

Dear Sir,

I am very concerned to learn through my industry body wrasa that that Council Solutions continue to try to put a combined Council application for waste services to market. It gives us great anxiety that a business that we have built over many years might not only stop being able to grow, but could be destroyed in the process through no fault of our own. We pride ourselves on the affordable services that we provide and the customer service we bring to the table for our customers within the member Council areas.

We are reliant on accessing the residents in the Council Solutions areas to remain viable and to grow the business every year. Without being able to grow the business, it is difficult to cover the increasing high overheads that plague the industry such as public liability insurance.

We feel very strongly that if the Council Solutions application was successful, it would greatly reduce competition and have the potential to restrict access to a large portion of Adelaide's skip work due to the contract providing the funds to establish depots in both the north and south of the metropolitan area. We do not have the resources to scale up for contracts of this size. We would be unable to compete against the large multinationals to get the required finance from the banks in order to scale up for contracts of this size.

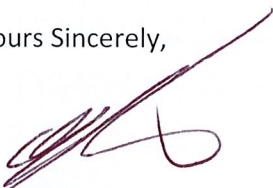
It appears from our side of the fence that the Council Solutions application is not suited to smaller businesses like ours and greatly favours large multinationals that can provide all the services on offer, including those found in the Ancillary Services and Disposal & processing Services Applications yet to be assessed by the ACCC. Although the services are separable, it is likely a decision will be made to award contracts to fewer companies therefore ruling out smaller contractors seeking only one portion of the services offered.

We would like the ACCC to realise the dire threat that this this proposal brings to the ongoing viability of our business. If Waste Away cannot tender for the services due to the scale of the services, it is a clear cut example of reducing competition in the market. And we are certain that service to customers would be negatively impacted in many ways.

We hope that the ACCC takes into account our businesses opposition to combined Council services tender and the affect it would have on a successful small Adelaide business.

We will be in attendance at the pre decision conference.

Yours Sincerely,



David Eames  
Director  
Waste Away



2m<sup>3</sup>



4.5m<sup>3</sup>



6m<sup>3</sup>



9m<sup>3</sup>



15m<sup>3</sup>