

# Principal Contractor

## Case study

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A member of Valemus Limited

## **GOLD COAST RAPID TRANSIT**

Local Suppliers & Construction Briefing  
Gold Coast Convention & Exhibition Centre  
Gold Coast Highway, Broadbeach

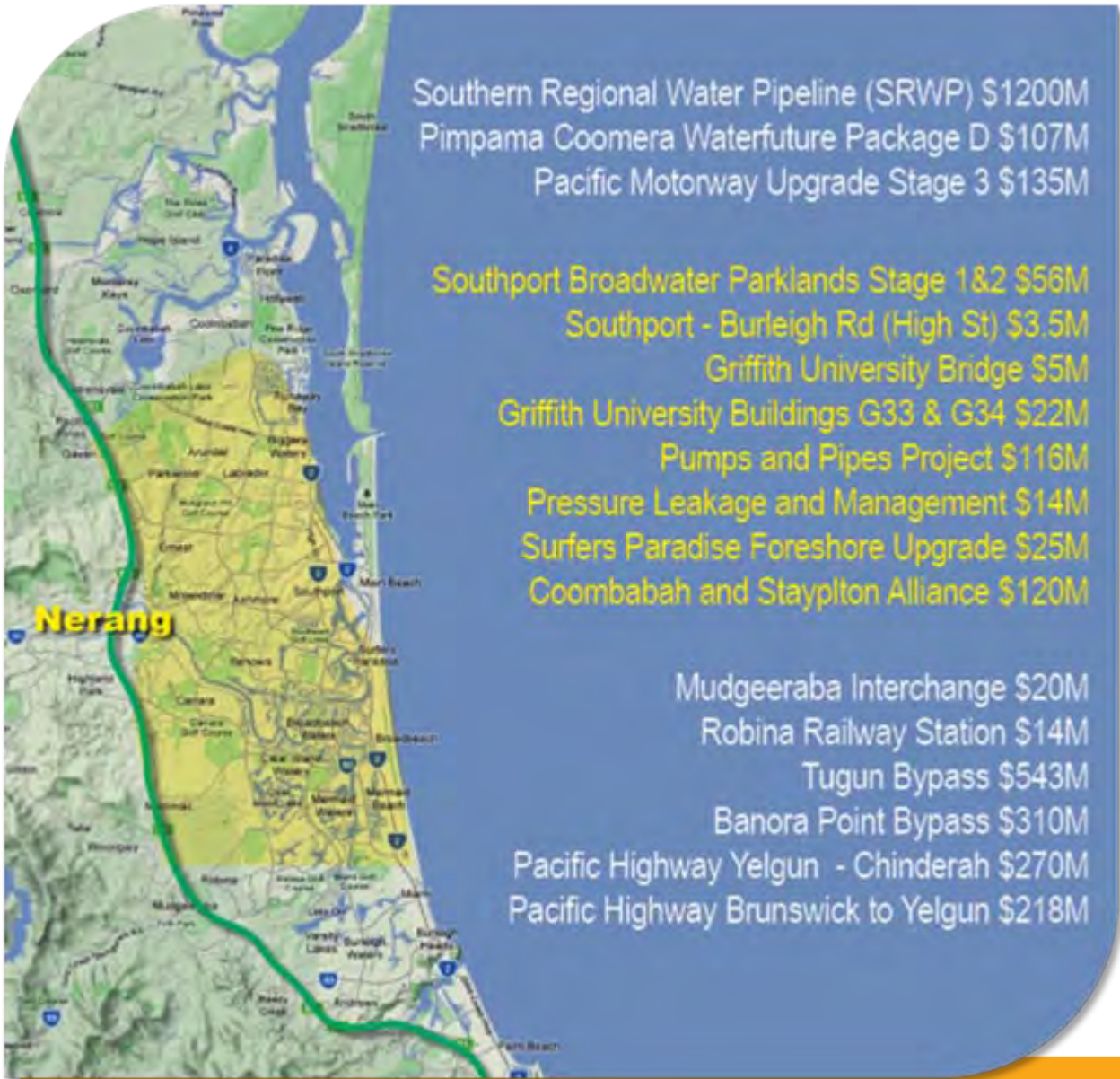


Presentation by: Phil Danks Abigroup Contractors  
Tuesday 22 June 2010



- Abigroup on the Gold Coast
- Scope of work - GCRT
- Approach to local industry
- Working together
- Case Study – local contractor

# Abigroup on the Gold Coast



Southern Regional Water Pipeline (SRWP) \$1200M  
Pimpama Coomera Waterfuture Package D \$107M  
Pacific Motorway Upgrade Stage 3 \$135M

