

Business Capability Statement

Redstone Civil Pty Ltd

Owned Plant. Local Crew. Proven NQ Civil Delivery.

Generated:	08 June 2026
Tool:	consultancydd.com/tools/application/
Word count:	2,188 words
Document type:	Capability Statement Working Document — Brainstorm · Outline · Draft
Tagline:	Owned Plant. Local Crew. Proven NQ Civil Delivery.
Business:	Redstone Civil Pty Ltd ABN 52 143 867 291 Mark Redstone
Parts:	Part 1: Brainstorm · Part 2: 2-Page Outline · Part 3: Draft (Company Overview + 4 Case Studies)

■ **Capability statement delivered — 5 capability claims, 4 project references, 3 credentials, differentiator and tagline, 2-page outline, and draft company overview with 4 STAR case studies**

Section	Words	%
Part 1 — Brainstorm: 5 claims, 4 projects, 3 credentials, differentiator, tagline	596	27.2%
Part 2 — Outline: Page 1 (overview, services, differentiators, credentials)	387	17.7%
Part 2 — Outline: Page 2 (STAR studies, licences, plant, contact)	500	22.8%
Part 3 — Draft: company overview + 4 STAR case studies	705	32.2%
TOTAL	2,188	100%

CONTENTS

Part 1 — Brainstorm 5 strongest capability claims · 4 project references · 3 credentials · single best differentiator · tagline

Part 2 — 2-Page Outline Page 1: company header, overview, core services, differentiators, credentials · Page 2: STAR case studies, licences, plant, contact

Part 3 — Draft Company overview paragraph · 4 STAR case study cards (3 completed + 1 placeholder)

PART 1 — BRAINSTORM

Claims · projects · credentials · differentiator · tagline

5 STRONGEST CAPABILITY CLAIMS

Supported by profile evidence

Capability Claim	Supporting Evidence
Redstone Civil is an established North Queensland civil contractor with 11–20 years of operating history.	Operating for 11–20 years in civil construction, earthmoving, excavation, drainage, and road maintenance.
We can self-deliver practical civil packages using owned plant and a direct crew.	Plant: 12T and 20T excavators, grader, trucks, water truck, skid steer, 8.3T roller. Direct team: 6–15 people.
We have proven delivery experience on subdivision earthworks, drainage, and council road maintenance.	Completed Bohle Plains Subdivision Stage 2, Jensen Drainage Channel, and Mount Louisa Road Pavement Maintenance.
We have delivered civil works packages in the \$250K–\$1M range.	Specific project values: \$620K, \$390K, and \$280K.
We have a reliable delivery record — projects completed early or on time.	Bohle Plains: one week early. Jensen Drainage Channel and Mount Louisa Road: on time.

4 PROJECT REFERENCES

3 completed projects from profile + 1 operating capability entry

Note: Only 3 completed project references were provided. Do not invent a fourth project. The fourth row shows operating capability — replace with a real completed project before finalising the capability statement.

Project Reference	Scope	Client	Value	Outcome
Bohle Plains Subdivision Stage 2 Earthworks	Bulk earthworks for 47-lot residential subdivision: 42,000 m³ cut/fill, subgrade preparation, stormwater drainage, kerb subgrade.	Cube Property Developments	\$620,000	Completed one week early against 14-week program.
Jensen Drainage Channel Earthworks	1.8 km open drain channel: 18,500 m³ bulk excavation, batter shaping, rock ripping, topsoil strip and respread.	NQ Water Infrastructure Corp	\$390,000	Completed on time.
Mount Louisa Road Pavement Maintenance	Re-sheeted 4.2 km unsealed road, drainage table drain reconstruction, compaction to 98% MDD, line marking.	Townsville City Council	\$280,000	Completed on time for a repeat council client.
Relevant Operating Capability	Civil earthmoving, drainage, road maintenance, pavement preparation, subdivision works, NQ mobilisation — owned plant and direct employees.	Tier 1 contractors, councils, developers, government buyers	Up to \$250K–\$1M	Demonstrates current capacity. Replace with fourth completed project before submission.

3 MOST CREDIBILITY-BUILDING CREDENTIALS

Why each matters to procurement managers

Credential	Why It Matters to Procurement Managers
CQMS Raize prequalification portal	Shows Redstone Civil is already engaging with supplier approval systems used by larger contractors and procurement teams.
Relevant civil tickets and licences	White Card, HR Driver Licence, Dogging Licence, Excavator Ticket to 100T, Grader Ticket, Traffic Controller Licence, TC Licence — support site readiness.
Civil and business qualifications	Cert III Civil Construction and Cert IV Business Administration show both trade capability and basic business administration strength.

