



The Council of the City of Cockburn

Ordinary Council Meeting
Addendum Agenda

Tuesday, 10 February 2026

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	Page
19. New Business of an Urgent Nature Introduced by Members or Officers	4
19.1 RFT 37/2025 - Arboricultural Services (City Wide).....	4

Addendum Agenda

19. New Business of an Urgent Nature Introduced by Members or Officers

19.1 RFT 37/2025 - Arboricultural Services (City Wide)

Executive	Director Infrastructure Services
Author	Environmental Operations Coordinator
Attachments	<ol style="list-style-type: none"> 1. RFT37/2025 - Evaluation Scores with pricing (Confidential) 2. RFT37/2025 - Schedule of Rates - Zone A (Confidential) 3. RFT37/2025 - Schedule of Rates - Zone B (Confidential) 4. RFT37/2025 - Schedule of Rates - Zone C (Confidential)

RECOMMENDATION

That Council:

- (1) ACCEPTS the tender submission for RFT37/2025 - Arboricultural Services (City Wide), for the specific scope (Zone A – West) from Tree Care WA as the most advantageous, for an estimated contract sum of \$2,889,274.00 (Ex GST), based on the Schedule of Rates detailed in Confidential Attachment 2, applicable for a contract term of three (3) years from the date of contract execution which may increase subject to CPI adjustments and annual operational and project budgets. The contract includes the discretionary options to extend the contract subsequently for one (1) year and up to an additional twelve (12) months, to a maximum of five (5) years, exercisable under Delegated Authority and subject to CPI adjustments and approved operational and project budgets.
- (2) ACCEPTS the tender submission for RFT37/2025 - Arboricultural Services (City Wide), for the specific scope (Zone B – East) from Beaver Tree Services as the most advantageous, for an estimated contract sum of \$2,472,169.00 (Ex GST), based on the Schedule of Rates detailed in Confidential Attachment 3, applicable for a contract term of three (3) years from the date of contract execution which may increase subject to CPI adjustments and annual operational and project budgets. The contract includes the discretionary options to extend the contract subsequently for one (1) year and up to an additional twelve (12) months, to a maximum of five (5) years, exercisable under Delegated Authority and subject to CPI adjustments and approved operational and project budgets.
- (3) ACCEPTS the tender submission for RFT37/2025 - Arboricultural Services (City Wide), for the specific scope (Zone C – Bushland Citywide) from Tree Care WA as the most advantageous, for an estimated contract sum of \$488,557.00 (Ex

GST), based on the Schedule of Rates detailed in Confidential Attachment 4, applicable for a contract term of three (3) years from the date of contract execution which may increase subject to CPI adjustments and annual operational and project budgets. The contract includes the discretionary options to extend the contract subsequently for one (1) year and up to an additional twelve (12) months, to a maximum of five (5) years, exercisable under Delegated Authority and subject to CPI adjustments and approved operational and project budgets., and

- (4) APPROVE the Budget adjustments accordingly to reflect the Operational nature of the tender.

Background

The City of Cockburn is seeking suitably qualified and experienced Contractor/s to conduct arboricultural works within parks, streetscapes and bushland reserves.

The tender is divided into the following three (3) separate zones. Tenderers may apply for one, part or all of the following services:

Zone A – West

This zone will consist of all arboricultural works within the western division of suburbs with the exclusion of Bushland Reserves.

Zone B – East

This zone will consist of all arboricultural works within the eastern division of suburbs with the exclusion of Bushland Reserves

Zone C – Bushland Citywide

This zone will consist of all arboricultural works within Bushland Reserves Citywide.

The Scope of Works throughout each Zone may include, but is not limited to:

- Pruning of trees
- Removal of trees
- Grinding of tree stumps including removal of grindings.
- Tree root chasing.
- Chipping of tree pruning material and delivery to the Principals Operations Centre 52 Wellard Street, Bibra Lake, the City's materials storage yard at 11 Howson Way, Bibra Lake, or as otherwise instructed by the Principals representative
- Tree root investigation and barrier installation
- Emergency Arboricultural works such as afterhours storm clean up works.
- Powerline clearance pruning
- Polyphagous Shot-hole Borer (PSHB) or other biosecurity related arboricultural works
- Programmed arboricultural works.

