

Supplier Capability Pitch

Redstone Civil Pty Ltd

Townsville City Council — Roadworks, Earthworks, Pavement Preparation & Traffic-Interface Works

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Scope:	Roadworks, earthworks, pavement preparation, compaction, drainage, traffic-interface works
Client:	Townsville City Council
Parts:	Part 1: Pitch Outline (4 sections + recommended paragraph) · Part 2: Draft (4 project examples) · Part 3: Tailor (3 refined examples)

■ **Capability pitch delivered — 4-section pitch outline with evidence tables, safety guidance, recommended pitch paragraph, draft project cards, and tailored final examples**

Section	Words	%
Part 1 — Outline S1: Relevant Experience (evidence table)	285	11.7%
Part 1 — Outline S2: Team and Resources (evidence table)	251	10.3%
Part 1 — Outline S3: Safety Record (evidence table + avoid list)	285	11.7%
Part 1 — Outline S4: Local Presence (evidence table)	271	11.1%
Part 1 — Recommended Tender Pitch Paragraph	238	9.8%
Part 2 — Draft project examples (4 projects)	596	24.4%
Part 3 — Tailored project examples (3 refined)	513	21.0%
TOTAL	2,439	100%

CONTENTS

Part 1 — Pitch Outline 4 sections with 'what to say', evidence tables, safety guidance, and recommended pitch paragraph

Part 2 — Draft 4 project cards in scope/team/approach/result format (includes placeholder for 4th project)

Part 3 — Tailor 3 refined project cards — 4th placeholder removed, each card strengthened with ITT-specific relevance statement

PART 1 — PITCH OUTLINE

4 sections · evidence tables · pitch paragraph

SECTION 1 — RELEVANT EXPERIENCE

What to say and evidence to cite

Redstone Civil has direct North Queensland experience delivering civil earthworks, drainage, pavement maintenance, road preparation, compaction, and council-facing works. The strongest proof point for this Townsville City Council opportunity is the Mount Louisa Road Pavement Maintenance project: 4.2 km of unsealed road re-sheeting, table drain reconstruction, compaction to 98% MDD, and line marking — directly aligned with roadworks, pavement preparation, compaction, and traffic-interface works.

Broader adjacent experience comes from Bohle Plains Subdivision Stage 2 (\$620,000 — 42,000 m³ cut/fill, subgrade preparation, stormwater drainage, kerb subgrade) and Jensen Drainage Channel (1.8 km open drain, 18,500 m³ bulk excavation, batter shaping, rock ripping, topsoil strip and respread).

Important: Only three completed projects are supplied in the profile. Do not invent a fourth project. For a fourth proof point, use Redstone Civil's service capability and owned plant profile unless another roadworks or pavement project is available.

Tender-relevant proof point	Evidence from profile
Council road maintenance	Mount Louisa Road Pavement Maintenance — Townsville City Council — \$280,000 — 2024
Pavement and compaction experience	4.2 km unsealed road re-sheeting, table drain reconstruction, compaction to 98% MDD, line marking
Subgrade and civil preparation	Bohle Plains Subdivision Stage 2 — \$620,000 — subgrade preparation, stormwater drainage, kerb subgrade
Drainage and earthworks	Jensen Drainage Channel — \$390,000 — 1.8 km open drain channel, 18,500 m³ bulk excavation
Delivery record	Bohle Plains completed one week early; Jensen and Mount Louisa completed on time

SECTION 2 — TEAM AND RESOURCES

What to say and evidence to cite

Redstone Civil is set up to self-deliver practical civil packages with its own plant and direct workforce. The team includes 6–15 direct employees, supported by owned civil plant suited to road maintenance, earthworks, pavement preparation, drainage, loading, cartage, watering, grading, and compaction. Redstone Civil does not use regular subcontractors.

For this scope, the most relevant equipment includes the CAT 12M3 grader, Dynapac CA2500D 8.3 tonne roller, Hino 700 10,000L water truck, CAT 320 GC 20T excavator, Komatsu PC120-10 12T excavator, CAT 262D3 skid steer, Kenworth T410, and Isuzu FRR. Position Redstone Civil as a lean, practical, locally equipped contractor — not as a large Tier 1.

