



Australian Industry Participation (AIP) plan Executive Summary

1. Organisation and project details

Company/organisation name: The Trustee for The Roe Highway Logistics Park Unit Trust

Project name: Roe Highway Logistics Park

Description of the project: Roe Highway Logistics Park is a 56-hectare warehouse industrial precinct in Kenwick, Western Australia. It is midway through its delivery programme with five warehouses completed and operational and a further [five] warehouses to be completed (noting some lots may be developed whilst some may be sold).

One warehouse commenced construction in December 2020, and another hardstand project is expected to commence construction in February 2021. Both are anticipated to be operational by July 2021.

A further warehouse is expected to commence construction in April 2021 and is anticipated to be operational by October 2021.

The remaining three warehouses are projected to commence in September 2021 before being operational in March 2022.

Estimated capital expenditure/total value of the project: \$88,250,000 AUD

Estimated total value of key goods and services: \$51,020,000 AUD

Project location: Kenwick, Western Australia

Link to project information: www.rhlp.com.au

Contact person for procurement information:

Name: Glenn Coffey

Phone number: 0414933272

Email address: glenn@hesperia.com.au

2. Opportunities to supply goods and services

List of goods and services to be procured for the project and the expected opportunity for industry participation	Opportunities for Australian suppliers *	Opportunities for international suppliers
Retaining Wall supply and installation	Yes	No
Civil Works including bulk earthworks, stormwater drainage supply and install and brick paving.	Yes	No
Concrete works including footings, warehouse floor slabs, office slabs and external concrete pavement	Yes	No

Precast concrete panels	Yes	No
Structural Steel supply and install	Yes	No
Roller shutter supply and install	Yes	No
Cladding for walls and roof inclusive of decorative cladding. Also inclusive of roof access and walkways.	Yes	No
Door and Window supply and installation. Inclusive of door and window hardware, and metal louvres and grilles.	Yes	No
Office finishing inclusive of ceilings, internal wall framing and wall lining and glass partitions to main office.	Yes	No
Floor finishing inclusive of carpet and vinyl, skirting supply and install	Yes	No
Tiling supply and install	Yes	No
Metal work, bollards, guardrails, handrails, fencing, barriers and gate supply and install/	Yes	No
Joinery, carpentry and miscellaneous fixtures.	Yes	No
Painting	Yes	No
Hydraulic services including supply and install of water and wastewater services. Inclusive of ATU supply and install.	Yes	No
Mechanical services including air conditioning, fans and louvres.	Yes	No
Electrical services including supply and install of cabling, lighting, switchboard and step up transformer.	Yes	No
Fire protection service supply and installation	Yes	No
Landscaping and Reticulation	Yes	No
Gantry Crane supply and installation	Yes	No

* An Australian supplier means an entity that has an ABN or an ACN

Disclaimer: The information provided in the table above is based on an initial assessment by the company. Any questions or issues should be raised with the project contact.

- Australian standards and certifications will be required for the key goods and services in this project.

3. Communicating and providing opportunities

- Project website OR Project supplier portal

- Liaison with industry associations
- Public announcements
- Media releases – national broadsheet
- Media releases – industry magazines
- Social media
- Direct contact with Australian industry (phone/email/letter)
- Make tender documents available to all possible suppliers at the same time
- Allow reasonable and equal time for submissions/responses
- Create, publish and distribute an AIP policy
- Include requirement in tender documents that successful tenderers comply with AIP plan
- Include contractual arrangements with suppliers to outline AIP arrangements
- Establish reporting requirement that shows how the AIP plan has been implemented
- All tenders from Australian and overseas suppliers will be assessed on the same basis
- The organisation will ensure all AIP plan obligations will flow down to contractors and subcontractors

4. Facilitating future opportunities

- Provide advice to project suppliers on strategies and activities to undertake to be considered for inclusion in domestic and international supply chains
- Support and assist project suppliers to adopt specific standards and accreditations
- Transfer product and process technology, and organisational know-how, to project suppliers
- Encourage project suppliers to undertake research and development and innovative activities
- Brief procurement managers on the capabilities and achievements of project suppliers
- Provide strategic feedback to the Commonwealth on emerging trends in industry
- Introduce project suppliers to global companies or suppliers
- Communicate with global supply chain managers and procurement agents about Australian industry capability
- Provide international market 'intelligence' to project suppliers
- Recommend suppliers to appropriate government programmes for advice and support
- Provide references for high performing suppliers
- Provide unsuccessful tenderers with appropriate feedback to encourage future performance

5. Implementation resources

- The organisation will record and/or retain evidence to demonstrate implementation of the approved AIP plan
- Develop and implement standard contractual arrangements with suppliers to give Australian industry opportunities to participate
- Develop systems to monitor and report on the extent of Australian industry participation
- Develop systems to identify inappropriate action under the AIP plan and to monitor/record the corrective action taken
- Develop systems to identify and report any variations in AIP plan activities