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**NSW Procurement – Contracting Services is a Business Unit of the  
Department of Service, Technology & Administration**

**NSW Procurement – Contracting Services invites this Invitation to register  
Expressions of Interest for and on behalf of the  
NSW Government State Contracts Control Board**

**RFT ID: 0901567 EOI**

**INVITATION TO REGISTER EXPRESSIONS OF INTEREST (EOI) FOR  
DEVELOPMENT AND SUPPLY OF RADIANT HEAT SHIELDS TO  
NEW SOUTH WALES RURAL FIRE SERVICE**

**EOI Issue Date: Thursday, 20 August, 2009**

**Closing Date: WEDNESDAY, 16 September, 2009**

**Closing Time: 9:30 am Sydney Time**

**Please note: An EOI Briefing will be held on Thursday, 27 August, 2009. Refer clause 6.**

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## **PART A PURPOSE OF THIS REQUEST FOR EXPRESSIONS OF INTEREST, EOI PROCESS AND EVALUATION CONSIDERATIONS**

### **1. PURPOSE**

- 1.1 New South Wales Rural Fire Service (RFS) is seeking to achieve additional crew protection in firefighting situations. The intended method of obtaining such protection is through the installation of a cabin spray protection system, combined with the use of radiant heat shields. The cabin spray protection system has been designed by the RFS and will be the subject of a separate Request for Tender exercise. This invitation for Expressions of Interest (EOI) deals with the RFS requirement for radiant heat shields.
- 1.2 The purpose of this EOI is to obtain information on radiation heat shielding products currently in the market place and/or under development, and identify those organisations which are likely to be able to offer a suitable product, combined with appropriate organisational capacity, capabilities and experience to fulfil the requirements of the RFS.
- 1.3 The RFS specification in relation to the radiant heat shield is currently in draft format, and shall be refined for tendering purposes. EOI Respondents will need to address their product and organisation capabilities as detailed in Part B, however, it is not necessarily essential that organisations meet all stated performance capabilities and testing requirements nominated in Part B to be considered further.

### **2. TWO STAGE TENDERING**

- 2.1 This invitation for expressions of interest (EOI) is part of a two stage tender process. This EOI (Stage 1) will assist RFS to identify market capabilities, firm up its specification requirements, and identify suitably qualified companies likely to be able to meet the needs of the RFS for this requirement.
- 2.2 Whilst RFS may use the EOI evaluation process to establish a short list of potential providers with an interest in, and the capability and capacity for, satisfying the requirement, it may also determine that it is in RFS's best interest to either enter direct negotiations with a preferred supplier identified through the EOI process, or invite open tenders for the requirement.
- 2.3 The second stage will involve direct negotiation with a preferred supplier, or an invitation of tenders either publicly, or from those organisations that are shortlisted as a result of this EOI.
- 2.4 This Invitation for EOIs is made by the State Contracts Control Board (the "Board") for and on behalf of the RFS.
- 2.5 The Board is responsible for the delivery of the EOI and tender process, assisted by NSW Procurement – Contracting Services, a business unit of the NSW Department of Services, Technology and Administration whilst any resultant Agreement will be executed between the RFS and the successful Respondent/tenderer/s.

### 3. SCOPE OF REQUIREMENT

- 3.1 This EOI seeks registration from organisations wishing to supply radiant heat shields to RFS.
- 3.2 The function of the radiation heat shielding is to minimise the radiant heat entering the cabin of a fire tanker during a fire entrapment situation. This is to provide some protection to the crew in the event that the windows, window seals or door seals fail. The radiant heat shielding shall be attached to the inside of the cabin and shall be easily deployed by the firefighters as required during a fire entrapment situation.
- 3.3 It is the intention of the RFS that the Radiant Heat Shields will be fitted in all new Category 1 Tanker Vehicles, estimated to be 80 vehicles per year. The current Category 1 Tanker vehicles may also be retrofitted.
- 3.4 The sets of radiant heat shields shall be fabricated to suit the specific vehicle cabs used by the RFS for the construction of fire tankers. Currently for Category 1 tankers, the RFS uses; Isuzu Crew Cab, Isuzu Single Cab and Hino Crew Cab chassis, however other tanker categories and vehicles may also be specified, including older models currently in service with the RFS.
- 3.5 RFS, RFS Tanker Body Builders, Councils, Australian Fire Authorities Council members and any other government agency which obtains the RFS approval may purchase against any contract awarded as a result of Stage 2.
- 3.6 It is intended that any resultant contract will be for a Term of three years, with two options to extend solely at the discretion of the RFS, each for a further Term of one year.

### 4. OTHER REQUIREMENTS

- 4.1 To assist Respondents in more fully understanding RFS's requirements, the following conditions are provided for information purposes only. It is expected that these conditions will be included in any Request for Tender issued, or contract negotiated, at Stage 2.
  - 4.1.1 The Radiant Heat Shield contractor shall provide technical advice to the RFS on the performance of the shields, size of the shields to suit nominated vehicles and method of attachment.
  - 4.1.2 The heat shields shall be manufactured to cover windows in a variety of fire tanker makes and models. The NSW RFS, Engineering Section will design and fit the attachment brackets to the tankers and assist the contractor in sizing, attachment method and stowage of the heat shielding.
  - 4.1.3 The heat shields shall be supplied in a set to suit the nominated fire tanker, including individual shields for each window. The set shall include all necessary securing straps and material (Velcro). Other mounting hardware will be designed by the RFS in collaboration with the contractor, the RFS and the body builder, to be supplied and installed by the RFS body builder.
  - 4.1.4 The Radiant Heat Shield contractor shall be responsible to ensure the correct fit of the shields to the nominated vehicle. This would generally require the production of a master pattern to suit each different vehicle cab.
  - 4.1.5 Individual orders shall be placed on the Radiant Heat Shield contractor for sets of radiant heat shields by the RFS tanker body fabrication contractors. The specific vehicle used for the construction of the tanker will be nominated on the order.
  - 4.1.6 Radiant Heat Shield sets are to be delivered free-into-store throughout NSW.
  - 4.1.7 The radiant heat shields will be fitted to the vehicle by the body fabricators.

