



Expression of Interest

Expression of Interest (EOI) for:	Logistics Service Providers to transport collected beverage containers from Container Refund Points to processing facilities across Queensland
Reference number:	LSP-001
Issue Date:	February 5, 2021

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1 Requirements, Scope & Equipment

1.1 Background

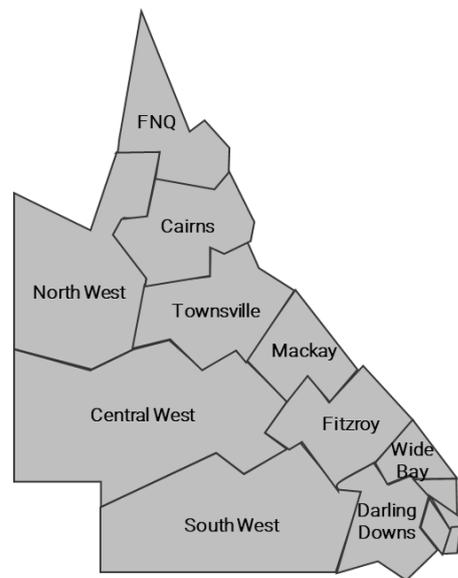
Approximately 2.7 billion beverage containers are sold in Queensland per year with around 95% of these consumed within the state. These containers are the second most littered item in the state even though they can be easily recycled. In September 2017, the Queensland Government passed the Waste Reduction and Recycling Amendment Bill with bipartisan support, which allowed the establishment of a Product Responsibility Organisation (PRO) to administer and govern Containers for Change QLD (the Scheme).

Container Exchange (QLD) Limited (COEX) was established as a not-for-profit organisation and appointed the PRO for the Scheme in November 2017. Since mobilisation on 1 November 2018, COEX now has more than 300 Container Refund Points (CRPs) collecting used beverage containers from across QLD. Once collected, COEX oversees the movement of these materials through the recycling circular economy, including by engaging Logistics Service Providers (LSPs) to transport collected beverage containers from CRPs to processing facilities.

COEX incurred approximately \$21m on logistics costs in the 2020 financial year. Some of COEX's existing logistics service agreements are expiring in 2021 and COEX is seeking expressions of interest from logistics services providers (both existing and new) to operate in the following Queensland regions:

1.2 Regions:

- Mackay
- Cairns
- Wide Bay
- South West
- Darling Downs
- North West
- North West
- Central Queensland (Fitzroy)
- Central West
- FNQ
- Townsville



1.3 Minimum Requirements

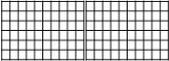
LSPs are expected to have, at a minimum:

- Capacity to service their nominated regions from approximately October 2021 (specific start date will vary across regions)
- Their own fleet, staff and other appropriate resources
- Availability to operate 7 days per week
- Appropriate data management systems and reporting functionality
- Business insurances
- Transportation industry accreditations (e.g. ISO/Truck Safe)
- Demonstrated transport industry experience
- Inherent knowledge of the Heavy Vehicle National Law and Regulations (HVNL)

1.4 Equipment Profile

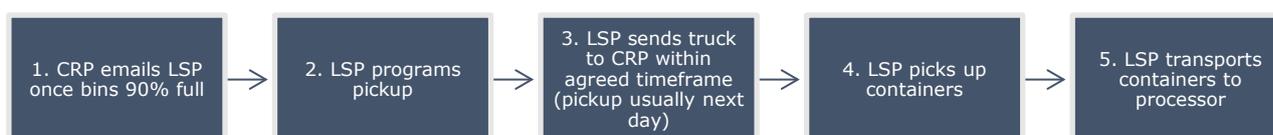
The hook bins, cages, bulka bags and similar items that are used to store and transport containers throughout the Scheme network (Collection Infrastructure) are provided to LSPs by COEX's contracted processing facilities. Presently, LSPs **are not** required to provide their own Collection Infrastructure.

