

Tender Response Draft

TCW00639 — Lansdown Eco Industrial Precinct

Old Flinders Highway Intersection Upgrade | Townsville City Council

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Parts:	Part 1: Response Outline · Part 2: Executive Summary Draft · Part 3: QA Review and Polished Draft

■ **Tender response delivered — 11-section response structure, evidence checklist, first-draft executive summary, QA review with claim audit, and polished final executive summary**

Section	Words	%
Part 1 — Tender context and executive summary claims	470	12.7%
Part 1 — Key differentiators	266	7.2%
Part 1 — Recommended response structure (11 sections)	888	24.0%
Part 1 — Evidence to gather before drafting	1,087	29.4%
Part 2 — Executive summary draft (v1)	451	12.2%
Part 3 — QA review, rewrites, and polished summary	538	14.5%
TOTAL	3,700	100%

CONTENTS

PART 1 — RESPONSE OUTLINE

- **Tender Context** — TCW00639 overview, scope, key risks, and strategic positioning
- **Executive Summary Claims (5)** — Statements with supporting evidence for each key claim
- **Key Differentiators (4)** — Council roadworks evidence · owned plant · NQ delivery knowledge · proof over claims
- **Recommended Response Structure** — 11 sections with purpose and content guidance
- **Evidence to Gather** — Business/compliance · WHS · traffic · quality · plant · commercial · tender-specific

PART 2 — EXECUTIVE SUMMARY DRAFT

- **Executive Summary v1** — Full first-draft executive summary ready for review

PART 3 — QA REVIEW

- **Claims Audit** — 4 claims flagged with QA comment and recommended fix
- **Sentence Rewrites** — 3 weak sentences replaced with stronger, evidence-led versions
- **Jargon Replaced** — 5 phrases simplified to plain trade language
- **Polished Executive Summary** — Final revised executive summary incorporating all QA feedback

PART 1

Response Outline

Tender context · Claims · Differentiators · Recommended structure · Evidence checklist

TENDER CONTEXT

TCW00639 | Lansdown Eco Industrial Precinct | Closes 15 July 2026

Townsville City Council lists **TCW00639** as the **Lansdown Eco Industrial Precinct — Old Flinders Highway Intersection Upgrade**, involving construction of a new **4-leg intersection** along Old Flinders Highway and reconfiguration of adjoining roads. The tender opened **4 June 2026** and closes **15 July 2026**.

The Lansdown precinct is a 2,200-hectare Council-owned site at Woodstock, approximately 40 km south of Townsville. Council is responsible for enabling infrastructure including roads and raw water supply. This response is based on the Redstone Civil tender brief and business profile.

Tender ref	TCW00639
Client	Townsville City Council
Scope	New 4-leg intersection, Old Flinders Highway; reconfiguration of adjoining roads
Opened	4 June 2026
Closes	15 July 2026, 10:00 AM AEST
Estimated value	\$1.5M–\$3.5M
Location	Woodstock / Lansdown precinct, ~40 km south of Townsville
Context	Enabling infrastructure for 2,200-ha Eco-Industrial Precinct — reliability, presentation, and program control matter

EXECUTIVE SUMMARY CLAIMS

5 claims with supporting evidence

- 1

Redstone Civil has directly relevant North Queensland roadworks and council delivery experience.

Supporting evidence

Mount Louisa Road Pavement Maintenance for Townsville City Council, 2024, valued at \$280,000. Scope: 4.2 km unsealed road re-sheeting, table drain reconstruction, compaction to 98% MDD, and line marking. Completed on time for a repeat council client.
- 2

Redstone Civil can self-deliver the core earthworks, pavement preparation, drainage, and compaction elements.

Supporting evidence

Owned plant: Komatsu PC120-10 12T excavator, CAT 320 GC 20T excavator, CAT 12M3 grader, Kenworth T410, Isuzu FRR, CAT 262D3 skid steer, Hino 700 10,000L water truck, and Dynapac CA2500D 8.3T roller. This plant mix suits road formation, earthworks, drainage preparation, pavement works, water carting, grading, and compaction.
- 3

Redstone Civil has proven delivery performance on similar local civil scopes.