SINGLE BEST DIFFERENTIATOR

Redstone Civil's strongest differentiator is its ability to deliver North Queensland civil earthworks, drainage, and road maintenance packages using **owned plant, direct local staff, and proven completed project evidence**, rather than relying heavily on outside resources or vague capability claims.

This matters because procurement managers want contractors who can mobilise quickly, control their own resources, communicate clearly, and finish practical civil packages without constant supervision.

IDEAL TAGLINE

Owned Plant. Local Crew. Proven NQ Civil Delivery.

PART 2 — 2-PAGE OUTLINE

Page 1 + Page 2 content structure

PAGE 1 — COMPANY CAPABILITY OVERVIEW

Header

Redstone Civil Pty Ltd

Owned Plant. Local Crew. Proven NQ Civil Delivery.

Business Name:	Redstone Civil Pty Ltd
Owner / Contact:	Mark Redstone
Website:	redstonecivil.com.au
ABN:	52 143 867 291
Location/Market:	North Queensland
Primary Sector:	Civil Construction
Secondary Sector:	Earthmoving and Excavation

Company Overview — 100 words

Redstone Civil Pty Ltd is a North Queensland civil contractor delivering civil earthmoving, drainage, road maintenance, pavement preparation, and subdivision civil works. The business has operated for 11–20 years and works with head contractors, councils, developers, and infrastructure clients that need practical civil packages delivered by a reliable local crew. Redstone Civil has 6–15 direct employees and owns key plant, including excavators, grader, trucks, water truck, skid steer, and roller. The business has completed subdivision earthworks, drainage channel works, and council road maintenance projects valued from \$280,000 to \$620,000, with work completed early or on time.

Core Services — 6 Items

1. Civil earthmoving
2. Bulk earthworks
3. Drainage works
4. Stormwater works
5. Road maintenance
6. Pavement preparation and subdivision civil works

Key Differentiators — 4 Points

Differentiator	Supporting Content
Established NQ operator	11–20 years in operation in civil construction, earthmoving, excavation, drainage, and road maintenance.
Owned plant and direct crew	6–15 direct employees, no regular subcontractors, owned plant including 12T and 20T excavators, grader, trucks, water truck, skid steer, and 8.3T roller.
Relevant local project record	Completed Bohle Plains Subdivision Stage 2 Earthworks, Jensen Drainage Channel Earthworks, and Mount Louisa Road Pavement Maintenance.
Reliable delivery history	Bohle Plains completed one week early. Jensen Drainage Channel and Mount Louisa Road Pavement Maintenance completed on time.

QBCC Licence and Prequalification Credentials

QBCC Licence	Not provided in profile. Add QBCC licence number, class, and expiry date before final submission.
Prequalification Portal	CQMS Raize
Largest Project Won	\$250K–\$1M
Target Clients	John Holland, McConnell Dowell, BMD Group, Fulton Hogan, Townsville City Council
Panel Target	Haughton Pipeline supplier panel within 12 months
WHS Documentation Status	A — Nothing formal. Safety handled by experience and common sense. Strengthen before Tier 1 submission.
Before finalising: add QBCC licence details, insurance certificates, phone/email/address, memberships, formal WHS documentation, and a fourth completed project.	

PAGE 2 — PROJECT EVIDENCE AND CREDENTIALS

Project Case Studies — STAR Format

Bohle Plains Subdivision Stage 2 Earthworks

S	Cube Property Developments required bulk earthworks for Bohle Plains Subdivision Stage 2.
T	Deliver civil works for a 47-lot residential subdivision.
A	42,000 m³ cut/fill, subgrade preparation, stormwater drainage installation, kerb subgrade — 14-week program.
R	\$620,000 project completed one week early in 2022.

Jensen Drainage Channel Earthworks

S	NQ Water Infrastructure Corp required drainage and stormwater earthworks.
T	Construct a 1.8 km open drain channel.
A	18,500 m³ bulk excavation, batter shaping, rock ripping, topsoil strip and respread. Traffic management and survey subcontracted.
R	\$390,000 project completed on time in 2024.

