



PUBLIC AIC PLAN

PROJECT OVERLANDER

Company Details

Company Name: Haulmark Trailers (Australia) Pty. Ltd
Location: 1848 Ipswich Road Rocklea QLD 4106
Website Address: <http://www.haulmark.com.au>

Executive Summary

1. Haulmark Trailers (Australia) Pty Ltd has been contracted by the Commonwealth of Australia to provide Medium/Heavy Trailers under Project Land 121 (Overlander). Project Overlander aims to furnish the principal mode of ground mobility to the Australian Defence Force (ADF), through the provision of Vehicles, Modules and Trailers.
2. Haulmark Trailers will perform all activities necessary to manage, design, develop, construct, integrate, test, deliver and support the Trailers under the Contract.
3. Haulmark Trailers will provide a total of 2,390 Medium/Heavy Trailers and associated Supplies over approximately nine years under the Contract (Acquisition). The major deliverables under this Contract includes:
 - Engineering drawings, models and associated calculations;
 - Spares, Packaging and S&TE;
 - Operator and Maintainer Training including Training Equipment;
 - Maintenance Requirements Determination;
 - Technical Publications; and
 - Medium/Heavy Trailers.
4. The approximate Contract (Acquisition) price is \$AUD580 million of which approximately 66% will be delivered by Australian Industry.
5. Currently there is a Contract (Support) for the provision of through-life support for both Light/Lightweight Trailers as well as for the support of the Medium/Heavy Trailers. The Support Services under this Contract includes:
 - Interim Support Services during Training;
 - Engineering including Configuration Management Support;
 - Supply Support; and
 - Maintenance Support.
6. The approximate fixed priced element of the Contract (Support) is \$AUD30 million over a 14 year period which is 100% delivered by Australian Industry.

Key Offerings for Australian Industry

7. Haulmark Trailers is a proudly owned Australian company who, for over 50 years, has prided itself on supporting local industries. Haulmark is thankful for the opportunity to continue this proud tradition of supporting local industries now and into the future under the umbrella of the aforementioned Contracts.

8. Some of the major local industries that are currently involved in the delivery of Supplies under the Contract (Acquisition) are included in Table 1.

TABLE 1 – AUSTRALIAN INDUSTRY WORK

Australian Company Performing the Activity	Local Industry Activity	Location of Work
Kellogg Brown & Root Pty Ltd	Training Development and Delivery. Logistics Support Analysis.	131 Church Street Hawthorn VIC 3122
Hendrickson Asia Pacific Pty Ltd	Suspension	32-44 Letcom Drive Dandenong South VIC 3175
Rocklea Pressed Metals Pty Ltd (T/A Rockpress)	Metal Fabrication	37 Colebard St East Acacia Ridge QLD 4110
Air Brake Corporation of Australia Pty Ltd	Brakes	3/49 Leighton Place Hornsby NSW 2077
Bluescope Steel Limited	Steel	20 Fairbairn Place Brisbane Airport QLD 4008
United Fasteners Pty Ltd	Fasteners	Unit 3, 679 Boundary Road Richlands QLD 4077
Rocklea Abrasive Blasting Pty Ltd	Painting	Cnr Franklin & Breadwell Sts Rocklea QLD 4106
RPG Australia Pty Ltd	Steel	36 Industrial Avenue Wacol QLD 4076
BJ Flanigans Pty Ltd	Metal Fabrication	11 Activity Street Acacia Ridge QLD 4110
Frontline Manufacturing Pty Ltd	Metal Fabrication	23 Westgate Street Wacol QLD 4076
RCR Laser	Metal Fabrication	8/836 Boundary Road Coppers Plains QLD 4108
Laser Central	Steel	16 West Link Place Richlands QLD 4077
Australian Waterjet Cutting	Steel Products	Cnr Leonard Crescent and Mackie Way Brendale QLD 4500

