



## **EXPRESSIONS OF INTEREST - DEVELOPMENT OF OUTBACK CAR HIRE BUSINESS MODEL FOR QUILPIE, BALONNE & PAROO SHIRE COUNCILS.**

10 August 2023

### **BACKGROUND**

In 2022, the South West Queensland Regional Organisation of Council (SWQROC) identified a need for the expansion/ introduction of car hire services in South West Queensland. There are not that many options for car hire in many outback towns of Western Queensland. There are car hire businesses that operate out of Roma Airport which is located in Maranoa Shire Council and Charleville Airport which is located in Murweh Shire Council.

None of these rental companies provide one-way rentals as they have no depot facilities in each town leaving only return to base hire options, which does not always provide the best solution to people travelling to the Regions. Visitors may want to fly into one airport and fly out of another but this option is not currently available. Currently the only option is to drive back to the where the car hire originated and pay the extra daily kilometre costs.

Quilpie Shire Council, Balonne Shire Council and Paroo Shire Council have all expressed an interest in supporting the development of a car hire business in St George, Cunnamulla and Quilpie by providing excess Council owned vehicle fleet for dry hire to support a new initiative.

A Memorandum of Understanding (MOU) will be created between the successful company and each Council which will set out the expectations and the operational responsibilities of each party. It is envisaged that a central booking website would be established to take car hire bookings.

Each airport or rental centre will have a contracted rental agent. They will be responsible for getting the Rental Agreement (RA) correctly executed on arrival and carrying out the condition check on the vehicle upon return. They will also work closely with the appointed Council Manager responsible for the maintenance of the vehicles.

Each region has a number of breakdown services operating within its boundaries. Each Council will appoint a recovery company in each town to assist as required with any retrievals or support services. The costs associated with this service is factored into the insurance premiums and excess paid by both the rental hirer and the operator.

Councils will maintain the insurance, registration and ownership of the vehicles for the duration of the Leasing period. The successful company will ensure compliance of vehicles via a reporting schedule as part of the MOU.

The successful company will develop a booking system to allow direct booking of vehicles. This platform and booking system will have the functionality to allow date range selection for vehicles, to a lesser extent vehicle selection, including pick up and drop off locations.

While initially it will be Business Travellers/Consultants who will most likely utilise this service, one of the major aims of this project is the ability to provide short term travel packages for travellers keen to see the Outback who are potentially time poor or who would like to experience more elements of our region without having to backtrack to return a hire vehicle to the original location.



## **MANDATORY REQUIREMENTS**

The successful company will be required to conform with the following terms and conditions:

- 1) Vehicles are to be leased from Balonne Shire, Paroo Shire and Quilpie Shire on a dry hire bases for the purpose of an Outback Car Hire scheme;
- 2) Councils are to retain ownership of the vehicle for the duration of the arrangement and will be responsible for the vehicle registration and insurance costs;
- 3) The successful company will be responsible for the maintenance and upkeep of the vehicle (approved by Council), insurances to perform a car hire business, arranging the safe storage of vehicles and engaging a contact officer in each town for the pick up and drop off services;
- 4) The service must allow for the pick up and drop off of vehicles in St George, Cunnamulla and Quilpie (at a minimum) which will include one way car hire (e.g. Pick up Cunnamulla and Drop off Quilpie).
- 5) Collaboratively work with Council to establish tourism packages for fly-in fly-out tourism utilising the car hire scheme to support the development of tourism.

## **PROCUREMENT PROCESS**

In accordance with Council's Procurement Policy and Part 3 of the Local Government Regulation 2012, Council will undertake an Expression of Interest Process as follows:

<b>Description</b>	<b>Details</b>
Advertising	Quilpie Shire Council Website
EOI Open	10 August 2023
EOI Close	5 September 2023
Submission	EOI's are to be lodged with <a href="mailto:ceo@quilpie.qld.gov.au">ceo@quilpie.qld.gov.au</a>