The Contractor under the proposed Contract/s, will be required to provide all labour, plant, tools and equipment, materials, transportation/cartage, administrative costs, travelling expenses etc. and anything else necessary for the completion of the works/services.

The proposed Contract/s shall be in place for a period of three (3) years from the date of award; with Principal instigated options to extend the period for one (1) subsequent year and up to an additional twelve (12) months after that, to a maximum of five (5) years.

The expectation is for the Contract/s to commence in February 2026.

Tender Number RFT37/2025 - Arboricultural Services (City Wide), was advertised on Saturday, 15 November 2025 in the Local Government Tenders section of "The West Australian" newspaper. It was also displayed on the City's e-Tendering website between Saturday, 15 November 2025 and 2:00pm (AWST) Tuesday, 16 December 2025.

Submission

Tenders closed at 2:00pm (AWST) Tuesday, 16 December 2025 and five (5) tender submissions were received from:

Tenderer's Name	Registered Business Name
ARBFIRM	ARBFIRM Pty Ltd
Classic Tree Services	Arbor West Pty Ltd
Beaver Tree Services	Beaver Tree Services Aust Pty Ltd
Chalmers Tree Services	The Trustee for Chalmers Family Trust
Tree Care WA	The trustee for USSHERIDAN Trust

Report

Compliance Criteria

The following criteria were used to determine whether the submissions received were compliant:

Compliance Criteria	
(a)	Compliance with the Request Document
(b)	Compliance with the conditions of Responding and Tendering
(c)	Compliance with the General Conditions of Contract
(d)	Compliance with and completion of the Price Schedule in the format provided.
(e)	Completion of Qualitative Criteria
(f)	Compliance with ACCC Requirements and completion of Certificate of Warranty.
(g)	Attendance at a Mandatory Site / Briefing

Compliance Tenderers

All five (5) Tenderers were deemed compliant.

Evaluation Criteria

Tenders were assessed against the following criteria.

Evaluation Criteria	Weighting Percentage
Demonstrated Experience	15%
Tenderer's Resources	15%
Methodology	10%
Sustainability	10%
Local/Regional	10%
Tendered Price	40%
TOTAL	100%

Tender Intent/ Requirements

The City is seeking suitably qualified and experienced Contractor/s to conduct arboricultural works within parks, streetscapes and bushland reserves. The tender is divided into the three (3) separate zones.

Evaluation Panel

The tender submissions were evaluated by the following:

Name	Position
Lachlan McDonald (Chair)	Service Lead City Greening
Lou Vieira	Group Manager Parks, Fleet and Waste
Dan Arndt	Director Sustainable Development and Safety
Logan Vickers	Urban Forest Supervisor
William Wu	Senior Community Safety
Janelle Keene (Local)	Service Specialist - Tenders and Contracts
Probity Role:	
Stephen White – Tenders and Contracts Advisor	

Scoring Table 1– Zone A (West)

Tenderer's Name	Percentage Score		
	Non-Cost Evaluation	Cost Evaluation	Total
	60%	40%	100%
Tree Care WA**	41.38%	35.08%	76.46%
Chalmers Tree Services	32.60%	40.00%	72.60%
Beaver Tree Services	38.74%	28.51%	67.25%
ARBFIRM	32.56%	18.27%	50.83%
Classic Tree Services	22.66%	26.16%	48.82%

** Recommended Submission

Scoring Table 2– Zone B (East)

Tenderer's Name	Percentage Score		
	Non-Cost Evaluation	Cost Evaluation	Total
	60%	40%	100%
Beaver Tree Services**	38.74%	28.51%	67.25%
Tree Care WA	41.38%	35.08%	76.46%
Chalmers Tree Services	32.60%	40.00%	72.60%
ARBFIRM	32.56%	18.27%	50.83%
Classic Tree Services	22.66%	26.16%	48.82%

