

RFQ-0443 – KERBSIDE 240 LITRE BIN LID REPLACEMENT (PART OF GROW FOGO FUND, STREAM 3: BIN HARMONISATION - EXCHANGE GREEN LIDS FOR RED LIDS)

CIA | 63/14/4 | #7903311

RECOMMENDATION:

That Council:

1. **Awards Contract for the Kerbside 240 Litre Bin Lid Replacement to SULO MGB Australia Pty Ltd for an agreed Lump Sum price of \$1,005,500 excluding GST.**
2. **Delegates authority to the Chief Executive Officer in accordance with the *Local Government Act 2009* to enter into a contract, negotiate, finalise and execute any and all matters associated with or in relation to this contract subject to Council’s normal procurement policies and practices.**

INTERESTED PARTIES:

- MASTEC Australia Pty Ltd
- SULO MGB Australia Pty Ltd

Note: The identification of interested parties is provided on a best endeavours basis by Council Officers and may not be exhaustive.

EXECUTIVE SUMMARY:

This report seeks Council approval to award RFQ-0443 – Kerbside 240 Litre Bin Lid Replacement to SULO MGB Australia Pty Ltd. The contract is for the supply, delivery and exchange of green lids with red lids on general waste 240 litre kerbside bins across the Cairns Regional Council local government area, including associated replacement bins, field data capture, reporting and recycling of recovered lids and bins.

The project will align Council's kerbside general waste bins with Australian Standard colour coding, improve consistency across the kerbside collection service, reduce waste stream confusion and support community readiness for any future Food Organics and Garden Organics (FOGO) kerbside service.

Council received funding through the Queensland Government’s GROW FOGO Fund, Stream 3, with a total approved grant value of \$1,062,975 ex GST. The recommended contract price of \$1,005,500 excluding GST is within the available grant budget and no Council co-contribution is required.

A selective Request for Quotation process was undertaken, with two submissions received from MASTEC and SULO and evaluated against relevant experience, resources, methodology, local and sustainable outcomes and value for money. Neither MASTEC or SULO are local suppliers. SULO MGB Australia Pty Ltd is recommended as the preferred tenderer due to its demonstrated experience, technical capability, delivery methodology and overall value for money.

BACKGROUND:

Council is undertaking the Bin Lid Harmonisation Project to replace green lids with red lids on 240 litre general waste kerbside bins across the Cairns Regional Council local government area. The project forms part of the Queensland Government's GROW FOGO Fund, Stream 3: Bin Harmonisation, and supports the alignment of Council's waste bin colour coding with Australian Standards and future readiness for any Food Organics and Garden Organics kerbside service.

Council has progressively replaced green lids with red lids since 2017 when new bins are required or damaged lids are replaced. However, a significant number of green lids remain in service. This project is therefore required to complete a targeted, coordinated rollout and ensure consistency across Council's kerbside collection service.

A procurement process was required due to the scale of the project, the need for specialist mobile garbage bin components, field logistics, data capture, WHS controls and delivery within the grant funding timeframe. The scope includes the supply, delivery and exchange of bin lids, replacement of incompatible or damaged bins where required, recovery and recycling of removed lids and bins, and reporting to Council.

Council undertook a selective Request for Quotation process under section 228 of the *Local Government Regulation 2012* (Qld), utilising the Local Buy prequalified arrangement NPN1.11-4 – MGBs, Industrial Containers and Bins, and other selected specialist contractors. The RFQ was issued to three suppliers, including MASTEC Smart Waste Solutions, SULO MGB Australia Pty Ltd and JJ Richards and Sons Pty Ltd. The RFQ was issued and closed on Friday 27 March 2026.

Two submissions were received, from MASTEC Australia Pty Ltd and SULO MGB Australia Pty Ltd. Both submissions were assessed by the evaluation panel. Any departures, assumptions or commercial qualifications were considered as part of the evaluation and post-market review process.

Tenders were checked for conformance against the requirements of the Request for Quotation. The evaluation panel decided to assess both tender submissions, as no material non-conformances were identified that prevented evaluation. Any departures, assumptions or qualifications were considered as part of the evaluation and post-market review process.

