

## 6.5. 2024 001 REGISTER OF PRE QUALIFIED SUPPLIERS FOR WET AND DRY PLANT AND EQUIPMENT HIRE

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**DEPARTMENT** Finance and Corporate Services

### RECOMMENDATION

That Council resolves to:

1. **Award contract 2024-001 Register of Pre-Qualified Suppliers (RoPS): Wet and Dry Plant and Equipment Hire, and appoints the list of suppliers provided, with an initial term of two years commencing on 1 December 2023, with a further two (2) x twelve-month option periods at Council's discretion; and**
2. **Delegates authority under s 257 of the *Local Government Act 2009* to the Chief Executive Officer to enter into contracts, negotiate, finalise and execute any and all matters associated with or in relation to this contract/arrangement.**

### EXECUTIVE SUMMARY

Pursuant to s 232 of the *Local Government Regulation 2012* (Qld), it is proposed to award a Register of Pre-Qualified Suppliers (RoPS) for wet and dry plant and equipment hire, which will enable Council to utilise the required services on an individual basis to perform work throughout the Shire, as and when required.

Tenders were invited for Contract 2024-001, Register of Pre-Qualified Suppliers for Wet and Dry Plant and Equipment Hire via the electronic tendering platform, VendorPanel.

At the time of tender close, a total of fifty-nine (59) submissions were received from contractors; all of which were deemed conforming. Twenty-three (23) suppliers are based within Douglas Shire, a further twenty-eight (28) based in the surrounding FNQROC LGAs, with the final eight (8) based further afield but still in Queensland.

Whilst Council encouraged all capable suppliers to tender, Council intends to utilise the RoPS to encourage development of competitive local business and industry.

An analysis was undertaken for the period November 2021 – March 2023 which indicated that greater than **95%** of Council's plant & equipment hire expenditure, engaged directly through the Register of Pre-qualified Suppliers (RoPS), was with local vendors.

### BACKGROUND

The RoPS is a register of suppliers that are pre-qualified and capable of responding to Council's operational requirements in a timely manner; and where Council can either:

- Directly engage a supplier from the RoPS on an as required basis utilising the rates provided within the Schedule of Rates; or

- Request quote(s) from one or more suppliers on the RoPS on an as required basis for fixed term services utilising the rates provided within the Schedule of Rates, or lump sum price as agreed.

Pursuant to s 232 of the *Local Government Regulation 2012*, it is proposed to award a Register of Pre-Qualified Suppliers (RoPS) for Wet and Dry Plant and Equipment Hire. This will enable Council to utilise the required services to support its day-to-day operational requirements, as and when needed.

The intent of this tender is:

- To obtain value for money
- To ensure open and effective competition
- To ensure timely and efficient supply of services to Council

The use of a Register of Pre-Qualified Suppliers (RoPS) complies with legal and policy procurement requirements and reduces administration load for Council and contractors.

It also allows Council to utilise suppliers at short notice for various works and engagements with the knowledge that insurance, safety, environment, quality, and due diligence requirements are met.

Inclusion onto the RoPS does not provide any guarantee of work with Council.

## COMMENTS

The benefits of operating a RoPS are:

- As suppliers on a RoPS have already been subject to a tender process there are increased efficiencies for both parties
- Actively engaging local businesses and contractors
- Schedule of rates obtained through competition of tender
- Enhanced forecasting as schedule of rates are provided by suppliers with their tender
- Increased accountability as invoices can be matched with schedule of rates
- Staff engaging suppliers from RoPS can be confident of their compliance to Council operations

To facilitate a Register of Pre-Qualified Suppliers, Council must first invite suppliers to tender for inclusion on the register.

The proposed RoPS covers a wide variety of plant and equipment which are most commonly used by Council in its regular operations and capital works projects.

The tender was released on 27 July 2023, closing on 31 August 2023. During which time, Council received 59 submissions. The tender was advertised via:

- Vendor Panel (27 July 2023)
- Council's Tenders page (2 August 2023)
- Do it in Douglas monthly e-newsletter (11 August 2023)

Of the fifty-nine (59) submissions received, twenty-three (23) suppliers are based within the Douglas Shire, a further twenty-eight (28) based in the surrounding FNQROC LGAs, with the final eight (8) based further afield but still in Queensland.

