

TENDER 020/17 LANDSCAPE SERVICES AT THE 'NEW' BURNS BEACH ESTATE, BURNS BEACH

**SCHEDULE OF ITEMS**

**PRICE OFFERED**

Item	Description
1	Year One - Provision of Landscape Services
2	Year Two - Provision of Landscape Services
3	Year Three - Provision of Landscape Services
4	Year Four (optional extension) - Provision of Landscape Services
5	Year Five (optional extension) - Provision of Landscape Services

**BREAKDOWN OF ANNUAL COST YEAR 1 - 1 OCTOBER 2017 TO 30 JUNE 2018**

Item	Description	Qty	Unit
1	Mowing of turf areas (32,898 m <sup>2</sup> )	32	per service
2	Removal of clippings (32,898 m <sup>2</sup> )	32	per service
3	Garden bed maintenance inclusive of spreading 100 m <sup>3</sup> mulch (17,881 m <sup>2</sup> )	39	per service

**BREAKDOWN OF ANNUAL COST YEAR 2 - 1 JULY 2018 TO 30 JUNE 2019**

Item	Description	Qty	Unit
1	Mowing of turf areas (38,315 m <sup>2</sup> )	37	per service
2	Removal of clippings (38,315 m <sup>2</sup> )	37	per service
3	Garden bed maintenance inclusive of spreading 100 m <sup>3</sup> mulch (21,542 m <sup>2</sup> )	52	per service

**BREAKDOWN OF ANNUAL COST YEAR 3 – 1 JULY 2019 TO 30 JUNE 2020**

Item	Description	Qty	Unit
1	Mowing of turf areas (46,792 m <sup>2</sup> )	37	per service
2	Removal of clippings (46,792 m <sup>2</sup> )	37	per service
3	Garden bed maintenance inclusive of spreading 100 m <sup>3</sup> mulch (40,925 m <sup>2</sup> )	52	per service

**SCHEDULE OF ADDITIONAL RATES**

Item	Description	UOM
1	Supervisor / Leading Hand (Minimum Certificate III Horticulture or equivalent)	Hour
2	Gardener / Horticulturist (Minimum Certificate III Horticulture)	Hour
3	Plant Operator (Excluding machinery hire)	Hour
4	Plant Operator including Mower and Mechanical Devices (wet hire) – including such as brush cutter or edging machine as deemed appropriate.	Hour
5	Posi Track and Harley Rake Bucket	Hour
6	Labourer	Hour

## TENDER 020/17 LANDSCAPE SERVICES AT THE 'NEW' BURNS BEACH ESTATE, BURNS BEACH

Item	Description	UOM
7	Tube stock - supply and plant 1-200	Each
8	Tube stock - supply and plant 201-1000	Each
9	Tube stock - supply and plant 1000+	Each
10	140 mm - supply and plant	Each
11	200 mm - supply and plant	Each
12	5 Litre - supply and plant	Each
13	45 Litre Tree (supply and plant including application of Terracottem or approved equivalent)	Each
14	100 Litre Tree (supply and plant including application of Terracottem or approved equivalent)	Each
15	Green waste disposal	m <sup>3</sup>
16	Spreading of Pine bark mulch	m <sup>3</sup>
17	Miscellaneous items - percentage mark up or on cost charge for arranging or supplying associated services or materials not detailed, including but not limited to: <ul style="list-style-type: none"> <li>• dry hire of machinery</li> <li>• cartage of waste and materials</li> <li>• tipping fees</li> <li>• additional materials cost</li> <li>• chemicals</li> </ul>	%

