

# Whangaroa Ngaiotonga A3 Trust

## SILVICULTURE CONTRACT TENDER INFORMATION MEMORANDUM

Whangaroa Ngaiotonga A3 Trust (The Trust) is seeking expressions of interest from suitably qualified contractors wishing to participate in a competitive process to provide silvicultural services for their ngahere located at Bland Bay, Whangaruru, Northland.

The Trust owns and manages approximately 264 Ha of *Pinus radiata* Forest on behalf of its shareholders. The Trust values our people, environment, communities, and follows the principles of *tikanga Māori*. The Trust is particularly interested in providing opportunities for our people and growing the capacity of our organization. This commitment includes but is not limited to providing work to local *whānau* who can meet the requirements of the industry from operations to management. Proposals that demonstrate aspirations to the achievement of those aims would be considered favorably.



### The Proposition

The Trust has a work program available for a suitably qualified silviculture contractor. The thin to waste program includes a total Net Stocked Area (NSA) of approximately **207** Ha of *P. radiata* crop.

The Trust will consider reasonable proposals for thinning the tree crop on a per-hectare basis. We are prepared to consider any of the following techniques from suitably equipped and qualified operators:

- Chemical Thin to Waste.
- Motor Manual Thin to Waste (Chainsaws).
- Mechanical Thin to Waste (Excavator based).

Combinations of one or more techniques may be considered if appropriate subject to considerations of safety, stocking, tree sizes, timing and topography which may vary from stand to stand.

Conditions will apply, subject to negotiation.

### **The Forest**

The Forest has been grown on a mix of east coast clay soils that are renowned for producing excellent quality structural framing, posts, and poles. The forest silviculture regime will be tailored to take advantage of both domestic markets available in Northland.

A general description of the areas targeted for thinning follows as,

- Approximately 207 ha of P. radiata age 12-13 yrs to be thinned soon.
- Finished stocking targeted between 500 – 550 crop stems per hectare within agreed tolerances, (subject to agreed methodology).
- Second rotation, with existing internal road access to all blocks.
- Potential for chemical, chainsaw or mechanized (excavator based) thinning.
- Some stands have high current stocking due to regeneration.
- Rolling to medium hill country with some hinderance.
- Mapping and pre-assessment data are available to assist you to prepare your proposal, but you are responsible to take your own appropriate steps to verify that data on the ground.

It is envisaged that thinning operations could commence immediately upon settling a contract, and that they will be completed within a six – twelve months timeframe.

### **EXPRESSIONS OF INTEREST INVITED**

- **Contractor responsibilities include but are not limited to:**
  - Management of Health & Safety and Environmental compliance.
  - Quality control of operations to meet job prescriptions and maximize the forest value.
  - Maintaining good public relations with neighbour' s and stakeholders.
  - Best practice management of silviculture operations in line with forest industry standards.
  - Other conditions may apply subject to directors reviewing proposals and service agreements.
  - Cost minimization.
  - Quality maximization.
- **Key points for proposals to consider:**
  - The directors of Whangaroa Ngaiotonga A3 Trust reserve the right to end this process at any time without notice.
  - The directors of Whangaroa Ngaiotonga A3 Trust reserve the right to negotiate final outcomes at their own discretion, without explanation.
  - The directors of Whangaroa Ngaiotonga A3 Trust reserve the right to accept or not accept any or every proposal without explanation.

## TIMELINE

### Stage 1 – Expressions of interest

Interested parties will be invited to access information provided in the Forme data room including raw inventory plot files and maps. This data includes some innovative mapping to illustrate approximate stocking by grid areas.

**Based upon maps and pre harvest inventory stocking information provided, you are invited to provide proposals to thin to waste by stating using your preferred methodology on a \$/hectare basis.**

**Completed expressions of interest are required by 5.00 pm, 03<sup>rd</sup> May 2024.**

All proposals **must** be accompanied by,

- A brief profile of the party proposing silvicultural services (ownership, time in business, work history and operational capacity, management/planning capability),
- A statement outlining your company links to Whangaroa Ngaiotonga whenua and how you can help the Trust meet their objectives.
- A character reference for your proposed contract manager and the applicant company's most responsible company director.
- Two references from silviculture contracts you have been involved with recently.
- Indication of preferred thinning methods.
- A copy of the companies Health and Safety and Environmental management policies,
- Declaration of company Health & Safety & Environmental performance noting any breaches, notifications, convictions, or fines incurred by company directors or your company in the past five years,
- A breakdown of how many hectares you propose to thin to waste using each proposed methodology and stating your proposed \$/hectare rate+ GST for each methodology.
- Commitment and proposed methodology to undertake and report self-check plots.
- Estimated timing of thinning commencement and completion.
- A statement of your company's commitment to engage proactively and positively with Whangaroa Ngaiotonga A3 Trust appointed agent.
- A statement describing your record keeping and invoicing methodology and practices.

***Failure to fully and clearly provide all information requirements listed above will exclude your proposal from further consideration.***

### Stage 2 - Due diligence

Following analysis of Stage 1 expressions of interest and at the absolute discretion of the directors of Whangaroa Ngaiotonga A3 Trust, one or more parties may be selected to,

- Inspect the crop initially with a representative of the Trust and to undertake further due diligence if desired or required, by appointment.
- Make minor adjustments to your stage one proposal with clear explanations or reasons.
- Provide a draft of your Services Agreement for review.
- Provide an explanation of how you propose to manage the operations with emphasis on best practice health, safety, and environmental management and quality outcomes.
- You must provide a certificate of solvency from a Chartered Accountant or similar professional organisation.

### Stage 3 – Submission of FINAL Proposals

- Final proposals are required to be submitted by 5.00 pm, 10<sup>th</sup> May 2024.
- This timeline may be extended by the directors of Whangaroa Ngaiotonga A3 Trust at their own discretion.
- Bids should be accompanied with,
  - o Your draft Services Agreement.
  - o Commitment to undertake self-check plots.
  - o Confirmed estimated timing of thinning commencement and completion.
  - o ***Your price per hectare and estimate of hectares per proposed methodology.***

Contact for enquiries and expressions of interest must be made attention to:

- Paul McCreedy, Registered Forestry Consultant (RMNZIF) [paul@forme.co.nz](mailto:paul@forme.co.nz)

### FORME CONSULTING GROUP LTD - ROLE IN THIS PROCESS

Forme Consulting Group Ltd act directly for Whangaroa Ngaiotonga A3 Trust to assist with engaging a suitable contractor for silviculture services, however, for clarity we are not the forest managers and the decision-making during this process sits with Whangaroa Ngaiotonga A3 Trust.

Forme Consulting Group Ltd.



Paul McCreedy,

Registered Forestry Consultant, RMNZIF

Director, Forme Consulting Group