

Tasmanian Industry Participation Plan

V675-2020 - Vehicle Hire

The Tasmanian Government is committed to maximising opportunities for local suppliers to compete for and win Government procurements. Suppliers/proponents are requested to prepare a Tasmanian Industry Participation Plan (TIPP):

- 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 (and including) \$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.

Procurement details

Procurement ID	V675-2020
Procurement title	Vehicle Hire
Name of Responsible Agency/Entity	Department of Treasury and Finance

Supplier details

Name of supplier	W T H Pty Ltd trading as Avis Australia
Contact details for supplier	Philip Newgreen National Account Manager Head office: Level 1, Tower B, 201 Coward Street Mascot NSW 2020 Ph: 0425 637 879 E: Philip.newgreen@abg.com

Are you a Tasmanian SME*? Do you employ Tasmanians?

WTH Pty Limited trading as Avis Australia is owned by Avis Budget Group Inc. In Australia our headquarters are located in Sydney. Avis has a major presence in Tasmania and is a corporate operation and not a franchise. Our State Operations Office is located in Launceston. In Tasmania Avis employs approx. 90 people either on a full time, part time and / or casual basis. Our state wide presence which includes rental locations in Hobart, Launceston, Devonport and Wynyard/Burnie employs from

the local resident population of these centres and their immediate environs. Avis' market segmentation which includes Government, Corporate and Leisure ensures year round fulltime employment which in the majority of cases is not limited to high seasonal short term employment opportunity. Avis has had a presence in Tasmania since 1960 and has been an employer of the local community since that time. Avis' operations and level of activity, including the size of its rental fleet, reflects in part current economic activity both nationally and in the State of Tasmania.

As Tasmania's (and Australia's) largest car rental company Avis' resultant contribution is likely, at any given time, to be more impactful than our competitors.

Of particular note is the structure and ownership of Avis' operations at Hobart City, Launceston City, Devonport City and Devonport Airport where Avis operates under Agency Agreements with local Tasmanian businesses who in turn employ their own workforce under their own local business name. This is a significant structural differentiator with Avis in terms of our local business impact as more than 70% of the Tasmanian Government rental vehicle requirement is undertaken at these locations where the touchpoint to the local Tasmanian community in terms of employment could not be more meaningful.

Where are the goods or services to be used in the contract sourced from?

Identified goods and/or services	Total Estimated value	Name of supplier anticipated to be used	Location of supplier
New vehicles	@ 850 vehicles per annum (2019)	CO-OP Toyota, Local Motors Group, JMC, Tilford, Hobart Mitsubishi. Launceston Toyota, Local Motors Group, JMC, Launceston Mitsubishi, Buckby Motors.	Hobart Launceston
Sale vehicles	@ 500 per annum	North City Cars, CO-OP Toyota, Local Motor Group, Michael Wood Auto Wholesalers, Tassie Cars and Commercials, Dave Powell Autos.	Hobart and Launceston

Fuel	@ 130,000 to 150,000 litres	CalTas	Main bulk delivery Hobart and Launceston Fleet cards statewide
Premises – Leased	Commercial in Confidence	Hobart International Airport Sultan Holdings Tasmanian Ports Corporation Tiger Island Nominees Hotel Grand Chancellor Launceston Airport	Hobart Airport Hobart Devonport Wynyard & Launceston Airport Service Facility Launceston Launceston
Vehicle Registration & CTP	In excess of \$2.5M per annum	Department of State Growth	Hobart
Panel repairs, body parts	Commercial in Confidence	Schorta Bodyworks, Micra Bodyworks Hobart. Micra Bodyworks Launceston.	Hobart Launceston
Tyres	Commercial in Confidence	Bridgestone Goodyear Launceston Tyreright	Hobart/Launceston Launceston Latrobe & Burnie
Vehicle Transhipment	Commercial in Confidence	Tas Road Express Searoad	Hobart and Launceston Devonport
Car wash & workshop supplies	Commercial in Confidence	Warwick, Repco. Donald Gorringer Hunters	Hobart & Launceston Hobart Statewide

The supply of our primary service being motor vehicles are sourced from the main manufacturing companies such as Toyota, Hyundai, Kia, Ford to name a few.

The Avis fleet is delivered and disposed/sold through locally based Tasmanian dealerships where we utilise a range of services and transportation solutions. We also purchase items such as fuel, tyres, maintenance equipment, car washing supplies, from local businesses.

Rent and leasing services are also conducted with Tasmanian based companies.

We aim to partner with suppliers that share our commitment to protecting the environment and are able to support ABG's environmental goals and strategies by providing products and services with environmental attributes that lower our impact across our value chain. We expect our suppliers to reduce and minimize the environmental impact of all of their operations in the short-term, and also plan for long-term sustainability.

Opportunity for Tasmanian SME* involvement

In Tasmania, Avis will continue to source components from its existing supply chain as well as looking for new SME relationships as the opportunities arise. Avis does upgrade facilities in line with our global standards and operating requirements particularly at the main airports. This would then support local Tasmanian businesses to provide the applicable work required. Our 24 hour roadside service is contracted to the local Tasmanian Assist business. Avis does work with tourism, hospitality bodies and provides rental services to customers and leisure renters through our preferred agreement with Qantas/Jetstar.

Broader social and economic opportunities

Avis is a non-discriminatory employer. We employ local men and women above the age of 18 years to fulfil administrative, customer service – including daily direct customer contact – mechanical and other related skills to our business. We employ a broad skillset. All new employees complete induction and on the job training. Many of these skills, particularly those directly in customer service-rental counter-positions, are transportable to other opportunities in the Tasmanian tourism and hospitality sector e.g. hotel reception, airline check-in and the like.

Apprentices can also be employed in the vehicle servicing and maintenance roles where applicable.

Please refer to our corporate responsibility report for further information.

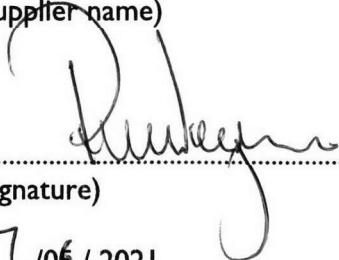
<https://avisbudgetgroup.com/csr/>

Local innovative solutions

As we provide vehicle rental solutions this segment may not be entirely applicable for our product as such.

Avis Tasmania does source our supply chain locally wherever possible and partners with vehicle dealerships, maintenance and panel providers, fuel purchasing, airport operators, and property leasing companies along with supporting the local community where applicable.

Avis works with the local tourism operators and Tasmanian based travel agents, and wholesalers in providing their customers with mobility services.

Completed and endorsed	Philip Newgreen National Account Manager (Name and position – print)
	W T H Pty Ltd trading as Avis Australia (Supplier name)
	 (Signature)
	17/06 / 2021 (Date)

*A Tasmanian SME is a Tasmanian business employing less than 200 people