

Tasmanian Industry Participation Plan Contractor Consent Form

Procurement details

Procurement Reference No.	2346
Procurement title	Midland Highway Symmons Plains to South of Perth Road Improvements and Safety Upgrade
Name of Responsible Agency/Entity	Department of State Growth

Supplier details

Name of supplier	Andrew Walter Constructions Pty Ltd
Contact details for supplier	Mr Stewart Geeves

We consent to the disclosure of the TIPP as submitted as part of our Tender Submission for the above contract in its entirety in accordance with Treasurer's Instruction No. 1225 Buy Local Policy: building and construction/roads and bridges.

Completed and endorsed (Supplier)

ANDREW JOHN WALTER
MANAGING DIRECTOR - ANDREW WALTER CONSTRUCTIONS PTY. LTD.

(Name and position - print)

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(Signature)

31/10/2016

(Date)

ATTACHMENT C – TASMANIAN INDUSTRY PARTICIPATION PLAN (TEMPLATE/GUIDE)

The Tasmanian Government is committed to maximising opportunities for local SME¹ businesses to compete for and win Government procurements. Suppliers/proponents 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; and
- For private sector projects valued at over \$5 million that receive support, including in-kind support, valued at or greater than \$500 000 from the Government.

This Plan is your opportunity to demonstrate how your submission will positively impact on the local industry/economy. 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.

For procurements, the Tasmanian Industry Participation Plan is an essential part of your submission and will be used by the procuring entity to evaluate your submission. In these circumstances, the Plan will contribute a minimum of 10% of the procurement evaluation.

This template was specifically developed for procurement. Where a Tasmanian Industry Participation Plan is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

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Supplier details

Name of supplier	Andrew Walter Constructions
Contact details for supplier	PO Box 5, Claremont, email: stewart.geeves@awconstructions.com.au Ph: 03 6249 8799, Fax 03 6249 8806

Local SME industry impact

What is the direct local impact of your business?

Examples: 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?

Tenderer's response:

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.

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

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.

Tenderer's response:

Identified goods or services	Total estimated value	Name of supplier anticipated to be used (if already determined through existing supply chain arrangements)	Location of supplier (where already determined through existing supply chain arrangements)	If supplier not yet determined, is there a local SME market for same? (Yes/No)
Supply of gravel	\$1.5M	Hanson Group – Launceston Quarry	Launceston	Supplier determined
Supply of gravel	\$1.6M	Gradco	Launceston	Supplier determined
Supply and placing of bituminous surfacing	\$1.5M	Hardings Hotmix	Ulverstone	Supplier determined
WRSF/ Safety Barrier	\$0.6M	Geotas	Moonah	Supplier determined
Line Marking	\$170k	Hardings Hotmix	Ulverstone	Supplier determined
Supply of concrete pipes	\$50	Humes – Holcim Pty Ltd	Launceston	Supplier determined
Supply and installation of	\$100k	Eye-Spy Signs	Cambridge	Supplier determined

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Supply of geotextiles, plastic pipes	\$50k	Hudsons Civil Products	Launceston	Supplier determined
Landscaping/maintenance	\$300k	Reveg Tasmania Pty Ltd	Kingston	Supplier determined
Precast crown units	\$50k	Hudsons Civil Products	Launceston	Supplier determined
Labour hire		Internal others not yet determined	Local	Yes
Truck hire		Not yet determined	Local	Yes
Excavator hire		Internal and subcontract - Not yet determined	Local	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? **Tenderer's response:**

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 ie use of existing supply chains, advertising of sub-contracting or supply opportunities, liaison with industry groups, etc.

Tenderer's response:

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.

Detail the process that you are to undertake to ensure that local SMEs are not to be disadvantaged where competing with other suppliers in the provision of goods or services to be used as part of this contract (ie unpacking of procurements into smaller components so that local SMEs can compete more effectively etc).

Tenderer's response:

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?

Examples: 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.

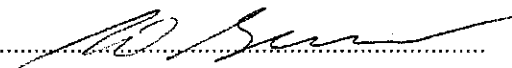
Tenderer's response:

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.

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 (Tenderer)

Stewart Geeves, Project Manager
(Name and position – print)

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(Signature)

21st September 2016
(Date)