** Recommended Submission

Scoring Table 3– Zone C (Bushland City wide)

Tenderer's Name	Percentage Score		
	Non-Cost Evaluation	Cost Evaluation	Total
	60%	40%	100%
Tree Care WA**	41.38%	40.00%	81.38%
Beaver Tree Services	38.74%	23.02%	61.76%
ARBFIRM	32.56%	29.07%	61.63%
Classic Tree Services	22.66%	27.32%	49.98%

** Recommended Submission

Evaluation Criteria Assessment

Demonstrated Experience

The evaluation panel identified two clear leaders in this criterion Beaver Tree Services and Tree Care WA. Both submissions demonstrated extensive experience delivering arboricultural services for local governments, supported by detailed examples and strong added value initiatives.

Beaver Tree Services was the highest scoring submission showcased long-standing contracts with Armadale, Rockingham, and Kwinana, while Tree Care WA was the second-highest scoring provided highly relevant projects including being the current incumbent for arboricultural works in City of Cockburn and conducting Polyphagous Shot-hole Borer (PSHB) related works for Department of Primary Industries and Regional Development (DPIRD).

The panel is confident that both Tree Care WA and Beaver Tree Services have suitable experience that would apply to all three Zones (A, B and C).

ARBFIRM presented adequate experience but with limited detail on project scope and staffing qualifications. Chalmers Tree Services showed some relevant experience but primarily through subcontracting roles and lacked depth in methodology.

Classic Tree Services scored the lowest in this criterion despite having significant operational experience, due to poor compliance with instructions and insufficient detail in their examples.

Tenderer's Resources

All respondents were identified as having sufficient resources to meet minimum requirements for at least a single zone award with moderate confidence.

Tree Care WA was the highest scoring in this criterion demonstrating strong capacity with qualified staff, contingency measures, and a comprehensive plant and equipment fleet. Beaver Tree Services were the second-highest scoring also demonstrating significant resources and equipment availability.

The panel was confident that Tree Care WA and Beaver Tree Services demonstrated sufficient resources and contingency measures suitable for contract requirements in all three Zones (A, B and C).

The remaining respondents had smaller resource availability or unclear allocation of resources for this contract, and this was reflected in lower scoring for this criterion.

Methodology

Beaver Tree Services and Tree Care WA provided the strongest methodologies, with clear approaches to scheduling, traffic management, quality control, emergency response and record management.

Beaver Tree Services was the highest scoring respondent followed closely by Tree Care WA as the second-highest scoring respondent.

ARBFIRM and Chalmers Tree Services offered adequate but less detailed responses, while Classic Tree Services scored lowest due to missing timeline details and unclear methodology.

Sustainability

Tree Care WA and Beaver Tree Services provided the strongest responses. Both demonstrated ISO 14001 accredited Environmental Management Systems and detailed operational initiatives.

Tree Care WA was the highest scoring in this criterion with Beaver Tree Services scoring slightly lower.

ARBFIRM and Chalmers Tree Services scored lower for this criterion offering adequate sustainability measures and commitment. Classic Tree Services scored lowest overall due to minimal detail and poor compliance with instructions.

Local

Chalmers Tree Services scored highest in this criterion, demonstrating local engagement through its Baldvis base and staff located across the South West Group region.

Tree Care WA was the second highest scoring, with an Oldbury location, a substantial proportion of staff based in the SW metropolitan area, and use of local suppliers.

The remaining respondents scored lower for this criterion as they demonstrated limited local and regional benefit.

Summation

The evaluation panel recommends that Council accept the following submissions for RFT37/2025 - Arboricultural Services (City Wide), as being the most advantageous for the City.

- **Zone A (West): Tree Care WA** for the specific scope, having satisfied all criteria in the evaluation process and demonstrated ability to undertake the specific services of arboricultural works within the western division of suburbs with the exclusion of Bushland Reserves. and as indicated by the procurement cost model. The submission by Tree Care WA ranked one for both the qualitative and cost criteria achieving the best overall assessment.

