

# Australian Industry Participation (AIP) Plan Summary - Operations Phase

## 1. Facility Details

**Nominated operator:** Mardie Minerals Pty Ltd

**Facility name:** Mardie Salt and Potash Project

**Description of the facility:** A high purity salt and Sulphate of Potash (SOP) production facility created through the evaporation of seawater. The evaporation production process is powered largely through natural solar and wind energy, meaning sustainable supply of salt and potash.

**Facility location:** The salt and SOP production facility will be located on the West Pilbara coast, approximately 100km south west of Karratha, Western Australia

**Link to facility information:** <https://www.bciminerals.com.au/our-assets/mardie-salt.html>

**Operator contact for procurement information:** Bruce Reilly, Manager Project Services, Tel: 08 6311 3400, E-mail: [bruce.reilly@bciminerals.com.au](mailto:bruce.reilly@bciminerals.com.au)

**Other operators involved in the facility:** If applicable, provide the other facility operators' names

## 2. Opportunities to supply Goods and Services

| Key goods and services                                 | Opportunities for Australian entities* | Opportunities for non-Australian entities |
|--|--|---|
| <b>Goods</b>   |  |   |
| None > \$1M identified                                 |  |   |
| <b>Services</b>  |  |   |
| Harvesting, salt and SOP haulage, stockpile management | Yes                                    | No  |
| Desalination plant contract                            | Yes                                    | No  |
| Power Station - Independent Power Provider (IPP)       | Yes                                    | Yes                                       |
| Bulk fuel inventory management and supply              | Yes                                    | No  |
| Sand Blasting and painting                             | Yes                                    | No  |
| Cathodic protection                                    | Yes                                    | No  |
| Transshipping contract                                 | Yes                                    | Yes                                       |
| Maintenance dredging                                   | Yes                                    | No  |
| Flight services and management                         | Yes                                    | No  |

|                          |     |    |
|--------------------------|-----|----|
| Accommodation management | Yes | No |
| Shutdown support         | Yes | No |

\*An Australian entity is defined in the Jobs Act as any entity with an ABN or ACN.

**Explanation for item(s) in list above where it is indicated 'No Opportunities for Australian entities'**

N/A

**3. Standards to be used in the facility**

1. The standards that will be utilised in the Mardie Salt and Potash Project will be Australian and/or recognised equivalent standards.

**4. AIP activities to be undertaken by the Operator**

1. **Maintain a Regional Presence** – BCI has engaged a local Pilbara based contractor to design and construct a regional office in Karratha. The maintenance of a local presence will create opportunities for the community to engage and for BCI to maintain awareness of local Pilbara capability including traditional owner, indigenous and Pilbara based businesses.
2. **Provide a Local Engagement Contact / Resource(s)** - BCI and its prime and sub-contractors will be contractually required to appoint a local engagement resource(s) to understand the capability of Pilbara based, WA and Australian industry capability, facilitate local industry engagement.
3. **Priority Hierarchy** - For like for like tender submissions during operations, Mardie will prioritise according to the following hierarchy:
  - a. Traditional owners
  - b. Pilbara indigenous
  - c. Pilbara
  - d. WA indigenous
  - e. WA
  - f. Australia indigenous
  - g. Australia
  - h. International
4. **Advertise Procurement and Contracting Opportunities** – Mardie and its prime and sub-contractors, where practicable, will continue to advertise contracting and procurement opportunities above the value of AUD\$50,000 on either the BCI webpage and/or chosen procurement portal. This commitment will enable greater participation in contracting opportunities during operations for traditional owner, indigenous and Pilbara based businesses.
5. **Locally Sourced Contracting and Procurement Packages** – For tender packages less than AUD\$50,000, Mardie will use best endeavours to source from Pilbara regional businesses and contractors according to BCI's Priority Hierarchy in point 4.
6. **Local Price Preference** – Mardie has created a local price preference mechanism for packages below AUD\$1M, whereby if comparable against other minimum criteria requirements and scope, BCI will enable a price preferential for award of 5% for Pilbara based businesses and contractors and 10% for Pilbara indigenous based businesses and contractors.
7. **Information for Invitation to Tenderers (ITT)** – ITT's and other contracting and procurement participants will be issued capability profiles of relevant Pilbara based sub-contractors to support regional contractor engagement. ITT's will then be requested to nominate scopes of

work suitable for local industry engagement and the Pilbara based, WA and Australian subcontractors they propose to deliver the scope of work.

- 8. Local Engagement Plans** - Mardie and its contractors will require a local engagement plan to deliver these AIPP commitments.
- 9. Cascading Local Engagement Clause** - BCI will insert a local engagement contractual clause requiring any prime contractor(s) to follow these processes and contractually cascade the same requirements to its sub-contractors during operations.
- 10. Monitoring of Compliance and Reporting** – BCI, its contractors and sub-contractors will report on the performance of these AIPP commitments on a 6-monthly basis post-FID and if the obligations have not been met, demonstrate corrective actions

#### **5. AIP activities to be undertaken by procurement entities**

- 1. Cascading Local Engagement Clause** - BCI will prepare a local engagement contractual clause requiring the Mardie Salt and Potash Project prime contractor(s) to follow these processes and contractually cascade the same requirement to its sub-contractors during operations.