

REGISTER OF PREQUALIFIED SUPPLIERS (ROPS) 2881 – WET AND DRY PLANT HIRE

CIA | 63/1/377* | #7939003

RECOMMENDATION:

That Council:

- 1. Appoints an additional 33 Suppliers (refer Attachment 1) to Register of Prequalified Suppliers (ROPS) 2881 – Wet and Dry Plant Hire for the remainder of the five year term, which commenced 8 December 2023 and expires 7 December 2028, and includes an extension option of up to five years, available at Council’s discretion.**
- 2. Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to enter into contracts, negotiate, finalise and execute any and all documentation and other matters associated with or in relation to ROPS 2881, and approve the appointment of additional suppliers following future open tender refresh processes, subject to Council’s normal procurement policies and practices.**

INTERESTED PARTIES:

Refer to Attachment 1.

EXECUTIVE SUMMARY:

Council requires services from qualified and experienced suppliers for appointment as prequalified suppliers of the Wet Hire (with Operator) and Dry Hire (without Operator) for mobile and fixed plant and equipment. The ROPS for Wet and Dry Plant Hire is heavily utilised by Council to fulfill the significant plant and equipment required for annual capital works maintenance, construction and major project activities, and operational maintenance delivery.

Given that some specific suitable items of plant and equipment are of limited supply in the region, and due to additional suitable suppliers entering the market, Council chose to return to the market to invite additional suppliers before the end of term of the existing arrangement. The current arrangement includes a provision for Council to go to market and invite additional suppliers (known as a Refresh) to be appointed to the Register of Prequalified Suppliers subject to the Standard Terms and Conditions for services at any time during the term of the contract, or within the subsequent extension option.

Based on previous expenditure across the term of the existing ROPS, it is anticipated that approximately \$14 million of plant and equipment will be hired annually under this

arrangement. This annual spend is not impacted by appointing additional suppliers to this ROPS. Following a comprehensive evaluation process, all recommended suppliers (refer to Attachment 1) were assessed as have the capability, financial capacity, experience and qualifications to meet Council's current operational requirements.

BACKGROUND:

Suppliers may be required to work with substrates such as gravel, limestone, road base, asphalt, bitumen, salt and rock and other construction materials used by Council in the construction of roads, drainage and reserves, etc. The ROPS arrangement is used to supplement the Council's own yellow plant, equipment and resources. Council has insufficient machines and operators to cater for these capital works programs, and it is therefore necessary to engage or subcontract plant hire suppliers from Councils' ROPS arrangement.

Council invited tenders for the Refresh pursuant to section 228 and section 232 of the *Local Government Regulation 2012* (Qld) (Regulation). The Refresh was advertised 28 January 2026 and closed on 3 March 2026. A total of 34 tender submissions were received. The list of suppliers is identified in Attachment 1.

The evaluation panel consisted of relevant Council officers from the Procurement, Fleet and Work Health and Safety teams. Each team played a role in the assessment process to ensure that the additional Suppliers recommended for ROPS 2881 have the relevant and necessary qualifications as well as experience, licences, registration and insurances for the services.

As the ROPS is a prequalification only, a formal scoring process was not conducted. However, a comprehensive conforming/compliance check was undertaken for each submission and each tender was assessed on mandatory and qualitative requirements to ensure capabilities and qualifications were consistent with requirements. The compliance checks involved a thorough review of each tender submission to ensure that all qualitative criteria were addressed, including assessing the plant and equipment offered, being relevant and suitable, including supporting evidence being provided. Evidence or copies of certificates was required for relevant vehicle and truck licences, valid qualifications, insurances, registration certificates of each item of plant and appropriate WHS documentation. Other licences or requirements may be requested by Council officers at any time upon engagement of successful suppliers, particularly for specialised works or due to legislative or procedural changes, for example the National Vehicle Heavy Law (NVHL).

The following criteria were also considered as part of the review process:

- Business profile (local, social and sustainability)
- Relevant experience and key personnel
- Resources and management systems
- Management systems
- Value for money (rates and pricing)

COMMENT:

It is important to note that appointment to the ROPS does not obligate Council to engage any contractor and does not guarantee any work or services to recommended suppliers. It is up to the relevant Council officer to ensure the selected Contractor is capable to perform, has required availability and resources and have all necessary qualifications or requirements for specific works or projects.

