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Reference: 2015/02855

Monday, 15 October 2018

Australian Competition & Consumer Commission  
Attn: Gavin Jones  
23 Marcus Clarke Street  
Canberra ACT 2601

sent via e-mail: [adjudication@acc.gov.au](mailto:adjudication@acc.gov.au)

Dear Mr Jones

**Submission in relation to conference for application AA1000419 and AA1000420**

We refer to the above matter, in which the Waste and Recycling Association of South Australia (**WRASA**) has requested the Australian Competition & Consumer Commission (**ACCC**) to convene conferences in relation to the draft determinations of those matters. As an interested party, the Corporation of the City of Adelaide (**the City of Adelaide**) submits the following letter for consideration by the ACCC in relation to the conferences.

The City of Adelaide supports the ACCC Draft Determinations, agreeing that more public benefit will result from this collaborative procurement. In particular, and in dispute of some issues raised by the industry, the City of Adelaide submits:

1. The City of Adelaide has directed Council Solutions to act on its behalf and facilitate the procurement, negotiation and contracting process in relation to ancillary services. Council Solutions is a subsidiary comprised of six metropolitan councils. It has the purpose of generating value for money for those Councils.
2. The intent of Council Solutions does not add a layer of bureaucracy, but instead streamlines the tendering process and removes process duplication costs.
3. Contract management of the procurement activities, led by Council Solutions, is likely to provide benefits and streamline the City of Adelaide involvement. The City of Adelaide has experienced such streamlining in other Council Solutions procurement activities that it has participated in, namely:

- a. reducing duplication of effort across the participating councils;
  - b. improving reporting from better data collection, monitoring and analysis; and
  - c. managing contractual compliance and contractor conformance.
4. These procurement activities have facilitated resource sharing that would otherwise not occur. For example, benefits from collaboration in community education resourcing through sharing costs, delivering a consistent message and targeting identified common issues.
  5. The City of Adelaide is confident that our volumes combined with the other councils' volumes and common objective will bring about improved environmental outcomes, increasing diversion from landfill to resource recovery and/or waste to energy.
  6. The City of Adelaide refutes WRASA's submission that joint tendering does not reduce administration costs. Instead, the City of Adelaide would submit that joint tendering frees council resources allowing labour to be redirected to important operational functions and reduces administrative duplication.

In summary, the City of Adelaide strongly refutes the arguments in WRASA's submission and urges the ACCC to uphold its draft determination. The arguments in the negative have not demonstrated that the public detriment outweighs the public benefit. We would also strongly urge the industry to not only tender for the procurement the subject of these applications, but to demonstrate real value for money in their submissions delivering efficiencies, improved environmental benefits and innovation in waste collection.

Please contact Danielle Arnfield on the above details with any further enquires. The City of Adelaide looks forward to a positive outcome for the application.

Yours sincerely



**Mark Goldstone**  
**CEO – City of Adelaide**