



Australian Bridge Federation

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# **Invitation to tender for 2020 and 2021 hand dealing requirements**

Opens:  
May 7, 2019

Closes:  
4pm, 7 June 2019

# Tender Specification

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## Introduction

The Australian Bridge Federation Incorporated (ABF) is continuing to expand its range of suppliers of its hand dealing requirements based on encouraging greater competition in the supply of deals for its events. Since the 2016 tender, the ABF has awarded dealing contracts to five independent suppliers and in 2017 moved to conducting tenders every two years, ie for 2018 and 2019. The current tender therefore is for 2 years i.e. 2020 and 2021.

During 2020 and 2021, the ABF will continue to conduct several major national bridge tournaments. These are:

1. The playoffs for selecting the Open, Women's, Seniors and Mixed teams to represent Australia at World, Asia Pacific and sometimes other international bridge events (known as the "Playoffs"). The Open Playoff and the Womens and Seniors Playoffs have been held in Canberra since 2016 and it is expected that they will continue to be held there during 2020 and 2021. They are presently conducted in November/December. The Mixed Teams Playoff was first held in Sydney in January 2019 and it is expected that this will continue for 2020 before a review determines its future.
2. The Summer Festival of Bridge (the Festival) in Canberra, in January 2020 and January 2021.
3. The Australian Youth Teams Selection, expected to be held in January in Canberra.
4. Youth Week (which is presently under review and may not continue in Canberra with Melbourne being considered).
5. The Grand National Open Teams Finals in Tweed Heads, in November/December 2020 and 2021.

To conduct these tournaments, the ABF requires in excess of 27,000 deals. The ABF is interested in receiving tenders from organisations or individuals for the replication of deals and attendant services. The ABF encourages participation from bridge players including those who deal for the various bridge clubs around Australia. It is a condition that persons involved in the replication cannot play in the individual event for which those deals are destined.

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## Events

The deal requirements for each of the listed events vary greatly in size. The requirements for the three smaller events (Youth Week, the Playoffs and the GNOT) are much lower in comparison to the Festival and it is anticipated that only one supplier will be required for each of the smaller events.

The Festival deal requirements are much larger and have been grouped into five sections based on the commonality of the deal layouts (all events on the same day with common session times play the same deals).

Tenderers can choose whether to submit offers for **one or more of the smaller events and/or one or more sections of the Festival** and in fact are encouraged to do so. The required tenders cover:

- A. The Playoffs which requires approximately 5,000 deals;
- B. Youth Week and Australian Youth Teams Selection, which together requires about 1,100 deals;
- C. The GNOT Finals, which requires 3,300 deals; and

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- D. The Festival, which requires about 18,000 deals broken down as follows:
- D1 Teams: Pianola Plus National Non-Life Teams, Red Plum National Life Teams, National Seniors Teams, National Women's Teams approximately 2,600 deals;
  - D2 Pairs: National TBIB Open Swiss Pairs, Penline 500 Swiss Pairs, National Novice Swiss Pairs; - approximately 5,200 deals;
  - D3 Teams: South West Pacific Teams, Canberra Rex U750/U300 Teams approximately 5,700 deals;
  - D4 Pairs/Teams: Warm Up Pairs, One Day Warm Up Novice Teams, Penline One Day Swiss Pairs, Chris Diment Swiss Pairs, Two Novice Matchpoint Swiss Pairs, NEURA Pairs, , approximately 2,700 deals.
  - D5 Teams: Final of the Canberra Rex U750/U300 Teams, Semi- Finals and Finals of the National Seniors Teams, National Women's Teams and the Quarter Finals, Semi Finals and Final of the National Open Teams – approximately 1,800 boards

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### Equipment

The ABF owns sufficient decks of cards, boards/wallets (a mix of cardboard wallets and plastic boards) and transport cases to supply any tenderer with the necessary equipment capacity to be able to meet one or more of the dealing requirements for any of the events listed in this tender. All this equipment is stored at the ABF headquarters in Fyshwick. In most cases, a successful tenderer for the Playoffs, Youth Week, the GNOT or individual sections of the Festival's deal requirements need only supply consumable material such as labels, brown paper, sealing tape and elastic bands. The fact that the ABF has sufficient cards and boards/wallets to enable pre-event dealing for all the events means that there is no need for a tenderer to include on site recycling of cards and boards/wallets at any of the events listed including the Festival.

