

## SCHEDULE 5

### TASMANIAN INDUSTRY PARTICIPATION PLAN

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The Tasmanian Government is committed to maximising opportunities for local SME<sup>1</sup> businesses to compete for and win Government procurements. Suppliers are requested to prepare a Tasmanian Industry Participation Plan (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 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.

If you are the successful tenderer you must complete this Plan prior to signing the Conditions of Contract, and must agree to the publication of an executive summary of this Plan on the Department of Treasury and Finance website, within 14 days of award of Contract.

#### *Procurement details*

<b>Procurement Reference No.</b>	2319
<b>Procurement title</b>	Midland Highway Kempton to Melton Mowbray Road Improvements Stage 2
<b>Name of Responsible Agency/Entity</b>	Department of State Growth

#### *Supplier details*

<b>Name of supplier</b>	Andrew Walter Constructions Pty Ltd
<b>Contact details for supplier</b>	PO Box 5 Claremont TAS 7010 PH: 0362498799 Fax: 0362498806 Email: <a href="mailto:info@awconstructions.com.au">info@awconstructions.com.au</a> Web: <a href="http://www.awconstructions.com.au">www.awconstructions.com.au</a>  This project: Charles Cunningham Mobile: 0458 474 018 Email: <a href="mailto:charles.cunningham@awconstructions.com.au">charles.cunningham@awconstructions.com.au</a>

<sup>1</sup> Local SME are Australian and New Zealand businesses employing less than 200 people.

### Local SME industry impact

What is the direct local impact of your business?

*Are you a local SME (how many people 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 - how many?*

Andrew Walter Constructions is an independent Tasmanian-owned civil contracting firm. The Managing Director is Andrew Walter. The company was established in 1991 and is based at Austins Ferry in Tasmania, we have grown to become one of Tasmania's leading civil contractors persons servicing government and private clients, across civil, industrial, building and rural industries. Andrew Walter Constructions employs between 60 and 70 distributed among our mains offices at Austins Ferry, between 4-7 job sites in Southern Tasmania and a crew based in Launceston operating across Northern Tasmania and the Midlands.

We pride ourselves in the quality and scope of the work we complete and are committed to continuous improvement in all that we do.

Our vision is to be Tasmania's leading civil construction contractor and recognised for our specialist skills, expertise and equipment.

Since the very beginning, AWC has established and maintained strong relationships with other companies. We have adopted a partnership approach to many projects, and appreciate the benefits of working in partnership to achieve our clients' objectives.

AWC's Partnering Charter provides a foundation for every partnership that we enter into. Our charter is to:

- meet the project objectives through cooperation, team building and mutual trust
- value our relationships
- develop an environment for long-term profitability
- encourage innovation
- work together to improve project buildability
- reduce project time and cost and prove quality
- eliminate contractual conflict through our project organisational structures and clear lines of communication.

Road construction and maintenance has been our core business for over 20 years. We have an experienced team of skilled operators and ground staff who work on a wide variety of projects, ranging from small subdivisions to major highway construction. This work involves elements of all services provided by AWC including:

- road rehabilitation
- earthworks
- underground services
- concrete structures
- pavements
- shoulders and verges
- drainage

**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 or subcontracted works	Total estimated value (\$ excl GST)	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements) – including location of business	Labour component as an approximate percentage of total estimated value	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Supply of gravel	\$1,400,000	Boral Construction Materials Group Ltd – Bridgewater Quarry	20%	Supplier determined
Supply and placing of bituminous surfacing	\$1,060,000	Roadways Pty Ltd, Glenorchy	20%	Supplier determined
WRSF/ Safety Barrier	\$700,000	Protector Rail Pty Ltd, Glenorchy	20%	Supplier determined
Line Marking	\$120,000	Statewide Line Marking Pty Ltd, Glenorchy	40%	Supplier determined
Supply of concrete pipes	Up to \$100,000	Humes – Holcim Pty Ltd, Launceston	20%	Supplier determined
Supply of geotextiles, plastic pipes	Up to \$100,000	Hudsons Civil Products, Launceston	10%	Supplier determined
Landscaping/ maintenance	\$25,000	Reveg Tasmania Pty Ltd, Kingston TAS	40%	Supplier determined
Bridge barrier construction	\$186,000	BridgePro Engineering Pty Ltd, Latrobe TAS	20%	Supplier determined
Labour hire	\$200,000	Not yet determined - Local	100%	Yes
Truck hire	\$300,000	Not yet determined - Local	25%	Yes
Excavator hire	\$150,000	Not yet determined - Local	25%	Yes

**Opportunity for local SME involvement**

Will you source components of your offer from other local SME companies/sub-contractors or is there new work to be undertaken locally as a result of you fulfilling the contract or workers travelling to the local area to undertake the work? How much?

Yes:

- Local labour estimated 5 to 7 persons for duration of works
- Local trucking resources, estimated 3-4 trucks for duration of works
- Local excavators, estimated 2 additional over and above AWC plant for duration of works
- Tree falling and other “rural” based activities required by the works for which local skills exist.

Detail how you intend to identify and engage with sub-contractors and/or other SMEs in relation to the delivery of the contract including your supply chain i.e. use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups and ICN etc.

Additional labour resources will be sourced and engaged through advertisement in local newspapers and other media. With works such as these "work of mouth" is often a surprisingly effective form of recruitment.

It is not anticipated that local SME's will be disadvantaged, in fact the opposite will be true. As indicated above local resources that are available for identified tasks will be engaged where possible (labour, local plant). These resources will not otherwise have the opportunity to participate in this project. If other local SME's are able to demonstrate competencies in other tasks that have been identified in the schedule above then consideration will be given to engaging them. Such consideration will take into account local benefit, skills and competencies to undertake the task (assistance may be given to develop same if appropriate) and cost.

### **Broader economic opportunities**

Are there any other impacts that your business and/or this specific supply will provide to the local/regional economy?

*Your supply may lead to: new skills being developed locally; trainees/apprentices being appointed; cross transfer skills to a local SME partner/sub-contractor; your company (if you are not a local SME) setting up an office/employing local staff; scale for you to take your products/services interstate/overseas; local community sponsorship etc.*

Due to the anticipated employment of local labour and equipment resources it is expected that skills transfer will occur that will result in improved local skills and/or the opportunity for locals to participate more thoroughly in the construction industry, this may include future road construction works, road maintenance works and general civil contracting. These opportunities may be either with AWC in to the future or with other contractors working in the area or further afield.

### **Completed and endorsed (Supplier)**

Charles Cunningham, Project Manager  
(Name and position – print)



(Signature)

07/04/2016  
(Date)