3.5 PROVISION OF CONTRACT FOR MOWING/TURFCARE, SMALL PLANT & GARDENING EQUIPMENT

(RE:CF2010120)

Responsible Director: Marilyn Kearney and Peter Aumann

RECOMMENDATION

That Council:
1. Appoints the following suppliers to a panel for the provision of Mowing/Turfcare, Small Plant & Gardening Equipment for a three (3) year term for the schedule of rates submitted with their respective tenders (Estimated annual expenditure of $320,000 GST inclusive):

   AGCO Australia Ltd;
   Australian Mower Supply;
   CNH Australia Pty Ltd trading as New Holland Agriculture;
   John Deere Ltd
   Kubota Tractor Australia
   MGH Holdings Pty Ltd trading as Mt Waverley Mowerpower; and
   Toro Australia Group Sales Pty Ltd

2. Authorises the Chief Executive Officer to execute the contract agreement; and

3. Authorises the Chief Executive Officer at his discretion to approve the extension options of two (2) x one (1) year options in the contract subject to satisfactory performance.

BACKGROUND

In March 2010, Procurement Australia (PA) was appointed as Agent of the Monash City Council (MCC), in accordance with guidelines established by the Minister for Local Government and in accordance with Section 186 of the Local Government Act for the purpose of calling and evaluating public tenders for the provision of Mowing/Turfcare, Small Plant & Gardening Equipment. The purpose of using the services of PA is to attempt to gain any price advantage that may be available from combining Monash’s requirements for goods and services with those of other Councils.

An invitation to tender for the provision of Mowing/Turfcare, Small Plant & Gardening Equipment was advertised in the Herald Sun newspaper on Wednesday 16 June 2010 for a contract term of three (3) years with two (2) x one (1) year options to extend. Twenty seven (27) sets of tender documents were distributed to prospective tenderers with fifteen (15) tenders being received from:

- AGCO Australia Ltd
- Allpower Industries Pty Ltd
- Atlas Copco Construction Equipment Australia
- Australian Mower Supply
- CNH Australia Pty Ltd trading as new Holland Agriculture
• Gazillion Green Power Technologies
• John Deere Ltd
• Komatsu Australia Pty Ltd
• Kubota Tractor Australia Pty Ltd
• MGH Holdings Pty Ltd trading as Mt Waverley Mowerpower
• Nyborian Pty Ltd trading as Godings
• Semco Pty Ltd trading as Semco Equipment Sales
• Toro Australia group Sales Pty Ltd
• William Adams
• Wirtgen Australia Pty Ltd

**TENDER EVALUATION**

PA acting as Council’s agent conducted the tender evaluation process based on the following criteria:

- Compliance with Specification;
- Customer Focus;
- Contractors Performance;
- Corporate Social Responsibility; and
- Price.

In accordance with Council Policy price was considered at 60% with the remaining criteria making up the balance of 40%. A preliminary tender evaluation report was provided to Council officers in order that Council could satisfy itself as to the recommendation being made by PA. A copy of the Tender report has been circulated separately.

Council’s evaluation panel, consisting of Alan Bullas, Coordinator and Contracts (Corporate Planning and Finance) and Richard Scott, Coordinator Fleet Services (infrastructure Services), considered the recommendations of PA and support the recommendation of PA to appoint the following suppliers to the MCC panel:

- AGCO Australia Ltd
- Australian Mower Supply
- CNH Australia Pty Ltd trading as new Holland Agriculture
- John Deere Ltd
- Kubota Tractor Australia Pty Ltd
- MGH Holdings Pty Ltd trading as Mt Waverley Mowerpower
- Toro Australia group Sales Pty Ltd

The purpose of the panel contract is to ensure ongoing and continued supply of Mowing/Turfcare, Small Plant & Gardening Equipment where required for Council’s facilities. All of the recommended tenderers are either current or past providers for the provision of Mowing/Turfcare, Small Plant & Gardening Equipment. Information provided in the submitted tenders is supported by Council’s current and previous experiences in working with a range of suppliers over a number of years. Each supplier has a range of expertise, experience and products suitable to Council’s ongoing needs.
FINANCIAL IMPLICATIONS

All tenderers submitted a schedule of rates for a range of products within the requirements of the specification. Pricing and discounts offered are variable across the range of equipment being offered and will remain fixed for a period of between 6 to 12 months. Subsequent price adjustments following this initial period will be based on suggested retail prices.

The provision of Mowing/Turfcare, Small Plant & Gardening Equipment can be managed within the 2010/11 Fleet Capital and Fleet Operating Budgets.

RECOMMENDATION

That Council adopts the recommendation to appoint the following panel of metropolitan suppliers:

- AGCO Australia Ltd
- Australian Mower Supply
- CNH Australia Pty Ltd trading as new Holland Agriculture
- John Deere Ltd
- Kubota Tractor Australia Pty Ltd
- MGH Holdings Pty Ltd trading as Mt Waverley Mowerpower
- Toro Australia group Sales Pty Ltd

For the provision of Mowing/Turfcare, Small Plant & Gardening Equipment for a three (3) year term with the option to extend the contract term for two (2) x one (1) year terms at the discretion of the Chief Executive Officer subject to satisfactory performance.