- 4.1.8 Additional sets, or individual components, may be required from time to time by RFS districts as a maintenance replacement item.
- 4.1.9 The Radiant Heat Shield contractor shall provide; cleaning, maintenance and inspection instructions.
- 4.1.10 The Radiant Heat Shield contractor shall keep records of all the certifications relating to individual sets of radiant heat shields. Copies of these test results and certifications will be sent to the NSW RFS Engineering Services Section when requested for the nominated set.
- 4.1.11 The Radiant Heat Shield contractor shall provide the NSW RFS Engineering Services Section with test certification of the radiant heat shield performance from independent accredited laboratories for each batch of material or if any design change occurs.
- 4.1.12 The CSIRO (or equivalent laboratory) shall issue a certificate stating the performance of the Radiant Heat Shielding material with respect to toxic gases, which will be provided to the NSW RFS for each batch of material or if any design change occurs.
- 4.1.13 The radiant heat shields must be retested if there is any change in; design, materials used, fabrication method, suppliers, etc.
- 4.1.14 The NSW Government *Local Jobs First* Plan requirements will be incorporated any Request for Tender document issued at Stage 2

## 5. ENQUIRIES

- 5.1 All enquiries in relation to this EOI must be directed, in writing, via email, to the NSW Department of Services, Technology and Administration contact below:

Cherie Knowles  
 CMK Procurement Consulting  
 2-24 Rawson Place  
 SYDNEY NSW 2000  
 Tel: (02) 9501 5875  
 Email: cmkprocurement@optusnet.com.au

- 5.2 Respondents are to make no contact directly to the RFS, or any RFS staff, in relation to this EOI.
- 5.3 Any information given to a Respondent to clarify any aspect of this Invitation will also be given to all other prospective respondents if in the Board's opinion the information would unfairly favour the inquiring respondent over other respondents.

## 6. EOI BRIEFING

- 6.1 A briefing for Respondents will be held on the date, time, and place, indicated below. The Contact Officer/s and staff of RFS will be available at that time to answer any queries regarding this EOI and the EOI/tender process generally. Additionally, a Category 1 Tanker Vehicle (Isuzu FTS 800 Crew Cab) will be available for inspection, to enable potential Respondents to view and inspect the layout of the vehicle.

Location: Mountain Ash Room  
 Rural Fire Service Head Office  
 15 Carter Street  
 HOMEBUSH BAY NSW  
 Date: Thursday, 27 August, 2009  
 Time: 11.00 am

- 6.2 Names of persons attending the briefing must be provided to the Contact Officer via email at least two working days prior to the date.

- 6.3 Respondent's representatives attending the briefing should report and sign-in at RFS Head Office reception approximately 10-15 minutes prior to briefing commencement time. Respondents will be collected from reception and escorted to the Mountain Ash Room.

## **7. PRICING**

- 7.1 Expressions of Interest should contain details of indicative pricing for prototype and production sets of the Radiant Heat shields for the Isuzu FTS 800 Crew Cab tanker. These pricings should include all costs and overheads associated with the manufacture, testing, supply and delivery of the shields.
- 7.2 Pricing shall be finalised in Stage 2 but the EOI should contain sufficient detail to enable meaningful comparisons to be made between different suppliers. Therefore, it is expected that prices submitted will be realistic estimates and that tender pricing at Stage 2 of the tender process will be similar or less than those submitted against this EOI.
- 7.3 All indicative pricing submitted is to be GST inclusive.

## **8. SUBMISSION OF EOIS**

### **8.1 Submission of EOIs**

- 8.1.1 Prices, responses and other information provided in the EOI are to be in writing and in English.
- 8.1.2 Respondents must complete all of Part B, of this Invitation for EOI, as directed and must not amend any of the questions provided. Part B is to be submitted as the EOI response.
- 8.1.3 Respondents should notify the Contact Officer in writing on or before the Closing Date and Time if they find any discrepancy, error or omission in this Invitation for EOI.
- 8.1.4 All EOIs must be provided in Electronic format (refer clause 8.3.5). Electronic format EOIs, however, may be supported by Supporting Items submitted in Hardcopy and/or CD-ROM format – see clause 8.4 below.

### **8.2 EOI Lodgement**

- 8.2.1 The complete EOI, including the Supporting Items must be fully received by the Closing Date and Closing Time

### **8.3 Electronic EOIs**

- 8.3.1 A Respondent is required to lodge its EOI electronically through the NSW Department of Commerce tenders web site at <https://tenders.nsw.gov.au/commerce>. An EOI submitted electronically will be treated in accordance with the *Electronic Transactions Act 2000* (NSW).
- 8.3.2 It is recommended that electronic files be kept as small as practical and the lodgement files below an optimum size of 7 MB, as the limitations of the Internet may affect the successful transmittal and receipt of large files.
- 8.3.3 A Respondent, by electronically lodging an EOI, is taken to have accepted conditions shown in the Conditions and rules on the NSW Department of Commerce *tenders* web site at <https://tenders.nsw.gov.au/commerce>.
- 8.3.4 A Respondent must follow the following directions:

