

Appendix 2 – Plant Hire Annualised Quantity Schedule

The tables below are used to analyse the priority listing for each category of Trucks and Plant in order of value for money to Council. To enable a full comparison of the unit rates submitted, a total annualised cost for each tenderer has been calculated, based on the annualised quantity for each category and top three companies (where required) were considered.

The comparison price increase from previous tender in 2012 to the offered rates in 2017 were also analysed. The change in CPI from December 2012 till December 2017 is 9.5%. The offer received from tenderers, for price variation 10% and below, has been considered.

Item 1 - Tipper Trucks and Semi Tippers (Class 81 B & D) – Wet Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 123 days
1	A & C Plant Hire Pty Ltd	5%	\$97,328
2	Velcorp Pty Ltd		\$92,400
3	E & B Tipper Hire Pty Ltd		\$101,024

A & C Plant Hire Pty Ltd rate is dearer than the Velcorp Pty Ltd, however when considered the age of the plant and number of plant available, the tender evaluation committee was of the opinion that their offer represents the best overall value for money to Council.

Due to the high annual usage of this plant, it would be necessary to have more than one backup provider. Therefore, both Velcorp Pty Ltd and E&B Tipper Hire Pty Ltd would be suitable backup providers for this service.

Item 2 - Tipper Truck & Trailer (combination) (Class 81 H, J & K) – Wet Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 5 days
1	A & C Plant Hire Pty Ltd	5%	\$5,000
2	E & B Tipper Hire Pty Ltd		\$5,120

A & C Plant Hire Pty Ltd offer represents the best overall value for money to Council. E&B Tipper Hire Pty Ltd would be a suitable backup provider for this service.

Item 3 - Tilt Tray Truck (not required by Penrith City Council)

Item 4 - Low Loader Floats (not required by Penrith City Council)

Item 5 - Ride on Mowers – Dry Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 20 days
1	Camden Hire	No comparison available as previously not tendered	\$5,600

Camden Hire was the only tenderer provided an offer for Dry Hire. Camden Hire will be the primary contractor for this service.

Item 6 - Backhoe / Loader (Class 20 C) – Dry Hire (not required by Penrith City Council)**Item 7 - Skidsteer Loader – Wet Hire**

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 5 days
1	Allards Plant Hire Pty Ltd	19%	\$5,400
2	Raygal Pty Ltd		\$5,950

Allards Plant Hire Pty Ltd offer is substantially higher (19%) when considering price increase from previous tender. Therefore, there is no advantage to Council in considering this offer. Due to low annual usage, quotation will be obtained when this service is required.

Item 9 - Cranes (not required by Penrith City Council)**Item 10 - Elevated Work Platform Vehicles – Dry Hire**

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 10 days
1	Kennards Hire Pty Ltd	No comparison available, previously not tendered	\$4,181
2	Allcott Hire Pty Ltd		\$4,350

Kennards Hire Pty Ltd offer represents the best overall value for money to Council. Allcott Hire Pty Ltd would be a suitable backup provider for this service.

Item 11 – Excavator (category 95 C & D)

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 120 days
1	On Rail Plant Hire Pty Ltd	-13%	\$90,000
2	Azbuild Pty Ltd		\$81,000
3	A & C Plant Hire Pty Ltd		\$95,280

On Rail Plant Hire Pty Ltd offer represents the best overall value for money to Council. The Panel has taken into consideration the age of the plant tendered, in particular the excavators under category 95 C & D proposed by On Rail Plant Hire Pty Ltd are 2013 or later models, compared with the 2006 models offered by the other two companies under consideration.

The Panel's recommendation to include all three tenderers, as this increases the likelihood of an excavator being available at the time that the Council requires the use of one or more excavator.

Item 12 - Dump Trucks (not required by Penrith City Council)**Item 13 – Graders – Wet Hire**

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 36 days
1	Roadworx Surfacing Pty Ltd	16%	\$51,360
2	Houghton & Meredith Pty Ltd		\$54,000
3	C & D Camilleri Excavations Pty Ltd		\$57,600

Roadworx Surfacing offer is substantially higher (16%) when considering price increase from previous tender. Therefore, there is no advantage to Council in considering this offer. Quotation will be obtained when this service is required.

Item 14 – Rollers (Class 466, 471 & 486) – Dry Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 40 days
1	Conplant Pty Ltd	-1%	\$34,200
2	Kennards Hire Pty Ltd		\$39,945
3	Allcott Hire Pty Ltd		\$41,375

Conplant Pty Ltd offer represents the best overall value for money to Council. Both Kennards Hire and Allcotte Hire would be suitable backup providers for this service.

Item 15 - Trash Pumps (not required by Penrith City Council)

Item 16 - Street Sweepers – Dry Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 10 weeks
1	Roadworx Surfacing Pty Ltd	No comparison available, previously not tendered	\$36,930
2	Raygal Pty Ltd		\$47,500

Roadworx Surfacing offer represents the best overall value for money to Council. Raygal Pty Ltd would be a suitable backup provider for this service.

