

BORAL ASPHALT

National Local Government Infrastructure
and Asset Management Conference 2014





WELCOME

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'Why is it important to have a good tender?'

Reduce Risk

Minimize Cost

Develop Relationship

Sustain and Build Reputation

Facilitate Continuous Improvement

Improve Quality

Good tender preparation leads to better delivery on site



“Success is
90% preparation
and only 10%
perspiration”



'What is a good tender?'

A 'good' tender is one that removes risk & uncertainty for all parties involved, both at the time of tendering and throughout the tender delivery period, thereby delivering optimum value to the Client.

Contract Risk and the Relationship to Margin.

- Reduce risk through clear concise specifications.
- Lowest risk to the tenderer enables the lowest possible submission price.



Site Safety / Implications for All Stakeholders (Specification)

- Shared responsibility to ensure contract can be delivered safely.
- Road closures, speed limits, night works, traffic diversions.
- Appropriate scoping to allow the tenderer to share the risk responsibly.

-  (Boral Policy)



Formatting of Tender Documents

- Job Numbering (Alpha / Alpha Numeric / 1.1.1 / 1 v 10, etc.)
- Standard Tables, Vicroads Style.
- Protected Return Schedule Documents (Tender Return Schedules are completed on Computer, No longer done by pencil)
- PDF, Word & Excel (Tables in Unprotected Excel, Sum Function, Rows v Columns, Headings on same row, etc)
- Extra quantities in Comments field cannot be added up.
- GST Inclusive / GST Exclusive (Be Consistent, All or Nothing)



Specification

FINANCIAL

- Rise & Fall Calculation / Price Escalation Requirement (State Road Authority Reference : Section 199 v Council Written method)
- State Road Authority Specification Best Default in most instances.

TECHNICAL

- Common State Road Authority & Local Government Traffic / Environment spectrum.
- State Road Authority Specification has extensive performance evidence and experience.



Content / Pricing Methodology

- Pre Tender Inspection / Measurement Requirements (Desk Tender v Site Visit)
- Addenda / Timing before Close Date / Multiple Issues
- Contract Sum (Inclusions / Exclusions)
- Technical Skills, Experience, Qualifications, Years of Service, etc.
- Subcontractor Details / ABN
- Past Projects / Current Commitments
- Tender Management of Non-Core Services (Linemarking, etc.)
- Component Pricing v All Inclusive (Traffic Control / Linemarking / Profiling, etc.)
- Treatment Selection (Council v Tenderer)
- Single Year v Multi-Year Contracts (Management of Price Escalation / Repricing)
- Practical Completion Date / Relationship to Price
- Tender period / Timing / Other tenders in market / Availability of appointed person for queries



Content / Pricing Methodology

- Lump Sum V Schedule of Rates
- Area / Job Size Bracketing (Clarification of Bracket / Size / Area / Location / Site, etc.)
- Correct UOM for Product (Tonnes for Asphalt, Litres & M2 for Bitumen Sealing)
- Discounts / Surcharges
- Provisional Sums / Provisional Quantities
- Bill of Quantities (Table of Works)
- Map Reference / Job Location / Stockpile Location
- Default Bitumen Application Rates (Different Products / Different \$/L Rates)
- Pre-Qualification
- Local Content (Rules / Evaluation)
- GST Inclusive / GST Exclusive
- Electronic uploading
- Company Seal (Obsolete) / Repetition of Signatures / Dates / Authorised Persons



Improvement Opportunities

3	<u>Service Rd Edge Plane and Overlay</u>			
a	Profiling 0 to 35mm 1.5m wide	3000	Lin.m	\$0.00
b	Crack sealing - Lance cracks with compressed air, supply and apply hot polymer bitumen to surface cracks 2mm wide or greater as directed by the Superintendent's Representative	1	Item	\$0.00
c	Supply, deliver, spread and compact size 10mm Type N asphalt at an approx. depth of 40mm	100	tonne	\$0.00
d	Traffic Management	1	Item	\$0.00
e	Hot applied Thermo-Plastic Long Life linemarking and pavement marking as per specification, including initial treatment.	1	Item	\$500.00
f	Contingencies	1	Item	\$1,000.00



Improvement Opportunities

3	Service Rd Edge Plane and Overlay	3000	Lin.m	\$0.00
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Improvement Opportunities