Mount Louisa Road Pavement Maintenance

S	Townsville City Council required unsealed road pavement maintenance at Mount Louisa Road.
T	Re-sheet 4.2 km of unsealed road and complete drainage and pavement works.
A	Road re-sheeting, drainage table drain reconstruction, compaction to 98% MDD, line marking.
R	\$280,000 project completed on time in 2024 for a repeat TCC client.

Case Study 4 — To Be Supplied: Only 3 completed projects are in the profile. Add a fourth before finalising. Best options: Tier 1 subcontract package, government/council project, or a drainage, roadworks, or earthworks package over \$250K.

Certifications and Licences

White Card	Provided
HR Driver Licence	Provided
Dogging Licence	Provided
Excavator Ticket	To 100T
Grader Ticket	Provided
TC Licence	Provided
Traffic Controller Licence	Provided
Cert III Civil Construction	Provided
Cert IV Business Administration	Provided

Plant and Equipment Snapshot

Excavator	Komatsu PC120-10 — 12T
Excavator	CAT 320 GC — 20T
Grader	CAT 12M3 — 186 HP
Truck	Kenworth T410 — 22T GVM
Truck	Isuzu FRR 107-210 — 14T GVM

Skid Steer	CAT 262D3 — 72 HP
Water Truck	Hino 700 — 10,000L
Roller	Dynapac CA2500D — 8.3 tonne

Contact Details

Business:	Redstone Civil Pty Ltd
Owner / Contact:	Mark Redstone
Website:	redstonecivil.com.au
ABN:	52 143 867 291
Phone:	Not provided in profile — add before submission
Email:	Not provided in profile — add before submission
Address:	Not provided in profile — add before submission

PART 3 — DRAFT

Company overview + 4 STAR case studies

DRAFT — REPLACE PLACEHOLDER CASE STUDY 4 BEFORE SUBMISSION

Drafted from the supplied Redstone Civil profile. The profile includes three completed projects, not four — a fourth replacement-ready placeholder is included.

Company Overview

Redstone Civil's strongest differentiator is its ability to self-deliver North Queensland civil earthworks, drainage, and road maintenance packages using owned plant and a direct local crew. Redstone Civil Pty Ltd is a civil construction, earthmoving, and excavation contractor based in North Queensland, with 11–20 years in operation. The business has 6–15 direct employees and no regular subcontractors, supported by owned excavators, grader, trucks, water truck, skid steer, and roller.

The profile does not provide a QBCC licence number. Listed site and operator credentials include 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. Redstone Civil is registered on CQMS Raize.

Project Case Studies

1 Bohle Plains Subdivision Stage 2 Earthworks	
S	Cube Property Developments required bulk earthworks for Bohle Plains Subdivision Stage 2.
T	Deliver civil works for a 47-lot residential subdivision.
A	Completed cut/fill of 42,000 m³, subgrade preparation, stormwater drainage installation, and kerb subgrade over a 14-week program.
R	\$620,000 project completed one week early in 2022. This gives procurement managers clear evidence that Redstone Civil can deliver subdivision earthworks packages in the \$250K–\$1M range while maintaining program performance.

2 Jensen Drainage Channel Earthworks	
S	North Queensland Water Infrastructure Corp required drainage and stormwater earthworks.
T	Construct a 1.8 km open drain channel.
A	Delivered 18,500 m³ bulk excavation, batter shaping, rock ripping, topsoil strip, and topsoil respread. Traffic management and survey were subcontracted.
R	\$390,000 project completed on time in 2024. This case study shows Redstone Civil's capability in drainage channel construction, bulk excavation, and regional water infrastructure support across North Queensland.

3 Mount Louisa Road Pavement Maintenance	
S	Townsville City Council required unsealed road pavement maintenance at Mount Louisa Road.
T	Re-sheet 4.2 km of unsealed road and complete drainage and pavement works.
A	Delivered road re-sheeting, drainage table drain reconstruction, compaction to 98% MDD, and line marking.
R	\$280,000 project completed on time in 2024 for a repeat TCC client. Provides useful evidence for future council, government, and head contractor procurement.

4 Fourth Completed Project — To Be Supplied	
S	Add a fourth North Queensland civil project before finalising this capability statement.
T	Describe the project scope, client, value, and delivery role.
A	Use this section to describe Redstone Civil's direct delivery role, plant used, crew involvement, client communication, and any subcontractor coordination.
R	Add a measurable result: completed on time / early, km of road maintained, m³ excavated, lots serviced, compaction result, or repeat client outcome. Do not submit this placeholder as final evidence.

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