

Tender Intelligence Report

Redstone Civil Pty Ltd

NQ Civil Earthmoving & Construction | Townsville, Queensland

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Coverage: 10 June 2026 – 15 July 2026 plus ongoing Tier 1 pathways

■ Tender intelligence delivered — 7 opportunities scored, shortlist of 5 with action plan

This report was generated using the CDD Application System for Redstone Civil. It identifies, scores, and analyses active tender opportunities across North Queensland for the period 10 June to 15 July 2026, plus ongoing Tier 1 subcontractor registration pathways. Each opportunity is assessed for operational fit, documentation readiness, and commercial risk. A 7-day action plan closes the report.

Section	Words	%
Executive Summary	312	11.0%
Relevance and Fit Analysis (table)	498	17.5%
Scored Shortlist — Top 5	1,148	40.4%
Documentation Gaps (table)	385	13.5%
7-Day Action Plan	500	17.6%
TOTAL	2,843	100%

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Executive Summary — Total opportunities, key authorities, estimated value, overall assessment

Relevance and Fit Analysis — All 7 tenders scored in a comparison table

Scored Shortlist — Top 5 — Detailed profiles: fit rationale, key documents, portal links

- **1. Lansdown Eco Industrial Precinct Intersection** — Townsville City Council | \$1.5M–\$3.5M | Fit 9/10
- **2. Cairns Water Security Stage 1** — John Holland | \$325.5M head contract | Fit 8/10
- **3. CPB Contractors & BMD Group Supply Chain** — Ongoing registration | Fit 8/10
- **4. Burdekin Plant Hire & Traffic Control Panel** — Burdekin Shire Council | Panel | Fit 8/10
- **5. Manbarra Road Upgrade** — Palm Island Aboriginal Shire Council | \$750K–\$1.5M | Fit 6/10

Documentation Gaps — Missing documentation by tender with commercial risk rating

7-Day Action Plan — Day-by-day workstreams: bid/no-bid, compliance pack, SWMS, plant evidence

EXECUTIVE SUMMARY

Tender Scan | North Queensland | 10 June – 15 July 2026

Total opportunities found: 7

Date range: 10 June 2026 to 15 July 2026, plus ongoing Tier 1 registration pathways

Key contracting authorities: Townsville City Council, Palm Island Aboriginal Shire Council, Burdekin Shire Council, Hinchinbrook Shire Council, Queensland Department of Transport and Main Roads, John Holland, CPB Contractors, and BMD Group

Total estimated value: \$4.65M–\$17.35M+ in identified direct/subcontract tender ranges, excluding schedule-of-rates panel work and broader Tier 1 pipeline value

Cairns Water Security Stage 1: \$325.5M head contract with likely subcontract packages in the \$250K–\$2M+ range

Overall Assessment

Redstone Civil has strong operational fit for municipal civil works, plant hire panels, and Tier 1 subcontractor onboarding, but the documentation gap is now the main commercial constraint. The immediate priority is not chasing every tender — it is building enough WHS, QA, plant, and capability documentation to win the best-fit opportunities without looking like a risk to the principal.

RELEVANCE AND FIT ANALYSIS

All 7 opportunities | Scored 1–10

Tender	Authority	Value	Closing	Score
TCW00639 — Lansdown Eco Industrial Precinct, Old Flinders Highway Intersection Upgrade	Townsville City Council	\$1.5M–\$3.5M	15 Jul 2026, 10:00 AM AEST	9/10
Register of Prequalified Suppliers — Plant Hire Wet & Dry and Traffic Control, VP510579	Burdekin Shire Council	Schedule of Rates / panel	19 Jun 2026, 5:00 PM AEST	8/10
Cairns Water Security Stage 1 — Subcontractor EOI / onboarding	John Holland / Cairns Regional Council	Head contract \$325.5M; packages \$250K–\$2M+	Ongoing	8/10
CPB Contractors and BMD Group — Supply Chain Registration	CPB Contractors / BMD Group	Package-dependen t	Ongoing	8/10
Manbarra Road Upgrade, VP510412	Palm Island Aboriginal Shire Council	\$750K–\$1.5M	17 Jun 2026, 5:00 PM AEST	6/10
CN-26772 — Northern District 2026/2027 Asphalt Package 1	TMR North Queensland	\$2M–\$10M+	30 Jun or 7 Jul 2026 (conflicting)	3/10
HSC 26/07 — Demolition and Removal, 7–17 Herbert Street, Ingham	Hinchinbrook Shire Council	\$150K–\$350K	10 Jun 2026, 2:00 PM AEST	2/10

SCORED SHORTLIST — TOP 5 OPPORTUNITIES

Detailed analysis | Fit rationale · Documents required · Portal links

9/10 1. Lansdown Eco Industrial Precinct — Old Flinders Highway Intersection Upgrade

Contracting authority: Townsville City Council

Estimated value: \$1.5M–\$3.5M

Closing date: 15 July 2026, 10:00 AM AEST

Why we should apply

Redstone has already delivered comparable local road and pavement maintenance work, and this project would create a high-value municipal reference useful for Tier 1 supply chain positioning.