Collection Infrastructure will vary depending on a site's requirements. As a LSP within the Scheme, you should expect to accommodate any of the following examples of Collection Infrastructure within your fleet:

Shipper unit	Size	Weight	Truck types examples
Hook bin 	15-30m ³	Approx. 0.3-8 tonnes (depending on contents)	Hook lift / Roll-on Roll-off (RORO)
Steel bin (single) 	3 – 6m ³	Approx. 0.3-4 tonnes	Rigid flatbed Semi trailer flatbed
Cage (single) 	1.2m ³ 1.1m x 1.2m x 1.1m	0.09 tonnes	Rigid tautliner Semi tautliner Drop deck semi tautliner
Cage (double) 	2.8 ³ 1.1m x 2.8m x 1.1m	0.12 tonnes	Mez deck semi tautliner
Bulka bags / wool bales 	0.68m ³		Above examples with trailers. Options for the above to have self-loading means or load assistance, e.g. forklift, tailgate, etc.

1.5 Change-Over System

Logistics at COEX currently runs as a change-over system. The standard process is shown below and approximate distances between CRPs and processors in each region are included at Part 2 below.



1.6 Scope

LSPs must be willing and able to provide logistics services to transport eligible collected beverage containers in one or more of the regions specified above. LSPs are not required to provide their own collection infrastructure, but COEX is open to understanding any available solutions.

LSPs will be required to transport the following material types:

- Polyethylene Terephthalate (PET; clear and coloured)
- High Density Polyethylene (HDPE; clear and coloured)
- Aluminium
- Glass (all colours)
- Liquid Paperboard, and
- Steel

For further details on eligible containers and the Queensland CRS, please visit:

1. <https://www.containersforchange.com.au/how-it-works>
2. <https://environment.des.qld.gov.au/waste/pdf/qld-container-refund-scheme-eligiblebeverage-containers.pdf>

1.7 Purpose

This EOI is an information gathering process in which COEX is seeking to understand the supplier market and range of logistics solutions that may be available to transport the collection infrastructure containing beverage containers across specified regions. The EOI is the first stage of a multi-stage procurement process. Only those respondents who submit a response to the EOI will be invited to participate in the subsequent stages. This EOI and the responses provided may be used as a precursor for any follow-on activity or discussion, and may be the first stage of a multi-stage procurement process.

1.8 An opportunity to shape and contribute

COEX is interested to hear from providers who may seek to provide an innovative or alternative solution which aligns with our values and helps us meet our strategic objectives.

The following considerations are provided to assist you to understand what questions COEX will ask itself through the multi-stage procurement process.

Consideration	Key Questions
<p>Feasibility</p> <p><i>Is this practical and realistic based on our current operating model, capabilities, and technologies?</i></p>	<p>Does the LSP have:</p> <ul style="list-style-type: none"> • Sufficient resources to service the proposed regions and to an acceptable standard? (considering staff, business structure, size of fleet, age of fleet, operating hours) • Demonstrated transport industry experience in Queensland? • Experience working with a Container Deposit Scheme or with COEX? (not essential) • Data reporting system and processes • All relevant industry accreditations, licences, quality management systems (e.g. Truck Safe, NHVR) • All relevant business insurances?
<p>Viability</p> <p><i>Will this drive the requisite cash flows and optimise costs to further the sustainability of the Scheme?</i></p>	<ul style="list-style-type: none"> • Will this opportunity lower COEX's total cost of logistics? • Does the proposed pricing structure lead to better certainty and control over logistics costs in future • Is COEX required to make an upfront capital investment to kick start the services • Will the opportunity unlock additional financial benefits in the scheme

	<ul style="list-style-type: none"> • Is there a cost impact on other scheme participants
<p>Desirability</p> <p><i>Does this opportunity align with COEX's values and strategic goals?</i></p>	<ul style="list-style-type: none"> • Will the opportunity help eliminate beverage containers in landfill by increasing customer awareness of COEX • Will this drive any other opportunities in the business • Will this encourage transactions with social enterprise in the recycling sector • Will this opportunity provide employment opportunities for Queensland businesses

1.9 Confidential information

COEX will treat all responses confidentially and within the terms and conditions stated below.

1.10 Contact Person

The Contact Person for this Expression of Interest is:

Name: Morgan Brennan

Email: commercial@containerexchange.com.au

1.11 Closing time

Please return completed responses by **22 February 2021, 5pm AEST** at the latest. Earlier responses are welcomed.

1.12 Lodgement details

Please submit responses to commercial@containerexchange.com.au.

