

# Tasmanian Industry Participation Plan

<Procurement ID - Procurement Title>

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 (TIIP):

- 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.

Guidance information (can be deleted):

- Information provided in the Economic and Social Benefits Statement can be used as a basis for a TIIP.
- Where determined appropriate by the procuring entity, the supplier's obligations under a TIIP are to be captured in the contract and monitored as part of the contract performance.
- This template was specifically developed for procurement. Where a TIIP is required for a private sector project, the template should be adapted to suit the specific circumstances of the project.

## Procurement details

<b>Procurement ID</b>	CON/23/55
<b>Procurement title</b>	Bus Maintenance and Repair
<b>Name of Responsible Agency/Entity</b>	Metro Tasmania

## Supplier details

<b>Name of supplier</b>	Hav N A Dip Bus Repairs Pty Ltd
<b>Contact details for supplier</b>	Ph: 03 6272 5597 Email: scott@hbrcas.com.au Postal: PO Box 565, Moonah, Tasmania, 7009

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

Hav N A Dip Bus Repairs Pty Ltd (“the Company”) was established in 2005 by Scott Workman. To this day Scott remains the sole director and shareholder of the Company. Scott was born and raised in Tasmania and considered himself to be a proud Tasmanian. Accordingly, the Company is a Tasmanian SME.

The Company was the successful tenderer for the first Metro Tasmania Contract for “Body Repairs and Maintenance Services” for the state public transport vehicles. The Company has continued to provide these Services to Metro since 2011. During that time, the Company has grown to employ fifteen full time and part time staff. This has enabled the Company to appoint two apprentices. All the employees are based in Tasmania. The Company also engages eight subcontractor sole traders or businesses.

The Company is well regarded in the industry and has been able to maintain these levels of employment through a combination of the Services provided to Metro and the repair demands of Tasmanian private transport operators. The Company anticipates increasing the existing workforce by two and seeking to employ trade personnel who have experience in panel beating, auto electric and mechanical services. The Company expect that Tasmanians will fill these positions.

Across the State, all employees of the Company, being Tasmanian, work on average of four hundred and fifty hours per week, though this can fluctuate considerably in busier periods, resulting in employees working significantly more hours boosting individual personal wages as per award overtime requirements.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Are you a Tasmanian SME?*
- *How many Tasmanian jobs will be supported by this procurement activity?*
- *How many people do you employ in Tasmania?*
- *Provide an estimate of the number of labour hours worked by Tasmanian-based employees versus other employees.*
- *Would any new Tasmanian jobs be created by the proposed contract - how many?*
- *If you are not a Tasmanian SME, will you be setting up a local Tasmanian office and employing local staff?*

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

The Company own and supply all parts required to perform the body and upholstery repair aspects of the Services. Sufficient levels of stock are maintained at the respective sites occupied by the Company to ensure that the Services are supplied at expeditiously as possible and in accordance with contractual obligations.

As the costs associated with purchasing and freighting parts and material stock amounts have increased significantly, the Company has implemented a policy of manufacturing or repairing these parts/stock in-house or sub-contracting locally suppliers to manufacture or repair those parts. Accordingly, this policy has significantly reduced freight costs and increased employment in those local suppliers supported by the Company.

Please see attached proof of business letter: Attachment 1

The figures from last financial stated that the Company spent in excess of \$465,000 on labour supplied by external sources, suppliers of parts, materials and consumables. The entirety of this amount was spent within Australia, nothing is sourced from overseas. Of the \$465,000 spent, approximately 78% spent on businesses located in Tasmania.

It is anticipated that the amount required to be spent on labour supplied by external sources, suppliers of parts, materials and consumables will be significant again this financial year. Company workload requirements and needs transfer to our suppliers of materials and number of subcontractors to manufacture replacement parts and contractors working on company premises to aid in any overflow of work commitments that company employees require assistance in performing.

*Guidance information (can be deleted): Below are some examples you may consider including in response to this question:*

- *Does your business provide all the goods and services identified in your submission?*
- *If not, will the goods or services identified in your submission be provided by or sourced from Tasmanian SMEs? If possible, provide a list.*
- *Provide an estimate of the value of locally sourced goods and services versus imported.*
- *Outline how your submission will incorporate local products, services and capabilities.*

## Opportunity for Tasmanian SME\* involvement

The Company engages eight sole traders (in addition to the employed workforce) to provide labour to manufacture part components or assist perform onsite repairs. The

amount of engagement required is dependent upon the amount of accident repairs required by Metro.

Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Will you source components of your offer from other Tasmanian SMEs or sub-contractors? If possible, provide details.
- How will you identify and engage with sub-contractors or other Tasmanian SMEs to deliver the contract? Will you use existing supply chains or advertise sub-contracting or supply opportunities? Will you liaise with local industry groups?
- How will you ensure that Tasmanian SMEs are not disadvantaged when competing with other suppliers to provide goods or services to be used as part of this contract?
- Are there opportunities to transfer skills to a Tasmanian SME or sub-contractor?

### **Broader social and economic opportunities**

Approximately 40 prominent local suppliers are engaged by the Company, including as listed below (but not limited to):-

- Attard Agencies;
- Euro Signs;
- Instant Windscreens;
- Napa;
- Nuts & Bolts;
- Spectrum Car Paints;
- Tassteel;
- Tasweld;
- Terrace Trading; and
- Ullrich Aluminium.


Guidance information (can be deleted): Below are some examples you may consider including in response to this question:

- Are there any other benefits that your organisation or this specific contract will provide to the Tasmanian economy?
- Will this contract lead to new skills or expertise being developed within Tasmania?
- Will trainees or apprentices be appointed? If yes, how many and in which profession?
- Does your organisation provide opportunities for pathways to employment for disadvantaged Tasmanians?

- Do you support the Tasmanian community, for example through formal support, sponsorship, volunteering or in-kind support?

### Local innovative solutions

The Company was the successful tenderer for the first Metro Tasmania Contract for "Body Repairs and Maintenance Services" for the state public transport vehicles. The Company has continued to provide these Services to Metro since 2011. During that time, the Company has grown to employ fifteen full time and part time staff. This has enabled the Company to appoint two apprentices. All the employees are based in Tasmania. The Company also engages eight subcontractor sole traders or businesses.

<b>Completed and endorsed</b>	Katie Cooper – Metro Tasmania CEO ..... (Name and position – print)
	Havnadip Bus Repair Pty Ltd ..... (Supplier name)
	CEO Metro:  ..... (Signature)
	18 / 12 / 2023 ..... (Date)

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