The official Lansdown tender page describes construction of a new 4-leg intersection along Old Flinders Highway. Winning it would also force the business to mature its WHS and QA systems in a real contract environment.

Key documents required

- Site-specific WHS Management Plan
- Traffic Management Plan by qualified designer
- High-Risk Construction Work SWMS
- Inspection and Test Plans for pavement layers and compaction
- Environmental Management Plan
- Local Benefit Test evidence
- Financial capacity letter
- QBCC / licence evidence
- Plant risk assessments and service records

Portal / application link: Townsville City Council / VendorPanel public tender pathway

8/10 2. Cairns Water Security Stage 1 — John Holland Subcontractor Registration

Contracting authority: John Holland Queensland / Cairns Regional Council

Estimated value: \$325.5M head contract; likely civil subcontract packages \$250K–\$2M+

Closing date: Ongoing registration / EOI

Why we should apply

This is not a normal open tender — it is a Tier 1 subcontractor access opportunity. Strong fit for bulk earthworks, treatment plant and reservoir enabling works, pipe network trenching, and water infrastructure support packages.

This aligns with Redstone's longer-term goal of moving from municipal subcontractor into Tier 1 infrastructure work. The opportunity is high value, but only if Redstone can pass contractor onboarding and show WHS, QA, plant, and workforce documentation at Tier 1 standard.

Key documents required

- John Holland contractor portal / onboarding profile
- WHS Management System framework
- SWMS library for earthmoving, trenching, lifting, plant interaction, and live-site work
- Plant Assessment Reports
- Plant service and maintenance records
- Chain of Responsibility policy
- Worker licence and competency matrix
- Modern Slavery Declaration
- Quality Management Plan
- Capability Statement tailored to water infrastructure

Portal / application link: John Holland contractor registration / CWSS1 EOI pathway

8/10 3. CPB Contractors and BMD Group — Supply Chain Registration

Contracting authority: CPB Contractors / BMD Group

Estimated value: Package-dependent; CPB/BMD civil packages may range from smaller works packages through larger subcontracts

Closing date: Ongoing

Why we should apply

This is a strategic registration pathway, not a single tender. CPB states that new suppliers and subcontractors register through Felix; the system is used to prequalify delivery and trade partners and issue RFQs. BMD's contractor management system is used for uploading compliance documentation, qualifications, and VOCs before work starts on site.

Redstone's size, fleet, and NQ civil profile make it a credible local subcontractor for discrete earthworks, trenching, drainage, subgrade preparation, plant hire, and support packages. But the business must stop presenting as informal — Tier 1s will only invite suppliers that look low-risk in the portal before anyone talks price.

Key documents required

- Felix vendor registration profile
- BMD contractor profile
- Tier 1 Capability Statement
- Insurances and licences
- Worker VOC matrix
- Plant and equipment register
- Plant risk assessments
- WHS manual and SWMS library
- QA system summary
- Financial viability pack
- Local content / Indigenous engagement statement

Portal / application link: CPB Felix registration and BMD Contractor Management System

8/10**4. Burdekin Shire Council — Register of Prequalified Suppliers Plant Hire Wet & Dry and Traffic Control****Contracting authority:** Burdekin Shire Council**Estimated value:** Schedule of rates / standing offer panel**Closing date:** 19 June 2026, 5:00 PM AEST**Why we should apply**

This is a strong compliance-gateway opportunity. The scope aligns with Redstone's grader, excavators, tippers, roller, water cart, and traffic control capability, but the value will depend on future work orders rather than one lump-sum contract.

This is lower-risk than a large construct-only tender and can build regional council credibility around the Burdekin/Haughton corridor. It also creates a practical reason to formalise plant, operator, insurance, and maintenance documentation quickly.

Key documents required

- Schedule of rates for wet hire, dry hire, mobilisation, standby, and after-hours rates
- Operator Verification of Competency (VOC) matrix
- Current licences and tickets
- Plant hazard risk assessments
- Maintenance and service records
- Certificates of currency
- WorkCover evidence
- Traffic control licences and equipment register
- WHS policy and SWMS relevant to plant hire

Portal / application link: VendorPanel / Burdekin Shire Council procurement pathway

6/10 5. Manbarra Road Upgrade

Contracting authority: Palm Island Aboriginal Shire Council

Estimated value: \$750K–\$1.5M

Closing date: 17 June 2026, 5:00 PM AEST

Why we should apply

This is a partial fit. Earthworks, drainage, excavation, and stormwater capability line up, but concrete pavement construction, island logistics, barge mobilisation, remote accommodation, plant biosecurity, and local engagement requirements make it a tougher bid.

Apply only if Redstone can credibly self-perform the concrete component or form a compliant delivery partnership. Without that, the bid risks becoming expensive, operationally distracting, and exposed to quality risk.

