

# CONTRACTOR **MEMBER PROSPECTUS**



**CIVIL CONTRACTORS  
FEDERATION**

- Protecting your business
- Growing your business
- Giving your business a *voice*



# NSW

## THE CIVIL INFRASTRUCTURE STATE!

*Is this YOUR market?*

The state of New South Wales (NSW) invests more into civil infrastructure development than any other state in Australia, and has a clearly documented and fully funded infrastructure construction development plan for the next ten years.

Research undertaken by the nation's leading economic researcher, BIS Shrapnel in March 2015 has forecast the size of the NSW civil infrastructure market in NSW in 2014/15 to be just under \$13 billion. To put it in perspective, that's close to double the state of Victoria.

Their research forecasts the NSW civil infrastructure industry will grow by 50 per cent over the next four years, and stay at that level for the next six.

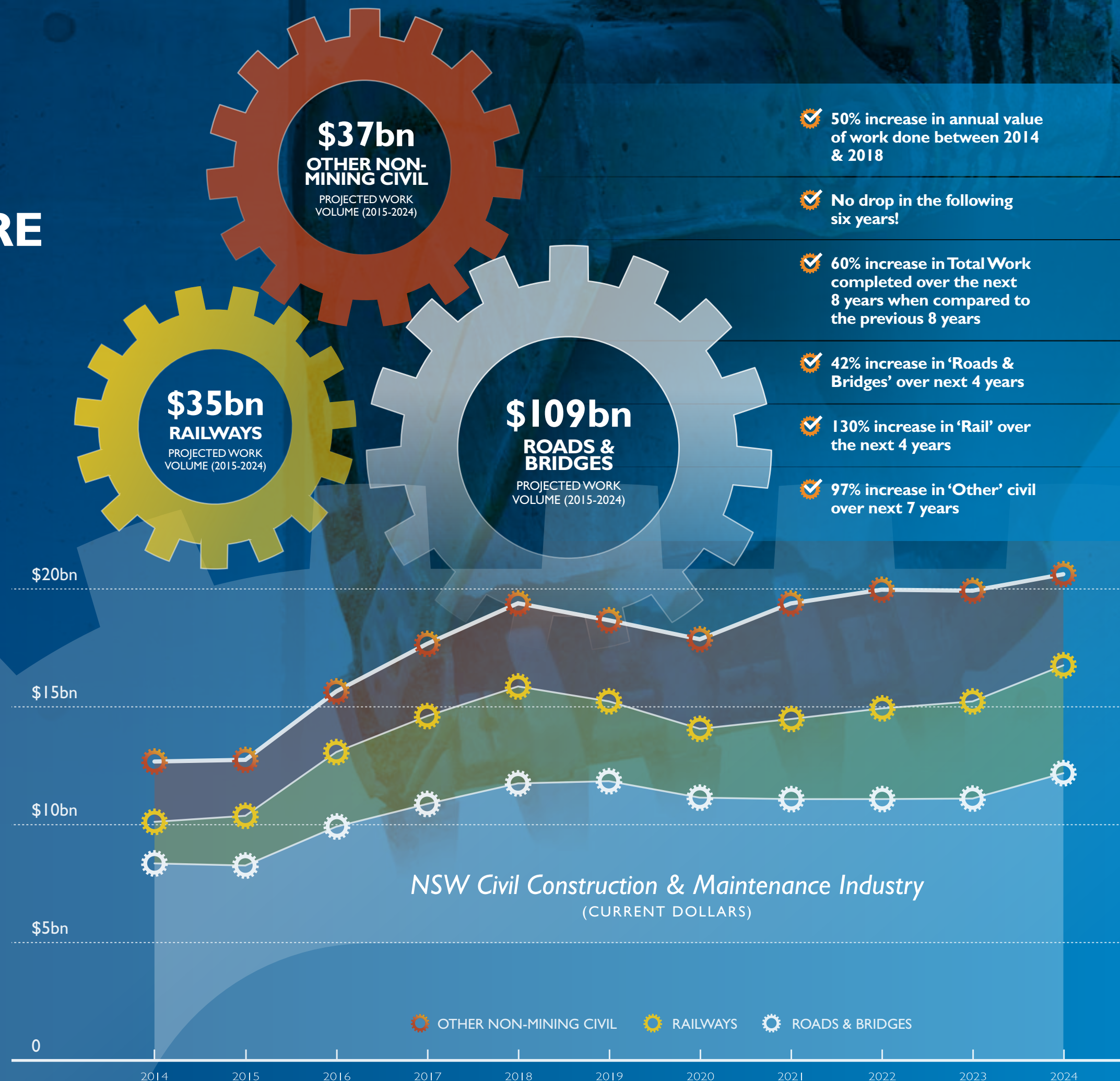
*That's a decade of sustained growth and stability.*

As other state's infrastructure spend collapses, NSW is getting even more competitive.

- How are you securing your current business against competitors?
- How are you going to grow your business?
- How are you getting a competitive edge with information, advice, systems, and marketing?

Join the only body that represents all NSW civil contractors... can you afford NOT to be a Member?

Note: Excludes Mining and Heavy Industry Construction, but includes coal rail and harbours and road maintenance. Excludes major asset acquisitions like land and rolling stock. Source: ABS Data, BIS Shrapnel Forecasts.





