



MINING, REFINERY & RESOURCES: *Breaking New Ground*

Australia boasts a rich diversity of natural resources and there is no shortage of French and Australian companies facilitating the exploration, processing and distribution of these many resources.

One such example is United Group Resources; an Australian construction, engineering, asset management and maintenance provider offering long term integrated solutions to the mining & mineral processing, oil & gas, and chemical sectors. The preparation and life-span of a mining project is often lengthy and has a large impact on regional employment and economy. A pertinent example of the benefits a project can bring to the local community is the Goro Nickel project in New Caledonia. With almost 5,000 people already involved, production is expected to begin in early 2007.

According to Invest Australia, foreign mining investors are attracted to Australia by its efficient regulation and approval processes, Government support for research & development technology, competitive energy supplies, and proximity to the Asia Pacific markets. Invest Australia reports that in terms of economic demonstrated resources, Australia was ranked world-first for zinc, lead, nickel, tantalum and uranium in 2005.

GAS & STEEL

Given Australia's considerable gas reserves, the production and storage of gas is of central importance to the sector. International Chemicals Engineering represents Arkema, who are world leaders in gas odourant research and product development. Arkema's product range is used extensively to allow the safe storage and use of Liquefied Petroleum Gas and Natural Gas in Australian motor vehicles and homes. FACCI Member Air Liquide is actively involved in creating solutions for industrial gases for the mining industry. One example is their development of an on-site nitrogen generating unit to protect the coal mine goafs from explosion.

Smorgon Steel is one of Australia's largest steel producers, with annual production exceeding 900,000 tonnes. Smorgon high-grade steel is manufactured

almost entirely from recycled iron and steel. This makes Smorgon Steel the largest buyer of feed scrap in Australia.

Mineral trading is, naturally, of pivotal importance to the mining and resource sectors. Since 1954, Berjak & Partners have been trading in minerals, ferrous, and non-ferrous compounds from Australasia, Oceania, South East Asia, the Middle East, Europe and South Africa. Similarly, fellow FACCI Member Solsteel, imports ferrous and non-ferrous metal products through exclusive affiliations with some of the world's leading manufacturers.



Image kindly supplied by Woodside

Another major player in the resources sector, AREVA T&D, has over 100 years of expertise in bringing power to people worldwide. Their products and services transmit and distribute electricity, ensure the safety of energy flows and operate efficient networks through information management.

There are numerous service providers who support the mining and resource sectors. From suppliers of machinery, catering, and radio & communications systems, to recruiters, exploration companies, lawyers and financial advisors.

SKILLS SHORTAGES AND RECRUITMENT SOLUTIONS

The mining and resources boom has led to a skills shortage in the sector. It has been estimated that an additional 70,000 employees will be needed in the minerals sector by the year 2015. Hence, recruitment and HR providers are crucial to the industry, now more than ever. As the leading cross-cultural and multilingual service provider in Australia, The Polyglot Group specialises in the

international recruitment of experienced professionals for the global mining industry. With the Nickel boom in New Caledonia, Polyglot has demonstrated its expertise in globally recruiting qualified French speaking professionals, engineers, and managers. Polyglot assists its clients through a range of services including: recruitment and headhunting, HR and payroll outsourcing services, HR/OH&S audit and due diligence, business visas and salary packaging for foreign expats and cross-cultural training and coaching. Fellow FACCI Member John Davidson and Associates (JDA) has established a strong marketplace presence since 1990 by successfully implementing recruitment campaigns for mining and construction projects in Africa, Indonesia, Australia, Papua New Guinea and New Caledonia. As commodity demand continues to remain high, finding, and keeping, the right person for the job will gain increasing importance.

LEGAL

The complexity of long-term, often multinational, joint-ventures inherent to many mining and resource projects necessitates a thorough and expert understanding of the governing legal regulations. Anthony Abrahams of Anthony Abrahams Lawyers is active almost exclusively in the resources area, providing legal advice in relation to large-scale civil engineering projects, often involving French documentation and legal issues. The firm has just completed a pipeline contract in New Caledonia (where it is regularly active) and is currently advising on a third water treatment plant project in Sri Lanka. Another FACCI Member with expertise in international law in the mining and resource sectors is Michael Bula Solicitors, International Lawyers and Notary (MBS). With its external consultants, associated offices and offshore legal agents, MBS provides full legal and translation services for mining projects in French-speaking Africa for clients, law firms and chartered accountancies. Amongst its extensive areas of expertise, MBS specialises in regulatory interpretation, mining property agreements, joint-venture negotiations, mining permit applications and transfers, and exploration and production activities. The success of mining and resource projects in New Caledonia, means that Australian companies

are becoming increasingly involved in business partnerships with Australia's closest French-speaking neighbour. Norman Waterhouse Lawyers is an Australian commercial law firm who advise Australian companies involved in French, New Caledonian and French Polynesian investments and operations.

FINANCIAL

The financing of, and investment in, mining and resource projects requires specialist industry knowledge. BNP Paribas' natural resources team has on-ground specialists ranging from mining engineers and geologists to experienced financiers. BNP Paribas has secured noteworthy mandates such as the lead arranging roles on the financing for the Hope Downs Iron Ore project, the Resource Pacific underground Coal-mine development, both in Australia, and the Masbate Gold project in the Philippines. Fellow FACCI Members Ernst & Young have made a significant impact through their involvement with many leading industry players. Ernst & Young's Minerals, Energy & Utilities Group is comprised of more than 300 industry

experts nationwide who provide assurance, advisory, taxation and transaction support services to Blue-Chip Australian and global companies in the sector, including BHP Billiton, Rio Tinto, Xstrata, Woodside, BP, and Total.

RADIOCOMMUNICATIONS

Another excellent example of the diversity of supply industries supporting the mining and resource sectors is ATDI South Pacific. Radiocommunications software expert ATDI South Pacific supplies services and planning tools for telecommunication engineers in the mining industry.

EQUIPMENT & WATER MANAGEMENT

Of the numerous supply industries serving the mining and resource sectors, equipment production is a key provider. FACCI Member and fast growing access equipment manufacturer, Haulotte Group, has opened its third Australian outlet at Coopers Plains in Brisbane's South. This latest expansionary move comes after Haulotte Group recently announced annual sales had risen globally by a massive 45 per cent in 2005. Haulotte Group currently

offers 50 different models of access equipment from narrow, compact electric scissors designed to fit through doorways to rough terrain and knuckle-boom units with operating heights of 32 metres.

Water is one of our most precious resources and Australia's mining sites rely heavily on drinking water, high pressure water and wastewater systems. Two divisions of Veolia Environnement specialise in this area. Firstly, Veolia Environmental Services (formerly Collex) provides a diverse portfolio of industrial maintenance and cleaning services including high pressure water jetting, tank cleaning, and pipeline services. Secondly, Veolia Water Solutions & Technologies provides potable water, process water and wastewater treatment solutions for all types of mining sites.

With Queensland and Western Australia remaining strong exporters, the mining and resources boom shows little sign of slowing. The challenge for the future will be to implement recruitment strategies to stem the industry's skills shortage so that Australia can continue to compete globally.

Natalie Corry



Creating Water Solutions for the Mining Industry

Water is an essential component of every mining project. Veolia Water Solutions & Technologies specialises in potable water, process water and wastewater treatment solutions for all types of mining sites.

Our **innovative technologies** and **worldwide expertise** can help mining companies to improve their productivity, manage environmental risks, treat contaminated water, maximise the reuse and secure high quality drinking water even on remote sites.