Supporting evidence

Bohle Plains Subdivision Stage 2 Earthworks — \$620,000 — 42,000 m³ cut/fill, subgrade preparation, stormwater drainage, kerb subgrade — 14-week program completed one week early. Jensen Drainage Channel Earthworks — \$390,000 — 1.8 km open drain, 18,500 m³ bulk excavation — completed on time in 2024.

4

Redstone Civil understands Townsville and North Queensland site conditions.**Supporting evidence**

11–20 years operating in North Queensland. Works completed for Townsville City Council, North Queensland Water Infrastructure Corp, and local subdivision clients. Local knowledge: heat, wet season risk, water carting, dust control, drainage, council standards, and traffic-interface constraints.

5

Redstone Civil is positioned as a practical local delivery partner for larger infrastructure programs.**Supporting evidence**

Target clients include Townsville City Council, John Holland, McConnell Dowell, BMD Group, and Fulton Hogan. Already registered in CQMS Raize. Three-year goal to secure larger NQ infrastructure opportunities including the Haughton Pipeline supplier panel.

KEY DIFFERENTIATORS

4 angles that give Redstone Civil the strongest argument for shortlisting

1. Local council roadworks evidence

Lead with Mount Louisa Road Pavement Maintenance — closest client and scope match. Shows TCC experience, road maintenance capability, drainage/table drain reconstruction, pavement preparation, compaction, and line marking coordination.

2. Owned plant matched to the scope

The tender involves roadworks, earthworks, pavement preparation, compaction, and traffic-interface works. Redstone's fleet directly covers these activities: excavators for excavation and drainage prep, grader for road formation and pavement trimming, water truck for moisture conditioning and dust control, roller for compaction, trucks for cartage, and skid steer for tight-area works.

3. Strong fit for a defined intersection civil package

This is a defined local civil works package — not a massive statewide program. That suits Redstone's size, plant base, and history delivering packages in the \$250K–\$1M+ range. For the \$1.5M–\$3.5M value assumption, clearly explain delivery capacity, staging, resourcing, and any specialist support required.

4. Clear proof instead of broad claims

Avoid inflated language. The winning angle is evidence: completed early, completed on time, owned plant, direct crew, council experience, drainage experience, compaction to specification, and local mobilisation.

RECOMMENDED RESPONSE STRUCTURE

11 sections | Purpose and content guidance for each

1

Executive Summary

Purpose: Give Council a clear reason to shortlist Redstone Civil before they read the technical detail.

- Redstone Civil: owned plant, direct operators, proven roadworks/earthworks/drainage/pavement experience
- Direct relevance to TCW00639: intersection works, road reconfiguration, earthworks, pavement prep, drainage, compaction, traffic-interface
- Evidence summary: Mount Louisa Road on time, Bohle Plains one week early, Jensen Drainage Channel on time

2

Understanding of the Project

Purpose: Show Council that Redstone understands the job, not just the trade category.

- New 4-leg intersection along Old Flinders Highway; reconfiguration of adjoining roads
- Key risks: live road interface, staged access, traffic coordination, pavement quality, drainage tie-ins, compaction, dust, wet weather, public safety
- Part of enabling infrastructure for Lansdown precinct — reliability, presentation, and program control matter

3

Relevant Experience

Purpose: Connect Redstone's past work directly to the tender scope.

- Mount Louisa Road Pavement Maintenance — TCC — \$280,000 — 2024: re-sheeting, table drain, compaction to 98% MDD, line marking, on time
- Bohle Plains Subdivision Stage 2 — \$620,000 — 2022: 42,000 m³, subgrade, stormwater, kerb subgrade, one week early
- Jensen Drainage Channel — \$390,000 — 2024: 1.8 km open drain, 18,500 m³ excavation, batter shaping, topsoil, on time

4

Methodology and Delivery Approach

Purpose: Explain how Redstone will deliver the job safely, practically, and to specification.