- 8.3.4.1 To lodge an EOI electronically, the files containing the Respondent's response must be uploaded through the website to the NSW Department of Commerce *etendering* system. Access to the up-loading process is through the blue "Lodge a Response" link, then following the onscreen instructions and any instructions which may have been supplied with the EOI.
- 8.3.5 A Respondent must observe the following format for lodgements:
- 8.3.5.1 An electronically lodged EOI must be lodged in a file format which can be opened, read, formatted, displayed and manipulated by Microsoft Word 2003. Any excel attachments must be capable of being opened and viewed in Microsoft Excel 2003. Declarations, Compliance Certificates and other attachments may be in PDF.
- 8.3.5.2 If a Respondent compresses files, it must be possible to decompress them using WinZip. A Respondent must not submit self-extracting (\*.exe) zip files.
- 8.3.5.3 A Respondent must not change pre-existing text in the EOI other than to insert the required information.
- 8.3.5.4 The file/s name/s must have an extension and not have invalid characters or file names/loading path names too long for the system, as detailed on the NSW Department of Commerce *tenders* web site.
- 8.3.6 Signatures are not required for an electronic EOI. A Respondent must ensure that an EOI response is authorised by the person or persons who may do so on behalf of the Respondent and appropriately identify the person and indicate the person's approval of the information communicated.
- 8.3.7 Electronically submitted EOIs may be made corrupt or incomplete, for example by computer viruses. The Board may decline to consider for acceptance an EOI that cannot be effectively evaluated because it is incomplete or corrupt. Respondents must note that:
- 8.3.7.1 To reduce the likelihood of viruses, a Respondent must not include any macros, applets, or executable code or files in a EOI response.
- 8.3.7.2 A Respondent should ensure that electronically submitted files are free from viruses by checking the files with an up to date virus-checking program before submission.
- 8.3.8 If a Respondent experiences any persistent difficulty with the NSW Department of Commerce *tenders* website in submitting an EOI or otherwise, it is encouraged to advise the Contact Officer promptly in writing.
- 8.3.9 If there is an extended defect or failure of the NSW Department of Commerce *tenders* website or *etendering* system and the Board is advised ahead of the close date, the EOI Closing Date and Closing Time may be extended provided that, in the view of the Board, the EOI process will not be compromised by such an extension.
- 8.3.10 EOIs must be fully received by the Closing Date and Closing Time.
- 8.3.11 Respondents may break down the lodgement of large electronic EOIs into smaller packages if clearly identified eg. package 1 of 3; package 2 of 3; package 3 of 3.
- 8.3.12 If a Respondent provides multiple lodgements, the latest EOI received will be the EOI to be evaluated unless the Respondent provides clear direction as to whether the lodgement is:
- 8.3.12.1 an alternative EOI,
- 8.3.12.2 supporting information, or
- 8.3.12.3 a further part of a EOI that has had previous lodgement.



## **8.4 Supporting Items**

8.4.1 Supporting Items may be lodged via Hard Copy or CD-ROM.

### Lodgement of Supporting Items via Hard Copy or CD-ROM

#### 8.4.2 Delivery to:

Mr Matthew Chalder  
Contacting Services section  
Level 11, McKell Building  
NSW Department of Services, Technology and Administration  
2-24 Rawson Place. Sydney. NSW.

***Supporting Items must be clearly marked “Supporting Items for RFT ID:-0901567 EOI”.***

#### 8.5 Late EOIs

- 8.5.1 Late EOIs shall not be considered, except where the Board is satisfied that the integrity and competitiveness of the EOI process has not been compromised. The Board shall not penalise any supplier whose EOI is received late if the delay is due solely to mishandling by the Board.

#### 8.6 Extension of Closing Date and Time

- 8.6.1 The Board may, in its discretion, extend the Closing Date and Closing Time.

#### 8.7 Code of Practice for Procurement and Corruption or Unethical Conduct

- 8.7.1 Respondents must comply with the requirements of the Code of Practice for Procurement, which is available at the link below and must disclose any conflicts of interests, including disclosure of all RFS members involved with the Respondent, either through ownership or employment, in Part B.

[http://www.treasury.nsw.gov.au/\\_data/assets/pdf\\_file/0015/1356/code\\_of\\_prac-curr.pdf](http://www.treasury.nsw.gov.au/_data/assets/pdf_file/0015/1356/code_of_prac-curr.pdf)

- 8.7.2 If a Respondent, or any of its officers, employees, agents or sub-contractors is found to have:

- 8.7.2.1 offered any inducement or reward to any public servant or employee, agent or subcontractor of the Board, the RFS, or the NSW Government in connection with this Invitation or the submitted EOI;

- 8.7.2.2 committed corrupt conduct in the meaning of the Independent Commission Against Corruption Act 1988;

- 8.7.2.3 a record or alleged record of unethical behaviour; or not complied with the requirements of Commerce Business Ethics Statement available at:  
<http://www.commerce.nsw.gov.au/About+Commerce/Business+ethics+statement/Business+ethics+statement.htm>;

this may result in the EOI not receiving further consideration.

- 8.7.3 The Board may, in its discretion, invite a relevant Respondent to provide written comments within a specified time before the Board excludes the Respondent on this basis.

- 8.7.4 If the Board become/s aware of improper conflict of interests by a successful Respondent after an Agreement has been executed, then the Board reserves the right to terminate the Agreement.

- 8.7.5 In submitting its EOI, the Respondent signifies agreement to comply with the Code.

- 8.7.6 Failure to comply with the Code may be taken into account by the Board when considering the Respondent's EOI or any subsequent tender, and may result in the EOI being passed over.

## **9. OWNERSHIP**

- 9.1 All EOI submissions become the property of the Board on submission.
- 9.2 The Board may make copies of the EOIs for any purpose related to this Invitation.