## SUMMARY OF TENDER SUBMISSIONS

Tenderer & Description of Response	Is it Compliant? Yes or No	Comment Against Criteria				Evaluation Score	Fixed Lump Sum (33 Months)	Rank
		Capacity	Demonstrated experience in providing similar services	Demonstrated understanding of the required tasks	Social and economic effects on the local community			
Environmental Industries Pty Ltd All requirements have been met.	Yes	It has been trading since 1980. It currently employs over 150 full time staff. An organisation chart and details of key personnel including their qualifications and years of industry experience were provided. Though its proposed key personnel have good level of experience, it did not address skills of equipment operators. Its submission included a list of current work commitments and most of these were large comparable projects due for completion 2017, indicating it has resources available to complete the services for the City. Details of specialised equipment that will be used to carry out the works and afterhours contacts for emergency requirements were supplied. It has access to an additional 23 staff at its Wanneroo depot and also access to a horticultural labour hire provider for peak periods. It has a quality management system accredited to ISO9001 and a safety policy in place. Copies of its safety policy and statistics were provided.	It has extensive experience providing total horticultural maintenance of estates, gardens, verges and public open spaces for various organisations including local governments. Examples of works were provided and these included landscape maintenance services at Ellenbrook Estate for LWP Property Group (held since 2007), numerous estates for the City of Wanneroo (since 2012) and total landscape maintenance for Burswood Park Board (since 2012). It has carried out similar landscape services for the City (Harbour Rise Estate – contract recently completed and Iluka Estate – incumbent contractor).	It demonstrated a thorough understanding and appreciation of the City's requirements. It submitted a comprehensive response covering all areas of maintenance requirements for this project. Though it did not address the allocation of hours per month to carry out turf/garden bed maintenance or advise the chemicals to be used, it has in the past successfully completed similar specified areas rating services for the City (Harbour Rise Estate and is the incumbent service provider at Iluka Estate).	Its head office is located in Canning Vale. It has branches in Wanneroo, Hope Valley, Port Hedland and Newman.  It is the City's current service provider for landscape maintenance services (Iluka Estate) and employs a number of staff residing within the City.	89.1%	\$578,636	1

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		Capacity	Demonstrated experience in providing similar services	Demonstrated understanding of the required tasks	Social and economic effects on the local community			
Greenworx Commercial Maintenance Pty Ltd trading as Greenworx	Yes	It commenced operation in 1997. It currently employs 25 full-time staff. An organisation chart and details of key personnel including their qualifications and years of industry experience were provided. There was no mention of equipment operators or their skills though its proposed key personnel have experience completing similar landscaping services. Its submission included a list of current work commitments, detailing similar scope of works, length of contract and resources allocated. It listed specialised equipment that will be used to carry out the works. It stated the company has the ability to move staff and machinery throughout the organisation. It is contactable 24-hour by phone or email. It has a quality management system accredited to ISO9001 and a safety management system to AS4801. A copy of its safety procedures was supplied. It indicated the company has a good safety record with no recordable safety incidents for more than 24 months.	It has been providing landscape maintenance services to private and public sector in WA including local governments for many years. It currently maintains the landscaping services to the proposed garden areas at Burns Beach Estate (from 2014) and at Woodvale Waters Estate (since 2013) for the City. It also provides landscape maintenance for the Department of Finance (Premier and Cabinet Office and Dumas House since 2006). Other examples of works included Challenger TAFE Murdoch (landscape maintenance from 2007 to current), Jones Lang La Salle – Perron Property Group and Central Park (landscape maintenance of buildings and surrounds - 2003 to current) and the City Wanneroo (ongoing maintenance of parks and gardens).	It demonstrated a thorough understanding and appreciation of the City's requirements. Its submission included the proposed methodology and fully addressed the scope of works, time taken to execute these works, traffic management needs and allocation of staff (fulltime four people plus a senior supervisor and a contracts manager). Its submission included the allocation of hours per month, sufficient to carry out the required turf/garden bed maintenance and the list of chemicals to be used during the term of the contract.	It is located in Bentley.  It is currently working in the proposed location at Burns Beach Estate and the company utilises local businesses for fuels and consumables.	83.5%	\$321,338	2
All requirements have been met.								