In selecting the successful Contractor, the evaluation panel had regard to the sound contracting principles in accordance with section 104 of the *Local Government Act 2009* (Qld). Each tender was assessed against the following assessment criteria:

- Criteria A: Relevant experience and capability – 10%
- Criteria B: Resources and management systems – 10%

- Criteria C: Methodology, compliance and delivery approach – 30%
- Criteria D: Local and sustainable outcomes – 10%
- Criteria E: Value for money – 40%

The evaluation panel consisted of the following members, who were selected for their operational knowledge of kerbside waste services, project delivery requirements, contract management experience and understanding of the technical requirements for mobile garbage bin infrastructure:

- Resource Recovery Strategy Coordinator
- Resource Recovery Project Support Officer
- Resource Recovery Contracts and Business Coordinator

As an outcome of the evaluation process, the evaluation panel recommended that SULO MGB Australia Pty Ltd be awarded RFQ-0443 – Kerbside 240 Litre Bin Lid Replacement. SULO MGB Australia Pty Ltd was assessed as the strongest overall tenderer and demonstrated the relevant experience, capability, methodology and value for money required to deliver the project.

COMMENT:

The recommended option allows Council to proceed with a specialist contractor within the approved GROW FOGO Fund budget and supports delivery of the project within the required timeframe. Alternative options, including re-approaching the market, delivering the works internally, or separating the supply and installation components, are not recommended as they would increase delivery risk, delay implementation and create additional resourcing, WHS and coordination issues for Council.

SULO was assessed as providing the preferred overall outcome, having demonstrated relevant experience, suitable technical capability, a practical delivery methodology and value for money within the available project budget. The submission also addressed key project requirements, including field delivery, data capture, reporting, management of incompatible or non-compliant bins and recycling of recovered lids and bins.

SULO is not a local supplier and does not currently have an established Cairns depot. This was considered as part of the evaluation. However, given the specialist nature of the works, the limited supplier market and the need to deliver the project within the grant funding timeframe, the evaluation panel considered that SULO provided the preferred balance of capability, delivery approach, risk management and value for money.

The recommended pricing option is based on a minimum supply quantity of 30,000 lids, which provides flexibility to manage actual quantities, damaged bins, incompatible bins and any further lid exchanges required within the available funding. The final number of lids requiring replacement is not fully known and delivery will be influenced by kerbside access, bin presentation, data accuracy and contractor mobilisation. These constraints are expected to be managed through the contract requirements, project planning and reporting obligations.

OPTIONS:

Option 1: (Recommended)

That Council:

1. Awards Contract for the Kerbside 240 Litre Bin Lid Replacement to SULO MGB Australia Pty Ltd for an agreed Lump Sum price of \$1,005,500 excluding GST.
2. Delegates authority to the Chief Executive Officer in accordance with *the Local Government Act 2009* to enter into a contract, negotiate, finalise and execute any and all matters associated with or in relation to this contract subject to Council's normal procurement policies and practices.

Option 2:

That Council does not endorse the award of this Contract and adopts an alternative course of action.

CONSIDERATIONS:

Risk Management:

The key project risks relate to delivery timing, contractor mobilisation, kerbside access, WHS requirements for roadside works, data accuracy and management of damaged or incompatible bins. These risks are considered manageable through the contract requirements, project planning, reporting obligations and Council's communication activities.

Council Finance and the Local Economy:

The recommended contract value is \$1,005,500 excluding GST, which is within the approved GROW FOGO Fund budget of \$1,062,975 excluding GST. No Council co-contribution is required. SULO MGB Australia Pty Ltd is not a local supplier, therefore direct local economic benefit is expected to be limited, although some local expenditure may occur through temporary project delivery arrangements and sub-contracting opportunities to local contractors.

Community and Cultural Heritage:

The project supports the community by improving consistency in kerbside bin colour coding and reducing confusion about waste separation. Community impacts are expected to be minimal, as works will occur at kerbside and will be supported by Council's communication activities. No cultural heritage impacts have been identified.

Natural Environment:

The project is expected to provide a positive environmental outcome by supporting improved waste separation, reducing contamination and preparing for any future Food Organics and Garden Organics kerbside service. Environmental risks are limited and primarily relate to the handling and recycling of removed lids and bins, which will be managed through the contract requirements.

Corporate and Operational Plans:

The services forming the basis of this report relate to the following goals in Council's Corporate Plan 2025 to 2030:

- Focus Two – Natural Assets: “Maximise resource recovery through innovative solutions, partnerships and efficient waste management” and “Encourage community and businesses to adopt sustainable practices”
- Focus Three – Design for Liveability: “Invest in community infrastructure and services”
- Focus Five – Focused Council: “Delivery of quality services to the community”.

Statutory:

The tender process has been conducted in accordance with legislative requirements under the *Local Government Act 2009* and the *Local Government Regulation 2012*.

Policy:

The tender process was undertaken in accordance with Council's adopted Procurement Policy.

CONSULTATION:

Consultation has been undertaken with relevant internal stakeholders within Resource Recovery and Procurement as part of the procurement and evaluation process. The evaluation panel comprised officers with operational, project and contract knowledge relevant to the Bin Lid Harmonisation Project. Broader community communication will be managed as part of project delivery.



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