Resource area	Evidence from profile
Workforce	6–15 direct employees
Self-delivery model	Regular subcontractors: none — does not use subcontractors
Grading	CAT 12M3 grader, 186 HP
Compaction	Dynapac CA2500D 8.3 tonne roller

Resource area	Evidence from profile
Watering / dust control / compaction support	Hino 700 — 10,000L water truck
Excavation	Komatsu PC120-10 12T excavator; CAT 320 GC 20T excavator
Loading / small works	CAT 262D3 skid steer
Cartage / site logistics	Kenworth T410 22T GVM; Isuzu FRR 107-210 14T GVM
Operator capability	Excavator Ticket to 100T, Grader Ticket, HR Driver Licence, Dogging Licence

SECTION 3 — SAFETY RECORD

What to say · evidence to cite · claims to avoid

This section requires careful handling. The profile does **not** provide formal WHS metrics such as LTIFR, TRIFR, MTI count, LTI-free hours, audit scores, incident history, or completed safety system documents. **Do not claim those.**

The honest pitch: Redstone Civil has experienced operators, relevant civil and traffic-interface licences, White Card coverage, and practical site experience on council, drainage, subdivision, and road maintenance projects. For this tender, state that Redstone will provide site-specific SWMS, plant risk documentation, operator tickets, pre-start checks, traffic-interface controls, and Council-required safety documentation before mobilisation.

The current weakness is formal WHS documentation — currently handled by experience and common sense. That may be acceptable for smaller works but is not enough for larger Council or Tier 1 packages. Use this tender as a trigger to formalise the WHS pack.

Safety / compliance area	Evidence from profile
Current WHS status	WHS Documentation Status: A — nothing formal; safety handled by experience and common sense
General construction safety	White Card
Traffic-interface capability	TC Licence; Traffic Controller Licence
Civil plant operator competency	Excavator Ticket to 100T; Grader Ticket
Heavy vehicle capability	HR Driver Licence
Lifting / site operations	Dogging Licence
Civil qualification	Cert III Civil Construction
Business / admin capability	Cert IV Business Administration
Prequalification readiness	CQMS Raize listed as a prequalification portal

■ CLAIMS TO AVOID — NOT SUPPORTED BY THE PROFILE

✗ "We have a zero-harm safety record."
✗ "We maintain industry-leading WHS systems."
✗ "We are fully compliant with Tier 1 WHS requirements."
✗ "We have strong WHS metrics."

SECTION 4 — LOCAL PRESENCE

What to say and evidence to cite

Redstone Civil is a North Queensland civil contractor with direct Townsville project experience and a practical understanding of local road, drainage, subdivision, and infrastructure conditions. The key advantage for Townsville City Council is not just location — it is proven local delivery, owned plant, fast mobilisation, and familiarity with NQ conditions including heat, wet season disruption, drainage constraints, council expectations, and tight maintenance programs.

The strongest local proof point is the Mount Louisa Road Pavement Maintenance project for Townsville City Council — a direct council reference showing local road maintenance scope, compaction requirements, drainage table drains, and line marking. Connect this tender to Redstone's broader three-year direction: building capability for larger NQ infrastructure work, including the Haughton Pipeline supplier panel target. Keep the wording grounded.

Local advantage	Evidence from profile
North Queensland positioning	Business context states Redstone Civil is based in North Queensland
Direct Townsville Council experience	Mount Louisa Road Pavement Maintenance — Townsville City Council — \$280,000 — 2024
Relevant local sectors	Civil earthmoving, drainage, road maintenance
Regional infrastructure ambition	Goal to get onto the Haughton Pipeline supplier panel within 12 months
Local delivery record	Bohle Plains, Jensen Drainage Channel, Mount Louisa Road projects
Mobilisation advantage	Owned plant and direct employees
Regional fit	Context includes NQ infrastructure pipeline, Bruce Highway upgrades, Haughton River Floodplain, Port of Townsville expansion

RECOMMENDED TENDER PITCH PARAGRAPH

Ready to use — review and confirm before submission

OUTLINE COMPLETE — DRAFT FROM THIS

Recommended Pitch Paragraph

Redstone Civil Pty Ltd is a North Queensland civil contractor delivering road maintenance, earthworks, drainage, pavement preparation, and civil support works with its own plant and local crew. For Townsville City Council, our most relevant experience is the \$280,000 Mount Louisa Road Pavement Maintenance project completed in 2024, where we re-sheeted 4.2 km of unsealed road, reconstructed drainage table drains, compacted pavement works to 98% MDD, and coordinated line marking. We also bring proven earthworks and drainage experience from the \$620,000 Bohle Plains Subdivision Stage 2 Earthworks project, completed one week early, and the \$390,000 Jensen Drainage Channel Earthworks project, completed on time.

