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**From:** Warren Stone  
**Sent:** Tuesday, 31 July 2018 8:20 AM  
**To:** Adjudication  
**Subject:** AA1000414 – Council Solutions – submission

**Categories:** Submission

To Whom It May Concern,

I am writing to you with grave concerns about the Council Solutions proposal, they are listed below.

Firstly I would am requesting a pre-decision conference be convened with the ACCC to allow all stakeholders to discuss the criterion for, and the impact on, industry of joint Council Tenders.

I would also like to apply for a 1 month extension for submissions in response to the ACCC draft determination.

Our opposition to Council Solutions application is based on the following points.

- 1) There are no new services being offered to Residents, therefore there is no clear public benefit or need for a joint tender.
- 2) The “Public Benefits” Council Solutions have stated are only assumptions and are not supported by any evidence at this point (the same as their previous submission that was rejected on all points).
- 3) Council Solutions are yet to respond to the public detriment concerns raised by the ACCC in the 2016 final determination rejecting the application on all points.
- 4) The size of the Tender is prohibitive to small business and will significantly reduce the competition therefore forcing the smaller operators out of business because they will not be able to secure the bank guarantee require to be competitive. They will also not be able to “wait” until the next Tender is released because they won’t have the work to sustain them.
- 5) Of the Councils left in Council Solutions (some have already removed themselves from the proposal because they could see the potential damage it will do to local businesses) they do not all share a common boundary so this eliminates any “cost savings” because they cannot share vehicles across Council collection runs.
- 6) Each of the 3 Tenders do not vary demonstrably to the 2016 application (rejected by the ACCC on all points).
- 7) Council Solutions plan to release all 3 Tenders concurrently, essentially confirming the Tender is the same as their 2016 submission (rejected by the ACCC on all points).

I look forward to your reply.

Kind regards,

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