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22 August 2018

ACCC
ATTN: Tessa Cramond
23 Marcus Clarke Street
CANBERRA ACT 2601

Submitted via email: adjudication@accg.gov.au

Dear Sir or Madam

RE: Joint Council Tendering by Council Solutions

Adelaide Eco Bins are aware of the current application by Council Solutions before the ACCC and would like to reaffirm our position in regards to the application. We like many others in the vibrant Adelaide Waste Industry look upon the proposed joint contracts of Councils with scepticism with a view to what the final long-term effect on the industry would be.

I would like to challenge the premise that collections contracts covering nearly 180,000 households would not affect the local waste industry and lessen competition. Eco Bins could be greatly affected by a single contractor that holds all of the kerbside services and the ancillary services. If the kerbside services and the ancillary services were awarded to the same contractor, it would allow an unfair competitive advantage within the Adelaide Metropolitan areas and undoubtedly affect all other services within the Adelaide region.

The application is especially important to Eco Bins as we specialise in commercial waste collection and servicing business in the Adelaide metropolitan area. Although the application does present an opportunity to tender for one part of the ancillary service, it is Eco Bins belief that we would struggle to muster the resources both administratively and financially to enable a successful tender. At this point in time we do not offer kerbside services. It is apparent from this application that this might never be possible due to the capital outlay required for a contract of 180,000 tenements.

ABN: 70 077 421 937



Eco bins would like the opportunity to continue to grow based on our current business model. Being a smaller to medium sized business has enabled us to focus on our customers with extra recycling programs and diverse range of business focussed services (such as mattress, e-waste and fluorescent tube recycling).

The application by Council Solutions does not suit a Company like ours that has been steadily growing since 2011 and in our view it is difficult to understand how our costs could be maintained if further distances are to be travelled for fewer bins. Our view is that the Adelaide waste industry is very competitive – this is what allowed our company to get started in the metropolitan area and fosters other small to medium sized waste companies to thrive.

We thank you for your consideration of our letter in your deliberations.

Kind Regards



Fred Bolderoff
Managing Director