Just one new customer contact. Just one piece of information that avoids a costly mistake. This is why so many smart contractors are investing in CCF NSW membership.

**CAN YOU AFFORD NOT TO BE A MEMBER?**

**“We exist for one reason and one reason only – to support our Members.”**

*David Castledine, CEO CCF NSW*

# MEMBERSHIP BENEFITS



## Protecting your business

- How do you keep up with the changing red-tape requirements that exist in this highly-regulated industry?
- When you have a business, customer, staff or union problem... who do you turn to for help and advice at the moment?

A critical part of our role is to ensure our Members' businesses are well protected. We do this by providing information that helps you avoid problems, service and support when you don't have the skills in-house, and advice and help when you encounter challenges.

Most Members don't use our service beyond their annual allocation of Free Support Hours that come with the Membership fee, but if help is needed... we are always there.



## Growing your business

Great, long lasting businesses are always looking for a competitive edge. CCF NSW gives you just that – through our Member only networking events, our services, and our civil industry specific business solutions.

The confidence a customer gets by selecting a contractor that is a Member of the industry's peak body is immeasurable. We provide you the invaluable opportunity to network with potential customers, and potential sub-contractors.



## Giving your business a *voice*

When changes to law or regulation are needed, or red tape strangles efficiency, individual employers fighting for change are just that. A lone voice. Are you being heard?

CCF NSW is the peak representative body in NSW for the civil infrastructure industry. We are the only organisation charged with representing all employers in the industry, irrespective of their size. We help to amplify your business's voice above the crowd, giving your concerns the attention they deserve.

Members receive a free listing in our “Find a Contractor” site [ccfnsw.com/Find-a-Business](http://ccfnsw.com/Find-a-Business)

## Contractors prefer CCF NSW Members

We asked our Contractor Members whether they considered membership was a differentiator in their sub-contractor selection patterns... the answer was a resounding “YES”.

### Why?

#### IT'S GOOD BUSINESS...

- It's a People Industry.** They get to know you, you get to know them. Trust is an invaluable commodity.
- People Talk.** Is there any better form of marketing than positive feedback from an existing customer?
- Risk.** CCF NSW members have access to the latest industry information. They have access to best practice industry products and tools. And when something goes wrong, there is always help available. This means a Member can pose less risk as a contractor – they are less likely to cause damage to their customer.

#### IT'S ALSO ABOUT HEART...

- Involvement.** Our contractor Members are passionate about their work and their industry. By being a Member of the organisation that they belong to, they know you are also serious about contributing to their industry.

*But don't just take our word for it.*

“Getting to know suppliers and contractors through the CCF – it gives them a distinct advantage when considering them for work”

*Stuart Ford, Ford Civil*

“Through any tough times you know you're not on your own. CCF are there to help you all the way through”

*Dave Matthews, Divalls Earthmoving*

“CCF membership for us is critical, it's one of the first things we tick the box on each financial year”

*Rex Wilson, Ted Wilson & Sons*



**Hear from more of our Members...**  
[ccfnsw.com/join](http://ccfnsw.com/join)



## Who We Are

The Civil Contractors Federation (CCF) is the **only** organisation in Australia charged with representing all, and only, employers in the civil construction and maintenance industry – in other words, the earthmoving industry.

This responsibility as the peak body emanates from our appointment as a not-for-profit 'Registered Organisation' under the *Fair Work (Registered Organisations) Act 2009* with a Constitution approved by Fair Work Australia.

“CCF NSW is the peak civil infrastructure body representing employers across all NSW from Tier 1 contractors building our roads and rail lines to sole traders with a single machine preparing new housing lots.”

– NSW Government Media release 24 February 2015

Importantly, CCF does not represent any other construction industry sector. We focus exclusively on ensuring employers in the civil contracting industry are well supported and represented.

Therein lies our reason for being – to **protect** our Members, to help them **grow** their businesses, and to give these businesses a **voice**.

### Our Mission:

- To protect, grow and give a voice to our Members

### Our values:

- Integrity
- Honesty
- Fearlessness



Discover who  
CCF NSW is...  
[ccfnsw.com/aboutus](http://ccfnsw.com/aboutus)



# WHO IS CCF NSW

## A National Body, with a State Focus

CCF has a branch in every state and mainland territory in Australia. Each branch is controlled by a Member elected Board that has its own local management team. Issues relating to NSW are managed solely by the CCF NSW.

Because of the State focus, Members pay annual fees separately in each State they wish to receive service – there is no National membership fee.



## Our Members

Only businesses (employers, sole traders or partnerships) can join CCF NSW. There are two categories of Membership:

**Contractor Members, who undertake civil infrastructure work in NSW.** Their work encompasses both the construction and maintenance of all aspects of the industry including road, rail, water, harbour, agriculture, utilities, site preparation (housing, commercial buildings, industrial facilities, and mines), quarrying, demolition and plant hire.

**Associate Members, who service and supply Contractors in their endeavours.**



There is only *one* peak body...

- ⚙️ *Protecting* your business
- ⚙️ *Growing* your business
- ⚙️ Giving your business a *voice*

**Can you afford NOT to be a Member?**



02 9009 4000  
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[ccfnsw.com/join](http://ccfnsw.com/join)



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