

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 actual numbers of staff (full-time equivalent)/values of goods and/or services.

Procurement details

| | |
|-----------------------------------|---|
| Procurement Reference No. | 2272 |
| Procurement title | ROAD SPECIFIC MAINTENANCE PAVEMENT RESURFACING 2015/2016 – SOUTH |
| Name of Responsible Agency/Entity | Department of State Growth |

Supplier details

| | |
|------------------------------|---|
| Name of supplier | DOWNER GROUP |
| Contact details for supplier | Ken KcGivern – Acting State Manager, Tas Ken.McGivern@downergroup.com Ph: 03 6249 0002 M: 0408 218 538 |

***** Refer to attached submission for Local Benefit Statement & Goods & Services Table*****

Local SME industry impact

What is the direct local impact of your business?

Examples: Are you a local SME (how many full time employees and casual employees do you employ, where is your business located, what is the ownership)? How many people do you employ in Tasmania? Would any new SME jobs be created by the proposed contract, and if so how many people will be employed to undertake this contract, and how many new jobs are likely to be created should your company be awarded the contract?

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

3 Local Benefits Test

3.1 Impact on the Local Industry/Economy

Downer Tasmania has been operating within Tasmania for over 20 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 approximately 50 people across 5 divisional interests within the state of Tasmania - Maintenance, Construction, Pavement Services, Asphalt Manufacturing and Waste Management.

The operational delivery of this project will be with Downer's existing local Tasmanian team.

In excess of 200 local subcontractors & suppliers rely on our Tasmanian business as a source of income. Downer estimates that over in excess of 10,000 local Subcontractor Hours will be required for their delivery of this contract.

The proposed Downer Project Delivery team is made up full time Tasmanian residents who will be offered management and technical support from the wider Vic/Tas business as required.

Should Downer be successful in securing this contract, employment opportunities will be created for up to 3 blue collar plant operatives and 1 graduate engineer.

Currently Downer supports an undergraduate Engineer from the University of Tasmania with casual employment. Securing annual contracts such as this support our ongoing investment into the local community with initiatives such as this.

Downer understands the growth of a company cannot occur without the growth of its employees also. For this reason a great deal of emphasis has been placed around providing opportunities for their local employees to further their training through courses and workshops rather than bringing in skilled workers from the mainland. Last financial year alone Downer spent approximately \$50k on training of their Tasmanian employees. The training programs relied on local training providers such as first aid, traffic control, white card etc.

Downer also support a Federal Government initiative on Antarctica by heating and drying sand at our Flagstaff Gully facility which is provided by a locally sourced quarry.

Our investment into RAP capability at our Hobart asphalt facility has created additional business for local crushing and screening contractors which are required to process material. Additionally the collection of RAP from our worksites requires additional cartage resources to transport it back to our manufacturing plant.

Our Tasmanian team are local members of the community as are our contractors and suppliers. Whilst we belong to a larger organisational family our regional and state operations are made up of locals who are proud to be part of improving the road infrastructure for their local communities.

Appendix D: Goods & Services Table

**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 | 2.15M | BP Selfs Point / SAMI | Selfs Point / Victoria |
| Aggregate PAFV 48 | 1m | Boral / BIS / Hanson | Launceston / Hobart |
| Aggregate PAFV 52 | | Boral / Gaspersics | Launceston / Queenstown |
| Traffic Control | 390k | Altus Tasmania / ACE Traffic | Rochelea / Brighton |
| Traffic Control Signage | 10k | Eye Spy Signs | Cambridge |
| Linemarking | 670k | Statewide Linemarking / Hardings | Glenorchy / Ulverstone |
| Thermo Removal | 90k | Straight Path Enterprise | Blackmans Bay |
| Cartage | 40k | Digga Excavation | Launceston |
| Cartage | 40k | Quik Kart | Launceston |
| Cartage | 5k | Hot Rock | Chigwell |
| Cartage | 5k | Tinys Tippers | Claremont |
| Cartage | 10k | Glen Edwards Transport | Chigwell |
| Cartage | 10k | A & H Industrial | Dromedary |
| Bitumen Transport | 110k | 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 | 100k | Caltex Australia | Taswide |
| Plant Hire | 40k | 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 |
| Uniform Maintenance | 1k | Launceston Linen Services | Launceston |
| Site Sweeping | 15k | Veolia | Cambridge |
| Resurfacing preparation | 1.5m | Stornoway | Hobart |