

## SUMMARY OF TENDER SUBMISSIONS

Respondent & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Price	Rank
		Capacity	Demonstrated Understanding of the Required Tasks	Demonstrated Experience in Completing Similar Projects	Social and economic effects on the local community			
G.C. Sales WA All requirements have been met	Yes	Formed in 1980, G.C. Sales WA has been a WA distributor of mobile garbage bins (MGBs) for the past 25 years. The bins offered will be manufactured by Waste & Recycling Supplies Pty Ltd (WRS) in its Ottoway facility in South Australia. G.C. Sales is a local WA business and its core activity is in warehousing, assembly & distribution of MGBs and other waste management products throughout WA. It has 2 key personnel with access to and supported by the infrastructure and facilities of WRS. G.C. Sales WA is well equipped with its own logistic facilities and is able to meet the distribution requirements of the City.	It has demonstrated detailed understanding of the required tasks and logistical requirements for the supply and distribution of MGBs and can meet the delivery timeframes as required by the City. Its delivery timeframe for MGBs is within 4 weeks from date of order. Wheels and smaller components will be delivered within 1 week from date of order.	It has extensive experience in the supply and delivery of mobile garbage bins as it has recently completed similar projects for the Cities of Canning, Wanneroo, Armadale, Stirling and the Shires of Kalamunda and Bridgetown. Overall G.C.Sales WA has supplied a total of 86 local governments including Towns and Shires throughout Western Australia.	A local WA company located in Malaga. The proposed MASTEC bins will be manufactured in South Australia. Its warehouse in Malaga carries all spare parts for the entire range of MGBs.	84%	\$598,881.99	1

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<p>Sulo MGB Australia Pty Ltd</p> <p>All requirements have been met</p>	Yes	<p>Sulo MGB Australia Pty Ltd was established in Australia in 1983 as a manufacturer of MGBs and operates its plant in NSW. It is a medium size company and currently employs 54 full time employees and 4 part time staff. It has an accredited Quality Management System to ISO9001. Sulo MGB Australia is represented in WA via an exclusive agreement with David Gray &amp; Co Pty Ltd. David Gray &amp; Co is the current contracted supplier of MGBs for the City.</p>	<p>It has demonstrated understanding of the required tasks as it has been in the MGB industry for many years. Its Submission stated a number of departures from the requirements of the Request, being a reduced warranty period and payment timeframe. It offered a warranty period of 5 years for the body, lid and/or hinge pins and 3 years for the wheels and axles. Its payment timeframe will be 7 days from date of invoice from each and every delivery of bins and invoicing will be weekly in arrears. Its production time required for the quantity of bins requested would be a minimum of 19 days or a maximum of 38 days plus 2 weeks transit time for the bins to be delivered to the nominated depot.</p>	<p>It has extensive experience in completing similar projects as its key personnel have a combined 59 years service within the MGB manufacturing and distribution industry.</p>	<p>In March 2005, it became 100% Australian owned. It operates from its NSW facility located in Somersby and is represented in WA via an exclusive agreement with David Gray &amp; Co Pty Ltd.</p>	71%	\$618,043.26	2

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Otto Environmental Systems Pty Ltd	Yes	Otto developed and introduced its first garbage bin in 1965 on the German market and now has six (6) production locations in Europe and two (2) appointed factories in South East Asia. It has recently established its presence in Sydney, NSW and has appointed a local WA contractor to assist in undertaking the required logistical tasks. The evaluation panel acknowledged that Otto has demonstrated capacity to supply the goods and the Otto bins including parts will be manufactured overseas.	Otto demonstrated a reasonable understanding of the required tasks as the manufacture of MGBs is its core business and its appointed distribution contractor has completed similar works for the City. Its Submission included a methodology and a brief outline to undertake the work with manufacturing to commence within 2 weeks from award of contract and delivery within 4 weeks.	It did not address each of the criteria specifically. However, the company has been in the MGB industry for many years and its appointed contractor to assist in undertaking the tasks has completed similar project for the City.	Otto is a big international company which has recently established its presence in Sydney, NSW. Otto will utilize its appointed local WA contractor to assist in undertaking the required tasks.	67%	\$679,891.97	3
All requirements have been met								