We are equipped for practical council roadworks and civil maintenance packages, with owned plant including excavators, grader, trucks, water truck, skid steer, and an 8.3 tonne roller. Our operators hold relevant civil, plant, driving, and traffic-interface licences, including White Card, HR Driver Licence, Excavator Ticket to 100T, Grader Ticket, TC Licence, and Traffic Controller Licence. We are best suited to packages where Council needs a reliable local contractor that can mobilise quickly, communicate clearly, and complete the work without unnecessary supervision.

WHS note: The main improvement area is formal WHS documentation. For this tender, commit to providing site-specific SWMS, plant risk records, operator licences, pre-start processes, traffic-interface controls, and Council-required safety documentation before mobilisation. Do not overstate the current WHS system maturity.

PART 2 — DRAFT

4 project cards · scope / team /
approach / result

DRAFT — 4TH ITEM IS PLACEHOLDER; REPLACE BEFORE SUBMISSION

The profile supplies three completed projects. A fourth placeholder has been included and labelled — replace it with a real completed project before submission.

Relevant Experience

1 Mount Louisa Road Pavement Maintenance — Townsville City Council — \$280,000 — 2024

Scope	Redstone Civil delivered road maintenance works for Townsville City Council at Mount Louisa. Scope included re-sheeting 4.2 km of unsealed road, drainage table drain reconstruction, pavement compaction to 98% MDD, and line marking.
Team	The work was delivered by Redstone Civil's local crew using its own civil plant, including road maintenance, excavation, watering, grading, and compaction equipment.
Approach	We managed the works as a practical council road maintenance package, focusing on road surface preparation, drainage improvement, compaction control, and clean handover.
Result	The project was completed on time. It supported Redstone Civil's standing with Townsville City Council as a repeat client and showed our ability to deliver local roadworks to council expectations.

2 Bohle Plains Subdivision Stage 2 Earthworks — Cube Property Developments — \$620,000 — 2022

Scope	Redstone Civil completed the bulk earthworks package for the 47-lot Bohle Plains Subdivision Stage 2 for Cube Property Developments. Scope included 42,000 m³ of cut and fill, subgrade preparation, stormwater drainage installation, and kerb subgrade works.
Team	The project was delivered by Redstone Civil's direct team using owned earthmoving plant and experienced operators, coordinating across bulk earthworks, drainage, pavement preparation, and subdivision civil interfaces.
Approach	We worked to a 14-week program focusing on keeping production moving, managing levels, preparing stable subgrade, and completing drainage and kerb preparation works in sequence.
Result	The project was completed one week early. The \$620,000 package showed Redstone Civil's ability to manage a sizeable civil earthworks scope and deliver ahead of program.

3 Jensen Drainage Channel Earthworks — NQ Water Infrastructure Corp — \$390,000 — 2024

Scope	Redstone Civil delivered the Jensen Drainage Channel Earthworks for North Queensland Water Infrastructure Corp. Scope included construction of a 1.8 km open drain channel, 18,500 m³ of bulk excavation, batter shaping, rock ripping, topsoil stripping, and topsoil respread.
Team	Works were delivered by Redstone Civil's earthmoving crew using owned excavation and civil plant. Traffic management and survey were subcontracted where specialist support was required.
Approach	We staged the excavation and shaping works to suit the drainage alignment, ground conditions, and access requirements, focusing on maintaining production while achieving the required channel profile and finished batters.
Result	The project was completed on time. It demonstrated Redstone Civil's drainage, excavation, shaping, and infrastructure earthworks capability on a North Queensland water infrastructure project.

4 Roadworks, Earthworks and Traffic-Interface Capability — Replacement Project Required	
Scope	Redstone Civil's current capability matched the tender scope across roadworks, earthworks, pavement preparation, compaction, drainage support, and traffic-interface works, with project values from \$280,000 to \$620,000.
Team	Redstone Civil had 6–15 direct employees. Plant included a CAT 12M3 grader, Dynapac CA2500D 8.3 tonne roller, water truck, excavators, trucks, and skid steer.
Approach	The business self-delivered civil packages using owned plant, local operators, and practical site coordination.
Result	Capability supported by three completed projects delivered early or on time. Replace this item with a fourth completed project if one is available.
Note	This is a capability proof point, not a completed project. Replace with a fourth real project before submission.