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Sanpoint Pty Ltd trading as LD Total	Yes	It was formed in 1991. It currently has 347 permanent employees. An organisational chart and details of key personnel/equipment operators including their industry experience, length of service with the company and qualifications were provided. It submitted a list of ongoing work commitments (large residential estate landscape maintenance) and indicated these will have no impact on carrying out this project. A list of allocated plant (which did not include water trucks or street sweepers, otherwise sufficient) that will be utilised to carry out the services and main contact details for this project were supplied. It indicated additional personnel if required will be sourced from its various sites. It operates with its own quality management system and has a safety management system accredited to AS4801. Copies of its safety policy and statistics were supplied.	It demonstrated extensive experience providing comprehensive landscape maintenance services to public open space areas for various organisations including local governments. Examples of works were provided and these included ongoing comprehensive landscape maintenance service to Port Coogee Estate for Frasers Property Australia/City of Cockburn (commenced November 2010 – ongoing), Honeywood Estate, Wandi for Satterley Property Group (2010 ongoing) and The Village at Wellard for the City of Kwinana (2006 ongoing). Other examples of works included ongoing maintenance of Central and South Streetscapes for the City of Wanneroo (from 2005).	It demonstrated a sound understanding of the required tasks. It addressed the proposed scope of works and the allocation of hours per month, which was considered sufficient to carry out the turf/garden bed maintenance. It did not advise the list of chemicals to be used.	Its head office is located in Burswood. It has other offices based in Anketell, Carabooda, Wangara, Bunbury and Melbourne.  It stated the company supports local businesses for materials / consumables and a high percentage of its staff resides within the boundaries of the City.	79.4%	\$534,885	3
All requirements have been met.								

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		Capacity	Demonstrated experience in providing similar services	Demonstrated understanding of the required tasks	Social and economic effects on the local community			
Total Eden Pty Limited	Yes	It was established in 1986 in WA and currently employs over 500 staff Australia wide. It has more than 300 full-time in WA. An organisational structure and details of three key personnel including their qualifications, role and experience were provided. It currently maintains more than 150 sites across Perth metropolitan region (ranging from housing estates, apartment complexes, sporting grounds and streetscapes) and most of these are due for completion 2017. Details of specialised equipment were supplied. It indicated it has the ability to provide additional personnel as it can draw upon its 300 staff if required and afterhours contacts will be provided upon award of the contract. It has a quality management system accredited to ISO9001 and a safety management system to AS4801. A copy of its safety management plan was supplied. It stated its maintenance division has a good safety record.	It demonstrated experience providing landscape/irrigation maintenance for various developers in WA. Examples of works included Alkimos Beach Estate for Lendlease Group (2016 – current), Austin Lakes Estate (including natural bushland areas) at South Yunderup for Satterley Property Group (2010 – current) and Providence Estate (including natural bushland areas and drainage swales, all residential front yard landscaping of over 300 houses) at Wellard for Eastcourt Property Group. It has also in the past installed and maintained all public open spaces, streetscapes and residential landscaping packages at Burns Beach Estate (currently, only McIntyre Park and Marmion Avenue) for Peet Limited.	It demonstrated a thorough understanding of the required tasks. It proposed, upon completion of site condition assessment/report and with consultation with the City, to establish inspection test plan and develop a 12-month schedule which will dictate the required maintenance at the various sites at Burns Beach Estate. Its submission included the allocation of hours per month, which was considered sufficient to carry out the required turf/garden bed maintenance and the list of chemicals to be used during the term of the contract.	Its main office in WA is located in Bibra Lake. It also operates out of its depot in Alkimos.  It has a retail store located in Joondalup which employs five local staff.	76.7%	\$386,314	4
All requirements have been met.								

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<p>The Trustee for The Lochness Unit Trust trading as Loch Ness Landscape Services</p> <p>All requirements have been met.</p>	Yes	<p>It was established in 1987. It currently has over 25 staff and an expanding team of subcontractors. The business management structure and details of 25 staff (from its management / operations / administration teams and turf/horticultural units) including their qualifications and years of industry experience were provided. No specific personnel or equipment operators were proposed for this contract. It submitted a list of current work commitments. A subcontractor Interlife Group was utilised to carry out some of these works. A list of equipment was provided. It indicated it has access to over 40 part-time employees that it is able to draw upon to meet the City's requirements and for emergency needs. Afterhours contacts were supplied. It operates with its own quality management system and a safety policy in place. Copies of its safety procedures and statistics were provided.</p>	<p>It demonstrated experience providing various landscaping services to private and public sector including local governments. It has been providing commercial lawn mowing and garden maintenance for the Town of Cambridge (Perry Lakes and Ocean Mia Estates - 2015 to current) and landscape maintenance services at Harrington Waters and Port Kennedy Estates for the City of Rockingham (2015 to current). Other examples of works included Defence Housing Australia residential maintenance services panel for commercial lawn mowing and garden maintenance services in the north, south and northwest regions of Perth (2014 – current) and landscape services to the garden areas of the T1 forecourt and areas for Perth Airport (2016 – ongoing).</p>	<p>It did not fully demonstrate its understanding of the City's requirements. The hours allocated per month was inadequate to carry out the turf/garden bed maintenance required by the City. It did not advise the list of chemicals to be used. Also, it proposed to utilise a number of subcontractors to carry out general horticultural services and garden rubbish removal, to undertake hard landscape and large variation works and to carry out general horticultural work including garden maintenance, planting, remedial works and back up irrigation repairs.</p>	<p>It is located in Rockingham.</p> <p>One of its subcontractors, Interlife Group, has an office in Joondalup and most of its staff are residents within the City.</p>	55.2%	\$456,884	5