- Mobilisation plan: plant, operators, site establishment, pre-starts, survey, permits, traffic management, material supply
- Construction sequence: clearing, earthworks, drainage, subgrade, pavement, compaction testing, road tie-ins, finishing, defects close-out
- Communication rhythm: daily pre-starts, progress updates, early issue reporting, hold point management, variation notices, superintendent coordination

5

Plant, Equipment, and Labour Resources

Purpose: Prove Redstone has the gear and crew to do the work.

- Owned plant list matched to work activities: excavators, grader, trucks, water truck, skid steer, roller
- Direct employees: 6–15 with civil, machine operation, roadworks, drainage, and site delivery experience
- Licences: White Card, HR Driver, Dogging, Excavator Ticket to 100T, Grader Ticket, TC Licence, Traffic Controller, Cert III Civil, Cert IV Business

6

Program and Capacity

Purpose: Address the likely evaluator concern: can a smaller contractor handle the package?

- Current delivery capacity statement and how this tender would be resourced
- Indicative staging for an intersection upgrade: traffic-interface staging, pavement hold points, compaction testing, weather allowances
- Escalation plan for peak workload: hire arrangements, material supply, specialist testing, survey, traffic management, line marking support

7 WHS and Traffic Interface Management

Purpose: Show Council that Redstone can meet formal tender requirements without overstating the current WHS status.

- Commit to project-specific SWMS, risk assessments, site induction records, plant pre-starts, operator tickets, incident reporting, emergency response
- Address traffic-interface risk directly: traffic management plans, traffic controllers, signage, worker/public separation, hold points, daily checks
- State that Redstone is strengthening formal WHS documentation for larger council and Tier 1 work, with documents submitted before mobilisation

8 Quality Management

Purpose: Show how Redstone will meet specification, not just complete the physical work.

- Inspection and Test Plan for earthworks, subgrade, pavement layers, compaction, drainage, and final finish
- Compaction testing and records, including past experience delivering compaction to 98% MDD on Mount Louisa Road
- Hold point and records process: photos, test results, dockets, daily diaries, plant records, and as-built/supporting documentation

9 Environmental and Community Controls

Purpose: Show Council that Redstone can work cleanly and responsibly in a visible public-road environment.

- Dust control using water truck, erosion and sediment controls, spoil handling, topsoil management, and wet weather protection
- Noise, site housekeeping, spill response, refuelling controls, and protection of adjoining land and road users
- Local communication: keep Council informed early where works may affect access, timing, safety, or public interface

10 Local Benefit and Value for Money

Purpose: Position Redstone as a local contractor that reduces delivery risk and supports regional infrastructure delivery.

- North Queensland-based business: local operators, local site experience, practical knowledge of Townsville civil works
- Owned plant reduces mobilisation risk, subcontractor dependency, and delay exposure
- Value-for-money: reliable delivery, lower supervision burden, clear communication, proven performance on comparable local projects

11 Appendices

Purpose: Put evidence behind the claims so evaluators do not have to chase information.

- Project sheets: Mount Louisa Road, Bohle Plains, Jensen Drainage Channel
- Plant register, operator licences, insurances, WHS documents, traffic control licences, CQMS Raize details
- Methodology attachments: draft program, risk register, SWMS list, ITP template, environmental controls checklist, traffic-interface approach

EVIDENCE TO GATHER BEFORE DRAFTING

Business/compliance · WHS · traffic · quality · project · plant · commercial · tender-specific

Business and Compliance Documents

- Current ASIC extract or company registration details for Redstone Civil Pty Ltd
- ABN confirmation: 52 143 867 291
- Current public liability insurance certificate
- Current workers compensation insurance certificate
- Current plant and equipment insurance, if available
- CQMS Raize registration details and supplier profile screenshots or confirmation
- Any TCC supplier/vendor records or previous purchase orders