## **10. CUSTODY OF TENDERS AFTER RECEIPT**

- 10.1 On receipt of EOIs lodged electronically to the NSW Department of Commerce eTendering system, EOIs are encrypted and stored in a secure “electronic tender box.”
- 10.2 For reasons of probity and security, the Board and its agent are prevented from interrogating the electronic tender box to ascertain whether EOIs have been received or for any reason, until after the Closing Date and Closing Time.
- 10.3 The e-mail receipt that is sent to system user lodging the EOI after successfully lodging the EOI electronically to the NSW Department of Commerce eTendering system is the only evidence of EOI lodgement provided.

## **11. EVALUATION**

- 11.1 In the event that shortlisting is undertaken, EOIs will be assessed against the selection criteria listed below, which are not necessarily exhaustive, in order of significance or to be given equal weight.
- 11.2 Information supplied by the respondents will contribute to the assessment against each criterion. Respondents are advised to respond clearly to all questions listed in Part B of this EOI.
- 11.3 As part of the EOI evaluation process, respondents may be called upon at their own expense to make a presentation of their proposal to the evaluation committee as part of the evaluation phase.
- 11.4 Respondents shall note that their premises and facilities, or those of their subcontractors, may also be inspected during the evaluation phase. Reasonable notice will be provided to Respondents of any proposed inspection. Inspections will be carried out between the hours of 9.00 am to 5.00 pm Monday to Friday.
- 11.5 At the Board's discretion any omitted detail or variation and/or qualification of any requirement may be either evaluated and/or scored in accordance with the Respondent's statements (or lack thereof) or clarified by the Board as to the intention of the Respondent.

## 11.6 Selection Criteria

- (a) Product offered;
- (b) Actual and/or expected performance levels of product offered;
- (c) Actual and/or expected test result of product offered;
- (e) Demonstrated ability, expertise and experience in the successful manufacture and supply of similar items;
- (f) Proposed Programme Schedule;
- (g) Respondent's ability and capacity to perform the contract including human resources availability, capacity, qualifications, skills and experience to be utilised for the purposes of the proposed contract, product development capabilities, fabric manufacture and "cut and sew" facilities, warehousing and subcontractor facilities and capabilities, prototype and production program proposed testing, previous performance and QA systems; and
- (h) indicative price.

## 12. Acceptance or Rejection of EOIs

- 12.1 On completion of the evaluation of EOIs, the Board expressly reserves the right to:
- a. enter direct negotiations with one or more preferred suppliers identified as a result of this Invitation; or
  - b. invite restricted tenders from Respondents shortlisted as a result of evaluation of EOIs received; or
  - c. invite public tenders; or
  - d. discontinue the tender process.

## 13. DISCLOSURE OF INFORMATION

- 131 No potential respondent shall disclose any information relating to this EOI process or the required products via any media release or any other publication without prior written consent of Board.
- 13.2 The Board has no objection to the potential respondent copying the EOI document only for internal working purposes in preparing the response.
- 13.3 Following the Board's decision, all respondents will be notified in writing of the outcome of their EOIs.
- 13.4 Details of respondents and the outcome of the EOI/tender process will be disclosed in accordance with the Freedom of Information Act 1989 and the NSW Government Tendering Guidelines, available at:  
[http://www.dpc.nsw.gov.au/publications/memos\\_and\\_circulars/ministerial\\_memoranda/2007/m2007-01](http://www.dpc.nsw.gov.au/publications/memos_and_circulars/ministerial_memoranda/2007/m2007-01)



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NSW Government State Contracts Control Board

## PART B - EOI RESPONSE

RFT ID No: 0901567 EOI

### EXPRESSIONS OF INTEREST FOR DEVELOPMENT AND SUPPLY OF RADIANT HEAT SHIELDS TO THE NSW RURAL FIRE SERVICE

Your Company's Legal Name: [<Insert Company name>](#)

Your Company's Trading Name: [<Insert Trading name>](#)

Your Company's ABN number: [<Insert ABN number>](#)

Contact Name: [<Insert name of your contact for EOI enquiries>](#)

Contact Phone: [<insert telephone no>](#)

Are you providing supporting documents in hard copy or on CD-ROM?	Yes/No
Did you clearly mark the supporting documents as: "Supporting Documents to EOI No 0901567"	Yes/No

## **PART B - INFORMATION TO BE SUPPLIED BY RESPONDENTS**

### **1. INTRODUCTION**

- 1.1 The information provided in this Part may be used to: obtain market information; assist RFS in finalising its specification requirements; and/or in the assessment of Respondents and their products. Questions have been framed to ensure responses that are relevant to information sought by the Board and RFS and the selection criteria. Please provide attachments where necessary, clearly labelled and cross-referenced.
- 1.2 References to “you” in this Part means the Respondent and all responses given will be taken to be responses of the Respondent.
- 1.3 The information sought throughout this Part B is to be provided for each radiant heat shield proposed. If you are able to offer more than one type of radiant heat shield, you should provide a separate Part B (clauses 3 to 6 and 8) response for each type of radiant heat shield offered.
- 1.4 Information in relation to testing should clearly identify whether the results are Actual Results (AR) or Expected Results (ER)

### **2. NUMBER OF PRODUCTS**

- 2.1 How many types of Radiant Heat Shields are you offering?
- 

### **3. FITNESS FOR PURPOSE**

#### **3.1 Proposed Radiant Heat Shield Description**

- 3.1.1 Provide a detailed description of the proposed radiant heat shield.