The Recipient Created Tax Invoices (RCTI) process has been used for all suppliers who are GST registered. RCTI is where Council (the recipient) issues a tax invoice based on daily dockets received on behalf of the supplier. Suppliers are required to provide daily dockets, authorised by Council officers, as proof of works. The RCTI process has a number of benefits including administration efficiencies for both Council and suppliers, invoices paid on time, improved cash flow and improved accuracy and costing to projects.

As an outcome of the evaluation process, the evaluation panel recommends that 33 of the 34 suppliers be appointed to ROPS 2881 in addition to the existing 113 suppliers (total 146 suppliers). This will provide Council with a sufficiently wide pool of suppliers to provide the required works and services for Wet and Dry Plant Hire. One contractor was not appointed, as they are already prequalified to ROPS 2881 and just submitted updated pricing and rates, which was not the correct process.

Of the 33 recommended suppliers, 29 are local and only four are non-local, representing 88% of businesses established within the Cairns rate-paying region. Of these suppliers, five have identified as indigenous businesses. Of the business types, 31 of these are considered small to medium enterprises with only two being large sized business, as per the following breakdown:

- 8 are non-employing
- 17 are small businesses, employing between 1 and 19 people
- 6 are small-medium businesses, employing between 20 and 199 people
- 2 are large businesses, employing over 200 people

A list of all recommended Tenderers is listed in Attachment 1.

Given that some specific items of plant and equipment are of limited supply in the region, or if additional suitable suppliers enter the market, Council may choose again to return to market to invite additional suppliers before the end of term of the existing arrangement.

OPTIONS:

Option 1: (Recommended)

That Council:

1. Appoints an additional 33 Suppliers (refer Attachment 1) to Register of Prequalified Suppliers (ROPS) 2881 – Wet and Dry Plant Hire for the remainder of the five year term, which commenced 8 December 2023 and expires 7 December 2028, and includes an extension option of up to five years, available at Council's discretion.
2. Delegates authority to the Chief Executive Officer in accordance with the Local Government Act 2009 to enter into contracts, negotiate, finalise and execute any

and all documentation and other matters associated with or in relation to ROPS 2881, and approve the appointment of additional suppliers following future open tender refresh processes, subject to Council's normal procurement policies and practices.

Option 2:

That Council does not endorse additional suppliers to be appointed to ROPS 2881 – Wet and Dry Plant Hire and adopts an alternative course of action.

CONSIDERATIONS:

Risk Management:

The risk to Council in terms of working with these suppliers on a daily basis or per engagement is considered relatively low as most of these Suppliers are well known to Council and have been working with Council for many years. The contractual terms and conditions within the ROPS arrangement also allows suppliers to be issued a Work Improvement Notice (WIN) and subsequent suspension or termination for non-performance, non-compliance to safety and law, or other breaches of contract.

With regards to risk and Work Health and Safety practices, prior to commencement of the arrangement, all suppliers are required to go through a mandatory risk and safety induction with Council officers to understand WHS legislation and Council requirements. The induction generally covers best WHS practices, risk and hazard identification, PPE, sun safe and UV policies, biosecurity risks including transfer of pests and weeds, fatigue management, compliance to Heavy Vehicle National Law (HVNL) and other safety and compliance requirements.

Council Finance and the Local Economy:

The average annual expenditure on plant and equipment hire over the past several financial years was approximately \$14 million excluding GST. Subsequent years are likely to be of similar nature in value depending on final scope of Council's operations and capital works construction programs where plant and equipment is required.

A price comparison analysis was undertaken to assess the impact of increased rates and pricing across labour and equipment. Careful consideration of competitive rates for comparable plant and equipment will be undertaken.

Nearly 90% of suppliers and locally based within the rate-paying region of Cairns. The remainder of Suppliers who are non-local, are all regionally based in areas such as Mossman, Mareeba and Innisfail.

Natural Environment:

The specification required all Suppliers to demonstrate their methodology and practices for ensuring that any biosecurity risks associated with plant and equipment such as transfer of pests and weeds are minimised. This includes strict instructions for the wash-down of equipment prior to leaving each site.

