

ATTACHMENT 3 TASMANIAN INDUSTRY PARTICIPATION PLAN

PROCUREMENT DETAILS

PROCUREMENT REFERENCE NO.	Contract 2395
PROCUREMENT TITLE	Pavement Resurfacing 2017/2018 – South
NAME OF RESPONSIBLE AGENCY/ENTITY	Department of State Growth

SUPPLIER DETAILS

NAME	CONTACT DETAILS
Roadways Proprietary Limited	28 Jackson Street Glenorchy, Tasmania 7010 Phone 03 62713500 Email: contact@ianharringtongroup.com.au

LOCAL SME INDUSTRY IMPACT

Roadways was founded in 1964 and is a privately owned and operated, proudly Tasmanian SME. The company currently employs 78 full-time employees, five casuals and ten subcontractors, all of whom live and work in Tasmania, contributing to local economy professionally and personally.

Of these, up to 55 existing employees will be engaged for the duration of Pavement Resurfacing Contract 2395. We will also engage up to five new direct employees and between 10 and 26 subcontractors as truck drivers and traffic controllers. All subcontractors will be sourced from local SMEs.

Over the past three financial years, Roadways has paid more than \$12.8 million in Tasmanian wages and salaries. We have contributed more than \$300,000 per annum in payroll tax, \$60,000 in vehicle registrations and \$350,000 in Stamp Duty, Land Tax, rent and local government rates and taxes. We have also made substantial contributions to local utilities such as TasWater, Aurora and TasGas.

Proudly
Tasmanian-
owned

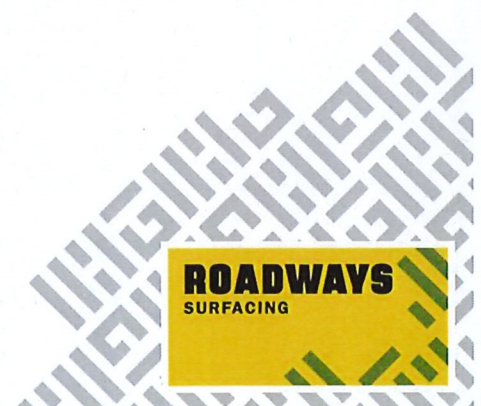
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ROADWAYS
SURFACING

GOODS AND SERVICES TO BE UTILISED IN THE CONTRACT

Roadways has maintained long-standing relationships with local SMEs across the state. We have contacted all our key suppliers and subcontractors to confirm our requirements for this contract can be met and obtained quotations based on estimated timing, quantities and services required.

IDENTIFIED GOODS OR SERVICES	TOTAL ESTIMATED VALUE	NAME OF SUPPLIER ANTICIPATED TO BE USED	LOCATION OF SUPPLIER
Bitumen	\$913,000	Puma Energy	Self's Point, Tasmania
PMB binder	\$1,337,000	Puma Energy	Self's Point, Tasmania
Aggregates and sand	\$624,000	Boral Construction Materials Group Hazell Bros Hanson BIS Industries	Bridgewater, Tasmania Leslie Vale, Tasmania Flagstaff Gully, Tasmania Launceston, Tasmania
High PAFV aggregates	\$673,000	Gaspersic Contracting – Quarries	Queenstown, Tasmania
Traffic management	\$464,000	Statewide Linemarking Altus Traffic	Glenorchy, Tasmania Moonah, Tasmania
Line marking removal	\$134,000	SPE	Blackmans Bay, Tasmania
Line marking	\$1,342,000	Statewide Linemarking	Glenorchy, Tasmania
Truck and float hire	\$239,000	Hazell Bros Caines	Derwent Park, Tasmania Burnie, Tasmania
Bitumen cartage	\$113,000	Baker's Bitumen Cartage	Richmond, Tasmania
Crew accommodation	\$179,000	Various hotels and motels	Tasmania



OPPORTUNITY FOR LOCAL SME INVOLVEMENT

Roadways is proud of its commitment to engage local SMEs for the provision of services, materials and other essential supplies in the delivery of Pavement Resurfacing Contract 2395. It is our policy to only engage local subcontractors and suppliers unless they are unavailable in Tasmania. Our estimated spend on locally based SME businesses for this contract is \$6,018,000. This includes:

- Traffic management services
- Truck and float hire
- Equipment hire
- Quarry materials
- Binder supplies, tools and consumables
- Fuels and oils
- Signage
- Personal protective and safety equipment
- Accommodation providers
- Local shops and restaurants.

As a Tasmanian business with locations in the south and northwest of the state, Roadways maintains an extensive, trusted network of preferred locally-based subcontractors and suppliers will draw on to assist in the delivery of the contract. We only engage suppliers with a proven record of prompt, reliable and efficient service delivery. Our management team regularly reviews performance and cost competitiveness to ensure the best possible value for our clients.

Roadways is an active member and participant in the following industry associations and will liaise with or utilise the services of these organisations where appropriate during Pavement Resurfacing Contract 2395:

- Australian Asphalt Paving Association – Tasmanian Branch
- Civil Contractors Federation – Tasmania
- Institute of Public Works Engineering – Tasmania
- Tasmanian Association of Municipal Supervisors
- OzHelp Foundation Tasmania*
- Road Marking Industry Association of Australia.



**Managing Director Phil Sidney is a founding Board member, and has served as the chairman since 2010. He is also on the board of the Civil Contractors Federation.*

BROADER ECONOMIC OPPORTUNITIES

High skid resistance aggregate supply

Roadways is actively working with local suppliers of high skid resistance aggregates on the west and east coasts of Tasmania to provide production planning and quality control. This involvement is critical for the provision of a consistent, high-quality supply of aggregates for Pavement Resurfacing Contract 2395. It ensures a long-term reliable and viable supply is available to the industry for future contracts, meaning high PSV aggregates do not need to be imported from interstate at a much higher cost to the Tasmanian tax payer.