2 CRP Regional Network

Region	Container Refund Point (CRP) Name	Distance to Processor (km)
Cairns	Garah Hills - Edmonton	9
Cairns	Garah Hills - Gordonvale	20
Cairns	Garah Hills - Mareeba	71
Cairns	IMODE North Queensland Recycling Agents	3
Cairns	MAMS Innisfail	83
Cairns	MAMS Tully	137
Cairns	Palm Tree Recyclers - Bungalow	3
Cairns	Palm Tree Recyclers - Smithfield	22
Cairns	Re.Turn It - Manunda	5
Cairns	Re.Turn it, Atherton	79
Cairns	Return-it, Manunda	6
Central Queensland	Barcaldine Aged Care	307
Central Queensland	Blackall Hardware and Furniture	342
Central Queensland	Outwest Container Exchange	415
Central Queensland	Winton Container Exchange - Winton	593
Darling Downs	E & E Waste Toowoomba	2
Darling Downs	Pittsworth Metal	39
Darling Downs	Re.Turn-it - Lifeline, Dalby (Depot)	79
Darling Downs	Re.Turn-it - Lifeline, South Toowoomba	8
Darling Downs	Reed Trading - Oakey	24
Darling Downs	Reed Trading - Stanthorpe	146
Darling Downs	Rural Contracting QLD	88
Darling Downs	Tomra Recycling Centre Toowoomba	7
Darling Downs	Western Downs Outreach Project Inc - Chinchilla	158
Far North	Auswaste - Laura Roadhouse, Laura	168
Far North	Auswaste Cooktown	1
Far North	Auswaste- Evans Landing	647
Far North	Mossman Port Douglas Senior Rugby League Club Inc	77
Far North	Port Douglas Recycling - Craiglie	64
Far North	Wujal Aboriginal Shire Council - Wujal	74
Fitzroy	Biloela Recycling - Biloela	152
Fitzroy	CQ Recycling - Agnes Water	228
Fitzroy	CQ Recycling - Gladstone	116
Fitzroy	CQ Recycling - Calliope	121
Fitzroy	Golden Mount Store - Duaringa	121
Fitzroy	K.L Webster - Mt Morgan	46
Fitzroy	Kanga Bins - Blackwater	77
Fitzroy	Kanga Bins - Capella	54
Fitzroy	Kanga Bins - Gladstone	115
Fitzroy	Kanga Bins - Moura	176
Fitzroy	Kanga Bins - Parkhurst	1
Fitzroy	Kanga Bins - Springsure	72
Fitzroy	Kanga Bins - Yeppen	11
Fitzroy	Kanga Bins - Yeppoon	35
Fitzroy	LOT Recycling - Boyne Island	136
Fitzroy	Return-It, Emerald	0
Mackay	Anything Environmental - Airlie Beach	156
Mackay	Anything Environmental - Paget	0
Mackay	Anything Environmental - Proserpine	129
Mackay	Pilchers - Collinsville	283
Mackay	Pilchers Recycling - Bowen	196
Mackay	Re.Turn-it - Incredables, Paget	2
North Queensland	Gulf C4C - Normanton	676
North Queensland	Ian McLachlan	504
North Queensland	Mt Isa Metal Recyclers	1
North Queensland	Red Door Community Services	124
South East	Anuha Gatton - Transfer	0
South East	GDR Beaudesert Scrap Metal & Recycling	73
South West	Ago Vires Pty Ltd - Thargomindah	691
South West	Augathella Men's Shed	591
South West	E&E Waste Pty Ltd - Goondiwindi	0
South West	Michael John White	591
South West	RL & AP Mansfield Pty Ltd	407
South West	Halliebec Towing & Contracting - Quilpie	800
South West	St George Recycling	199
South West	WAH Construction	340

Townsville	All Tig Welding - Charters Towers	141
Townsville	AMDETT Services & Plastic Recycling	66
Townsville	Charters Towers Recycling Centre	141
Townsville	Envirobank Recycling - Garbutt	5
Townsville	MAMS Ingham	101
Townsville	North Queensland Green Solutions	96
Townsville	Re.Turn It - Condon Townsville	13
Townsville	Reef Logistics - Currajong	6
Townsville	Reef Logistics - Palm Island	173
Townsville	Return-It, Garbutt	4
Wide Bay	Arcon Bottle Bundaberg East Site	9
Wide Bay	C& J Richardson - Kilkivan	47
Wide Bay	Cherbourg Recycling Centre - Cherbourg	1
Wide Bay	Cleanaway Hervey Bay	0
Wide Bay	CQ Recycling - Bundaberg North	7
Wide Bay	Impact Community-2	0
Wide Bay	Kingaroy Depot	54
Wide Bay	Moore Park Beach	25
Wide Bay	Return-It, Glenmaire	103
Wide Bay	U Can Recycle - Maryborough - Kingston Sr	34
Wide Bay	U Can Recycle - Urangan	12

3 Terms and Conditions

3.1 Acknowledgment

By the act of submitting a response to this invitation, suppliers are deemed to have acknowledged and agreed to the terms and conditions set forth in this Expression of Interest (EOI).

