

Tasmanian Industry Participation Plan

The Tasmanian Government is committed to maximising opportunities for local SME¹ businesses to compete for and win Government procurements. Suppliers are requested to prepare a Tasmanian Industry Participation Plan:

- For all procurements with a value exceeding \$5 million;
- For nominated procurements (at the discretion of the procuring Government entity) greater than \$2 million and up to \$5 million.

Your Tasmanian Industry Participation Plan is an essential part of your submission and will be used by the procuring entity to evaluate your submission. The Plan will contribute a minimum of 10% of the procurement evaluation. Suppliers that fail to submit a Plan will receive a zero score in relation to this criterion.

This Plan is your opportunity to demonstrate how your submission will positively impact on the local industry/economy. You do not need to answer all of the questions below and your submission may not necessarily be limited to these issues (which are provided as prompts). You will need to ensure you can verify the information you submit and where possible should provide values of goods and/or services.

Procurement details

Procurement Reference No.	Contract 2225
Procurement title	Road Specific Maintenance Pavement Resurfacing 2014/15 North East
Name of Responsible Agency/Entity	Department of Infrastructure, Energy and Resources.

¹ Local SME are Australian and New Zealand businesses employing less than 200 people.



Supplier details

Name of supplier	DOWNER EDI WORKS PTY LTD
Contact details for supplier	Chris Osborne – Project Manager, TAS chris.osborne@downergroup.com Ph: 03 6249 0000 Fax: 03 6249 9355

Local SME industry impact

Where is your business located ,and what is the ownership and where is it registered?

Goods and services to be utilised in the contract

Identify the goods and/or services you expect to purchase in order to complete the contract and provide the requested information in relation to same, where known.

Identified goods or services	Total estimated value	Name of subcontractors and supplier(s) anticipated to be used (if already determined through existing supply chain arrangements)	Location of subcontractors and supplier(s) (where already determined through existing supply chain arrangements)	If subcontractors or supplier not yet determined, is there a local SME market for same? (Yes/No)

PLEASE SEE ANNEXURE I OF OUR NON PRICE SUBMISSION FOR OUR TABLE OF GOODS AND SERVICES

Opportunity for local SME involvement

Where the details of subcontractors and suppliers have not been determined or provided in the above table, please provide details of the components of your offer that you intend to source from local SME companies/sub-contractors?

Note: Where determined appropriate by the procuring entity, the supplier's obligations under this Plan are to be captured in the contract and monitored as part of the contract performance.

Completed and endorsed (Supplier)

JON FOULSTON – FINANCIAL CONTROLLER TASMANIA...
(Name and position – print)

.....
(Signature)


.....1st August 2014.....
(Date)

.....
(Signature)

5 Local Benefits Test

Downer Tasmania has been operating within Tasmania now for over 10 years with a diverse range of state-wide services and Clients, operating from locations such as Austins Ferry, Flagstaff Gully, Invermay, Mowbray and Copping. The Downer Tasmania business directly employs around 50 people across 5 divisional interests within the state of Tasmania - Maintenance, Construction, Pavement Services, Asphalt Manufacturing and Waste Management.

Whilst Downer is generally known to be a larger size company, each business is still setup to operate organically within its local operating environment. Downer engages over 200 local subcontractors & suppliers through focused

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procurement practices. These practises ensure the Downer procurement team use local industry wherever possible allowing Tasmania's local businesses all fair and reasonable opportunity to participate in this contract.

The Downer asphalt manufacturing facilities have existed in the Tasmanian industry for many years, bringing a lengthy supply of asphalt and expertise that prides itself on continuously improving and striving to innovate. With constant focus on improving the ever-so-important environmental impact of our operations, we go to great lengths to introduce initiatives to the state such as 'recycled asphalt product' or RAP. These initiatives can be born as a result of our businesses vast number of accredited research laboratories, working tirelessly to raise the bar within our industry for quality, environmental, and safety standards – all while delivering value for money. The Downer Tasmania business aspires to partner with DIER to strive to bring these initiatives to the state and set a new precedence across these key delivery areas within our industry. Our business' vision sees this partnership resulting in a reduction in impact to the environment, maximum local supplier engagement and optimal quality development. Additionally, Downer will maintain solid and healthy industry competition within an extremely exclusive & niche industry ensuring the best value for money can be achieved.

