

Australian Industry Participation (AIP) Plan Executive Summary

1. General Project Details

Company Name: Australian Rail Track Corporation (ARTC)

Description of the project: The Adelaide to Tarcoola Rail Upgrade project: The Australian Government has committed funding to re-rail Adelaide (Islington and Outer Harbour) to Tarcoola in order to achieve higher axle loads of 25 tonnes at 80 kilometres per hour. The upgrade will improve capacity by increasing rail size along the interstate rail line, moving rail size from 47 kg per metre to 60 kg per metre. The project will see the upgrade of 600 kilometres of track.

Estimated total project value: \$252 million

Project location: The project is split into three main geographical areas in South Australia:

- Outer Harbour, Adelaide to Dry Creek, Adelaide,
- Dry Creek, Adelaide to Crystal Brook, and
- Crystal Brook to Tarcoola.

Link to project information: www.artc.com.au

Project contact for procurement information: Mr Ben Leske, 0417 767 176 / bleske@artc.com.au

2. Opportunities for Australian industry involvement

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers	Opportunities for overseas suppliers
Rail (i.e. Steel for rail track and assembly/casting)	Yes	No
Quarry Products (Ballast)	Yes	No
Turnout Components (including whole turnouts and components)	Yes	No
Civil Products (including culverts and structure components)	Yes	No
Plant Hire	Yes	No
Rail Jewellery (i.e. rail fastening clips)	Yes	No
Contracted Labour	Yes	No
Flashbutt welding capability	Yes	No

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

3. Communication Strategy

- ARTC will release details of the types of opportunities available to the Australian industry, including tender packages and pre-qualification requirements, through its website: www.artc.com.au.
- ARTC will make direct contact with Australian industry (e.g. letters or emails) inviting tender responses or informing about opportunities and how to respond to these opportunities.
- ARTC will consult with the transport, logistics and rail supply industry associations (South Australian Freight Council, Australasian Railway Association) to help identify capable and competitive Australian industry suitable to supply goods or services to the project.
- ARTC will use its current memberships with the Permanent Way Institution SA and Rail Track Association Australia to promote supply opportunities through their respective newsletters, including announcement of public briefings. ARTC will conduct public briefings on project opportunities in the Spencer Gulf region in South Australia which will include the transport and rail supply industry, local government and the general community.
- ARTC will publish media releases/statements through mainstream media (e.g. newspapers, industry magazines and/or business journals) detailing supply opportunities and how Australian suppliers can respond to these opportunities.

4. Opportunities through all tiers of supply and in all stages of the project

- ARTC will ensure that the engineering design is based on Australian Standards and on International Standards in common use in Australia. These project standards can be met by the Australian industry. The project will be working to the ARTC standards. These standards can be found on: http://extranet.artc.com.au/eng_all.html
- ARTC will allow any supplier to pre-qualify for tendering on procurement packages so long as certain criteria are satisfied. All suppliers will be assessed on the same basis based on the listed criteria. In order to pre-qualify the supplier will need to address typical issues including:
 - Safety, health and environmental (including WHS Safety Accreditation Scheme),
 - Industrial experience in the rail environment, with an emphasis on experience in Australia,
 - Quality Assurance,
 - Capacity to meet schedule targets,
 - Technical and technological competence of the applicant,
 - Ability to meet technical standards,
 - Track records of similar work,
 - Skills and capability of the organization and its human resources,
 - Financial standing,
 - Suppliers must where applicable have workers who have appropriate rail, and
 - Industry worker competency.
- As part of the ARTC's quarterly report, the implementation of AIP strategies will be monitored. ARTC will contractually require contractors to commit to the AIP Plan, engage with and involve the Australian industry. The AIP Plan will be endorsed and communicated throughout the project (e.g. on project website).
- ARTC will make tender documents available to all possible suppliers at the same time.
- ARTC will provide equal and reasonable time frames for all industry to respond to tenders.

5. Opportunities for longer-term participation

- ARTC will publish a list of suppliers used in the project; this list will be published across the ARTC network. This will allow further opportunities to the Australian industry.
- Where ARTC identifies there are capability development opportunities, ARTC will refer suitable SMEs to the Department of Industry, Innovation and Science's Entrepreneurs' Programme for advice and support. Furthermore, if ARTC recognises any skills gaps or opportunity for training, it will refer the relevant contractor to relevant courses conducted by the Australasian Railway Association or the Rail Industry Safety and Standards Board.
- ARTC will provide market 'intelligence' to project suppliers, including knowledge of international market and price trends, international and domestic market potential from its membership on the Australasian Railway Association and the Australian Logistics Council.
- ARTC will introduce high performing suppliers to existing ARTC customers and suppliers.
- ARTC will provide feedback to unsuccessful tenderers to encourage improved performance in subsequent tender packages for future project opportunities.
- ARTC will provide feedback to high performing suppliers providing information on strategies and/or activities they may undertake to be considered for future opportunities, including in global supply chains.

6. Procedures and Resources

- ARTC will develop a system to monitor and report on the extent of Australian industry participation.
- ARTC will implement systems to monitor AIP Plan actions and the extent of Australian Industry Participation, including a system to report variations.
- ARTC will monitor the extent of Australian industry participation and report on participation in the quarterly report.
- ARTC will develop and implement standard contractual arrangements with suppliers to ensure AIP Plan obligations are cascaded down to suppliers to provide full, fair and reasonable opportunities for Australian industry participation.