WHS Documents to Prepare or Collect

- WHS Policy signed by Mark Redstone
- Project-specific SWMS register
- SWMS for excavation, plant operation, working near traffic, compaction, grading, loading/unloading, trenching/drainage, and working in heat
- Risk assessment template
- Site induction form, daily pre-start form, toolbox talk form
- Incident and near-miss report form
- Plant pre-start checklist, emergency response plan
- Heat stress and wet weather controls, PPE register
- Training and competency matrix

Traffic and Public-Interface Evidence

- Traffic Controller Licence and TC Licence copies
- Any past traffic management plans used on road maintenance or council works
- Evidence of line marking coordination from Mount Louisa Road
- Details of any subcontracted traffic management used on Jensen Drainage Channel
- Proposed traffic management supplier details if traffic management will be subcontracted

Quality Documents

- Inspection and Test Plan template for roadworks and pavement works
- Compaction testing records from Mount Louisa Road — evidence of 98% MDD
- Material dockets and quarry/supplier records from past roadworks
- Daily diaries from previous council or road maintenance works
- Photo evidence: before, during, and completed roadworks
- Defect close-out records, if available
- Calibration records for relevant testing or plant equipment where applicable

Project Evidence

- Mount Louisa Road project sheet: photos, TCC reference, scope, value, dates, completion outcome, and compaction result
- Bohle Plains Stage 2 project sheet: cut/fill quantity, stormwater drainage scope, program outcome, client reference, and photos
- Jensen Drainage Channel project sheet: excavation quantity, channel length, drainage scope, traffic/survey subcontract, completion outcome, and photos
- Any additional roadworks, intersection, pavement, drainage, or council maintenance examples
- Client referee names, roles, phone numbers, and emails

Plant and Equipment Evidence

- Updated plant register: make, model, capacity, year, ownership, service status, and compliance notes
- Service and maintenance records for each major machine
- Registration details for Kenworth T410, Isuzu FRR, and Hino 700
- Photos of each machine
- Operator allocation plan showing which employees are competent on each item of plant
- Backup plant hire contacts for peak workload or breakdown cover

Commercial and Capacity Figures

- Current workload list for the tender period
- Available crew numbers by role: supervisor, excavator operators, grader operator, truck drivers, labourers, traffic-qualified staff
- Proposed project supervisor CV/profile and team structure
- Estimated maximum weekly production capacity for earthworks, grading, cartage, and compaction
- Material supplier quotes or expressions of availability
- Cashflow/mobilisation capacity statement for a \$1.5M–\$3.5M package
- Hire company contacts for surge capacity

Tender-Specific Information to Confirm Before Final Drafting

- Full tender specification and drawings
- Pavement design and material requirements
- Drainage scope and tie-in details
- Traffic staging requirements and required completion/milestone dates
- Council-nominated hold points and environmental management requirements
- Cultural heritage or site access constraints
- Principal-supplied versus contractor-supplied items
- Defects liability period
- Mandatory schedules and returnable forms

PART 2

Executive Summary Draft

First-draft executive summary — drafted from Redstone Civil profile and tender brief

DRAFT v1 — FOR QA REVIEW

Executive Summary

Redstone Civil Pty Ltd brings direct Townsville City Council roadworks experience to the Lansdown Eco Industrial Precinct — Old Flinders Highway Intersection Upgrade. Our strongest fit for this tender is simple: we have already delivered road maintenance work for Townsville City Council, with pavement preparation, drainage table drain reconstruction, compaction, and line marking completed on time.

In 2024, Redstone Civil completed the Mount Louisa Road Pavement Maintenance project for Townsville City Council. The project was valued at \$280,000 and included 4.2 km of unsealed road re-sheeting, table drain reconstruction, compaction to 98% MDD, and line marking. The work was completed on time for a repeat council client. This gives Council relevant evidence that Redstone Civil understands local road conditions, council expectations, traffic-interface works, and the importance of finishing to scope.