Australian Company Performing the Activity	Local Industry Activity	Location of Work
Terrian Enterprises Pty Ltd (T/A Belair Truck Spray Painting)	Painting	112 Bellwood Street Darra QLD 4076
C.P. Plating Pty Ltd	Electroplating	222a Macarthur Avenue Hamilton QLD 4009
Reflective Signs & Decals Pty Ltd	Marker Plates	Unit 4/1318 Boundary Road Wacol QLD 4076
Arconic Wheel Products Australia	Wheels and Tyres	18 Enterprise Street Richlands QLD 4077
ATECO Equipment Ltd	Spare Wheel Carriers	862-874 Elizabeth Street Waterloo NSW 2017
Tieman Industries Pty Ltd	Barrels	4-10 Keon Parade Keon Park VIC 3073
Advanced Industrial Products Pty Ltd	Fuel Hoses and Fittings	55 Bernoulli Street Darra QLD 4106
IMI Precision Engineering (Norgren)	Pneumatic Fittings	30 Paradise Road Acacia Ridge QLD 4110
MacLean Electrical (Australia) Pty (JT Day P/L)	Hazardous Location Electrical Fittings	Unit 1, 67 Bluestone Circuit Seventeen Mile Rocks QLD 4073
Matrix Process Solutions	Fuel Fittings	Unit 7/33 Meakin Rd Meadowbrook QLD 4131
Pepperl + Fuchs (AUST) Pty Ltd	Enclosures	131-149 Link Drive Campbellfield VIC 3061
Ramspecs Pty Ltd	Water Pumps	Unit 1/5 Longview Court Thomastown VIC 3074
Vigil Antislip Pty Ltd	Safety Equipment	1/34 Discovery Drive Bibra Lake WA 6163
Rocklea Canvas Pty Ltd	Canopies and Curtains	33 Reginald Street Rocklea QLD 4108
SAF Holland (Aust) Pty Ltd	Couplings	2692 Ipswich Road Darra QLD 4076
Transport Hydraulics Pty Ltd	Hydraulics	4/124 Boniface Street Archerfield QLD 4108
Stauff Corporation Pty Ltd	Tubes and Hose Fittings	83 Bluestone Circuit Seventeen Mile Rocks QLD 4073

Australian Company Performing the Activity	Local Industry Activity	Location of Work
Queensland Gaskets Pty Ltd	Rubber	18 Jaybel Street Salisbury QLD 4107
National Plastics & Rubber	Polyurethane, Rubber and Plastics	37 Jijaws Street Sumner Park QLD 4074
RUD Chains Pty Ltd	Lift/Tiedown	12 Commerce Place Larapinta QLD 4110
PWB Anchor	Winches and Accessories	1/119 Bandara Street Richlands QLD 4077
Carroll Australasia Pty Ltd	Electrical	391 Park Road Regents Park NSW 2143
Ancra Australia	Ratchet Strap Assemblies	Unit 1A, 29-41 Lysaught Street Acacia Ridge QLD 4110
Brand Hero (Formerly All About Print)	Technical Manuals	3/41 Deakin Street Brendale QLD 4500
National Transport Security & Services (NTSS)	Transport Services	PO Box 4098 Hoppers Crossing VIC 3029

Scope of Future Work Opportunities

9. Haulmark Trailers has spent the last several years developing a team dedicated specifically to the execution of Project Overlander Contracts. The skill sets and capability of that team now enables Haulmark to accomplish the majority of Project Management functions and deliverables in-house.

10. In regards to manufacturing, Haulmark Trailers has established a long history with many of our local suppliers, all of which have a proven track record in delivering quality products in a specified timeframe and are value for money. It is Haulmark's intention that we shall continue to engage with these Approved Suppliers under Project Overlander.

11. Notwithstanding, Haulmark is always striving to achieve better products at a competitive price. Should one or more of our chosen Approved Suppliers be unable to fulfil their commitments under these Contracts, Haulmark shall update this Public AIC Plan to reflect the scope of work available to Australian Industry.




Industry Engagement

12. Whilst work within the current scope is fully committed, any expressions of interest in any future opportunities (as may be noted in subsequent AIC Plans) can be sent to either of the appropriate contacts below.

Haulmark's Contact Officers

Contract (Acquisition)	Contract (Support)
Name: Philip Reed	Name: Kevin Flanagan
Title: AIC Manager	Title: Support Manager
Ph: (07) 3715 4000	Ph: (07) 3715 4600
Email: philipr@haulmark.com.au	Email: kevinf@haulmark.com.au

Authorised on Behalf of Haulmark Trailers (Australia) Pty Ltd			
Name:	Title:	Signature:	Date
Tim Moran	Program Manager		08 January 2021