

Tender Executive Summary

TCW00639 — Lansdown Eco Industrial Precinct

Old Flinders Highway Intersection Upgrade | Townsville City Council

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Statements used:	2, 3, and 8 from brainstorm — best match for council roadworks, pavement prep, local mobilisation, and owned plant

■ **Executive summary delivered — 8 brainstorm statements, first-draft executive summary, and polished final version ready for tender submission**

Section	Words	%
Stage 1 — Brainstorm (8 statements)	257	27.9%
Stage 2 — Draft executive summary	322	34.9%
Stage 3 — Polished executive summary	343	37.2%
TOTAL	922	100%

CONTENTS

Stage 1 — Brainstorm 8 candidate opening statements · statements 2, 3, and 8 selected

Stage 2 — Draft First-draft executive summary built from the 3 selected statements

Stage 3 — Polish Final executive summary — evidence tightened, claims verified, broad language removed

STAGE 1 — BRAINSTORM

8 candidate statements

Eight candidate opening statements generated from the Redstone Civil profile and TCW00639 tender prompt. Statements **2, 3, and 8** were selected because they best match the Lansdown intersection scope: council roadworks, pavement preparation, local mobilisation, and owned plant.

1	Redstone Civil brings proven Townsville Council road maintenance experience, including the \$280,000 Mount Louisa Road Pavement Maintenance project completed on time for a repeat TCC client.
2	Redstone Civil can self-deliver roadworks and pavement preparation with owned plant, backed by the Mount Louisa Road project where 4.2 km of unsealed road was re-sheeted and compacted to 98% MDD. ■ SELECTED

3	Redstone Civil is a local North Queensland civil contractor with the machines and crew to mobilise quickly, proven by the \$620,000 Bohle Plains subdivision earthworks package completed one week early. ■ SELECTED
4	Redstone Civil has direct experience across earthworks, drainage, pavement preparation, and council road maintenance, including Townsville City Council's Mount Louisa Road works completed on time in 2024.
5	Redstone Civil offers owned excavators, grader, trucks, water truck, skid steer, and roller, supported by proven delivery on the \$620,000 Bohle Plains earthworks package completed ahead of program.
6	Redstone Civil understands North Queensland drainage and earthworks conditions, proven through the \$390,000 Jensen Drainage Channel project involving 1.8 km of open drain construction and 18,500 m³ bulk excavation.
7	Redstone Civil has already delivered practical civil works for Townsville City Council, completing the Mount Louisa Road Pavement Maintenance project on time and earning repeat-client confidence.
8	Redstone Civil is suited to Lansdown's intersection upgrade because we combine local Townsville delivery, owned plant, and proven council roadworks experience from the Mount Louisa Road maintenance project. ■ SELECTED

Selection rationale

Statements 2, 3, and 8 were chosen because together they cover the three strongest angles for this tender: **self-delivery with owned plant and proven pavement preparation (2)**, **local NQ mobilisation and delivery track record (3)**, and **the direct Townsville Council + intersection upgrade fit (8)**. The other statements are strong but overlap with these three or lead with a less specific fit.

STAGE 2 — DRAFT

First-draft executive summary

DRAFT — FOR REVIEW AND POLISH

Built from statements 2, 3, and 8. Broad contractor claims retained at this stage — these are tightened in Stage 3.

Executive Summary

Redstone Civil is well suited to deliver the Lansdown Eco Industrial Precinct Old Flinders Highway Intersection Upgrade because we bring proven Townsville roadworks experience, owned plant, and a local North Queensland crew that can mobilise quickly. We have already delivered practical civil works for Townsville City Council, including the \$280,000 Mount Louisa Road Pavement Maintenance project, completed on time in 2024.

Our experience matches the work required for this scope. At Mount Louisa Road, we re-sheeted 4.2 km of unsealed road, reconstructed drainage table drains, completed pavement preparation, achieved compaction to 98% MDD, and delivered line marking. That work gives us direct evidence of our ability to manage road maintenance, drainage interfaces, compaction, and council expectations in a live North Queensland operating environment.