Redstone Civil is a North Queensland civil contractor with 11–20 years of operating history. We deliver civil earthmoving, drainage, road maintenance, pavement preparation, and subdivision civil works. Our business is based on practical delivery, owned plant, experienced operators, and clear communication with the client and site team.

For this intersection upgrade, Redstone Civil can bring the right plant to site. Our owned fleet includes a Komatsu PC120-10 12 tonne excavator, CAT 320 GC 20 tonne excavator, CAT 12M3 186 HP grader, Kenworth T410 22T GVM truck, Isuzu FRR 107-210 14T GVM truck, CAT 262D3 skid steer, Hino 700 10,000L water truck, and Dynapac CA2500D 8.3 tonne roller. This equipment is well suited to earthworks, road formation, pavement preparation, water carting, compaction, drainage preparation, trimming, and site support works.

Our team holds relevant civil and site licences, including White Card, HR Driver Licence, Dogging Licence, Excavator Ticket to 100T, Grader Ticket, TC Licence, Traffic Controller Licence, Cert III Civil Construction, and Cert IV Business Administration. These qualifications support safe and practical delivery of roadworks, earthworks, drainage, plant operation, and traffic-interface activities.

Redstone Civil also has proven delivery on larger and similar local civil projects. At Bohle Plains Subdivision Stage 2 Earthworks, we delivered a \$620,000 bulk earthworks package for Cube Property Developments. The scope included 42,000 m³ of cut and fill, subgrade preparation, stormwater drainage installation, and kerb subgrade. The 14-week program was completed one week early. In 2024, we completed the \$390,000 Jensen Drainage Channel Earthworks project for North Queensland Water Infrastructure Corp. That project included 1.8 km of open drain channel construction, 18,500 m³ of bulk excavation, batter shaping, rock ripping, topsoil strip and respread, and was completed on time.

Redstone Civil understands the conditions that affect North Queensland civil works. We understand heat, wet season risk, water carting, dust control, drainage performance, compaction requirements, local road access, and the need to keep Council informed before problems affect the program.

Our intent is to deliver the Old Flinders Highway Intersection Upgrade safely, practically, and to Council's required standard. We offer Townsville City Council a reliable local civil contractor with owned plant, proven roadworks and drainage experience, and a clear focus on keeping the project moving without unnecessary delay or supervision burden.

PART 3

QA Review

Claims audit · Sentence rewrites · Jargon replacement · Polished final executive summary

CLAIMS AUDIT

4 claims that need stronger support or softer wording

The main issue is not a lack of evidence overall — it is avoiding claims that make Redstone look more systemised than the profile supports, especially around WHS.

Claim in Draft v1	QA Comment	Fix
understands... traffic-interface works	Partly supported by TC Licence, Traffic Controller Licence, roadworks and line marking, but no full traffic management delivery example is listed.	Use 'working around road users and traffic controls' instead of implying full traffic management expertise.
clear communication	Part of the brand/value proposition, but no specific project evidence proves communication performance.	Keep as an intent/commitment, not a proven past outcome.
safe... delivery	Safety qualifications exist, but WHS documentation status is currently weak.	Say 'with project-specific safety controls and documented SWMS' rather than implying mature WHS systems.
without unnecessary delay or supervision burden	Good sales point, but not directly evidenced.	Use 'reduce the need for Council to chase basic progress, plant, or paperwork updates.'

THREE WEAKEST SENTENCES — REWRITES

Evidence-led replacements

Sentence 1.

- ▲ Weak

Our business is based on practical delivery, owned plant, experienced operators, and clear communication with the client and site team.
- Stronger

We self-deliver the core civil works with our own machines and operators, including excavation, grading, water carting, pavement preparation, and compaction.

Sentence 2.

- ▲ Weak

For this intersection upgrade, Redstone Civil can bring the right plant to site.
- Stronger

For this intersection upgrade, our owned fleet matches the work: excavators for bulk earthworks and drainage preparation, a grader for formation and trimming, a water truck for moisture conditioning and dust control, and an 8.3 tonne roller for compaction.