e	Hot applied Thermo-Plastic Long Life linemarking and pavement marking as per specification, including initial treatment.	1	Item	\$1,500.00	\$1,500.00
f	Contingencies	1	Item	\$3,000.00	\$3,000.00
3	<u>Ballarat Rd Service Rd Sth 8 Edge Plane and Overlay 569 Ballarat Rd to 581 Ballarat Rd. Albion Melway Ref 26D10</u>				
a	Cold Planning 0 to 35mm 1.5m wide	210	Lin.m	\$0.00	\$0.00
b	Crack sealing - Clean cracks with compressed air, supply and apply hot polymer rubberised bitumen to surface cracks 2mm wide or greater as directed by the Superintendent's Representative	1	Item	\$0.00	\$0.00
c	Supply, deliver, spread and compact size 10mm Type N asphalt at an approx. depth of 40mm	70	tonne	\$0.00	\$0.00
d	Traffic Management - see Note No. 1 below	1	Item	\$0.00	\$0.00
e	Hot applied Thermo-Plastic Long Life linemarking and pavement marking as per specification, including initial treatment.	1	Item	\$500.00	\$500.00
f	Contingencies	1	Item	\$1,000.00	\$1,000.00
4	<u>Ballarat Rd Service Rd Sth 8 Edge Plane and Overlay 559 Ballarat Rd to 569 Ballarat Rd. Albion Melway Ref 26E10</u>				
a	Cold Planning 0 to 35mm 1.5m wide	160	Lin.m	\$0.00	\$0.00
b	Crack sealing - Clean cracks with compressed air, supply and apply hot polymer rubberised bitumen to surface cracks 2mm wide or greater as directed by the Superintendent's Representative	1	Item	\$0.00	\$0.00
c	Cut 100mm depth as requested by Superintendent Officer	300	m2	\$0.00	\$0.00
d	Patch 100mm depth using size 20 Asphalt	75	tonne	\$0.00	\$0.00
e	Supply, deliver, spread and compact size 10mm Type N asphalt at an approx. depth of 40mm	50	tonne	\$0.00	\$0.00
f	Traffic Management - see Note No. 1 below - see Note No. 1 below	1	Item	\$0.00	\$0.00
g	Hot applied Thermo-Plastic Long Life linemarking and pavement marking as per specification, including initial treatment.	1	Item	\$500.00	\$500.00
h	Contingencies	1	Item	\$1,000.00	\$1,000.00
5	<u>Berbanks Ave Mill and Resheet + PF Station Ave. to Milton Ave St Albans Melway Ref 26F1</u>				
a	Cold Planning 0 to 35mm cut irregularities using averaging system for ride quality. Remove profiled material from site	1971	m2	\$0.00	\$0.00
b	Geotextile Reinforced Seal SAMI Supply and lay Fabric Bond Coat (Class 170 Bitumen)Default Design 0.6 L/M2 Fabric Binder Coat (SAMI 10mm) Default Design 1.8L/m2 1. No cutter oil is to be used unless otherwise approved and PMB shall be used in the binder only 2. Geotextile Fabric to be Polyester 135g/m2 non woven needle puncher	1971	m2	\$0.00	\$0.00
c	Supply, deliver, spread and compact size 10mm Type N asphalt at an approx. depth of 40mm	200	tonne	\$0.00	\$0.00
d	Traffic Management - see Note No. 1 below	1	Item	\$0.00	\$0.00
e	Hot applied Thermo-Plastic Long Life linemarking and pavement marking as per specification, including initial treatment.	1	Item	\$1,000.00	\$1,000.00
f	Contingencies	1	Item	\$2,000.00	\$2,000.00
6	<u>Sydney St Edge Plane and Overlay Forrest St to North Boundary of No.70: North Boundary of No.51 to Ballarat Rd Service Rd Nth 7 Albion Melway Ref 26F11</u>				
a	Cold Planning 0 to 35mm 1.5m wide	1828	lin. m	\$0.00	\$0.00
b	Crack sealing - Clean cracks with compressed air, supply and apply hot polymer rubberised bitumen to surface cracks 2mm wide or greater as directed by the Superintendent's Representative	1	Item	\$0.00	\$0.00
c	Supply, deliver, spread and compact size 10mm Type N asphalt at an approx. depth of 40mm	870	tonne	\$0.00	\$0.00



Good Schedules

Item No.	VicRoads Road No.	Local Road Name	VicRoads Road Name	Municipality	Location	Direction	Lane	Map Page	Map Ref	OO Location	CH. 1	CH. 2	Treatment	Description	Approx. Length (m)	Approx. Width (m)	Approx. Vertical Area (m2)	Approx. Total Area (m2)	Asphalt Depth (mm)	Asphalt Density (T/m3)	Design Asphalt Tonnes	Job Item Summary	Comments	Raise PIS No.	Raise Value No.	Traffic Signal Loops No.	VMS Sign No.	VMS Days Req.	Suction Sweeper
17517.01	5910	Grimshaw Street	Campbellfield-Greensborough Rd	Banyule	30m east of Plenty Road to 110m east of Gleeson Drive	East and West Bound	Slow Lane & Fast Lane (Both Directions)	19	J1	30m east of Plenty Road	0	866	Asphalt SMA Size 10 Type N	Asphalt Overlay	866	12.2		10,565	35	2.35	869.0	Item 17517.01 869 Tonnes Asphalt SMA Size 10 Type N @ 25mm Depth (Asphalt Overlay)	Crack sealing required.	4	4	14	2	14	1
17517.02	5910	Grimshaw Street	Campbellfield-Greensborough Rd	Banyule	30m east of Plenty Road to 110m east of Gleeson Drive	West Bound	Left Turn Lane	19	J1	30m east of Plenty Road	0	34	Asphalt SMA Size 10 Type N	Asphalt Overlay	34	2.8		95	35	2.35	7.8	Item 17517.02 7.8 Tonnes Asphalt SMA Size 10 Type N @ 25mm Depth (Asphalt Overlay)							

Item No.	VicRoads Road No.	Local Road Name	VicRoads Road Name	Municipality	Location	Direction
17517.01	5910	Grimshaw Street	Campbellfield-Greensborough Rd	Banyule	30m east of Plenty Road to 110m east of Gleeson Drive	East and West Bound
17517.02	5910	Grimshaw Street	Campbellfield-Greensborough Rd	Banyule	30m east of Plenty Road to 110m east of Gleeson Drive	West Bound

Lane	Map Page	Map Ref	OO Location	CH. 1	CH. 2	Treatment	Description	Approx. Length (m)
Slow Lane & Fast Lane (Both Directions)	19	J1	30m east of Plenty Road	0	866	Asphalt SMA Size 10 Type N	Asphalt Overlay	866
Left Turn Lane	19	J1	30m east of Plenty Road	0	34	Asphalt SMA Size 10 Type N	Asphalt Overlay	34



Templates for the Future

- Table 100 / 400 VicRoads Style
- Linemarking Schedule
- Binder Variation Schedule
- Schedule of Rates Template
- List of Appropriate Area Brackets for Asphalt / Spray
- Copy of this Presentation

CLOSE



Build something great™