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Horizon West Landscape & Irrigation Pty Ltd	Yes	It commenced operation in early 2012. It has approximately 50 fulltime and 10 casual staff. Its organisational structure and details of key personnel including their years of industry experience were provided. There was no mention of equipment operators. It will utilise a subcontractor (Lawnbusters) to complete mowing services for this project. A list of current work commitments was supplied. These were mostly smaller scale projects. It indicated the company has sufficient staff to manage the City's requirements and is also in a position to hire additional personnel, if required. Though a list of plant (including loaders, excavators, trucks and maintenance equipment) was supplied, it was not specific to this project. Afterhours contacts were provided. It operates with its own quality management system and has a safety policy in place. Copies of its safety management plan and statistics were supplied.	It demonstrated experience providing extensive landscaping works for major land developers, commercial clients and state/local governments. Examples of works included landscape maintenance at The Village at Wellard on behalf of Peet Limited / EPCAD Pty Ltd (for the past five years), maintaining Capricorn Estate on behalf of Acumen Development Solutions (for over six years) and garden / grounds maintenance for in excess of 50 sites for the City of Fremantle (from 2012 - 2017). However, these did not involve specified area rating landscape services similar to the City's requirements.	It did not fully demonstrate its understanding of the City's requirements. The panel noted the number of hours allocated is deemed insufficient to execute the turf / garden bed maintenance works required by the City. The company proposed to subcontract Lawnbusters Lawn Mowing Service to carry out mowing. It did not advise the list of chemicals to be used during the term of the contract.	It is located in Wanneroo and operates out of a depot and offices in Casuarina.  It stated a large percentage of its works and workers are based in the Cities of Wanneroo and Joondalup.	55.1%	\$437,913	6
All requirements have been met.								



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<p>The trustee for The Violet Family Trust (Wattle Facilities Group)</p> <p>All requirements have been met.</p>	Yes	<p>It was established in 2006. It currently has more than 56 employees. Its submission included details of key personnel including their qualifications and experience. An organisational chart was not provided. It submitted a brief response and did not address the skills of equipment operators, its current work commitments and the ability to provide additional personnel. A plant list was supplied though the fleet of plant and equipment listed was not specific to this project. Afterhours contacts for emergency requirements were supplied. It has its own quality management system and a safety policy in place. Copies of its safety policy and statistics were provided.</p>	<p>It has been providing property maintenance services to various organisations since its inception. Examples of works were provided and these were mainly for maintenance of properties including painting, kerbing, carpentry, electrical, tree work, mowing, irrigation, herbicide weed and pest control, litter collection prior to servicing, garden care and cleaning of hardscape areas at multi-sites for Perth Airport (2006), AMP Capital Properties (2009 to August 2017) and Lend Lease Properties (\$540,000 - 2014 to April 2017). These works did not involve landscape services in residential estates or specified area rating landscape services similar to the City's requirements.</p>	<p>It demonstrated an understanding of the required tasks. It proposed to include a maintenance schedule which will be updated each year. The panel noted the hours allocated per month was inadequate to carry out the turf / garden bed maintenance required by the City. Also, it did not advise the list of chemicals to be used during the term of the Contract.</p>	<p>It is located in Perth Airport.</p> <p>It indicated approx. eight of its staff reside within the City or surrounding areas.</p>	49.4%	\$114,700	7