The ABF also owns an Auto dealer 4 Plus dealing machine which tenderers may wish to use in seeking to bid for one or more events (or where permitted, sections of an event). On the other hand, tenderers may choose to tender using their own equipment such as boards/wallets, cards, transport cases and dealing machine(s). Use of ABF equipment and/or dealing on site at ABF Headquarters comes with a reduced maximum tender price (see page 5).

The ABF will supply a master disc of the deal layouts for the events (or sections of an event) to the successful tenderer. The master disc will be in the standard format chosen by the Contractor.

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### Tenderer's Ability

As stated earlier in this document, the ABF's stated objective is to decrease its reliance on single suppliers of its dealing requirements and thereby encourage greater competition in the supply of deals for its events. Whilst it is an advantage that a tenderer be able to demonstrate experience in dealing machine operation and/or in manual dealing, the processes for checking the dealt boards/wallets and the need for secure handling of dealt boards, this should not prevent other suppliers from tendering. Previous successful tenderers do not need to supply references but those new to dealing for the ABF may wish to supply references to strengthen their bids.

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## Additional Requirements

- a) If the Contractor does not need to use ABF equipment, then they need to be able to collect what they need from ABF headquarters, viz decks of cards, crates and boards/wallets. Alternatively, the Contractor may state that they intend to deal the boards at ABF Headquarters.
- b) Collect a master disc of the deal layouts for the events to be replicated by the contractor from ABF headquarters (or arrange delivery by another agreed method) and keep this disc in a secure place whenever it is not in use.
- c) Prepare the required number of replicates for each session of the events in a secure location approved in advance by:
  - (i) the ABF if the dealing is being done in Canberra; or
  - (ii) the Tournament Organiser if the dealing is being done elsewhereBridge clubs will **not** be approved as locations for dealing. Dealing may be done on site at ABF Headquarters with 24 hours' prior notice and approval from ABF Secretariat.
- d) More detailed requirements on how deals are to be packed and presented will be provided by the relevant Tournament Organiser to successful tenderers if required.
- e) The transportation of completed deals is the sole responsibility of the Contractor. The ABF shall not provide any labour in unloading or stacking completed crates/storage cases. The hours of business of the ABF Headquarters are presently 10am to 4pm Monday to Friday. If ABF Headquarters is used for storage, multiple deliveries are encouraged.
- f) Should the contractor wish to store completed sessions of dealing at a place other than the location approved for dealing or at ABF headquarters, approval of this storage location must be sought in advance from the Tournament Organisers. Disputes about transport, storage and security matters can be subject to appeal to the ABF Management Committee for resolution.
- g) The Contractor should ensure that **any** person who deals a session of a section understands that they are ineligible to play in any event in that section and advise the Tournament Organiser accordingly.
- h) Use of the ABF's dealing machine at an approved dealing location is subject to prior approval and satisfying the ABF that they know and understand how to clean and maintain the machine correctly. Any damage to the dealing machine whilst it is being used at a dealing location other than ABF Headquarters is the responsibility of the Contractor to pay for. Repair or special cleaning costs will be deducted from final payment.
- i) Provide a monthly statement of dealing progress that identifies the number of deals and sessions dealt during the month and the name(s) of the person who dealt each session.
- j) The ABF reserves the right to increase or decrease the number of replicates for any event after tenders have been accepted.

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## Timetable

Release of Specification	Tuesday, 7 May, 2019
Closing of Tenders	4pm, Friday, 7 June, 2019
Award of Contracts	by end June, 2019
Completion of Work	Variable depending on negotiation with ABF or Tournament Organiser.

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## Lodgement of tenders

Tenders shall be lodged in by registered mail or email prior to the closing date of tenders stated elsewhere in this specification. The postal address for the submission of tenders is:

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Dealing Contract – Australian Bridge Federation Attention Roy Nixon, Treasurer  
PO Box 397, FYSHWICK ACT 2609, Australia; or to [roy.nixon@live.com.au](mailto:roy.nixon@live.com.au)

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## Price, payments, and other service terms

The tenderer should specify the price per deal to be charged for the collection, replication and delivery of deals for those events and or sections of events to which the tender applies. The price should be inclusive of GST (where applicable). The ABF expects all suppliers that are sole traders or other business entities to supply an ABN as part of the tender. Those prospective suppliers that are not in other gainful employment (eg retired persons etc) may seek to bid as the proposed activity is a hobby and therefore supply the ABF with the requisite ATO hobby form with the tender

Tenderers are advised that:

- (a) for those tenderers intending to use ABF equipment including dealing machine, cards, boards/wallets and transport cases/crates, a price greater than \$0.44 (GST inclusive) per deal will not be considered.
- (b) for those tenderers intending to supply their own equipment including dealing machine, cards, boards/wallets and transport cases/crates, a price greater than \$0.55 (GST inclusive) per deal will not be considered.