The entire proposed Downer Project Delivery team is made up of Tasmanian locals who are all from the greater Hobart area. Most are partnered with young families, attending the local schools, sporting & social clubs and pride themselves on supporting the local businesses. This ranges from frequenting local cafes, restaurants, bistros – to attending and participating in local events such as sporting events, shows and hobby clubs.

A number of staff have been lifelong members and contributors to the range of local football clubs, some playing, volunteering and also involved in committees or boards. An exemplary example of this is our Flagstaff Gully Asphalt Production Facility Coordinator, Luke Goodsell. Luke played football for Lindisfarne for many years, including being a key player in the premiership team of 1999. Since retiring, Luke has continued his dedicated involvement by volunteering his time to the club committee. He has had various duties within the committee, including assistant coach and club administrator. This is just one example of many of our team who pride themselves on the part they play within the local community.

Downer, as a company is also proud of the investment in the local community, some examples of this is sponsorship of local events and teams (such as Hobart Racing Committee race at Hobart Cup day and Lindisfarne football team). Another example is a financial donation to assist the employee of a Local Government Client, who had been seriously injured on a worksite and consequently permanently wheelchair bound.



RFT No. 2225
Pavement Resurfacing 2014/15 (North East)
Downer Conforming Submission

Downer estimates that over 8000 local Subcontractor Hours will be required for their delivery of this contract. A table representing these engagements can be found in Annexure I – Local Supplier / Subcontractor Engagements.

**Tasmanian Industry Participation Plan
Good & Services Table**

Identified goods or Services	Total Estimated Value	Name of Sub-contractor/Supplier	Location of Sub-contractor/Supplier
Bitumen / Kerosene	955k	BP Sells Point	Sells Point
Kerosene	65k	Bennetts Petroleum	Sells Point
Aggregate PAFV 48	830k	Boral	Launceston
Aggregate PAFV 52	90k	Boral	Launceston
Traffic Control	150k	Ace / Statewide Earthworks	Granton
Traffic Control	30k	Alpha-Tas	Longford
Traffic Control Signage	10k	Eye Spy Signs	Cambridge
Linemarking	300k	Statewide Linemarking	Glenorchy
Thermo Removal	80k	Straight Path Enterprise	Blackmans Bay
Aggregate Cartage	10k	KP McCarthy	Granton
Aggregate Cartage	5k	Triffett	Magra
Aggregate Cartage	5k	Hot Rock	Chigwell
Aggregate Cartage	5k	Tinys Tipplers	Claremont
Aggregate Cartage	30k	Glen Edwards Transport	Chigwell
Aggregate Cartage	10k	A & H Industrial	Dromedary
Aggregate Cartage	80k	Quik Kart	Launceston
Bitumen Transport	80k	G Thompson	Bagdad
Geofabric	25k	GeoTas	Moonah
Sand	20k	Boral	Bakers Beach
Mechanical Maintenance	20k	Eastside Welding	Cambridge
Mechanical Maintenance	20k	Glasgow Engineering	Launceston
Mechanical Maintenance	10k	CJD Equipment Pty Ltd	Prospect Vale
Mechanical Maintenance	20k	Websters	Montrose
Mechanical Maintenance	5k	Ruband-Colonial Tyres	Derwent Park
Petrol	70k	Caltex Australia	Taswide
Plant Hire	20k	Coates Tasmania	Launceston
Labour Hire	80k	Programmed / Integrated	Glenorchy
Environmental Consultant	8k	Integrated land management and planning	Rosebay
Shipping Freight	10k	TT Line	East Devonport
Surveying	5k	Lester Franks	Hobart
Uniform Cleaning	3k	Hobart Industrial Dry Cleaners	Moonah
Uniform	1k	J Blackwood & Sons	Derwent Park
Uniform	1k	Pacific Brands and Workwear	Hawthorn
Uniform	3k	Protector Alsafe	Moonah