



WA MINING CLUB

Networker

Media Kit 2015

CONNECTING THE WA MINING INDUSTRY



WA MINING CLUB

There has been a 300 per cent increase in membership to the WA Mining Club during the past decade, with more than 700 active members today.

To help boost opportunities for members to network across this large and innovative collection of people beyond its regular luncheons, the Club introduced an easy to read reference publication – the **WAMC NETWORKER** – in 2011. The booklet features WAMC member profiles, their careers and the companies they work for, allowing members to reach a wider audience and create new business relationships.

Publication of a third edition of the **WAMC NETWORKER** is currently underway and members can secure one full page profile for \$910 plus GST.

Profiles will include company information and professional/personal details that paint a interesting picture of you and the company you work for. Please find attached examples of member profiles that have featured in past **WAMC NETWORKER** editions.

Participation will require the completion of a simple questionnaire, and our Editor, Platform Communications' Senior Journalist Tracey Cook, will compile your personalised company/member profile to suit the **WAMC NETWORKER**.

Click [here](#) to complete the **WAMC NETWORKER** questionnaire and make an online payment.

Full page company advert spaces are also available for \$1,500 plus GST. Specifications for the press-ready artwork will be supplied upon booking.

The **WAMC NETWORKER** will be distributed to all WAMC members, featured on the Club's website and promoted at monthly lunches.

We encourage you to take advantage of this unique opportunity to network across our entire WAMC membership base.

Yours sincerely,

Craig Franklin

Vice President, WA Mining Club Inc.

THE WAMC NETWORKER IS MANAGED BY UNITY PUBLICATIONS
AND PLATFORM COMMUNICATIONS ON BEHALF OF THE WA MINING CLUB.

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ALLIANCE CONTRACTING

PROVIDING DIVERSE MINING AND CONSTRUCTION SERVICES

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MEET WAMC MEMBER

Ian Phippard

Ian Phippard is Alliance Contracting's Business Development Director. He has a wealth of mining and construction experience, overseeing open pit mining in the gold and mineral sands industries, and civil projects and depots throughout the Pilbara.

MOST ADMIRABLE BUSINESS LEADER

Michael Chaney

LIKES DOING AWAY FROM WORK

Spending time with grandchildren, fishing and gardening

FUTURE GOALS

Travelling and seeing more of Australia

PREFERRED DINNER GUEST

Winston Churchill

In the 90's Ian was General Manager of BGC Contracting, before becoming one of the founding Directors of Alliance Contracting in 1999. From its modest home-office beginnings, the company now employs over 250 employees, and today Ian concentrates on identifying and developing the company's future business.

One of Ian's greatest professional achievements was Alliance Contracting's first job in 1999 – upgrading the Yandi access road and associated works for BHP Billiton Iron Ore and Rio Tinto. "Having these blue chip companies on our CV opened doors for further opportunities, and helped grow the company", explains Ian.

Ian is mindful of never taking things for granted, instead being prepared to work through obstacles. In 2008, for example, the company wanted to work on Woodside's Pluto project, but had first to obtain AS/NZ ISO 9001 accreditation. After gaining this in March 2009, it could then work on the desired project through Foster Wheeler WorleyParsons.

Ian has been a member of the WA Mining Club for three years, and attends most Club functions and events.

Open cut mining and civil construction company Alliance Contracting continues to deliver a broad range of construction, earthmoving and equipment hire services throughout WA, building a \$50 million fleet of plant and equipment during its 14 years in business. With a head office in Perth and depots in Karratha and Port Hedland, Alliance is ideally placed for mining and civil projects in the state's key resource regions. However, the company also has the expertise and capacity to work anywhere in Australia.

Alliance, which is still actively managed by its founding directors, prides itself on an exceptional safety record and has achieved certification for its quality, safety and environmental management systems against Australian and international standards. Its team members deliver projects in a safe and effective manner, providing incomparable mining and civil construction services by utilising late model, well-maintained equipment and best practice project management techniques.