Building industry capacity

Roadways is passionate about building sustainable local industries in Tasmania. To maximise opportunities for local SMEs to participate in the supply chain of this and similar contracts, we leverage the strength of our management systems to provide

training and mentoring in safety, quality and environmental management. We have invested significant resources in ensuring the local SMEs we work with have the capacity to operate safely and compliantly. All of our key suppliers undergo a prequalification assessment which takes into account their ability to supply reliable, consistent and safe products and services to Roadways.

Roadways is strongly committed to the professional development of our 78-strong Tasmanian workforce. As part of our ongoing training and development program, all personnel maintain qualifications in:

- First Aid Certificates (Minimum Level 2)
- AAPA Working Safely with Bitumen
- Environmental Awareness
- Electrical Awareness
- Control Traffic with a Stop/Slow Bat
- Implement Work Zone Traffic Management Plan
- Prepare Work Zone Traffic Management Plan.

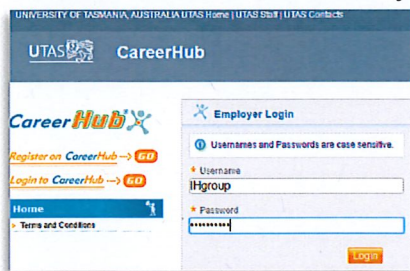


Project Manager Brenton Stead and project engineers Tom DeMeillon and Henry Allwright have received the most up-to-date training in seal design, having completed the AAPA Best Practice in Sprayed Sealing Selection and Design course in May 2017.

By up-skilling all our employees in a process of continuous improvement, we not only achieve improved safety and quality outcomes, we invest in a more highly-skilled workforce for the future of the industry in Tasmania.

Graduate positions

Roadways maintains registration with the University of Tasmania CareerHub website to list opportunities for an engineering graduates or undergraduates nearing completion to join the Roadways team during the delivery of Pavement Resurfacing Contract 2395. The successful candidate will work with our Project Manager and supervisors to deliver improved quality

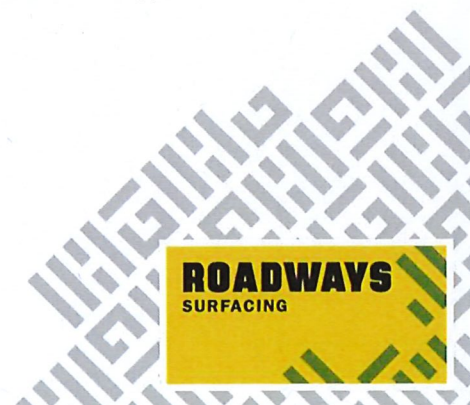


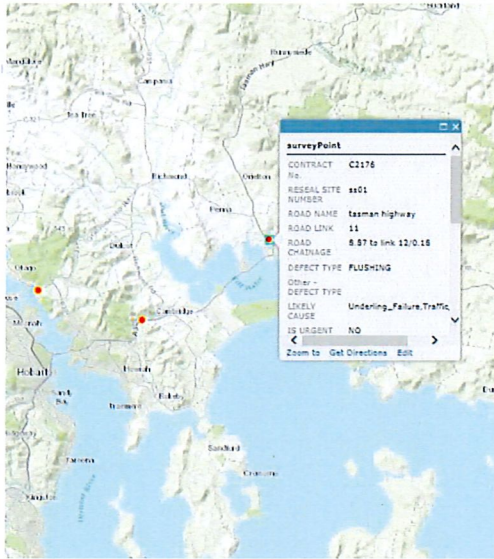
outcomes and timely issues management. They will be provided with valuable work experience in the bituminous surfacing industry and opportunities to develop their knowledge and skills – vital in an industry struggling to find suitably qualified personnel for key roles. During the delivery of Pavement Resurfacing Contract 2326, Roadways employed a graduate civil engineer, who gained significant experience and remains with the company.

New technology

Chipping Spreader

During the 2016-2017 reseal season Roadways introduced the Phoenix 'SPC10e' Self-Propelled Metering Chipping Spreader to undertake aggregate spreading in the delivery of the DSG Pavement Resurfacing Contract 2326. The introduction of this technology to the Tasmanian resurfacing contract successfully delivered on expectations and raised the bar for quality and productivity standards for future bituminous surfacing in the State.





ArcGIS

Roadways will use this geographic information system (GIS) software to capture real-time data for use in seal design, defect identification and records management on Contract 2395. The use of mobile devices to capture onsite data and transmit back to a central location for processing and logging will allow DSG to gain access to real-time works programming information, audit information and defect management data. It will streamline reporting and provide DSG and Roadways with detailed, up-to-date information on the network condition.



Giving back to our community

Since its founding in Tasmania in 1964, Roadways has been a committed member of the local community with a proud history of contribution and support, including:



- **2016-2017** Sponsorship of Baskerville RaceTrack (Motor Sports Tasmania) through in-kind support during the recent resurfacing and line marking of the track.
- **34 years** continuous sponsorship of the Penguin Bowls Club – Penguin Classic Pairs.
- **33 years** continuous support of the Tasmanian Association of Municipal Supervisors / Institute of Public Works Engineering Australia, including support for annual general meetings, conferences, educational and product presentations, specification development and knowledge transfer.
- Contribution to the **Save the Tasmanian Devil Program** Roadkill Project through sponsoring the installation of electronic virtual fencing on the Arthur Highway at Murdunna.
- Proud Sponsor of the **Darwin Football Association** (Burnie).

Completed and endorsed (Supplier)

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Phillip J Sidney, Managing Director

16/06/2017