Corporate and Operational Plans:

The services forming the basis of this report relate to the following goals in Council's Corporate Plan 2021 to 2026:

- Robust Economy: "Supporting a diversified and resilient economy"; and
- Community and Culture: "Fostering a vibrant and healthy community where everyone feels they belong".

Statutory:

This tender process has been conducted in accordance with legislative requirements under the *Local Government Act 2009* and the *Local Government Regulation 2012*.

Policy:

The tender process was undertaken in accordance with Council's adopted Procurement Policy.

CONSULTATION:

Business managers and officers within Infrastructure Services were consulted as they are the major users of plant and equipment hire. The Procurement and Payables Branch facilitated the tender and evaluation process and provided financial data.

ATTACHMENTS:

Attachment 1 – List of Recommended Suppliers to be appointed to ROPS 2881 – Wet and Dry Plant Hire Refresh.



Peter Hudson
Executive Manager Asset Services



Toni Veronese
Associate Director Engineering Services



Mark Wuth
Director Cairns Infrastructure and Assets

Attachment 1 – List of Recommended Suppliers to be appointed to ROPS 2881 – Wet and Dry Plant Hire (Refresh)

	Legal Entity	Business/Trading Name	Locality
1	Above the Line Safety Solutions Pty Ltd	ATL Non-Destructive Digging and Tank Cleaning	Local
2	Aligned Machine Solutions Pty Ltd	Aligned Solutions	Local
3	Andys Tilt Tray Service Pty Ltd as Trustee for Andys Tilt Tray Family Trust	Andys Tilt Tray Service	Local
4	The Austrans Group (QLD) Pty Ltd	Austrans Group	Local
5	Bitu-Mill Pty Ltd	Bitu-Mill	Non-local
6	Busters Transport Pty Ltd	Busters Transport	Local
7	CDC Constructions Pty Ltd	Ozdigg	Local
8	Coates Hire Operations Pty Ltd Corporate	Coates Hire	Local
9	DJ and DS McLean	DJ and DS McLean Bulk Haulage and Transport	Local
10	Finlay Group Pty Ltd	Truck and Equipment Service	Local
11	FNQ Bulk Haulage Pty Ltd	DKC Civil	Local
12	GBR Earthworx Pty Ltd	GBR Earthworx	Local
13	Steel Drivers Pty Ltd	Biira	Local
14	Honan Trading Pty Ltd ATF J Honan Family Trust	Honan Hydrovac Excavations	Local
15	Indjii Enterprises Pty Ltd	Indjii Civil	Local
16	Jackson Kinsey Contracting Pty Ltd	Cairns Mulch	Local
17	Tracksons Drilling Pty Ltd	Tracksons Drilling Pty Ltd	Local
18	JR Pipelines Pty Ltd	JR Pipelines Pty Ltd	Local
19	Baker, Karnney Marie	K B and Sons Contracting	Local

	Legal Entity	Business/Trading Name	Locality
20	Kulu Life Enterprises Pty Ltd	C2C Partners	Local
21	Kurt Edwin Logan	Kurt Edwin Logan	Non-Local
22	MDB Excavations Pty Ltd	MDB Excavations Pty Ltd	Non-Local
23	Mountain Edge Estate Pty Ltd	Bartle Frere Backhoe Hire	Local
24	Network Cairns Pty Ltd	1300 Truckhire	Local
25	NQ Towing Transport Pty Ltd	Transport FNQ Pty Ltd	Local
26	NQ Vegetation Management Pty Ltd	Norveg, Norclean, City Sweepers	Local
27	James Anthony Pell	Pelly's Earthmoving	Local
28	Phaze Solutions Pty Ltd	Phaze Solutions	Local
29	Richard Galvin	RJD Hydrovac and Property Maintenance	Local
30	Terranovus Bridges Pty Ltd	Terranovus Bridges	Local
31	Bradley Thomas	Thomas Arboriculture	Local
32	Total Drain Cleaning Services Pty Ltd	TDG Environmental	Non-Local
33	Willdig Group Pty Ltd	Rope and Rail	Local