Key documents required

- Marine logistics and mobilisation plan
- Remote worker accommodation and messing plan
- Indigenous employment and local engagement strategy
- Concrete pavement construction methodology
- Deep trenching and stormwater SWMS
- Plant washdown and biosecurity declarations
- WHS Management Plan
- Quality plan for concrete, stormwater, and pavement works

Portal / application link: VendorPanel / Palm Island Aboriginal Shire Council tender pathway

DOCUMENTATION GAPS

Missing or weak documentation by tender | Commercial risk if not resolved

Shortlisted Tender	Missing / Weak Documentation	Risk if Not Fixed
Lansdown Intersection Upgrade	Site-specific WHSMP, TMP, HRCW SWMS, ITPs, EMP, financial capacity letter, plant risk assessments, local benefit evidence	HIGH — Winnable operationally, but not with informal safety and QA documentation.
John Holland CWSS1	Tier 1 WHS manual, SWMS library, worker training matrix, plant assessment reports, CoR policy, Modern Slavery Declaration, QMP, digitised records	HIGH — Portal profile may be rejected or never shortlisted. John Holland-style procurement needs evidence before relationship-building starts.
CPB/BMD Supply Chain Registration	Felix/BMD profile, Capability Statement, QA summary, financial viability pack, VOC matrix, plant register, insurances, local content proof	HIGH — Redstone remains invisible to RFQs or looks too risky to invite. CPB explicitly uses Felix for registration and RFQs.
Burdekin Plant Hire Panel	Schedule of rates, plant risk assessments, maintenance logs, operator VOCs, traffic control evidence, certificates of currency	MEDIUM — Panel bid may fail at compliance gate even if pricing is competitive.

Shortlisted Tender	Missing / Weak Documentation	Risk if Not Fixed
Manbarra Road Upgrade	Marine logistics plan, concrete pavement methodology, Indigenous engagement strategy, biosecurity records, remote accommodation plan, stormwater SWMS	MEDIUM — Operational and pricing risk. Bid uncompetitive unless concrete and remote logistics are properly covered.

Systemic Gap

Five business-wide blockers have been identified: **WHS Management Plan, HRCW SWMS, Inspection and Test Plans, Tier 1 Capability Statement, and plant hazard/maintenance registers**. Those documents are not optional — they are the entry ticket to every opportunity on this shortlist.

7-DAY ACTION PLAN

Day-by-day workstreams to bid, register, and build the compliance pack

Day 1 — Triage the Bid / No-Bid List

Commit to three immediate workstreams:

- **BID:** Lansdown Intersection Upgrade
- **BID/ONBOARD:** Burdekin Plant Hire Panel
- **REGISTER:** CPB/BMD and John Holland Tier 1 portals

Put Manbarra on conditional hold unless the concrete pavement and island logistics can be solved within 48 hours. Do not waste time on Hinchinbrook demolition. Treat TMR CN-26772 as a future prequalification target, not an active bid.

Day 2 — Build the Core Compliance Pack

Create the minimum viable tender pack (reusable across all five opportunities):

- WHS Policy
- WHS Management Plan
- Risk matrix
- Incident reporting procedure
- Emergency response procedure
- Daily pre-start form
- Toolbox talk form
- Plant pre-start checklist
- Site induction register
- Training and licence register

Day 3 — Build the SWMS Library

Prepare SWMS for the following activities:

- Excavation and trenching
- Mobile plant operation
- Plant and pedestrian interaction
- Working near live traffic
- Loading and unloading plant
- Truck and tipper operations
- Grader operations
- Roller / compaction works
- Dust suppression and water cart operations
- Lifting with excavator, if applicable

For Lansdown, add a specific SWMS for work adjacent to live road corridors.

Day 4 — Build Plant and Operator Evidence

Create the following registers and records:

- Plant and equipment register
- Individual plant risk assessments
- Maintenance / service register
- Insurance register
- Operator VOC matrix
- Licence / ticket register
- Traffic control equipment register

This directly supports Burdekin and will strengthen Tier 1 portal onboarding.

Day 5 — Build QA and Delivery Documents

Prepare quality assurance documentation:

- Inspection and Test Plan template
- Compaction testing register
- Non-conformance report template
- Hold point / witness point register
- Daily site diary
- Photo evidence register
- Material delivery docket register

These are essential for Lansdown and Tier 1 credibility.

Day 6 — Prepare Commercial Submission Assets

Create the following commercial documents:

- Tier 1 Capability Statement
- Local Benefit Statement
- Project experience sheets for Bohle Plains, Mount Louisa Road, and Jensen Drainage Channel
- Financial capacity letter request to bank / accountant
- Schedule of rates for Burdekin plant hire
- Draft methodology for Lansdown

Day 7 — Submit / Register / Chase Clarifications

Complete the following actions:

- Lodge Burdekin panel submission (or finalise for lodgement before 19 June 2026)
- Register or update CPB Felix profile
- Register / update BMD Contractor Management System profile
- Send John Holland CWSS1 EOI / contact email with Capability Statement attached
- Download and review the full Lansdown tender pack
- Identify compulsory site briefing, clarification deadline, TMP, and QA requirements
- Start Lansdown pricing ONLY after WHS, SWMS, TMP, ITP, and resource plan are scoped

Priority call: Lansdown is the highest-value immediate tender. Burdekin is the fastest practical compliance win. CPB/BMD/John Holland are the long-term growth gates.