Item 17 - Portable Traffic Signals (not required by Penrith City Council)

Item 18 - Water Jet / Vacuum Truck – Wet Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 260 hours
1	Total Drain Cleaning Services Pty Ltd	5%	\$43,680
2	Aqua Assets Pty Ltd		\$48,100
3	Sydney Wide Pipe Cleaning Pty Ltd		\$46,800

Total Drain Cleaning Services offer represents the best overall value for money to Council. Both Aqua Assets Pty Ltd and Sydney Wide Pipe Cleaning Pty Ltd would be suitable backup providers for this service.

The Panel has taken into consideration the age of the plant tendered, in particular the trucks proposed by Aqua Assets is later models, compared with the 2005 models offered by the Sydney Wide Pipe Cleaning.

The Panel's recommendation to include all three tenderers, increases the likelihood of a truck being available at the time that the Council requires the use of one or more truck during emergency.

Item 19 - Tractor Wheeled (not required by Penrith City Council)

Item 20 - Lighting Towers – Dry Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 10 weeks
1	Kennards Hire Pty Ltd	No comparison available, previously not tendered	\$3,990
2	Allcott Hire Pty Ltd		\$4,680
3	Coates Hire Operations Pty Ltd		\$5,900

Kennards Hire offer represents the best overall value for money to Council. Both Allcott Hire and Coates Hire would be suitable backup providers for this service.

Item 21 - Variable Message Sign Boards – Dry Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 20 daily and 8 monthly hire
1	Allcott Hire Pty Ltd	-9%	\$13,160
2	PremiAir Hire		\$13,420
3	Kennards Hire Pty Ltd		\$14,647

Allcott Hire offer represents the best overall value for money to Council. Both PremiAir Hire and Kennards Hire would be suitable backup providers for this service.

Item 22 - Site Storage Shipping Containers (not required by Penrith City Council)

Item 23 - Portable Toilets

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 10 weeks
1	Camden Hire	-3%	\$1,450
2	Allcott Hire Pty Ltd		\$2,370
3	Coates Hire Operations Pty Ltd		\$2,570

Camden Hire offer represents the best overall value for money to Council. Both Allcott Hire and Coates Hire would be suitable backup providers for this service during the peak events.

Item 24 - Temporary Security Fence

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 10 times (minimum one month)
1	Coates Hire Operations Pty Ltd	3%	\$2,310
2	Allcott Hire Pty Ltd		\$4,500
3	Camden Hire		\$7,125

Coates Hire offer represents the best overall value for money to Council. Allcott Hire would be a suitable backup provider for this service during the peak events.

Item 25 - Concrete Crusher (not required by Penrith City Council)**Item 26 - Wood Chipper – Dry Hire**

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 5 weeks
1	Kennards Hire	No comparison available, previously not tendered	\$6,896

Kennards Hire offer is the only one received for the dry hire service. Kennards Hire will be the primary contractor. Due to low usage, no secondary supplier is required for this service.

Item 27 - Quarry Screen (not required by Penrith City Council)**Item 28 - Single / Twin Cab Flocon – Wet Hire**

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 4 weeks
1	Raygal Pty Ltd	18%	\$15,200

Raygal Pty Ltd is the only one received for the wet hire service. As their offer is substantially higher (18%) when considering price increase from previous tender, there is no advantage to Council in considering this offer.

Due to low annual usage, quotation will be obtained when this service is required.

Item 29 - Concrete Pumps (No offers received from suppliers)

Item 30 - Non-destructive Digging Equipment

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 19 times minimum 8 hrs per day
1	Total Drain Cleaning Services P/L	-1%	\$25,536

Total Drain Cleaning offer represents the best overall value for money to Council. Due to low usage, no secondary supplier is required for this service.

Item 31 - Miscellaneous Construction Tools & Equipment

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 20 times minimum 1 week
1	Allcott Hire Pty Ltd	-4%	\$37,550
2	Coates Hire Operations Pty Ltd		\$41,400

Allcott Hire offer represents the best overall value for money to Council. Coates Hire would be a suitable backup provider for this service during the higher demand period.

Item 32 - CCTV Trucks – Wet Hire

Rank	Tenderer's Name		Estimated Annualised Quantity Annual Usage: 10 days
1	Sydney Wide Pipe Cleaning Pty Ltd	0%	\$12,000
2	Total Drain Cleaning Services P/L		\$14,500

Sydney Wide Pipe Cleaning offer represents the best overall value for money to Council. Total Drain Cleaning would be a suitable backup provider for this service.

Item 33 - Water Tankers – Wet Hire

Rank	Tenderer's Name	Price increase from previous tender (%)	Estimated Annualised Quantity Annual Usage: 20 days
1	P & M Galea Pty Ltd	10%	\$15,000
2	Raygal Pty Ltd		\$15,300

P & M Galea Pty Ltd offer represents the best overall value for money to Council. Raygal Pty Ltd would be a suitable backup provider for this service during the peak events.

Item 34 - Roller SP Compactor (Landfill) with Blade (not required by Penrith City Council)