In their submissions tenderers should indicate their proposed modus operandi, experience, the proposed location at which the dealing would take place and the names of any staff.

Payment shall be made within thirty days of the receipt of a contractor's invoice. The ABF may retain 10% of the total payment until after the relevant event is held and a report on the number of imperfect replications is known and whether damages are payable by the Contractor.

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## Pre-estimated liquidated damages

It will be a condition of any contract with a successful tenderer that the following clauses shall apply to define pre- estimated liquidated damages. Any damages to be assessed under such clauses of a contract may be deducted from any payments due under a contract to the full extent of the contract price but shall not exceed that price. **The tender should indicate that the tenderer accepts these proposed clauses.**

- a) The contracting parties agree that it is a condition of the contract that imperfect replication as defined in this clause must not occur in more than 0.25% of deals supplied. In view of the disruption to the event and the damage to the reputation of the ABF and its events that will occur should imperfect replication exceed this figure, pre- estimated liquidated damages of \$10.00 per defective deal will apply.
- b) An imperfect replication will be deemed to have occurred when any card receptacle reaches the tables to be played with markings or deals that do not correspond to the deal record for the deal of that number in the session for which the card receptacle is presented. The decision of one of the two Senior Tournament Directors or a nominated card receptacle checker to the effect that this has

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occurred will be final. If it should happen that successive deals are placed into the wrong card receptacle each misplaced deal will be counted as an imperfect replication.

c) Should the Contractor not deliver the contracted quantity of boards/wallets by the date specified for the completion of work elsewhere in this specification then alternative dealing subcontractors shall be arranged by the ABF to complete the unfinished portion of the work. Any costs incurred by the ABF in so arranging an alternate supplier plus a 25% surcharge shall be borne by the Contractor.

d) If the Contractor is granted an extension of time to deliver the outstanding quantity of boards then, in view of the cost and disruption to the ABF of the late provision of the boards/wallets and the need to make standby alternative arrangements for dealing, pre-estimated liquidated damages of \$500 will be applied.

e) Should the Contractor fail to submit a monthly statement of dealing progress and dealer's names as required under this contract then pre-estimated liquidated damages of \$50 will be applied.

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## Acceptance of Tenders

The ABF shall not be bound to accept any of the tenders. Nor shall the lowest tender necessarily be accepted. Moreover, the ABF reserves the right to employ persons on hourly wages at ABF headquarters to perform this work.

The evaluation of the tenders shall take into account the stated objective of the ABF to broaden its base of reliable and competent suppliers over time. The previous experience of the tenderer, the quality of previous work, the likelihood of the tenderer being able to complete the work within the allotted time, the security afforded by the tenderer's modus operandi etc will be taken into account in evaluating the various tenders. Successful tenderers may be required to enter into a formal contract with the ABF.

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## Insurance

The ABF will keep its equipment insured whilst in the possession of the contractor. The contractor shall be responsible for insuring his/her own equipment whilst it is in the possession of the ABF. For this purpose, this period of such possession shall be considered to be at least two months.

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## Additional information

Enquiries for additional information should be made to the ABF Treasurer who can be contacted by email at [roy.nixon@live.com.au](mailto:roy.nixon@live.com.au). Technical queries will be forwarded to the appropriate person who will respond as quickly as possible.

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## Definitions

Hand	A collection of thirteen cards making up part of a deal.
Board/Wallet	A numbered container which holds four hands. Wallets are made of cardboard, plastic or other material and fold up to secure the hands. Boards are rectangular, made of metal, plastic or other material, with slots for containing the four hands.
Deal	Four hands in a distribution determined by the ABF's dealing program, in aggregate containing all of the 52 cards in a standard pack of cards.

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Bundle	A collection of boards/wallets containing deals of the same range of numbers.
Bundle Size	The number of boards/wallets that make up a bundle. This is event dependent.
Replicate	A set of deals in boards/wallets in one or two bundles.
Standard Format	the “.BRI” format, the “.DGE” format or the “.DUP” format.

Tenderers will commonly be asked to supply say 20 deals, in boards numbered 1-20, replicated 5 times to satisfy the need for the same deals to be played by all contestants in one session of an event held over one or more days.

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### Accurate information

To the best of our knowledge, the information contained herein is accurate and reliable as of the date of publication; however, we do not assume any liability whatsoever for the accuracy and completeness of the above information.