

Four Seasons Waste Pty Ltd ACN 073 0817

ACCC Draft Determination – AA100414 Council Solutions & Ors (Collection)

22 August 2018

Dear Sir/Madam,

Four Seasons is a waste collection company providing kerbside collection services to 14 Victorian Council's servicing approx. 250,000 tenements per week. Over 32 years we have tendered for Council kerbside collection contracts and have recently found that joint procurement contracts are reducing the number of opportunities in the market, both by combining a number of potential tenders into one and also making that tender too large a commitment for a small or medium company.

Our company has sought opportunities in other regions, including other states to allow us to grow.

With regards to the Council Solutions proposal, we note that the ACCC in its Draft Determination, section 132, refers to bids and successful tenderers mostly coming from the larger companies. We can advise that we have been one of the exceptions with a submission to two of the Participating Councils where we were the under bidder.

For this reason we are concerned with the Council Solutions application as it presents a substantial barrier to entry and would prevent us from tendering for this work, for which we have tendered a portion in the past. The remaining councils in the state would represent only a small market share available and tenders would be submitted against competitors with significant market share and control over depot infrastructure and associated disposal and processing facilities.

We strongly believe a constant flow of tenders for individual councils or contracts of a manageable size will generate best value submissions from companies, large or small, with the customer as the end user being the beneficiary of a competitive and diverse marketplace. Any departure from this will also spell the end to innovation as it does not work on a large scale.

We recommend that the ACCC reject the Council Solutions Application on the basis of significant likelihood of a lessening in competition and decreasing value in the service offering provided by tenderers.

I am available to discuss at the ACCC's discretion on 0417 369 269.

Yours Sincerely



Stewart Hunt

Director.