

- **Compaction Bins:** 240Lt, 1.5 & 3m<sup>3</sup>
- **Walk in Bulk Bins:** 7.5, 15 & 30m<sup>3</sup>
- **Skip Bins:** 2, 4 & 6m<sup>3</sup> Mini Bins
- **Confidential:** Shredding
- **Cardboard & Plastic:** Collection
- **Office Paper:** Collection
- **Buying:** All Scrap Metal
- **Liquid:** Grease Arrestors
- **Dry Mixed Waste:** Recycling / R.D.F
- **Fluorescent tube / CFLs:** Collection



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22<sup>nd</sup> August 2018

To whom it may concern,

Signal Waste has been requested to make comment on the proposed Council Solutions waste contracts by the industry body in South Australia, and what affects it might have on our business.

Although we do not hold any current Council kerbside collection contracts, we do have a mix of collections and have expanded in recent years to include more services and options to business and industry. The Council Solutions application will affect our business by reducing the access to ongoing work, particularly in the CBD and surrounding areas.

As large contracts across the City become established, it will lead to the larger contractors who hold all the Council services potentially shutting out the competition in the parallel business and industry services (front lift and skips). Signal Waste are fearful of Council Solutions looking to further take over the business waste services within the CBD and surrounding participating Councils areas, under the guise of education or efficiency. We have already witnessed this on the Gold Coast and in the United States.

Signal Waste would like to continue to operate and expand in South Australia and not have our business shut out of our current markets by large cross city Council contracts. Given our extensive experience in the waste industry, we may have future aspirations to expand into council kerbside collections as this is the next logical step, and a contract of this size would be beyond our capability in terms of raising the capital required and reduce opportunities for us in this area.

In our opinion, council solutions, and the councils they represent are 100% against SA family business and small business in South Australia. They would rather deal with foreign owned companies and introduce more red tape to the smaller companies like ourselves. Signal Waste is opposed to the Council Solutions application and wishes to have ongoing access to all markets.

Kind Regards,

Micheal and Allen Bolderoff  
Managing Directors