3.2 Disclaimer

This EOI does not indicate a commitment to any particular course of action nor does it create any representation, either express or implied, that:

- any follow-on action or further discussion will proceed; or
- if any follow-on action or further discussion does proceed, that the participant's response or other form of information provided by the respondent (if any) will be given any preference, special consideration or be used in any way.

3.3 Liabilities

This EOI is only a request for information and no contractual obligation on behalf of COEX whatsoever shall arise from the EOI process.

COEX is not liable to pay any cost or expense incurred by any person in the preparation or submission of any response to or in connection with the EOI. Any response to this EOI is to be completed at the expense of the respondent.

3.4 Accuracy of information

COEX does not warrant the accuracy of the content of this EOI and any information provided in connection with this EOI. COEX is not responsible for any liability arising from the information contained in, or provided in connection with, the EOI and any omission from the EOI. Each invitee is responsible for making its own investigation and assessment about all matters relevant to this EOI.

Each invitee must ensure that all information provided to COEX in relation to this EOI is complete, accurate, current and not misleading in any way.

3.5 Licence to use Intellectual Property Rights

Persons obtaining or receiving this EOI and any other documents issued in relation to this EOI may use the documents only for the purpose of preparing an invitee's response. Such intellectual property rights as may exist in this EOI and any other documents provided to the invitees by or on behalf of COEX in connection with the EOI process are owned by (and will remain the property of) COEX except to the extent expressly provided otherwise.

3.6 Reserved Rights

COEX reserves the right to:

- A. Recall the EOI in its entirety or in part.
- B. Vary or extend any time or date specified in this EOI for all or any invitees.
- C. Change any information or issue an addenda to this EOI.
- D. Terminate the participation of any invitee or any other person in the EOI process.
- E. Alter the terms of participation in the EOI process.
- F. Issue further instructions for participating in the EOI process.
- G. Amend any evaluation criteria referred to in this EOI (if any).
- H. Request additional information or clarifications from any invitee.

3.7 Communication

All communications relating to this EOI must be directed to the Contact Person listed in section 1.

3.8 Requests for clarification

Any questions or requests for clarification or further information regarding this EOI or the EOI process must be submitted to the Contact Person in writing at least 5 working days prior to the EOI closing time.

COEX is not obliged to respond to any question or request for clarification or further information. COEX may make available to other prospective invitees details of such a request together with any response, in which event those details shall form part of this EOI.

3.9 Unauthorised communication

Communications (including promotional or lobbying activities) with COEX staff or consultants assisting COEX with the EOI process are not permitted during the EOI process except as provided in section 3.7 above, or otherwise with the prior written consent of the Contact Person.

Nothing in this section 3.9 is intended to prevent communications with staff of, or consultants to, COEX to the extent that such communications do not relate to this EOI or the EOI process.

Invitees must not engage in any activities or obtain or provide improper assistance that may be perceived as, or that may have the effect of, influencing the outcome of the EOI process in any way. Such activities or assistance may, in the absolute discretion of COEX, lead to disqualification of an invitee.

3.10 Anti-competitive conduct

Invitees and their representatives must not engage in any collusion, anti-competitive or similar conduct with any other invitee or person in relation to the preparation, content or lodgement of their invitee's response. In addition to any other remedies available to it under law, COEX may, in its absolute discretion, disqualify an invitee that it believes has engaged in such collusive or anti-competitive conduct.

3.11 Complaints

An invitee with a complaint about this EOI or the EOI process which has not been resolved in the first instance with the Contact Person must follow COEX's complaints handling process as detailed on the COEX website.

3.12 Lodgement

The invitee's response must be lodged by the EOI closing time. The closing time may be extended by COEX in its absolute discretion by providing notice to invitees.

