses is closer to 600 as many companies have multiple entries listed. Currently there are 265 Industry Categories in the database. The number of Company Profiles registered is 147 and further followup work is progressing on increasing this number.

### Best Practice Visits

**Queensland National Freight** participated in a visit on Friday 29 July in relation to their East Narngulu rail project. At their request I was able to organise visits and meetings with the following organisations. Carr Civil, Central Earthmoving, Diab, Maicon Engineering , Midwest Transportables and Fuel Fix Tanks 2 Go. Due to the shortness of their visit I took them on a whistlestop tour of Narngulu and Webberton LIA's pointing out the range of businesses that were available to work with them on this project.

The visits were well received and I believe have added value to the capability of our Geraldton based businesses.

The timeframe for this project is very tight with the earthworks tender closing on 5 August 2011.

The Mid West Economic Summit also presented the opportunity for networking and for delegates to visit local businesses.

I have been liaising with Stuart Griffiths from Sinosteel about work opportunities and I was able to take him to three businesses that he has been in contact with recently. These businesses were Adam's Catering, Masters of Maintenance and Midwest Transportables. The visit enabled Stuart to discuss first hand, some possible opportunities that may become available in his organisation over the next 6 months.

### **BUSINESS AFTER HOURS**

Events were held at:

Geraldton on 28 July and was sponsored by Coates Hire and Westrac.

Perenjori on 11 August and sponsored by Karara Mining.

Geraldton on 29 September sponsored by the Telstra Shop.

These events were well attended and provided significant networking opportunities for the sponsors and MWCCI members.

### **Dalwallinu**

A visit to Dalwallinu businesses over two days culminated in a Business Network event on the evening of 10 August 2011.

The event was a JV between the MWCCI and the Dalwallinu Shire and was sponsored by Asia Iron Extension Hill Ltd. Harry Goff from Asia Iron delivered a presentation to 60 local business people on the current status of the project. The interaction from the participants was very good and Barbara Thompson was able to sign up several new members on the night.

The Procurement Data Base has added approximately 30 new businesses from this trip.

### **Mid West Economic and Resources Summit.**

Another successful event was held this year with 320 participants over the two days of the summit. It was very pleasing to see several new companies on the the speakers list. I have made contact with Ferrowest, Sheffield Resources and Padbury Mining and I am hopeful that business opportunities will eventuate over the next 12 to 18 months.

### **Mingenew Business Network Meeting**

The MWCCI attended a meeting at the request of the local businesses and the Mingenev Shire. This was a very successful event and Bill and I were able to provide a briefing on the Chambers capabilities and how we would be able to help their businesses progress. I was able to add a further 4 businesses to the data base and another two businesses signed up MWCCI Membership on the night. We are hopeful that more members will be joining soon.

## **Other Events**

I participated in the following events over the past three months.

- Morawa Super Towns Launch
- Stall at the Mingenew Expo.
- Western Power Stage 2 consultations at Eneabba.
- NBN Co briefing and impact for the Mid West
- Breakfast meeting with the Shadow Treasurer Michelle Roberts.
- WA Tourism briefing on future events and funding opportunities.
- TNS survey re employment and training options for local communities working with the Asia Iron Project.
- GIOA Employment Expo
- Mid West Economic and Resources Summit

## **Business Meetings and Networking**

The MWPO has met with the following proponents and attended the following networking meetings to further cement the position of the MWPO within the Region.

Kim Pervan – OPR

Peter Spalding – OPR

Peter Jones – Asia Iron Extension Hill

Peter Morris - Karara

Lee Farrell - Karara

Greg Payne – Karara

Ed Brannan – Crosslands

Roger Coleman – Leightons

GJ Shilperoort – OPR

Reg Nivens – OPR

Claire Blatchford – QR National

Steve McKimmee – Karara

Gary Snook – CME

Stuart Griffiths – Sinosteel

Scott Whitehead – Sinosteel

Rob Jefferies – GIOA

Ted Boronovskis – CCIWA

Harry Goff – Asia Iron

Bill MacKenzie – Asia Iron

Peter Crispin – CEO Dalwallinu Shire

Laurent Basso QR National

Bob McCarty QR National

Sean Westoby Georgiou Group

Davinda Grewal – Cashmere Iron

Brett Manning – FeroWest

Melanie Davies – Oracle Energy

Jerom Bourne – Karara

Gavin Treasure – CEO Morawa Shire

Stan Scott – CEO Perenjori Shire

Ray Wall – Project Manager Mumbida Wind Farm, Leighton Holdings

<b>MONTHLY REPORT - MID WEST PROCUREMENT OFFICER</b>			
<b>KPI's</b>	Annual Target	<b>Progressive total from 28/2/11 total</b>	Sept-11
Regular Meetings with Project Proponents	60 pa	<b>35</b>	10
Participates in early stage contract scoping with major proponents	10 pa	<b>1</b>	1
Provision of Mid West Business capabilities to Project proponents	10 pa	<b>5</b>	1
Broker Project proponent needs with local business capability	10 pa	<b>6</b>	1
Morawa, Perenjori, Dalwallinu visits	16 pa	<b>6</b>	1
Maintain current update of Mid West Tender link	52 pa	<b>28</b>	3
Attend Network Functions to promote Procurement Officer Role	10 pa	<b>7</b>	3
Weekly column in Chamber Newsletter	45 pa	<b>25</b>	2
Promote open and varied communication campaigns	5 pa		
Utilise Industry Specific Databases to communicate opportunities	10 pa	<b>9</b>	2
Promote alliance and partnership tenders from local businesses	6 pa	<b>1</b>	
Provide practical assistance to local businesses to win work	10 pa	<b>4</b>	1
Run Business 2 Business campaigns or projects	4 pa		
Reports on Activities to all stakeholders	4 pa	<b>1</b>	1
Number of tenders facilitated to Mid West Businesses			
Value of tenders facilitated to Mid West Businesses			
Number of enquiries to procurement officer		<b>1317</b>	247
Number of meetings attended		<b>132</b>	25