The company's client list includes MMG, Woodside, Rio Tinto, FMG, Mermaid Marine, Toll Energy, Tenix, Linkforce Engineering, Newmont, Moly Metals, Straits Resources, Newcrest and BHP Billiton. Alliance's most recent mining contract undertaken is a \$90 million, three-year open cut assignment (including drill and blast) at Silver Lake Resources' Murchison project.

Did You Know?

In September 2012 the Woodside Pluto LNG haul road resurfacing and finishing works project on the Burrup Peninsula was completed; marking the successful wrap up of **Alliance's** largest civil construction project that spanned over three years.



MEET WAMC MEMBER

Jonathan Brown

Jonathan Brown is Aquenta's WA Operational Manager and National Mining Sector Leader. In both roles Jonathan oversees the development of strategic growth, continuous improvement and strong client relationships. Jonathan's teams listen to clients, provide pertinent advice and deliver consistently high standards of service. Reflecting on his own extensive experience in advising clients, Jonathan believes that any advice is most appreciated and beneficial when it is "frank and provided without fear of consequence".

The culture of the Aquenta business is driven by its organisational values of respect, integrity and excellence, and these align closely with Jonathan's own personal values. "I believe that respect, integrity, caring and striving for excellence is fundamental to future success", he explains.

One of Jonathan's greatest achievements at Aquenta to date has been to create an environment where people can present new ideas, safe in the knowledge they will be supported and encouraged. It is these ideas that can often provide competitive advantage and a differentiated service proposition.

Jonathan has seen the WA Mining Club's membership grow substantially since becoming a member in 2010. He finds the lunches a great way to expand his network, and the speakers informative and inspiring.

MOST ADMIRED BUSINESS LEADER

Steve Jobs

LIKES DOING AWAY FROM WORK

Enjoy the incredible WA coastline

FUTURE GOALS

Drive the Canning Stock Route

PREFERRED DINNER GUEST

Ranulph Fiennes
(Arctic Explorer)

Aquenta is a construction consultancy offering commercial management services to Australian mining, oil and gas, building, transport and utilities industries. Leveraging the diverse experience and expertise of its people, Aquenta's broad range of services and tailored solutions support clients to effectively manage cost, contract, value, risk and time parameters of major capital projects throughout their lifecycle.

Aquenta is a nationally integrated business, bringing knowledge, skills and data from around the world to deliver project assurance and asset management services to public and private sector clients. By investing in people and clients for the long-term, the company ensures a consistent, high quality, responsive service personalised to clients' needs.

The company's multi-disciplinary team specialises across eight key areas of expertise: cost management, value management, risk management, project planning and scheduling, contract and commercials, strategic project management, peer and gateway review, and facilities management. Aquenta believes that the quality and diversity of its people underpins their success; and their clients agree – reporting that the expertise and experience of Aquenta's people is both a key strength and source of competitive advantage for their business.

Today Aquenta is pioneering the use of intelligent 3D modelling in project controls and asset management to deliver significant time and cost savings to project owners.

Did You Know?

One of the largest consultancies in its field, **Aquenta** employs 280 people across seven Australian offices. Through its parent company it is connected to a global network of over 29,000 people in more than 40 countries.

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MEET WAMC MEMBER

Rachel Massey

Rachel Massey is Ngarda's Operations Manager – Mining Services. She directs the operation of selected business activities to ensure current and future plans are met, and also monitors the revenue and expenditure of the projects she oversees, to ensure the attainment of profit objectives.

As an Aboriginal woman, what the company stands for truly resonates with Rachel. Ngarda is focused on giving real opportunities to Aboriginal people, and assisting them to become economically self-sufficient and contribute to their own communities. The fact that Rachel's values and that of the company are aligned makes Ngarda an enjoyable place for her to work. Rachel has appreciated the opportunity to adapt, change and grow – as the company has – and has maintained healthy, functional relationships whilst doing so.

She reflects that everything is about relationships, no matter where someone sits in the hierarchy, and she believes this applies to life in general.

Rachel has only recently joined the WA Mining Club but has attended events as a guest on numerous occasions. "The networking opportunities and even friendships it has facilitated have been great, and I look forward to attending more Club events and building on these relationships", says Rachel.