Southport Broadwater Parklands Stage 1&2 \$56M

Southport - Burleigh Rd (High St) \$3.5M

Griffith University Bridge \$5M

Griffith University Buildings G33 & G34 \$22M

Pumps and Pipes Project \$116M

Pressure Leakage and Management \$14M

Surfers Paradise Foreshore Upgrade \$25M

Coombabah and Stayplton Alliance \$120M

Mudgeeraba Interchange \$20M

Robina Railway Station \$14M

Tugun Bypass \$543M

Banora Point Bypass \$310M

Pacific Highway Yelgun - Chinderah \$270M

Pacific Highway Brunswick to Yelgun \$218M

“a focal point for Abigroup’s business:” - involved in 14 local projects with a total value of **\$2.7B** in the last 5 years



## Current Gold Coast Projects:

- **Pimpama Coomera Waterfuture – Package D**
  - \$107M for GCW (Allconnex)
  - due for completion, Oct 2010
- **Coomabah Stapylton Alliance (CaSPA)**
  - \$120M for Gold Coast Water (Allconnex)
  - starting construction 2010
- **Mudgeeraba Interchange**
  - \$20M for TMR
  - due for completion July 2010
- **Southport Broadwater Parklands Stages 1&2**
  - \$56M for Gold Coast City Council
  - due for completion, Nov 2010
- **Surfers Paradise Foreshore Upgrade**
  - \$25M for Gold Coast City Council
  - due for completion, Feb 2011





- **GCUH Station**

- 1 of 2 ECI tenderers
- Expected award date: 25 June 2010

- **Roadworks – North (Southport)**

- Potential ECI Stage Participant
- Submitted: 18 June 2010
- Subbie pricing from Aug 2010 for award 28 Oct 2010





## Range of Opportunities:

- subcontractors
- suppliers
- plant and equipment providers
- skilled and unskilled labour
- professional staff

# GCRT Scope of Work

## Site Activities

- **site facilities & establishment**
  - sheds, fencing, security, cleaning, plant, clearing, survey, waste removal
- **structural & bulk earthworks**
  - piling, in-situ concrete (FRP), post-tensioning, pre-cast concrete, rock anchors, shotcrete, waterproofing, excavation / backfill / spoil removal
- **roadworks**
  - saw cutting, earthworks, pavements, asphalt, kerb, concrete barriers, steel traffic barriers, footpaths, road furniture, signs, line marking
- **finishes**
  - structural steel & glazing, landscaping
- **traffic**
  - traffic control, barriers
- **service relocations**
  - Energex, comms, water relocations, temp & permanent lighting
- **consultants**
  - geotechnical inspection & testing



# Approach to Local Industry



“engaging openly with local industry will benefit the project whilst assisting the local economy”

## Requirements for tendering:

competence in work area

ability to plan

ability to document

compatibility with Abigroup’s goals

- clients - deliver value to our clients
- safety - world class safety performance
- quality and environment – beyond compliance
- respect for people

# Approach to Local Industry



## Example: Package D (Apr 2007 – Oct 2010)

- 58 subcontracts
- tendered to 48 pre-qualified tenderers
- awarded to 17 subcontractors
- 90% local subcontractors
- success stories