In relation to the radiant heat material this should include:

- Construction and appearance of proposed material
- Description of individual layers, their material and purpose
- Method of assembly including details of any adhesives used and methods of edging
- Known Toxicity of any materials used

In relation to radiant heat shield this should include:

- Details of set inclusion ie. Proposed number and sizes included in each set
  - Proposed method of storing, eg.folding/rolling
  - Proposed method of fastening, both in storage and in use, eg, velcro
- 
-

### **3.2 Proposed Radiant Heat Material**

3.2.1 Is the proposed radiant heat material a current product or being developed?

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3.2.2 If current:

3.2.2.1 Is the proposed radiant heat material currently in production? **YES/NO**

3.2.2.2 Is a sample of the proposed radiant heat material of the available? **YES/NO**

3.2.3 If being developed:

3.2.3.1 When is material expected to be available for testing? \_\_\_\_\_ weeks

3.2.3.2. When is material expected to be available for production of a prototype?  
\_\_\_\_\_ weeks

3.2.3.2. When is material expected to be available for general production?  
\_\_\_\_\_ weeks

### **3.3 Proposed Radiant Heat Shield**

3.3.1 Is the proposed radiant heat shield a current product or being developed?

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3.3.2 If current:

3.3.2.1 Is the proposed radiant heat shield currently in production? **YES/NO**

3.3.2.2 Is a sample of the proposed radiant heat shield available for inspection? **YES/NO**

### **3.4 Testing - General**

3.4.1 Has the radiant heat material been subjected to any testing? **YES/NO**

3.4.2 If yes, provide details required below of test laboratory used for testing, tests conducted and attach copy of test results.

- a. Laboratory name and location:
  - b. Contact person:
  - c. Contact phone number:
  - d. Contact email:
  - e. Tests conducted:
  - f. Laboratory accreditation:
  - g. Experience with testing similar products:
- 
-

3.4.3 If no, provide details below of proposed test laboratory to be used for testing.

- a. Laboratory name and location:
- b. Contact person:
- c. Contact phone number:
- d. Contact email:
- e. Tests conducted:
- f. Laboratory accreditation:
- g. Experience with testing similar products:

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### 3.5 Performance and Test Results to RFS Requirements

3.5.1 Provide Statement of Compliance and responses to performance requirements and test results and nominate whether actual results (AR) or expected results (ER) for each of the specified performance and test criteria detailed at Clause 8. Where test results are actual results, attach a copy of testing certificate.

### 3.6 Alternate Tests

3.6.1 Provide details of any actual or proposed alternate standards and testing undertaken, or proposed to be undertaken, and actual or expected results.

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### 3.7 Similar Products

3.7.1 Provide details of any similar products or products for similar applications, supplied or designed by your organisation:

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### 3.8 Quality Control System and Procedures

3.8.1 Provide the following details for the Respondent and any proposed sub-contractor or manufacturer:

- a. QA accreditation standard:
- b. QA accreditation scope:
- c. Accrediting organisation:
- d. Proposed frequency of sampling and testing of material:
- e. Proposed size (width and metres) for each batch of material:
- f. Estimated number of sets of radiant heat shields to be made from each batch of material:
- g. Proposed labelling of each individual radiant heat shield:
- h. Proposed traceability from each individual shield to performance test results:
- i. Proposed circumstances and/or design changes which you consider would require retesting of material (refer Part A, clause 4.1.13):
- j. Proposed records to be kept by contractor and records to be supplied to RFS:



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## **4. CAPACITY , CAPABILITY AND EXPERIENCE**

### **4.1 Manufacturer details and suitability**

#### **4.1.1 Material Manufacturers' Details**

- 4.1.1.1 Provide details of proposed material manufacturer/s for each material used in the proposed product.

For each manufacturer/supplier provide details of:

Material manufactured:  
Company Name:  
Company address:  
Contact Name:  
Telephone No.:  
Mobile No:  
Email address:  
Country of Manufacture:  
No. of years in business:  
Relevant experience:  
No. of Staff:  
Referees:

#### **4.1.2 Heat Protection Shield Construction**

- 4.1.2.1 Provide details of organisation/s proposed to design, make patterns, cut and sew shields from bulk material, including ability to make a prototype set of shields for a initial vehicle and new model of tanker:

Service to be provided:  
Company Name:  
Company address:  
Contact Name:  
Telephone No.:  
Mobile No:  
Email address:  
Country of operation:  
No. of years in business:  
Relevant experience:  
No of Staff:  
Referees:

## 4.2 Human Resource Capability

4.2.1 Total No of Employees: \_\_\_\_\_

4.2.2 Details of Employee Nos:

	Technical		Administration	Professional	Management
	Qualified	Unqualified			
Full-time					
Part-time					

4.2.3 Key Personnel:

Provide the following details for each Key Personnel proposed to be utilised.

Name:

Position:

Roles and Responsibilities:

Qualifications:

## 4.3 Product development capability

4.3.1 Provide details of local expertise, personnel and facilities proposed to undertake any product development.

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## 4.4 Technical, warehousing, inventory and distribution capability

4.4.1 Demonstrate the suitability of yours and your subcontractor's resources/facilities/procedures, including yours and your subcontractor's production processes, warehousing, dispatch, transport and delivery arrangements. Include details of:

- (a) size of premises;
- (b) back up facilities and any significant equipment if available to ensure the completion of work;
- (c) maintenance schedules for any significant equipment nominated in (b).

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## 4.5.4 Previous experience

4.4.1 Demonstrated your expertise and experience in the successful provision of goods and/or services of a similar type and on a similar scale to the requirement. State the number of years in business providing these goods and/or services.