### Tender Evaluation:

Tenders were checked for conformance against the requirements of the Request for Tender and evaluated in adherence with the sound contracting principles as stipulated in s 104 of the *Local Government Act 2009*.

Each tender was assessed on the plant and equipment they have available, financial capacity, relevant experience, and provision of details for required insurances. As a result, it was recommended that all fifty-nine (59) suppliers, be appointed to the Register of Pre-Qualified Suppliers for Wet and Dry Equipment Hire.

Council may also, at its sole discretion, re-advertise by public tender and/or refresh this Register of Pre-Qualified Suppliers during the term of this arrangement at any time.

### **PROPOSAL**

That Council resolves to:

1. Award Contract 2024-001 Register of Pre-Qualified Suppliers (RoPS) Wet and Dry Plant and Equipment Hire, and appoints the list of suppliers provided for a term of two years commencing on 1 December 2023, with a further two (2) x twelve-month option periods available at Council's discretion; and
2. Delegates authority under s 257 of the *Local Government Act 2009* to the Chief Executive Officer to enter into contracts, negotiate, finalise and execute any and all matters associated with or in relation to this contract/arrangement.

### **FINANCIAL/RESOURCE IMPLICATIONS**

Wet and dry plant and equipment are hired on an 'as needed' basis under a schedule of rates utilising an approved budget for capital and operational expenditure. Historical expenditure for wet and dry plant and equipment hire is between \$1.8M and \$2M per annum. It is anticipated that the expenditure on these services will not be impacted by the introduction of the RoPS and will still be determined by the approved budget. The process of engagement of these services will be streamlined by the utilisation of the RoPS.

### **RISK MANAGEMENT IMPLICATIONS**

This contract is for a pre-qualification panel and does not commit Council to financial expenditure terms. Pre-qualification is a risk mitigation strategy.

The alternative is onerous for both Council and contractors. The risk of not approving this recommendation will result in increased processing costs and inability to engage contractors in an efficient manner.

### **SUSTAINABILITY IMPLICATIONS**

#### **Economic:**

The RoPS process is aimed at easing the time spent and hence the cost of engaging suppliers. Undertaking a process by which the suppliers are pre-qualified to be engaged to provide goods and/or services saves time and expense for both Council and suppliers.

**Environmental:** Suppliers will be required to work in compliance with Council's environmental plans and policies.

**Social:** Pre-Qualified suppliers are generally locally based which assists with employment opportunities in the local government area.

## CORPORATE/OPERATIONAL PLAN, POLICY REFERENCE

This report has been prepared in accordance with the following:

### Corporate Plan 2019-2024 Initiatives:

#### Theme 2 - Fostering Sustainable Economic Growth

A robust economy is at the heart of a thriving community and enables investment in environmental protection. While our remoteness is a key attribute, it also presents challenges for attracting new business and investment. We must also meet the challenges of fierce competition in the tourism sector. Council will partner with industry to build, diversify and promote the Douglas economy. Council will design and deliver infrastructure, strategies and services that support the local economy and businesses.

**Goal 1 - We will build appropriate infrastructure and deliver services that connect and support businesses.**

#### Theme 5 - Robust Governance and Efficient Service Delivery

Strong governance and financial management are the foundations of the way in which Council will conduct its business and implement the initiatives of the Corporate Plan.

**Goal 1 - We will conduct Council business in an open and transparent manner with strong oversight and open reporting.**

**Goal 3 - We will make sound financial decisions by ensuring robust strategic planning, financial management and reporting.**

### Operational Plan 2023-2024 Actions:

Legislative requirement.

## COUNCIL'S ROLE

Council can play a number of different roles in certain circumstances, and it is important to be clear about which role is appropriate for a specific purpose or circumstance. The implementation of actions will be a collective effort and Council's involvement will vary from information only through to full responsibility for delivery.

The following areas outline where Council has a clear responsibility to act:

**Information Provider** Council provides the community with important information on services, events, policies, rules, strategies, and any other relevant data that helps the community to stay informed. In performing this role, Council seeks to be open and transparent.

