



**TREVOR HATCH  
WASTE & RECYCLING**

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*The man who talks rubbish responsibly*

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ACCC  
AA1000414 – Council Solutions – submission  
ATT: Gavin Jones

Dear Sir,

Thankyou for calling me to discuss my concerns with the new Council Solutions Application and object against the proposal.

As discussed, I wish to confirm my concern that the approval of a multi council tender of this size has the potential to annihilate 50 years of work in the Adelaide waste industry.

As a small business, I will be unable to tender for work in these 4 Councils as I will not be able to raise the capital required for a contract of this size. Additionally, I do not have the manpower or head office resources to scale up to this size contract in such a short space of time, meaning this tender will only be open to large companies. The impact I am facing is losing existing work from existing customers leaving me with trucks that I will not have work for, for 10-13 years.

As discussed, from my experience in hard waste collection, I believe the move to an 'at call' service for all councils will increase the service cost as it is a less efficient collection method than the current scheduled service. The on call service results in trucks driving further and collecting less material each day which is not cost efficient and results in a worse environmental outcome.

As a small business who currently services these councils, if I can no longer tender for their work, I cannot see that this increases competition. If the hard waste cost to ratepayers increases by moving to an on call service, I cannot see how this is a public benefit.

Again, I appreciate your time talking to me to understand the impact on my business and the industry and ask that your consider this when making your final decision.

Please contact me if you need any further information. I am also planning to attend the pre decision conference.

Sincerely

Trevor Hatch  
Trevor Hatch Waste & Recycling