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## 4.6 Referees

- 4.6.1 Respondents are to provide details required below for three (3) persons willing to act as referees to the Respondent's ability and performance as a provider of the required radiant heat shields or similar. Nominated referees should be in the position to confirm claims made in relation to other criteria. If necessary, nominate additional referees, as required. **Please note nominated referees must not be RFS members.**

### **Referee No 1.**

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

No. of Years Respondent has provided products to Referee: \_\_\_\_\_ years

Type of products supplied to Referee: \_\_\_\_\_

Telephone No: \_\_\_\_\_

Fax No: \_\_\_\_\_

Email Address: \_\_\_\_\_

### **Referee No 2.**

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

No. of Years Respondent has provided products to Referee: \_\_\_\_\_ years

Type of products supplied to Referee: \_\_\_\_\_

Telephone No: \_\_\_\_\_

Fax No: \_\_\_\_\_

Email Address: \_\_\_\_\_

### **Referee No 3.**

Name: \_\_\_\_\_

Position: \_\_\_\_\_

Company: \_\_\_\_\_

No. of Years Respondent has provided products to Referee: \_\_\_\_\_ years

Type of products supplied to Referee: \_\_\_\_\_

Telephone No: \_\_\_\_\_

Fax No: \_\_\_\_\_

Email Address: \_\_\_\_\_

## 4.7 Suitability of proposed sub-contractors

### 4.7.1 Subcontractors

For each subcontractor provide details of

Services to be provided:

Company Name:

Company address:

Contact Name:

Telephone No.:

Mobile No:

Email address:

Country of operation:

No. of years in business:

Relevant experience:

No of Staff:

Referees:

## 4.8 Further Information and Comments on Capacity, Capability or Experience

4.8.1 Provide any further information or comments to support your offer.

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## 5. PROPOSED PROGRAMME SCHEDULE

5.1 Proposed Time required to complete development and testing of material:

\_\_\_\_\_ weeks from date of response, and/or

\_\_\_\_\_ weeks, if successful and advised of contract award.

5.2 Proposed Time to complete first batch of material after completion of testing:

\_\_\_\_\_ weeks

5.3 Proposed Time to complete initial prototype after completion of first batch of material;

\_\_\_\_\_ weeks

5.4 Proposed Production rate for sets of radiant heat shields per month:

\_\_\_\_\_ sets per month upon acceptance of prototype.

5.5 Proposed Time to complete new prototype (for different cab type) after request from RFS;

\_\_\_\_\_ weeks

5.6 Proposed Production rate for sets of new vehicle radiant heat shields per month:

\_\_\_\_\_ sets per month upon acceptance of prototype (5.5 above)

## 6. INDICATIVE PRICING

6.1 Provide indicative pricing in the Schedule below.

Item No.	Description	Indicative total price including GST
1.	Indicative price to manufacture one set of prototype radiant heat shields to suit an Isuzu FTS 800 Crew Cab tanker in the proposed material	\$ _____ per set
2.	Indicative price to manufacture one set of radiant heat shields (production) to suit an Isuzu FTS 800 Crew Cab tanker in the proposed material	\$ _____ per set

## 7. DETAILS OF RESPONDENT'S IDENTITY AND STATUS

### 7.1 Details of identity

If a company, Company Name	
If a partnership, Partnership Name	
If an individual, individual's name	
Trading Name	
Australian Business Number (ABN)	
Australian Company Number (ACN)	
Registered Office (if a company)	
Site Address (principal place of business)	
Postal Address	
Alternative Address	
Contact name:	
Telephone No.	
Mobile No.	
E-mail Address	
Fax No.	
Chief Executive Officer's Name (CEO)	
Switchboard Telephone No:	
Website address:	
Respondent's Reference No (f any):	

## 7.2 Conflict of Interests

7.2.1 In lodging a response to this EOI, are you aware of any real or perceived conflict of interests (including any relevant relationships) existing, which require your disclosure.

**Yes/No**

If the answer is "Yes, disclose conflict of interest

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7.2.2 Is anyone involved in your organisation, including owners, directors, employees and/or subcontractors, an RFS member?

**Yes/No**

If the answer is "Yes, provide details in the table below.

NAME (SURNAME/ CHRISTIAN NAME)	COMPANY POSITION	EMPLOYMENT STATUS (IE. EMPLOYEE/SUB- CONTRACTOR)	WORK PERFORMED FOR COMPANY	ROLE IN RFS

## 7.3 NSW Government Code of Practice for Procurement

7.3.1 Have you have read the [NSW Government Code of Practice for Procurement](#) and taken it into consideration in preparing and submitting your EOI?

**Yes/No**

7.3.2 Respondents must comply with the Code and agree to provide periodic evidence of compliance with the Code and access to all relevant information to demonstrate compliance for the duration of any agreement that may be awarded? Will you comply with the Code and the requirements imposed by it?

**Yes/No**

## 7.4 Further information

- 7.4.1 Provide below any further information you believe is relevant to your response, and cross-reference to any clauses of this EOI if applicable.

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## 8. STATEMENT OF COMPLIANCE, PERFORMANCE AND TESTING REQUIREMENTS

### 8.1 Indicative Performance and Testing Requirements

- 8.1.1 This clause 8 provides RFS's indicative performance and testing requirements.
- 8.1.2 The following terms are to be used when responding to the indicative performance and testing requirements.

**COMPLIES** means that the proposed shields fully comply with the stated requirement.

**PARTIALLY COMPLIES** means that the proposed shields can meet the stated requirements, subject to certain conditions. These conditions and any change, modification or custom development should be stated, together with any costs involved.

**DOES NOT COMPLY** means that the proposed shields do not meet the requirement. Full details of non-compliance are to be stated.

**ALTERNATIVE** means that the respondent's proposed shields do not require the feature due to inherent design or capability in the proposed shields, or the proposed shields fully comply in a manner different to that described. In both cases a description is to be provided.

**SIGNIFICANTLY EXCEEDS REQUIREMENTS** means the proposed shields significantly exceed the specified requirements, and full details as to how are to be provided.

### 8.2 Performance

- 8.2.1 The following table lists the indicative performance requirements sought by RFS.
- 8.2.2 Respondents are to respond to each item, using the terminology Complies/Partially Complies/Does Not Comply/Alternative/Significantly Exceeds Requirement, as defined above.
- 8.2.3 Additionally, Respondents are required to provide full details of the proposed radiant heat shield in relation to the nominated requirement, and details as to how the requirement will be met by the proposed radiant heat shield.