**Regulator** Council has a number of statutory obligations detailed in numerous regulations and legislative Acts. Council also makes local laws to ensure that the Shire is well governed. In fulfilling its role as regulator, Council will utilise an outcomes-based approach that balances the needs of the community with social and natural justice.

**Service Provider** Council provides many services to the community from roads and waste services to libraries and recreational facilities. Services evolve over time, and it is the Council's mission to ensure that these services are appropriate, delivered efficiently, and designed with the customer at the centre.

## CONSULTATION

**Internal:** Discussed with Councillors at a Workshop held 24 October 2023. Procurement Team, Building Facilities Team, Team Leader Infrastructure, Open Spaces, Coordinator Water & Wastewater, WH&S.

**External:** Nil.

## COMMUNITY ENGAGEMENT

Emails were sent out to existing suppliers informing them of the tender release, and deadline extension.

Social Media posts, advertisement on Council's website, inclusion in Council's e-newsletter and Do it in Douglas e-newsletter.

## ATTACHMENTS

1. Tender Submission - Wet and Dry Hire Summary [6.5.1 - 2 pages]

## OCM Attachment - Wet Hire

Supplier Name	Backhoe	Bobcat	Bulldozer	Compactor	Cranes	EWP	Excavator	Float	Grader	Hiab Tilt Towing	Loader	Roller	Tractor Slasher Mower	Trucks	Trucks - Vacuum	Additional Equipment
A & C Bobcat & Backhoe Hire		✓					✓									
Advanced Civil Earthworks		✓					✓	✓	✓					✓		
Aussie Drill Kings Pty Ltd															✓	
Beau Conway		✓					✓									
Breakthrough Group							✓							✓		
Brooks Hire Service Pty Ltd																
Bubu Excavations Pty Ltd							✓	✓						✓		
Cleanaway Industrial Solutions Pty Ltd															✓	
Cliff Gosper Truck Hire														✓		
Craigbrook T/A Ivesy's Bobcat & Mini Excavator Hire		✓					✓									
Dean Jack Excavations Pty Ltd		✓					✓							✓		
Dempsey Cranes & Construction		✓			✓	✓	✓	✓				✓		✓		
Doug McCormack Pty Ltd	✓							✓			✓	✓		✓		
Douglas Shire Hydro Vac DSHV															✓	
Eclipse Hire FNQ		✓					✓				✓		✓	✓		
EJ Grader Hire Services Pty Ltd									✓							
Ellis Profiling (QLD) Pty Ltd																
Far Northern Concrete Pumping																
FDH Equip Pty Ltd T/A Froggy's Dry Hire														✓		
FGF Bitumen Pty Ltd																
Flexihire Pty Ltd																
FNQ Traffic Hire Pty Ltd																
G & G Markwell Pty Ltd							✓	✓								
GFM Trees Pty Ltd	✓	✓				✓	✓				✓			✓		
Global Hire and Service Pty Ltd																
Hastings Deering (Australia) Limited																
Heath's Excavations	✓	✓					✓				✓		✓	✓	✓	
Ikin Civil		✓					✓	✓	✓		✓			✓		
JDI Earthworks & Machinery Hire	✓	✓					✓							✓		
Kelly's Crane Hire Pty Ltd					✓			✓		✓						
Kennards Hire Pty Ltd																
King Hire & Trailers																
MAK Diesel & Earthmoving CASE Construction																
Marino Plant Hire			✓				✓	✓	✓		✓			✓		
Marrin Pty Ltd		✓	✓				✓	✓	✓		✓			✓		
MC Group Pty Ltd	✓	✓	✓				✓	✓	✓		✓	✓		✓		
Northern Pump Rentals Pty Ltd																
Oz Earthmoving Pty Ltd		✓					✓	✓				✓	✓	✓		
Paul Voerman Plumbing Pty Ltd																
Phoenix Contracting Qld		✓					✓							✓		
Ross Andreassen Pty Ktd	✓							✓						✓		
S & K Walton Bobcat & Mini Excavator Hire							✓							✓		
Saw Civil Profiling		✓					✓	✓	✓			✓		✓		
Sherrin Rentals Pty Ltd							✓									
Shore Hire Pty Ltd																
Stabilised Pavements of Australia Pty Ltd																
Suck It Up Vactron Trucks NQ Pty Ltd															✓	
TFH Hire Services Pty Ltd																
TM&C White Grader Hire									✓							
Townsville Cranes					✓									✓		
Tree Acq Pty Ltd T/A MPDT		✓	✓			✓	✓						✓	✓		
Up North Building Pty Ltd			✓											✓		
Verri Unit Trust T/A Verri's Truck Hire														✓		
W & R Brown Industries													✓	✓		
Wes Pashen's Mini Earthmoving		✓					✓							✓		
WJ & JC Bellerio							✓				✓			✓		

