

WA's Manufacturing Industry *at a glance*



The WA manufacturing industry sector has grown on average by **4.8 per cent** per year over the past decade, compared to the national average of **0.4 per cent** per year.

CCI is supporting manufacturers by providing business advice, networking opportunities and amplifying the voice of manufacturing in WA.

CCI is partnering with the manufacturing sector to remedy challenges including:

- ▶ perception of industry in the Eastern States does not reflect the growing economic sector in WA;
- ▶ intense competition with the resource and construction sectors for skilled and affordable labour; and
- ▶ the tax system does not provide incentives for manufacturing companies to invest and grow business.

CCI's reform agenda for manufacturing in WA includes:

- ▶ lower company tax rates, to allow businesses greater internal funding for investment;
- ▶ simpler depreciation allowances and an expanded R&D tax incentive, to create greater incentives for innovation;
- ▶ reform to industrial relations to help manufacturers to continue to best meet customer needs; and
- ▶ changes to education and training, to ensure the skills provided are relevant to the needs of the industry.

CCI's Manufacturing Round Table plays an important role in providing advice to shape and develop CCI's policy positions to be represented at a State and Federal level.

If your organisation is interested in having it's voice heard through our Manufacturing forum please contact Ryan Buckland on (08) 9365 7555.

Share of WA's
economy

4.9% 

of gross value added in WA

Manufacturing exports

China is our highest earning
exporter with a total of

\$7bn 

Export
earnings:

Manufacturing
accounts for of **17%**
WA's export earnings, worth
\$21.9bn

Employment



91,000 jobs

making manufacturing
the state's seventh
largest direct employer

Manufacturing goods

**Primary metal and metal
product** is the highest earning
of the manufacturing sector
with a total of

\$14bn



Number of businesses

8,900 employing
businesses

85 per cent of which have
an annual turnover of less
than

\$2 million

CCI, the strategic partner for your manufacturing business

Call us for employee relations advice

As the maximum duration of an enterprise agreement is four years, a large number of agreements in the manufacturing industry are about to expire. Your industrial instrument serves as the basis for your industrial relations strategy. Before renegotiating, ensure that your IR strategy aligns with your broader business strategy. CCI has assisted many Members in the manufacturing sector navigate their way around the complex field that is employee relations.

Get the people you need with CCI Migration Services

Position yourself as an employer able to attract the best from within Australia and overseas.

CCI's own migration agency can assist you to fill your staffing gaps by enabling you to become an approved business sponsor under the 457 visa program and arrange the visa application process for your nominated overseas workers - either already here temporarily or from overseas. Our 20 per cent CCI Member discount on professional fees and our unparalleled experience in employer sponsored visas mean you receive the best value and services for your money.

Are you compliant with OSH legislation

Did you know that the manufacturing sector recorded the highest incidence rate and second highest frequency rate of work-related lost time injuries and diseases in WA?

CCI Safety and Risk Services has specialists experienced in identifying and addressing key manufacturing safety issues such as noise, guarding on plant, mobile plant, use of PPE, housekeeping, atmospheric hazards, hazardous substances, manual handling, management of contractors and working at heights.

Get the right advice to ensure that your workplace has robust safety systems, a good safety culture and a safe and healthy workforce.

Help your staff make the transition to management

In response to increased demand from businesses, CCI Learning Solutions has developed a two part series to assist staff members transition to supervisory or management level. Introduction to Supervision Part 1: Pathway to Management and Introduction to Supervision Part 2: Pathway to Leadership have been developed to educate clients on how to manage their time, understand their new roles and responsibilities and how to communicate effectively. This series is offered on our public schedule or can be delivered and customised to meet the needs of your business.

Attract and retain top talent through apprenticeships and traineeships

CCI Apprenticeship Solutions helps employers overcome workforce challenges, through apprenticeships and traineeships. We can assist you with identifying training opportunities within your industry, from floor staff to management. Nationally accredited training, staff retention and a better trained and skilled workforce are only some of the benefits to integrating apprenticeships and traineeships into your business. Businesses may also be eligible for government incentives to the value of \$4,000 per individual and payroll tax exemption.

You might be eligible for a free business evaluation service

Did you know you could be eligible to access \$20,000 of Federal grant funding, through the Entrepreneurs' Infrastructure Program, designed to boost business productivity and performance?

This program provides eligible firms the opportunity to work with a qualified adviser to review the operations and performance of their business and identify areas for improvement.

Delivered by CCI and provided free of charge, the service is designed to assist eligible firms become more competitive.

The service offers a top-to-bottom analysis of your firm carried out on-site with your participation. Following discussions, the firm receives a report detailing all findings as well as outlining a number of improvement actions identified during the process.

Develop new markets with international trade

CCI's International Trade Centre can help as you navigate complex import and export regulations.

Through our extensive networks, we can help you find buyers in foreign countries and take advantage of free trade agreements, and the associated tariff reductions, to make your products more price competitive overseas. We can also advise importers on compliance with Australian standards, freight forwarding and securing international suppliers.

We can make it easier for you to export your goods by branding your products with the internationally recognised "Australian Made" logo, and issuing Carnets that allow you to take your product samples to tradeshow duty free.

CCI's International Trade Centre is the perfect first point of call for everything import or export related.





*Being a Member is like having an
extra 300 people working for you.*

CCI Member benefits for manufacturers

Expert advice to protect and grow your business



- ▶ **Phone** advice from CCI's Employee Relations Advice Centre experts.
- ▶ **Telephone** advice about safety, health and workers' compensation matters.
- ▶ **Discounted** consultancy services including on site assistance, training and systems improvements.
- ▶ **Discounted** member rates for specialist business services.

Connect with networks and knowledge banks



- ▶ **Discounted** member rates for events and networking functions.
- ▶ Advertise to CCI's network of more than 9,000 businesses.
- ▶ **Exclusive** access to economic updates from WA's top economics team.
- ▶ Ten Business Pulse magazines. Covering a range of topical business and employment issues, the magazine is distributed to over 17,000 readers per month.



Amplify your business' voice

- ▶ Join the power of more than 9,000 voices to influence Government policy.

Find out how CCI can make it easier for you to do business.
Contact the CCI Membership Team now. **Call 1300 4 22492**



What our Members say about us

MAK Industrial Water Solutions

Number of Members

13.4%

of our membership is made up of business from the **manufacturing sector**

CCI primarily focusses on issues of common interest to business. CCI examines optimal solutions which are in the best interest of all stakeholders in the community, as well as provide a range of professional support services, and are always attempting to make doing business easier. CCI are able to identify supportive solutions to issues raised and provide high level advocacy on behalf of the membership through influencing stakeholders needed to help resolve these issues.

CSBP

I joined CCI for two reasons – an absolutely essential IR “help desk” service if you are an Australian SME. And being a corporate citizen – as a business we do not have a vote but we need to avoid being a passive and silent majority. Businesses role in the community is too important not to participate – and not to just leave it to the big end of town.

Inflatable Packers International

We joined CCI for HR support and general networking. Due to taking a larger role in CCI it has enabled the business to be a more prominent member of the business community which adds to company reputation. We have had a reasonable amount of publicity as a result of this.

MAK Industrial Water Solutions.

*We joined CCI for market support, mentoring and peer liaison. We would recommend CCI as an important and **excellent source of market information.***

Ausco Modular

*The future of manufacturing
A vision for WA*



The future of manufacturing: A vision for WA is now available

Visit cciwa.com/wavision

Call now on **1300 4 22492**, email membership@cciwa.com or visit www.cciwa.com



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Chamber of Commerce and Industry of Western Australia