Indicative Performance Requirements	
1.	The radiant heat shields (shields) shall; be flame resistant, reflect radiant heat and insulate against the conduction of heat through the glass.
<b>Response:</b>	
2.	The shields shall have an outer reflective layer, but do not need a reflective layer on the inside.
<b>Response:</b>	
3.	The shields shall be sufficient in number, and large enough, that, once deployed, they must overlap the entire glass window, window mouldings, and any adjacent door seals of the vehicle cabin.

<b>Response:</b>
4. Shields shall be able to be deployed from within the vehicle cabin within 30 seconds by the crew members whilst wearing gloves, with final securing of minor air gaps afterwards.
<b>Response:</b>
5. Once deployed, the shields shall be attachable to the vehicle structure so that there are minimal air gaps above or to the sides of the shields, which may allow smoke or flames to reach around the shields.
<b>Response:</b>
6. Shields shall be flexible enough to allow a small portion to be moved to allow a crew member to observe the fire conditions outside, without having to remove the entire shield and be exposed to excessive radiation.
<b>Response:</b>
7. When not in use, the shields shall be stowed, preferably by rolling, so as not to impede the vision through the windows, access to and from the vehicle and any other functions of the crew.
<b>Response:</b>
8. The shields shall be designed to last for the life of the fire tanker (at least 20 years) with normal wear.
<b>Response:</b>
9. The shields shall be able to be stowed inside the cab and not degrade or lose any protective properties for the expected life of the fire tanker.
<b>Response:</b>
10. The thickness of the shields shall be minimal.
<b>Response:</b>
11. The shields shall be stowed within the cab and not interfere with any of the cabin features or impede the driver or crew, including compliance with vehicle certification standards (ADRs and Australian Road Rules).
<b>Response:</b>
12. The shields shall be able to be used during training exercises without significantly degrading or losing protective properties.
<b>Response:</b>
13. The securing method shall ensure that the shields cannot be accidentally deployed when the vehicle is in motion.
<b>Response:</b>
14. Any "Pull Down" tabs shall be clearly labelled, be fluorescent yellow in colour, and large enough to enable them to be easily gripped by a gloved hand.
<b>Response:</b>

## 8.3 Testing

### 8.3.1 Testing Standards

8.3.1.1 As the heat shielding has a reflective surface, ISO 15538: 2001, Protective Clothing for Firefighters – Laboratory Test Methods and Performance Requirements for Protective Clothing with a Reflective Outer Surface is to be used. Although the nominated testing is based on protective clothing standards, the performance criteria has been amended in the nominated testing.

8.3.1.2 The indicative minimum requirement of the RFS is testing to the methods given in ISO 6942: 2002 (AS/NZS 4502.1: 2006), Protective Clothing – Protection Against Heat and Fire – Method of Test: Evaluation of Material Assemblies when Exposed to a Source of Radiant Heat, and ISO 9151: 1995 (AS/NZS 4502.2: 1997), Protective Clothing Against Heat and Flame – Determination of Heat Transmission on Exposure to Flame.

8.3.1.3 The indicative preferred test method for the determination of the heat transmission of the radiant heat shielding is to ISO 17492: 2003, Clothing for Protection Against Heat and Flame – Determination of Heat Transmission on Exposure to Both Flame and Radiant Heat. The heat-transfer index analysis method is used to determine this value.



8.3.1.4 As the radiant heat shielding is attached inside the tanker cabin, release of toxic gases is to be tested. Gas analysis of the radiant heat shielding and all attachment material should be carried out by the CSIRO, Manufacturing and Infrastructure Technology, Hightett Laboratories, Air Toxics Section or equivalent laboratory. The test method used shall be the Air Toxic Test Method developed by the CSIRO according to NOHSC: 1003 (1995) (Ref. 9.5) and as described by Brown et al (Ref. 9.6). Alternate standards for the measuring of toxic fumes given off by the material are; BS 6853: 1999, "Code of Practice for fire precautions in the design and construction of passenger carrying trains", Annex B, method B2 or International Marine Organisation Code for Application of Fire Test Procedures, IMO MSC.61(67), Part 2, Smoke and Toxicity Test. Alternate test procedures may be proposed by the Respondents, such as to IMO MSC.61(67), Part 2. The Respondent shall provide test results and copies of certification for representative samples of each type of material.

8.3.1.5 Definitions are as stated in both ISO 15538 and ISO 17492.

### **8.3.2 Indicative Performance Requirements Against Nominated Tests**

8.3.2.1 The following table lists the indicative performance requirements sought by RFS against the nominated tests.

8.3.2.2 Respondents are to respond to each test, using the terminology Complies/Partially Complies/Does Not Comply/Alternative/Significantly Exceeds Requirement, as defined above.

8.3.2.3 Respondents are to make clear whether their response relates to an Actual Result (AR) or Expected Result (ER). Additionally, Respondents are required to provide full details of the Actual or Expected test Results of the proposed radiant heat shield. Where Actual Results are known, respondents should attach a copy of documentation/certification showing testing undertaken and results.

