

Attachment 1

Ballina Shire Council

Tender RFT670 - Supply Of Pre-Mixed Concrete 2013/15

Tendered Prices Ex Plant

All prices ex GST

Supplier			
(Plant Location)	Boral Country Concrete & Quarries <small>(Nth Ballina&Alstonville)</small>	Hanson Const Materials P/L <small>(Nth Ballina)</small>	Holcim (Aust) P/L <small>(Nth Ballina&Alstonville)</small>
Product		<small>Price / CuM Ex Gst</small>	<small>Price / CuM Ex Gst</small>
5 Mpa Concrete	\$150.95	\$175.00	\$136.00
10 Mpa Concrete	\$153.95	\$180.00	\$138.00
15 Mpa Concrete	\$158.95	\$185.00	\$144.00
20 Mpa Concrete	\$160.95	\$187.00	\$145.00
32 Mpa Concrete	\$174.95	\$202.00	\$159.00
SP40h	\$221.95	\$230.00	\$190.00
Kerb Mix Concrete	\$172.95	\$205.00	\$157.00
No Fines Concrete	\$162.95	\$185.00	\$129.00
Lean Mix Concrete Sub-Base	\$173.95	\$180.00	\$150.00
Concrete Base	\$198.45	\$190.00	\$171.00
Miscellaneous			
Haulage Rates/ cum	<small>Includes cartage up to 20 kms from plant Extra cartage \$2.50/cu m/km thereafter</small>	<small>Includes cartage up to 15 kms from plant Extra cartage \$1.50/cu m/km thereafter</small>	<small>See Below</small>
0-15km			\$30
16-20km			\$40
21km+			\$40 +\$1.50/km/cum

Note: Surcharge for loads < 3 cum of \$50.00/cum

Note: Plant opening fee applies outside normal operating hours

Normal Hours 6.00am to 5.00pm Surcharge after hours

Weekend surcharges

Note: Surcharge for loads < 4 cum of \$35.00/cum

Note: Plant opening fee applies outside normal operating hours

Normal Hours 6.00am to 4.00pm Surcharge after hours

Weekend surcharges

Note: Surcharge for loads < 3 cum of \$25.00/cum

Note: Plant opening fee applies outside normal operating hours

Normal Hours 6.00am to 4.00pm Surcharge after hours

Weekend surcharges

Attachment 2
 Ballina Shire Council
 Tender RFT670 - Supply Of Pre-Mixed Concrete 2013/14
 Cost Comparison - 20 mpa & Kerb Mix
 (Lowest Cost Highlighted)

Town	Location	Supplier Borai (Plants in Ballina & Alstonville)				Supplier Hanson (Plant in Ballina)				Supplier Holcim (Plants in Ballina & Alstonville)			
		rate/cum ex plant 1. 20 Mpa 2. Kerb Mix	dist km	haul rate	Total Including Haulage total 1. total 2.	rate/cum ex plant 1. 20 Mpa 2. Kerb Mix	dist km	haul rate	Total Including Haulage total 1. total 2.	rate/cum ex plant 1. 20 Mpa 2. Kerb Mix	dist km	haul rate	Total Including Haulage total 1. total 2.
Ballina	River St	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00
East Ballina	Pine Ave	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00
West Ballina	Quays Dr	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00
North Ballina	Pacific Highway	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00
Tintenbar	Friday Hut Rd	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00
Alstonville	Main St	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00
Wardell	Carlisle St	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$4.50	\$191.50 \$209.50	\$145.00	\$157.00	\$40.00	\$185.00 \$197.00
Lennox Head	Ballina St	\$160.95	\$172.95	\$0.00	\$160.95 \$172.95	\$187.00	\$205.00	\$0.00	\$187.00 \$205.00	\$145.00	\$157.00	\$30.00	\$175.00 \$187.00



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5th June 2013

Mr Paul Hickey
General Manager
Ballina Shire Council
PO Box 450
Ballina NSW 2478

Dear Mr Hickey,

Ref: Additional information in relation to the Tender for supply of Premix Concrete

Further to my recent letter to you on 3rd June 2013, we have further reviewed the on-line Ballina Shire e-tendering system. Nucon's subscription to this system is valid until 1st June 2019 under the name of Michael Cooper, our General Manager and with the correct email address.

Our Subscription the Ballina Shire e-tendering system was configured to receive alerts for all request types and on a frequency of "As Added" to the system.

It was through this system that we received the alert on 26th March 2013 in relation to "the provision for the construction of the Ballina Animal Pound", tender no. 666, as referred to in my earlier letter.

We note that the recent Request for Tender (RFT) for the supply of premix concrete, tender no. 670, is also registered in the system yet Nucon received no alert for this very relevant and important entry.

As referred to in my previous letter to you, the opportunity to tender for this work is very important for Nucon and I feel it fair to state that based on the above information, we had a legitimate expectation that the e-tendering process was part of the Ballina City Council's management system and that we could expect a similar alert for entry 670 as per the configuration within our subscription.

I had made reference in my previous letter to the impact on our Ballina operations should it suffer a loss of any work in the current economic climate. When we reviewed our business plan in January 2013, we adopted a strategy to protect our Ballina operation through increased sales presence, additional advertising and more competitive pricing for larger works.

Nucon has recently recruited a new sales rep for the area, has improved its presence on the internet and recently placed an advertisement in the local Northern Star newspaper. Supporting this approach Nucon had also reviewed its pricing in preparation for the approaching tender renewal date.

The unexpected issue and recent closure of RTF 670 now prevents Nucon from accessing the required tender documents for submission.



11.6 Tender - Supply and Delivery of Pre-Mixed Concrete 2013/2015.DOC

I still thought it appropriate to submit our offer to you and we have compiled it into a suitable document based on our previous tender submissions to the Ballina Shire. This is attached for your consideration.

The Nucon proposal offers very competitive pricing. Supported by our experience and track record of proven product quality and service reliability in the local area, we believe our proposal supports the Ballina Shire procurement strategy to deliver best value services to the community providing your ratepayers with a competitive opportunity from a very experienced supplier.

We would therefore welcome the opportunity to formally submit a complete tender package for the supply of premix concrete to the Ballina Shire as per RTF670.

Yours Sincerely,



Declan Mackle
CEO



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