- **Zone B (East): Beaver Tree Services** for the specific scope, maintenance having satisfied all criteria in the evaluation process and demonstrated ability to undertake all-arboricultural works within the eastern division of suburbs with the exclusion of Bushland Reserves and as indicated by the procurement cost model. The submission by Beaver Tree Services ranked second for qualitative criteria and third for cost criteria achieving the third-best overall assessment.

While Tree Care WA was the highest scoring for qualitative and cost criteria, the panel recommends the award of the eastern portion of the City to a second contractor to mitigate the risk associated with a sole incumbent delivering arboriculture works across the City.

While Chalmers Tree Services was the second-ranked for overall assessment for Zone B the evaluation panel highlighted concerns over limitations in previous experience, staff and resources necessary to deliver the volume of works required in Zone B. For this reason, the panel recommends Beaver Tree Services being the second-highest scoring submission for qualitative criteria with high confidence in the tenderers ability to fulfill contract requirements for Zone B.

- **Zone C (Bushland Citywide): Tree Care WA** for the specific scope – having satisfied all criteria in the evaluation process and demonstrated ability to undertake all arboricultural works within Bushland Reserves Citywide and as indicated by the procurement cost model.

Referee checks have been completed for both Tree Care WA and Beaver Tree Services, with positive feedback received. Additionally, both tenderers have successfully passed an independent Financial Risk Assessment.

The recommendation is based on:

- Demonstrated experience in performing similar works for other local governments with both being a previous or current incumbent to City of Cockburn
- Having two large-scale arboriculture organisations engaged across Cockburn is advantageous for workload contingency
- A range of personnel and resources that have the experience and capacity in managing the services associated with the requirements of the contracts.
- Clear understanding of the methodology, procedures, record keeping and WH&S requirements to undertake the services
- The required plant and machinery and contingency measures to undertake the specific scopes to achieve the required outcomes
- The best overall value for money to perform the works associated with the specific scopes.

Strategic Plans/Policy Implications

Our Environment

Valuing natural assets, building climate resilience and using resources sustainably. •
Protect and enhance our natural areas and streetscapes.
Enhance climate resilience and champion environmental initiatives to mitigate impacts.

Our Places

Enhancing distinctive, liveable areas with well-connected, safe transport options.
Strengthen unique, liveable and adaptive places.

Our Governance

Transparent leadership that listens, communicates openly and plans for a sustainable future.
• Strive for financial sustainability and operational excellence.

Budget/Financial Implications

The estimated contract sum is \$5,850,000.00 (Ex GST) based on the three zones for a three (3) year term and will be funded from multiple sub activities (123, 166, 167, 174, 175 and 230) in Service Unit 511.

As this is a schedule of rates contract with no minimum expenditure commitment, the City will only be able to deliver services within the limits of the budget approved by Council.

To meet customer and technical (Arboricultural) levels of services modelled within the Contract, a budget amendment and increase to future annual budgets will be required.

These adjustments will be progressed through the standard budget process and reflected in the next update of the Long-Term Financial Plan.

The approved FY26 annual budget for Arboricultural Services is \$1,159,157.52 (Ex GST) with additional funds (~\$800,000) sourced through adjustments to other operational budgets (OP 6368, 6370, 6377, 6378, 6379, 0037 and Sub Activity 161) in response to the increased volume customer requests and traffic management compliance.

Legal Implications

Section 3.57 of the Local Government Act 1995 and Part 4 of the Local Government (Functions and General) Regulations 1996 refers.

Community Consultation

N/A

Risk Management Implications

If the recommendation is not approved there is risk of delay in the provision of Arboricultural Services city wide, causing disruption to all tree works including emergency works presenting risk of injury or death to members of public, property damage, reputational risk to the City with longer wait times for tree works to occur and resident dissatisfaction.

Advice to Proponent(s)/Submitters

The Proponent(s) and those who lodged a submission on the proposal have been advised that this matter is to be considered at the 10 February 2026 Ordinary Council Meeting.

Implications of Section 3.18(3) Local Government Act 1995

Nil