## OCM Attachment - Dry Hire

	Backhoe	Bobcat	Bulldozer	Commercial Vehicles	Compactor	Cranes	EWP	Excavator	Grader	Loader	Mobile Generator	Road Sweeper	Roller	Tractor Slasher Mower	Trucks	Trucks - Vacuum	VMS
A & C Bobcat & Backhoe Hire				✓													
Advanced Civil Earthworks																	
Aussie Drill Kings Pty Ltd																	
Beau Conway																	
Breakthrough Group																	
Brooks Hire Service Pty Ltd	✓	✓	✓					✓	✓	✓			✓		✓		
Bubu Excavations Pty Ltd																	
Cleanaway Industrial Solutions Pty Ltd																	
Cliff Gosper Truck Hire																	
Craigbrook T/A Ivesy's Bobcat & Mini Excavator Hire		✓						✓							✓		
Dean Jack Excavations Pty Ltd		✓						✓							✓		
Dempsey Cranes & Construction													✓				
Doug McCormack Pty Ltd										✓			✓				
Douglas Shire Hydro Vac DSHV																	
Eclipse Hire FNQ		✓						✓		✓			✓	✓	✓		
EJ Grader Hire Services Pty Ltd																	
Ellis Profiling (QLD) Pty Ltd																	
Far Northern Concrete Pumping																	
FDH Equip Pty Ltd T/A Froggy's Dry Hire	✓	✓	✓					✓	✓	✓			✓		✓		
FGF Bitumen Pty Ltd																	
Flexihire Pty Ltd		✓					✓	✓		✓	✓	✓	✓	✓	✓	✓	✓
FNQ Traffic Hire Pty Ltd																	✓
G & G Markwell Pty Ltd	✓	✓						✓	✓	✓							
GFM Trees Pty Ltd																	
Global Hire and Service Pty Ltd							✓										
Hastings Deering (Australia) Limited	✓	✓	✓		✓			✓	✓	✓							
Heath's Excavations	✓	✓						✓						✓	✓		
Ikin Civil																	
JDI Earthworks & Machinery Hire													✓				
Kelly's Crane Hire Pty Ltd																	
Kennards Hire Pty Ltd		✓		✓			✓	✓		✓	✓	✓	✓		✓	✓	✓
King Hire & Trailers				✓						✓	✓	✓	✓		✓	✓	
MAK Diesel & Earthmoving CASE Construction	✓		✓					✓	✓	✓			✓		✓		
Marino Plant Hire								✓									
Marrin Pty Ltd								✓					✓				
MC Group Pty Ltd								✓									
Northern Pump Rentals Pty Ltd																	
Oz Earthmoving Pty Ltd								✓					✓				
Paul Voerman Plumbing Pty Ltd																	
Pheonix Contracting Qld				✓													
Ross Andreassen Pty Ktd																	
S & K Walton Bobcat & Mini Excavator Hire								✓									
Saw Civil Profiling								✓									
Sherrin Rentals Pty Ltd							✓			✓			✓		✓		
Shore Hire Pty Ltd																	
Stabilised Pavements of Australia Pty Ltd																	
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TFH Hire Services Pty Ltd																	
TM&C White Grader Hire																	
Townsville Cranes						✓											
Tree Acq Pty Ltd T/A MPDT																	
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