PART 3 — TAILOR

3 refined project cards · ITT relevance added

FINAL — 4TH PLACEHOLDER REMOVED · RESULTS STRENGTHENED

The fourth item was removed because it was a capability proof point, not a completed project. The profile supports three directly relevant completed examples: Townsville City Council road maintenance, subdivision earthworks and subgrade preparation, and drainage channel earthworks. Each result paragraph now includes an explicit ITT relevance statement.

Relevant Experience

1 Mount Louisa Road Pavement Maintenance — Townsville City Council — \$280,000 — 2024	
Scope	Redstone Civil delivered road maintenance works for Townsville City Council at Mount Louisa. Scope included re-sheeting 4.2 km of unsealed road, drainage table drain reconstruction, pavement compaction to 98% MDD, and line marking.
Team	The work was delivered by Redstone Civil's local crew using its own civil plant suited to grading, watering, excavation, truck movements, pavement preparation, and compaction.
Approach	We managed the works as a practical council road maintenance package, with a focus on preparing a stable road surface, improving drainage, achieving compaction requirements, and handing over cleanly.
Result	The project was completed on time for Townsville City Council. This project is the strongest match for the ITT because it involved council roadworks, pavement preparation, compaction, drainage interface works, and line marking on a local Townsville road.

2 Bohle Plains Subdivision Stage 2 Earthworks — Cube Property Developments — \$620,000 — 2022	
Scope	Redstone Civil delivered the bulk earthworks package for the 47-lot Bohle Plains Subdivision Stage 2. Scope included 42,000 m³ of cut and fill, subgrade preparation, stormwater drainage installation, and kerb subgrade works.
Team	The project was delivered by Redstone Civil's direct team using owned earthmoving plant and experienced operators, coordinating across bulk earthworks, drainage, pavement preparation, and subdivision civil interfaces.
Approach	We worked to a 14-week program focusing on keeping production moving, managing levels, preparing stable subgrade, and completing drainage and kerb preparation works in sequence.
Result	The project was completed one week early. This project demonstrates capability for this ITT because it shows Redstone Civil can deliver bulk earthworks, subgrade preparation, drainage works, and civil interfaces at a larger package value.

3 Jensen Drainage Channel Earthworks — NQ Water Infrastructure Corp — \$390,000 — 2024	
Scope	Redstone Civil delivered the Jensen Drainage Channel Earthworks for North Queensland Water Infrastructure Corp. Scope included construction of a 1.8 km open drain channel, 18,500 m³ of bulk excavation, batter shaping, rock ripping, topsoil stripping, and topsoil respread.
Team	The works were delivered by Redstone Civil's earthmoving crew using owned excavation and civil plant. Traffic management and survey were subcontracted where specialist support was required.
Approach	We staged the excavation and shaping works to suit the drainage alignment, ground conditions, access requirements, and finished profile, focusing on maintaining production while delivering the channel works to scope.
Result	The project was completed on time. This project demonstrates capability for this ITT because it proves Redstone Civil can deliver drainage-related earthworks, excavation, shaping, access management, and civil works that support road and infrastructure packages.

DRAFT → TAILOR: WHAT CHANGED		
1.	4th item removed	The placeholder 'Roadworks, Earthworks and Traffic-Interface Capability' was a capability summary, not a completed project. Removed to avoid misrepresenting the project history.
2.	Each result paragraph strengthened	All three result paragraphs now end with an explicit ITT relevance statement: 'This project is the strongest match / demonstrates capability for this ITT because...' — making the connection to the tender scope unmistakable.
3.	Team paragraph tightened (Project 1)	Replaced generic 'road maintenance equipment' with the specific plant types used — grading, watering, excavation, truck movements, pavement preparation, and compaction — matching the plant list in the profile.
4.	Approach paragraph clarified (Project 3)	Added 'finished profile' to the Jensen approach description to better align with drainage channel construction requirements in the ITT.

Word count: 2,439 words — Generated using the CDD Application System | consultancydd.com/tools/application/ | ★ Fictional — Training Use Only