MOST ADMIRED BUSINESS LEADER

Steve Jobs, an innovative leader

LIKES DOING AWAY FROM WORK

Learning, learning and more learning

FUTURE GOALS

Stay on course and finish my MBA

PREFERRED DINNER GUEST

Someone with a lively spirit

Did You Know?

Ngarda Civil and Mining is the largest contractor for Aboriginal people in Australia.

Ngarda Civil and Mining provides a full spectrum of services to facilitate strong and consistent delivery of open cut mine operations and civil, infrastructure and environmental works in the resource and utilities sectors across Australia.

Ngarda provides sustaining growth opportunities for Aboriginal and Torres Strait Islander people through engagement with the mining and infrastructure sector. Through delivering competent and cost effective contracting services to blue chip clients, Ngarda creates real opportunities for local indigenous participation through employment, training and other prospects – so they can become economically self-sufficient and contribute to the growth of their own communities, even after the life of the project.

The company operates principally throughout the Pilbara region, but has also formed an alliance with projects throughout the NT, including Darwin's Inpex Ichthys project. Its client list includes Rio Tinto, Hancock Prospecting, BHP Billiton, Woodside, Newcrest Mining and Fortescue Metals Group.

"Ngarda," broadly means "people" to a Pilbara language group, the Yindjibarndi people. The Yindjibarndi people are the Traditional Owners from Roebourne, approximately 50km east of Karratha in WA's Pilbara region. Ngarda was founded as a small mining contractor in the Pilbara in 2001 in response to market demand for skilled Aboriginal labour.

Ngarda's flexibility means it can be responsive and competitive, but its unique combination of local knowledge through strong relationships with Traditional Owner groups sets it apart.

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MEET WAMC MEMBER

George Bauk

As Northern Minerals' Managing Director and Chief Executive Officer, George Bauk is responsible for leading the company's day-to-day management, stakeholder engagement, and delivering on promises made. With his executive team, George produces strategic, business and budgetary plans that then frame Northern Minerals' work programs and future activities.

George possesses clear ambition to develop the Browns Range operation, and has the energy and passion to succeed. His diverse 20-year mining career has ranged across Australian and overseas exploration, site and corporate level production, and varied commodities including rare earths since 2005. Considering his greatest professional achievement so far, George nominates putting together the Northern Minerals' team, which has produced the results it has to date. "Without people, discoveries would remain unfound, flow sheets unknown, finance unsecured, offtakers not established and resource projects not built", explains George.

A member of the WA Mining Club for over a year, George finds the gatherings provide good opportunity to network with friends, meet new people and listen to some outstanding stories.

MOST ADMIRED BUSINESS LEADER

Steve Jobs

LIKES DOING AWAY FROM WORK

Family time, golf, photography, watching the mighty Blues

FUTURE GOALS

To be the best husband, father, friend and leader I can be

PREFERRED DINNER GUEST

My wife

Did You Know?

A major component of **Northern Minerals'** rare earths is dysprosium – part of the rare earth magnet. Dysprosium's magnetic properties make it an important metal for hybrid vehicles including Toyota's Prius.

Northern Minerals is a small cap explorer focusing on exploring and developing heavy rare earth elements (HREE) at Browns Range, approximately 150km south-east of Halls Creek and adjacent to the Northern Territory border.

Following the initial discovery of HREE at Browns Range in 2010, the company produced its maiden JORC compliant resource within the project's Wolverine area. Late in 2012, the company announced a strategic offtake partner with the scope to take 50% of production from Browns Range. In early May 2013, the company submitted its referral document to the Environment Protection Authority and commenced stage 1 of a detailed stakeholder engagement process including local communities.

The company's potential customers will likely come from Asia, Europe or Northern America.

Three key ingredients to a successful company are the people, its projects and money. Northern Minerals' team of highly skilled, enthusiastic professionals have substantial mining, exploration and corporate experience. The Browns Range project is significant in the heavy rare earth space, and the company is yet to truly test the project's potential. Funding for exploration is critical in these current challenging financial times. In February 2013 Northern Minerals announced a funding package of \$58m through the support of its major shareholder, Mr Conglin Yue.

After shareholder approval, these funds will enable the company to deliver its two year business plan, complete feasibility studies and take the project to the point of construction.