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Green Man Services Pty Ltd All requirements have been met.	Yes	It has been operating for over 15 years. It currently has seven fulltime and two casual staff. Its management structure and details of key personnel including their qualifications and years of industry experience were provided. A list of current work commitments was supplied. Most were ongoing works and more than half of these were undertaken as a subcontractor for other service providers, leaving the company with a small number of staff available for the City's requirements. It submitted a list of plant and equipment. It indicated additional staff can be provided upon request due to its flexible workforce / rostering practices. The panel noted the company only has a small team of fulltime and casual staff. It operates with its own quality management system and has a safety policy in place. A copy of its safety procedures was provided. It stated the company has a safety record. Afterhours contacts were supplied.	It submitted a brief response and did not fully demonstrate experience completing similar services. Examples of works were not provided though a list of current work commitments was included in its response to the above criterion. These contracts were on a smaller scale to the City's requirements with most projects requiring only two staff once per fortnight. More than half of the works listed were provided on a subcontract basis to other service providers (Landscape Australia Pty Ltd and Total Eden Pty Limited).	It demonstrated its understanding of the required tasks. Its Submission included the allocation of hours per month to provide the turf / garden bed maintenance and the list of chemicals to be used. However, the panel considered the proposed hours not sufficient to complete the required works.	It is located in Kalamunda and has a workshop facility based in Balcatta.  It stated the evolving enhancement of the public open spaces and green infrastructure will increase the commercial significance of real estate in the area.	47.2%	\$571,850	8

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<p>The Trustee for KO &amp; AM Shardlow Family Trust (Shardlow's Complete Gardens)</p> <p>All requirements have been met.</p>	Yes	<p>It was established in 1997. It currently employs seven fulltime and four part-time staff. Its structure of business and details of all seven employees including their length of service with the company (ranging from one to seven years) were provided. It submitted a list of equipment available for completion of services. Afterhours contacts for emergency requirements and the ability to provide additional personnel were not addressed. Also, it did not specifically address current work commitments, however, a list of five contracts to date was provided to demonstrate experience. It operates with its own quality management system and has a safety policy in place. A copy of its safety policy was supplied. It stated it has never had any reportable accidents or claims.</p>	<p>It has been providing landscaping and garden maintenance services to various organisations including Mazenod College, Perth (since 2010), Royal Perth Yacht Club (two sites – since 2009), Broadspectrum (Jurien Bay Marina and three sites in Perth – since 2009) and AQWA Hillarys Boat Harbour (since 2012). These works did not involve landscape services in residential estates similar to the City's requirements.</p>	<p>It demonstrated an understanding of the required tasks. It proposed to complete the works in accordance with seasonal needs and provided a brief outline of the tasks to be carried out from January through to December. Its submission included the allocation of hours per month, adequate to carry out the required turf / garden bed maintenance and the list of chemicals to be used during the term of the Contract.</p>	<p>It is located in Martin.</p> <p>It indicated if successful, the landscape services at the Burns Beach Estate would become the core focus of its business enabling it to also provide employment opportunities for local youths.</p>	46.8%	\$1,074,557	9

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Phase 3 Landscape Construction Pty Ltd	Yes	It was founded in 2007. It submitted a general response and did not address the number of fulltime employees, current work commitments and the ability to provide additional personnel. Also, it did not provide a management structure of the business and details of specialised equipment that will be used. Though it supplied details under another criterion, of three key personnel including their qualifications and industry experience and also a list of allocated plant, equipment and materials for the project. It has its own quality management system and a safety policy in place. Copies of its safety management plan and statistics were supplied.	It did not fully demonstrate experience providing landscape maintenance or specified area rating landscape services in residential estates similar to the City's requirements. Examples of works were provided and these included mainly major landscape construction projects for Satterley Property Group / LandCorp (Allara Public Open Space, North Eglinton - 2016), Department of Finance Building Management and Works /Universal Constructions Pty Ltd (Annies Landing Primary School, Ellenbrook – 2015) and LandCorp / Wormal Civil Pty Ltd (Shoreline - Cockburn Coast Stage 1, North Coogee – 2015-2016).	It demonstrated an understanding of the required tasks. The hours allocated per month was sufficient to carry out the turf / garden bed maintenance required by the City. It did not advise the list of chemicals to be used during the term of the Contract.	It is located in O'Connor.  It stated the company believes in the social benefits that are provided to the wider community through well designed, constructed and maintained landscapes.	43.1%	\$463,942	10
All requirements have been met.								