



13th April 2015

Our ref.: 9380-06

The Owners Corporation of Strata Plan 47991
C/- Bright & Duggan
37-43 Alexander Street
CROWS NEST NSW 2065

Attention: Mr Bart Jaworski

‘PACIFIC PARK’ 41 ROCKLANDS ROAD, WOLLSTONECRAFT
LIFT SERVICES

Four lift companies, Otis Elevators, ThyssenKrupp Elevator, Liftronic Pty Ltd and Schindler Lifts Australia were invited to tender for the ongoing maintenance of the lifts in this Strata Complex and tenders were received from all four lift companies.

The tenders were based on compliance to the Owners’ lift maintenance agreement. Otis Elevators have requested the negotiation of several clauses, whilst Liftronic have provided some comments on the condition of the existing equipment.

In our opinion ThyssenKrupp Elevator have provided the best tender and we are recommending acceptance of their offer.

The cost summary below reflects the prices provided by all four tenderers.

FINANCIAL

The following cost summary compares the base tenders from all four companies for the lifts within this Complex. The summary is in order of cost magnitude and is in simple form, inclusive of GST and includes the site staffing levels in reference to Clause 18.8 of the lift maintenance agreement.

Tenderer	Maintenance Price per Annum	Site Staffing Hours per Annum
Otis Elevators	\$39,072.00	50
ThyssenKrupp Elevator	\$39,270.00	90
Schindler Lifts	\$40,920.00	72
Liftronic Pty Ltd	\$57,076.80	72

The following cost summary compares the hourly rates from the tenderers. These hourly rates are for work carried out outside the regular working hours of the company and are in reference to Clause 5.4 of the lift maintenance agreement. The summary is in order of cost magnitude and is in simple form, exclusive of GST.

Tenderer	Ordinary Hourly Rate	Overtime Hourly Rate (Time and a Half)	Overtime Hourly Rate (Double Time)
ThyssenKrupp Elevator	\$190.00 per man	\$200.00 per man	\$250.00 per man
Liftronic Pty Ltd	\$196.00 per man	\$242.00 per man	\$288.00 per man
Otis Elevators	\$234.00 per man	\$309.00 per man	\$399.00 per man
Schindler Lifts	\$240.00 per man	\$360.00 per man	\$360.00 per man

The following cost summary compares the rates from the tenderers. These rates are for attendance to breakdowns which are a result of interference or vandalism and are in reference to Clause 5.5 of the lift maintenance agreement. The summary is in order of cost magnitude and is in simple form, exclusive of GST.

Tenderer	Normal Hours	After Hours
ThyssenKrupp Elevator	\$190.00 per hour	\$250.00 per hour
Schindler Lifts	\$265.00 per hour	\$360.00 per hour
Liftronic Pty Ltd	\$429.00 (2 hours)	\$637.00 (3 hours)
Otis Elevators	\$394.00 (2 hours)	\$788.00 (2 hours - Monday to Saturday) \$985.00 (2 hours - Sunday and Public Holidays)

Three of the four companies have provided competitive tenders with Otis Elevators the lowest in price. Whilst Otis elevators are the lowest tenderer, we highlight that they have also provided the lowest number of hours that their service mechanics will be on site per annum.

COMMENTS ON THE CONTRACT

Otis Elevators have requested the negotiation of several clauses within the lift maintenance agreement and these can be reviewed on page 3 of their cover letter submission.

Liftronic have made comment on the conditions of the hoisting ropes and have requested that these be excluded from the agreement until rectified. Liftronic has also provided comment on the obsolescence of the equipment and that upgrade works should be considered.

ThyssenKrupp Elevator and Schindler Lifts have made no comments on the maintenance agreement.

CONCLUSION AND RECOMMENDATION

We would recommend that ThyssenKrupp Elevator be awarded the six (6) lifts in this complex for a total annual fee of **\$39,270.00** inclusive of GST.

We are also of the understanding that Otis elevator were provided a month extension to the existing agreement which will end on April 30th, 2015.

If the Owners do not have the new agreement in place by 1st May, 2015 then it would be recommended to extend Otis Elevators for a further month until the new agreement is in place.

We trust this is satisfactory, however if you wish to discuss our report then please do not hesitate to contact the undersigned.

JCA LIFT CONSULTANTS



Colin Boswarva
Director