

Successful Shutdowns

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Incitec Pivot Fertilisers



Who Were Incitec?

- Incitec were an Australian Company manufacture nitrogen based fertilizers and explosives out of nine plants at three facilities in Brisbane and Newcastle,
- Approximately 500,000 tonnes of ammonia, 500,000 tonnes of solid fertilizer, 250,000 tonnes of nitric acid and 230,000 tonnes of explosives are manufactured annually.



We Are Now Incitec Pivot

- The Largest Fertiliser Manufacturer and Distributor on the Eastern Seaboard
- We distribute Approximately 3,000,000 tonnes per annum
- We manufacture out of facilities in Brisbane, Newcastle, Geelong and Portland



Why are Shutdowns so Important?

- Manufacturing
- Fertiliser Imports
- Gas contract

Selection of an Alliance Partner

- Selection Criteria
- Major Concerns
- A Trial Project



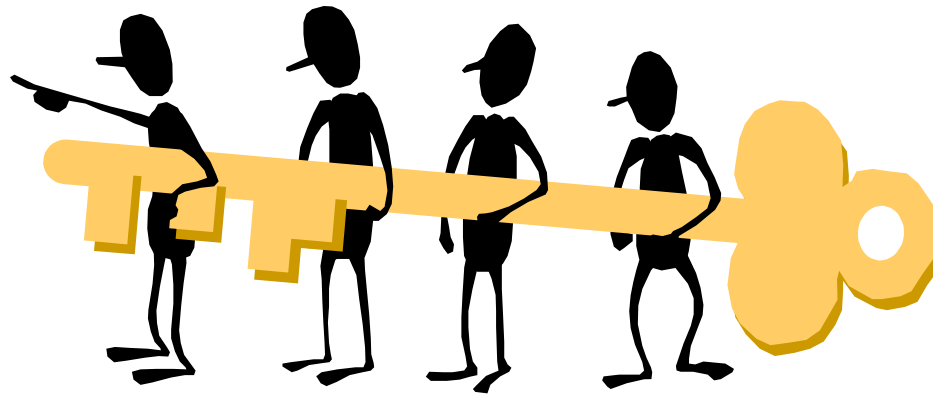
The Alliance Concept

- Overheads
- Reimbursables
- Profit
- Link To KPIs
- The Drivers



Lock in the Alliance Company

- One Team



- Sell The Alliance Concept
- Set the Joint Goals

Lock in Incitec Personnel

- Symbols
- One Team
- KPIs



People

- Selection
- Family Trees
- Team Building
- Meetings
- Ownership
- Training

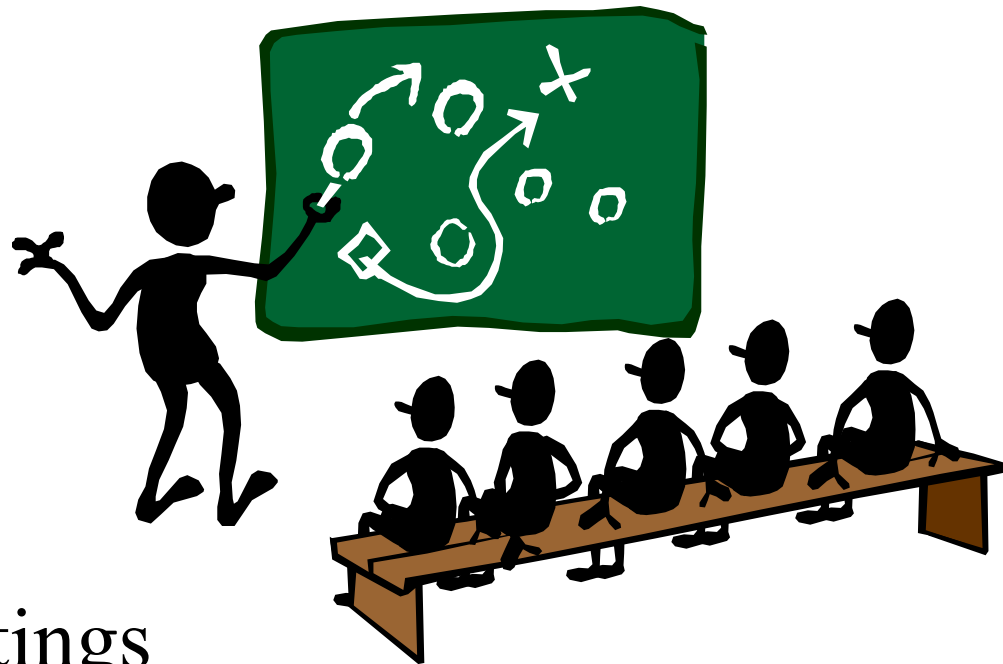


Systems

- SAP
- Primavera
- Quality
- Work Instructions
- EBAs

Safety Health & Environment

- JSAE
- UAPs
- Audits
- Job Start Meetings
- Visible



Budgets

- Overheads
- Pre Shutdown Planning
- Capital
- Field Instructions

Planning

- Pre Shutdown
- Budget
- Scope Cut off
- Scope Definition
- All Encompassing



Measures

- Budget
- SH&E
- Quality
- Timing

Summary

- Must be Win Win
- All KPI met



Thank You for Your Attention

- Any Questions?