COEX is not obliged to accept a response lodged after the closing time but may do so at its discretion. All invitees' responses lodged after the EOI closing time will be recorded by COEX. The determination of COEX as to the actual time that the invitee's response is lodged is final.

3.13 Late Response

If an invitee's response is lodged after the EOI closing time, it will be disqualified from the EOI process and will be ineligible for consideration unless:

- A. the invitee can clearly document to the satisfaction of COEX that an event of exceptional circumstances caused the invitee's response to be lodged after the EOI closing time; and
- B. COEX is satisfied that accepting a late submission would not compromise the integrity of the EOI process.

3.14 Providing an invitee's response

It is the invitee's responsibility to:

- (a) understand the requirements of this EOI, the EOI process and any reference documentation;
- (a) ensure that all the information fields are completed and contain the information requested;

- (b) ensure that their invitee's response is in the correct format, complies with all requirements of this EOI and is accurate and complete;
- (c) make their own enquiries and assess all risks regarding this EOI and the EOI process;
- (d) ensure that it did not rely on any express or implied statement, warranty or representation, whether oral, written or otherwise made by or on behalf of COEX or its representatives other than any statement, warranty or representation expressly contained in this EOI;
- (e) ensure that they comply with all applicable laws in regard to the EOI process;
- (f) be responsible for all costs and expenses related to the preparation and lodgement of its invitee's response, any subsequent negotiation, and any future process connected with or relating to the EOI process.

3.15 Use of an invitee's response

Upon submission, all invitee's responses become the property of COEX. The invitee will retain all ownership rights in any intellectual property rights contained in the invitee's response. However each invitee, by submission of their invitee's response, is deemed to have granted a licence to COEX to reproduce the whole, or any portion, of their invitee's response for the purposes of enabling COEX to evaluate their invitee's response.

3.16 Withdrawal of an invitee's response

An invitee who wishes to withdraw a previously submitted response must immediately notify COEX of the fact. Upon receipt of such notification, COEX will cease to consider the invitee's response.

3.17 Consideration of Submission

COEX may in its absolute discretion:

- (a) reject any invitee's response that does not include all the information requested, is late or otherwise non-compliant with the instructions provided;
- (b) after concluding a preliminary evaluation, reject any invitee's response that in its opinion is unacceptable;
- (c) disregard any content in an invitee's response that is illegible and will be under no obligation whatsoever to seek clarification from the invitee;
- (d) disqualify an incomplete invitee's response or evaluate it solely on the information contained within it.
- (e) alter the structure and/or the timing of the EOI process; and
- (f) vary or extend any time or date specified in, or in connection with, this EOI for all invitees.

3.18 Options available to COEX

After evaluating all invitee's responses, COEX may, without limiting other options available to it, do any of the following:

- (a) prepare a short list of invitees and invite further responses from those invitees;
- (b) conduct a subsequent procurement process calling for the goods and/or services or any similar related goods and/or services;
- (c) enter into pre-contractual negotiations with one or more invitees;
- (d) decide not to proceed further with the EOI process or any other procurement process for the goods and/or services; or
- (e) commence a new process for calling for invitee's responses on a similar or different basis to that outlined in the original invitation.

3.19 Confidential information

Any information supplied by or on behalf of COEX to invitees which is not in the public domain is the confidential information of COEX. Invitees must maintain confidentiality of that information. Invitees may disclose, subject to the prior written consent of COEX, the confidential information provided to it by COEX to a consultant it engages for the purposes of this EOI. Any such consultant must preserve the confidentiality of the confidential information disclosed to it and it is the responsibility of the invitee that they do so.

If any information provided by the invitee is confidential information to the invitee, it must be clearly marked as confidential. Invitees must only mark those parts of their application that are actually confidential. COEX will take reasonable steps to keep confidential those parts of the invitee's response that is confidential information of the invitee and clearly marked as confidential, but COEX may disclose:

- (a) any information where that disclosure is authorised or required by law (including the *Waste Reduction and Recycling Act 2011*); or
- (b) confidential information to its consultants, the State of Queensland or advisors for the purposes in connection with this EOI.

3.20 No variation to supplier's existing contract

Nothing in this EOI or EOI process varies COEX's right under any existing contract with a supplier of logistics services.

3.21 Governing Law

This EOI and EOI process are governed by the laws applying in the State of Queensland. Each invitee must comply with all relevant laws in preparing and lodging its invitee's response and in taking part in the EOI process.