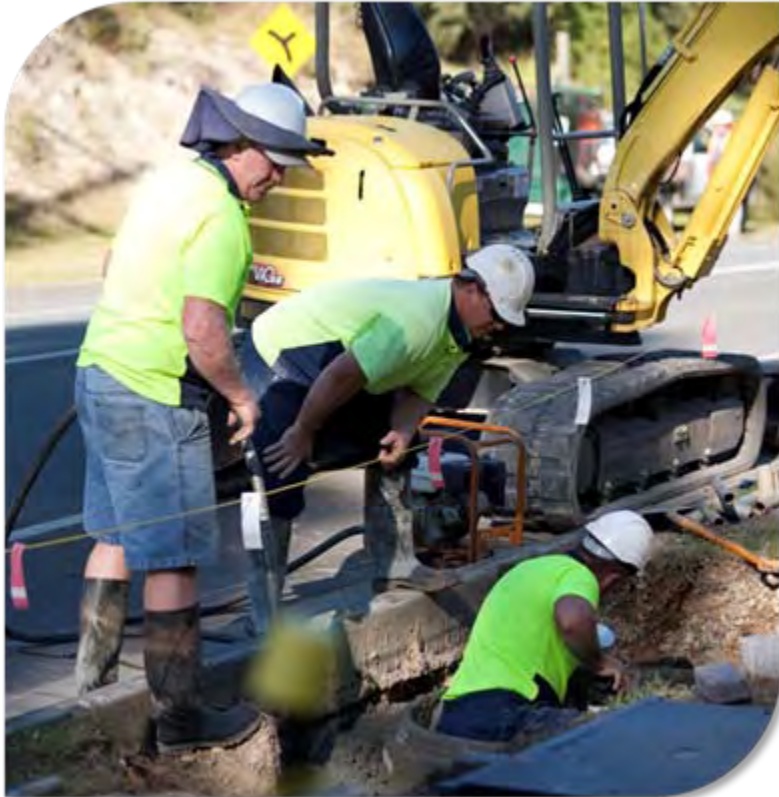
# Approach to Local Industry



## Benefits to Subcontractors:

- stability
- opportunity for growth
  - scale of work
  - breadth of work
- continuous improvement
  - concerted focus on safety
  - compliance with legislation

# Approach to Local Industry



“Deliver value through a strategic approach to procurement”

## Procurement Strategy

- engage openly with the market
- select suitable tenderers
- assess tenders based on value
- working together



# Approach to Local Industry

## Procurement strategy

Engage openly with the market

“full, fair and reasonable opportunity”

- advertisements and forums
- prior involvement
- GCRT Local Industry Participation Database
- Industry Capability Network





# Approach to Local Industry

## Procurement strategy

### Select suitable tenderers

- Expression of Interest
  - experience
  - financial capacity
  - resources
  - safety, quality, environment programs
  - TMR prequalification
- Prior experience
- EOI evaluation
- Tender list of selected tenderers



# Approach to Local Industry

## Procurement strategy

### Assess Tenders Based on Value

- Cost
- Non-cost criteria:
  - local supplier
  - previous experience
  - tender conformance
  - financial capacity
  - resources
  - program
  - safety, quality, environment expertise
  - supplementary information / contact



# Working Together



We value commercial arrangements supported by a relationship approach to feed continuous improvement

**Subcontractor support:**

proforma documentation

review and auditing of documentation

site inspections & audits

contractual appreciation

Abigroup programs

assistance with training

We value a partnership with our supply chain to share knowledge and learnings

## Partners in Safety Program

- a forum for the sharing of knowledge and what we have learned
- involvement is by invitation to suppliers who want to aim for world class safety performance
- targeted to high risk activities - 33 subbies to date including:
  - traffic management
  - cramage
  - labour hire
  - plant hire / small tools
  - pipelines (July 2010)

## **Other Abigroup programs - safety:**

Pulse – behavioural focus safety program

Temporary Works Coordination

Four Weeks Look Ahead

Just Culture

Mates in Construction



# Working Together

## Assistance with training

- upskill
- apprentices, trainees
- mentoring programs
- state of the art training facilities at Yatala
  - operator simulator
- practical induction training



Operator Simulator

# Case Study: Christopher Contracting



## Abigroup's history with Christopher Contracting:

- Pumps & Pipes from 2005
  - 12 contracts, \$12M
  - includes pump stations, pipelines
- Package D from 2007
  - 5 contracts totaling \$17M
  - Includes
    - pump stations
    - deep gravity sewers
    - tunnel boring

# Case Study: Christopher Contracting



## Association with Christopher Contracting:

- benefits to Abigroup:
  - value arising from local sourcing
  - familiarity with requirements
  - continuous improvement

# Case Study: Christopher Contracting



## Benefits: Assistance with Compliance

- review of pre-start documentation
  - Including Safe Work Method Statements
- improved safety through temporary works program
- monitoring
  - quality assurance compliance
  - monthly environmental inspections
  - weekly safety inspections
- review meetings
  - monthly safety meetings
  - safety & environmental workshops



# Case Study: Christopher Contracting

## Benefits: Assistance with Training

- organised courses
- Cert III training
- confined space training
- machinery operator training
- dogman training





# Case Study: Christopher Contracting



## Business Benefits

- business outcome:
  - turnover from pipes & pump stations increased 5 fold from \$2.1M to \$11.8M
- upskilling of business
  - field personnel - increased knowledge / level of awareness
  - office personnel – professional employed to drive compliance
- continuity of work
  - provided platform for investment in plant
- broadened expertise
  - new work areas
- capability to tender other major projects

# Conclusion

- Abigroup's history of local involvement on the Gold Coast
- Approach to local industry
- Working together



Practical Induction Training Facility

**If you are interested in tendering to Abigroup:**

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**CaSPA: [melanie.tibble@abigroup.com.au](mailto:melanie.tibble@abigroup.com.au)**

**Thank you for your interest**