

Attachment 1 - Tasmanian Industry Participation Plan

P450 Petroleum Products

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	P450-2021
Procurement title	Petroleum Products Contract P450
Name of Responsible Agency/Entity	Department of Treasury and Finance

Supplier details

Name of supplier	United Petroleum (United Petroleum Pty Ltd, United Card Services Pty Ltd)
Contact details for supplier	600 Glenferrie Rd, Hawthorn, VIC, Australia 3122 tony.evans@unitedpetroleum.com.au 0417719252

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

United Petroleum is a privately owned Australian company with local operations and presence across Australia including Tasmania. United Petroleum operates a commission agent and independent dealer model partnering with hundreds of small business operators to bring to life the United Network.

In Tasmania United has a 57 strong service station network, as well as operating one of the largest import terminals and distribution fleets in Tasmania. United Petroleum directly employs 23 Tasmanians and supports more than 160 Retail and Trade jobs across the state.

United Petroleum estimates that our Tasmanian based employees and small business partners have combined annual labour hours of 356,850. To support our Tasmanian operation there are additional head office staff based in Melbourne estimated at 6,630 annual labour hours.

United Petroleum operates a local support office out of our terminal in Bell Bay with local Tasmanian Business Manager, local terminal support staff and local drivers.

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

United Petroleum operates an integrated Fuel business with a supply and trading office based in Singapore securing the highest quality Petrol and Diesel refined products from South Korea, Japan and Singapore to supply the Australian market including Tasmania.

All fuel products sourced to support this tender will be sourced internationally and imported directly into our Bell Bay terminal and subject to strict quality control standards and testing.

United Petroleum partners with local distributors to support our fuel bunkering and specialised refuelling operations. Based on the successful outcome of the tender United Petroleum would expect to increase the business local distributor partners.

Across our extensive service station network United Petroleum partners with local wholesalers and distributors in Tasmania our goods are delivered via Countrywide Foodservice who leverage local Tasmanian distributors.

United Petroleum continues to look at ways to further expand its local product sourcing arrangements to encourage buy local and support local.

Opportunity for Tasmanian SME* involvement

United Petroleum has a 57 strong and growing service station network operated by local independent businesses.

United Petroleum partners with local Tasmanian SME and sub-contractors to support our fuel bunkering and specialised refuelling operations. .

Broader social and economic opportunities

United Petroleum is a large contributor to the Tasmanian local jobs economy directly employing 23 Tasmanians and supporting more than 160 Retail and Trade jobs across the state.

United Petroleum is committed to the Tasmanian market and has invested more than 15 million dollars over the last 5 years across our Terminal, Retail and Logistics operations to ensure security of supply, greater fuel availability and a high-quality refuelling experience.

United Petroleum has added 5 brand new sites to the Tasmanian network over the last 5 years to support the local community including in New Norfolk, North Hobart, Smithton, and Kingston

United has recently opened one of the largest travel centres in Australia right here in Tasmania. Located in Brighton, United Petroleum and our development partners have invested millions of dollars to bring this world class facility to market to meet the growing travel needs of Tasmanians.

United Petroleum is an active supporter of Tasmanian motorists and has a long-term strategic partnership with RACT delivering 18 million dollars in fuel savings over last 6 years. RACT are the perfect partner for United Petroleum aligning with our quality fuels and value for money customer promise.

Local innovative solutions

All fuel products sourced to support this tender will be sourced internationally and imported directly into our Bell Bay terminal.

Leveraging our technology and local facilities, United Petroleum locally blend our refined products to deliver our Premium Fuels and our Ethanol biofuel Unleaded-Plus-Ethanol.

United Petroleum is currently the only fuel retailer to provide ethanol-based fuels into the Tasmania market, giving Tasmanian’s access to a more environmentally friendly choice at the pump.

United Petroleum prides itself on leveraging the best technology when it comes to fulfilling all elements of the fuel supply chain. Although we are currently not directly leveraging any local Tasmanian businesses, we are open to engaged with local Tasmanian businesses to help solve business problems together.

Completed and endorsed	DAVID SZYMCZAK, CHIEF EXECUTIVE OFFICIER
 (Name and position – print)
	UNITED PETROLEUM
 (Supplier name)
 (Signature)
/...../..... (Date)