We also bring broader civil earthworks capability from projects such as the \$620,000 Bohle Plains Subdivision Stage 2 Earthworks package, where we delivered 42,000 m³ of cut and fill, subgrade preparation, stormwater drainage installation, and kerb subgrade works. That 14-week program was completed one week early. This shows that we can manage earthworks, pavement preparation, sequencing, and production under program pressure.

For the Lansdown intersection upgrade, our advantage is practical delivery. We operate our own excavators, grader, trucks, water truck, skid steer, and roller, supported by experienced local operators. This reduces reliance on outside subcontractors and helps us control mobilisation, productivity, communication, and finish quality.

We understand the conditions that affect civil work in Townsville, including heat, wet season pressure, traffic interfaces, council standards, and the need to keep works moving without unnecessary delays. Our intent is to deliver this intersection upgrade safely, efficiently, and to scope, giving Townsville City Council a reliable local contractor that already understands the type of work, the region, and the client expectations.

STAGE 3 — POLISH

Final submission-ready version

FINAL — SUBMISSION READY

Verified against the Redstone Civil profile and tender prompt. Broad contractor claims removed. Evidence tied to named projects, values, clients, scope, plant, and outcomes.

Executive Summary

Redstone Civil gives Townsville City Council a proven local option for the Lansdown Eco Industrial Precinct Old Flinders Highway Intersection Upgrade: the same North Queensland civil contractor that completed the \$280,000 Mount Louisa Road Pavement Maintenance project for Townsville City Council on time in 2024, with direct experience in road re-sheeting, drainage table drain reconstruction, pavement compaction, and line marking.

Our recent project history matches the practical requirements of this tender. At Mount Louisa Road, we re-sheeted 4.2 km of unsealed road, reconstructed drainage table drains, completed compaction to 98% MDD, and delivered the works on time for a repeat Townsville City Council client. That project gives Council direct evidence of our ability to deliver local road maintenance works under council conditions, with the finish, communication, and delivery discipline expected on Townsville civil projects.

We also bring broader earthworks, drainage, and pavement preparation experience from the \$620,000 Bohle Plains Subdivision Stage 2 Earthworks project for Cube Property Developments. On that project, we delivered 42,000 m³ of cut and fill, subgrade preparation, stormwater drainage installation, and kerb subgrade works across a 14-week program, completing the package one week early. In 2024, we also completed the \$390,000 Jensen Drainage Channel Earthworks project for North Queensland Water Infrastructure Corp on time, including 1.8 km of open drain channel works and 18,500 m³ of bulk excavation.

For the Lansdown intersection upgrade, our strength is that we can control the work with our own plant and direct crew. Our equipment includes a 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.

We are tendering to deliver the Lansdown intersection works with local plant, proven Townsville Council roadworks experience, and a delivery record backed by completed North Queensland projects.

DRAFT → POLISH: WHAT CHANGED

1.	Broad opening claim replaced	'well suited to deliver' replaced with named project: 'the same contractor that completed the \$280,000 Mount Louisa Road project...' — gives Council proof before they read further.
2.	'our advantage is practical delivery' removed	Replaced with 'our strength is that we can control the work with our own plant and direct crew' — specific and evidenced rather than a sales claim.
3.	'understand the conditions' paragraph removed	The draft's final paragraph made general claims about NQ knowledge without specific evidence. Replaced by the plant list paragraph, which proves control capacity directly.
4.	Jensen Drainage Channel added	The polish version includes the \$390,000 Jensen project to add a third completed NQ reference, strengthening the delivery track record.
5.	'safely, efficiently, and to scope' softened	Closing replaced with a factual statement of intent tied to project references — avoids implying mature WHS systems the profile does not yet fully support.