Sentence 3.

- ▲ Weak

Redstone Civil understands the conditions that affect North Queensland civil works.
- Stronger

Our recent Townsville road maintenance, subdivision earthworks, and drainage channel projects show practical experience with NQ site conditions, including compaction, drainage, dust control, water carting, wet weather risk, and local council expectations.

JARGON REPLACED

5 phrases simplified to plain trade language

Original wording	Plain trade replacement
traffic-interface works	working beside live roads and road users
supervision burden	constant chasing
practical delivery	getting the work done to scope
delivery performance	record of finishing work on time or early
clear focus on keeping the project moving	focus on keeping the job moving

POLISHED EXECUTIVE SUMMARY

Final revised version incorporating all QA feedback

FINAL — QA APPROVED

Executive Summary

Redstone Civil Pty Ltd brings direct Townsville City Council roadworks experience to the Lansdown Eco Industrial Precinct — Old Flinders Highway Intersection Upgrade. Our strongest fit for this tender is that we have already completed road maintenance work for Council involving pavement preparation, drainage table drain reconstruction, compaction, and line marking.

In 2024, Redstone Civil completed the Mount Louisa Road Pavement Maintenance project for Townsville City Council. The project was valued at \$280,000 and included 4.2 km of unsealed road re-sheeting, table drain reconstruction, compaction to 98% MDD, and line marking. The work was completed on time for a repeat council client. This gives Council relevant evidence that Redstone Civil can complete local roadworks to scope and program.

Redstone Civil is a North Queensland civil contractor with 11–20 years of operating history. We deliver civil earthmoving, drainage, road maintenance, pavement preparation, and subdivision civil works. We self-deliver the core civil works with our own machines and operators, including excavation, grading, water carting, pavement preparation, and compaction.

For this intersection upgrade, our owned fleet matches the work. Our plant includes a Komatsu PC120-10 12 tonne excavator, CAT 320 GC 20 tonne excavator, CAT 12M3 186 HP grader, Kenworth T410 22T GVM truck, Isuzu FRR 107-210 14T GVM truck, CAT 262D3 skid steer, Hino 700 10,000L water truck, and Dynapac CA2500D 8.3 tonne roller. This equipment suits earthworks, road formation, pavement preparation, water carting, drainage preparation, trimming, and compaction.

Our team holds relevant civil and site licences, including White Card, HR Driver Licence, Dogging Licence, Excavator Ticket to 100T, Grader Ticket, TC Licence, Traffic Controller Licence, Cert III Civil Construction, and Cert IV Business Administration. These qualifications support plant operation, civil construction, roadworks, and work around public roads and traffic controls.

Redstone Civil also has proven results on similar local civil projects. At Bohle Plains Subdivision Stage 2 Earthworks, we delivered a \$620,000 bulk earthworks package for Cube Property Developments. The scope included 42,000 m³ of cut and fill, subgrade preparation, stormwater drainage installation, and kerb subgrade. The 14-week program was completed one week early. In 2024, we completed the \$390,000 Jensen Drainage Channel Earthworks project for North Queensland Water Infrastructure Corp. That work included 1.8 km of open drain channel construction, 18,500 m³ of bulk excavation, batter shaping, rock ripping, topsoil strip and respread, and was completed on time.

Our recent Townsville road maintenance, subdivision earthworks, and drainage channel projects show practical experience with NQ site conditions, including compaction, drainage, dust control, water carting, wet weather risk, and local council expectations.

Our intent is to deliver the Old Flinders Highway Intersection Upgrade safely, to specification, and without Council needing to chase basic progress, plant, or paperwork updates. Redstone Civil offers Council a reliable local civil contractor with owned plant, proven roadworks and drainage experience, and a clear focus on keeping the job moving.

Word count: 3,700 words — Generated using the CDD Application System | consultancydd.com/tools/application/ | ★ Fictional — Training Use Only