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**From:** Julie Bailey  
**Sent:** Friday, 10 August 2018 3:05 PM  
**To:** Adjudication  
**Subject:** Council solutions application to the ACCC - AA1000414

Dear Sir/Madam

Re: Council Solutions Application to the ACCC - AA1000414

We operate a comparatively small family waste business with 25 years of experience and a proud history of providing high quality kerbside waste services to Councils and other forms of waste services.

Notwithstanding our reputable track record and experience, our ability to secure new kerbside contracts has become increasingly difficult with the introduction of collaborative tendering, often requiring prohibitive capital outlays and therefore reduced opportunities. Whereas previously we could focus local regions now we must look further afield for opportunities of a manageable size, but of course they are becoming less frequent in other regions also.

We recently became aware of Council's Solution kerbside waste collection application and the ACCC's interim approval of the application.

We are concerned with the size of the proposed collection tender and the possibility that it may limit the opportunity for established competitive small family waste companies and also new entrants to submit a tender, which could result in reduced competition.

To enable us to fully evaluate the ACCC's interim decision and its impact on our company and competition in general we respectfully request until 31 August 2018 to submit our response to the ACCC's interim approval.

We also request the ACCC to hold a pre-decision conference and would appreciate being advised of the conference details when they become available.

Please contact me on \_\_\_\_\_ should you wish to discuss.

Regards  
Harry Wilson  
Managing Director  
Wilson Waste Pty Ltd