Standard		Tests and Indicative Requirements
ISO 15538: 2001		<b>Clause 5, Sampling and pre-treatment</b> The radiant heat shielding shall be prepared according to the requirements for mechanical pre-treatment for metallised materials (Annex A).
	<b>1.</b>	<b>Response:</b>
		<b>Clause 6, Thermal requirements</b>
		Clause 6.1 Limited flame spread The radiant heat shielding shall meet all the requirements.
	<b>2.</b>	<b>Response and Test Results:</b>
		Clause 6.2 Heat transfer (radiant heat) The radiant heat shielding shall meet all requirements for Level 2 in Table 1, at a heat flux density of 80kW/m <sup>2</sup> .
	<b>3.</b>	<b>Response and Test Results:</b>
		Clause 6.3 Heat transfer (convective heat) The radiant heat shielding shall meet all the requirements for Level 2 in Table 2, at a Heat Transfer Index (HTI) of equal to or greater than 32.
	<b>4.</b>	<b>Response and Test Results:</b>
		Clause 6.4 Contact heat The radiant heat shielding shall meet all the requirements for Level 2 in Table 3.
	<b>5.</b>	<b>Response and Test Results:</b>
		Clause 6.5 Heat resistance The radiant heat shielding shall meet all the requirements.
	<b>6.</b>	<b>Response and Test Results:</b>
		<b>Clause 7 Mechanical requirements</b>
		Clause 7.1 Dimensional change The radiant heat shielding shall meet all requirements.
	<b>7.</b>	<b>Response and Test Results:</b>
		Clause 7.2 Tensile strength The radiant heat shielding shall meet all requirements.

	<b>8.</b>	<b>Response and Test Results:</b>
		Clause 7.3 Tear strength The radiant heat shielding shall meet all the requirements.
	<b>9.</b>	<b>Response and Test Results:</b>
		Clause 7.4 Seam strength The radiant heat shielding shall meet all the requirements.
	<b>10.</b>	<b>Response and Test Results:</b>
ISO 17492: 2003		Note: All conditioning and specimen clauses shall be used.
	<b>11.</b>	<b>Response:</b>
		Clause 10.3 Heat transfer index (HTI) analysis method The radiant heat shielding shall meet all the requirements for an HTI24 of equal to or greater than 32, at a heat flux density of 80 kW/m <sup>2</sup> .
	<b>12.</b>	<b>Response and Test Results:</b>
ISO 6942: 2002 (AS/NZS 4502.1: 2006)		Report the results of Test A.
	<b>13.</b>	<b>Test Results:</b>
		For Test B, the radiant heat shield material shall have a RHTI (Q0) of equal to or greater than 32, at a heat flux density of 80 kW/m <sup>2</sup> .
	<b>14.</b>	<b>Response and Test Results:</b>
ISO 9151: 1995 (AS/NZS 4502.2: 1997)		The radiant heat shield material shall have a HTI of equal to or greater than 32.
	<b>15.</b>	<b>Response and Test Results:</b>

### 8.3.3 Toxic By-Products

8.3.3.1 The radiant heat shield material shall be analysed for toxic by-products when exposed to radiant heat as described in the Air Toxic Test Method developed by the CSIRO according to NOHSC: 1003 (1995) (Ref. 9.5) and as described by Brown et al (Ref. 9.6), or alternatively, to the methods described in BS 6853, Annex B, B2 to B4. This standard, in turn, refers to the French standards, NF F 16-101 and NF X 70-100. Alternate test procedures may be proposed by the Respondent, such as to IMO MSC.61(67), Part 2.

8.3.3.2 To represent the conditions expected in fire tankers, it is recommended that the tests are carried out using radiant heat (not flame) at 600 C to the outside of the material for durations of 5 and 10 minutes.

8.3.3.3 It is recommended that a 100 x 100 mm test sample be used and any by-products collected in a one litre container.

8.3.3.4 The resultant gas shall be analysed for the species listed in the table below.

8.3.3.5 The concentrations shall be adjusted for the size of a typical fire tanker according to the following data:-

	<b>Crew Cab</b>	<b>Single Cab</b>
<b>Cab Volume (m3)</b>	5.85	4.17
<b>Radiant Heat Shield Area (m2)</b>	4.16	3.72

*Note: if the radiant heat shields are double sided, then the above areas should be doubled.*

8.3.3.6 The gases given off by the test method utilised shall not breach survivable conditions within the tanker cab. The survivability criteria assumes 30 minutes exposure to the gases (see BS 6853: 1999, Annex B, B4.1).

8.3.3.7 The results are to be entered in the following table.

### Radiant Heat Shield Air Toxics

	Concentration Limits				Test Results		Calculation		Assessment
Species	Tenability		Survivability				Crew Cab	Single Cab	T = Tenable, S = Survivable, F = Fail
	ppm	mg m <sup>-3</sup>	ppm	mg m <sup>-3</sup>	ppm	mg m <sup>-3</sup>	ppm	ppm	
Carbon Monoxide	100	117	1000	1167					
Carbon dioxide	30000	35000	50000	58333					
Respirable particles		6							
Hydrogen chloride	50	76	1000	1520					
Hydrogen cyanide	45	50	135	151					
Hydrogen bromide	3	10	30	101					
Hydrogen fluoride	4	3.3	25	21					
Nitrogen dioxide	5	9.5	> 80	> 152					
Sulfur dioxide			100	270					
Formaldehyde	5		50						
Total VOCs		50							
Benzene	2.5	8	8000						
Toluene	150	565	2000						
Styrene	100	420	1000						
Acetaldehyde	150	270							
Acrolein	0.3	0.69	10						

8.3.3.8 Are the results entered in the above table: Actual Results or Expected Results? \_\_\_\_\_

## 9. ACKNOWLEDGEMENT AND CONFIRMATION OF EOI

9.1 Lodgement of an EOI will itself be an acknowledgment and representation by you that you are aware of the requirements of the Codes; that you will comply with the Codes; and that you agree to report to the Board any breaches of the Codes for the duration of any resultant contract.

9.2 If submitting an electronic EOI, do you acknowledge and accept that electronic submission in accordance with the requirements of the EOI and any conditions of the Department of Commerce tenders website is sufficient to verify and affirm that information provided in the EOI is correct?

Note that such acknowledgment and acceptance, by stating "Yes", is a necessary prerequisite to consideration of your EOI.

**Yes/No**

\_\_\_\_\_  
Print Name and Title