

TENDER APPLICATION — FINAL

TEN-RC-2026-A4

Application System — Tender Track | Tool 7 | Qwen + Gemini

Redstone Civil Pty Ltd | ABN 52 143 867 291 | Garbutt QLD 4814
TCW00639 — Lansdown Eco Industrial Precinct, Old Flinders Hwy Intersection Upgrade

11 June 2026

Two AI Tools — V2 Output: Rates from RC-RATES-2026-01

Qwen (LM Studio — local AI) — Phase 1 tender analysis, Phase 3 commercial pricing, financial QA. Financial data and rate structures kept off cloud AI.

Gemini Pro (Deep Research mode) — Phase 2 capability and technical drafting, narrative QA, Phase 4 final polish. Cloud-safe: no sensitive financial figures.

V2 improvement: Daily rates schedule (RC-RATES-2026-01) attached at Phase 3. All rates are confirmed single figures — no market-benchmark ranges.

Section	Content	Pages
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QA reviewed · V2 rates confirmed · Ready
for internal approval

Project 1: Mount Louisa Road Pavement Maintenance		TCC — \$280,000 — 2024
S	Scope: 4.2km unsealed road re-sheeting, table drain reconstruction, compaction to 98% MDD, and line marking. Self-delivered by direct Redstone Civil team using owned grader, roller, and water truck.	
T	Team/Plant: Owned Redstone Civil plant. Direct-hire local crew.	
A	Approach: Managed the live-traffic interface safely while meeting TCC engineering specifications.	
R	Result: Completed strictly on time for a repeat client. Proves reliable delivery on local government road network packages to TCC standards.	

Project 2: Bohle Plains Subdivision Stage 2 Earthworks		Cube Property Developments — \$620,000 — 2022
S	Scope: 42,000m³ cut/fill, subgrade preparation, stormwater drainage installation, and kerb subgrade across a 47-lot site.	
T	Team/Plant: Owned Redstone Civil plant. Direct-hire local crew.	
A	Approach: Coordinated heavy earthmoving in a staged sequence ahead of drainage contractors, using GPS machine control for accurate bulk trimming.	
R	Result: 14-week program delivered one week early, significantly de-risking the developer's subsequent delivery phases.	

Project 3: Jensen Drainage Channel Earthworks		NQ Water Infrastructure Corp — \$390,000 — 2024
S	Scope: 1.8km open drain channel, 18,500m³ bulk excavation, rock ripping, batter shaping, and topsoil respread.	
T	Team/Plant: Owned Redstone Civil plant. Direct-hire local crew.	
A	Approach: Navigated tight environmental controls and heavy rock ripping constraints while maintaining continuous daily production.	
R	Result: Handed over on time to strict hydraulic tolerances. Zero rework on batter profiles.	

Method Statement

1. Mobilisation and Site Establishment

Our depot at 47 Industrial Drive, Garbutt QLD 4814 places the Lansdown site firmly within our Zone A delivery radius. Rapid mobilisation with zero additional plant delivery charges. Prior to breaking ground, we will conduct a joint dilapidation and pre-start inspection with TCC representatives, establish the site compound, delineate machinery go-lines, and install all sediment and environmental controls.

2. Clearing, Traffic Interface and Topsoil Strip

Operating under TCC's approved Traffic Management Plan, our TC-licensed personnel (Code L06) will safely manage site access and truck movements. We will clear the intersection footprint and stockpile topsoil in designated zones for later respread. All heavy machinery fitted with UHF radios for continuous communication with traffic controllers.

3. Bulk Earthworks and Drainage

CAT 320 GC 20T Excavator (GPS capable) executes bulk cut to subgrade and drainage trenching for culverts. Spoil hauled by Kenworth T410 22T Heavy Tipper. Komatsu PC120-10 12T Excavator handles drainage trenching — optimally sized for precision near live traffic without excessive swing radius.

4. Pavement Preparation and Compaction

Subgrade and pavement layers trimmed using CAT 12M3 Motor Grader with UTS/GPS tracking for efficient, accurate levelling. Moisture conditioning controlled via Hino 700 10,000L Water Truck (dribble bar and batter sprays). Compaction to TCC's 98% MDD requirement using Dynapac CA2500D 8.3T Roller — consistent result proven on Mount Louisa Road.

5. Quality Control and Handover

ITPs used for all hold points — subgrade sign-off, subbase, base course compaction. Independent density testing coordinated progressively to keep the work front moving. Survey as-builts and material dockets compiled digitally and submitted progressively to TCC ensuring seamless handover with zero rework.

WHS and Environmental Management

Hazard	Control Measures
Live Traffic Interface	Highest risk on this project. Controlled via TCC's approved TMP, TC-licensed personnel (L06), physical delineators, and strict plant movement protocols. UHF radio communication mandatory between all operators and traffic controllers.
Mobile Plant and Pedestrians	Exclusion zones established around all excavators, grader, and roller. Positive radio communication and visual acknowledgment required before any ground crew approaches machinery.
NQ Heat, Fatigue and Psychosocial Risk	Managed under ISO 45003:2021 and the WHS (Psychosocial Risks) Amendment Regulation 2022. Active Psychosocial Risk Register maintained. Mandatory hydration stations, task rotation during 8–10 hour shifts, and fatigue monitoring during extended production periods.
Underground Services	DBYD verification and potholing completed prior to any bulk excavation or drainage trenching. No-go zones enforced until services are visually confirmed.

Environmental Management

Given the Lansdown Eco Industrial Precinct's environmental focus, our controls exceed standard roadworks compliance. We stage topsoil stripping incrementally to minimise exposed ground and install robust inlet protection prior to breaking ground. Dust suppression maintained continuously via our 10,000L Hino Water Truck, actively managing application rates to prevent both highway visibility hazards and subgrade over-saturation. All major plant carries active spill kits. Refuelling occurs exclusively in designated bunded zones away from drainage lines. Construction waste segregated daily and removed to approved TCC waste facilities.

Project Team and Resources

Name / Code	Role	Qualifications / Licences	Relevant NQ Projects
Mark Redstone	Director / Leading Hand / Senior Operator	Excavator Ticket (100T), Grader Ticket, Cert III Civil, Cert IV Bus Admin, White Card, HR	Bohle Plains, Jensen Drainage, Mount Louisa Road
TBA (Code L02)	Plant Operator — Grader / 20T Excavator	Cert III Civil Construction, Grader Ticket, Excavator Ticket (20T), White Card	Mount Louisa Road, Bohle Plains
TBA (Code L03)	Truck Driver / Water Cart Operator	HR Driver Licence, White Card, UHF radio certified	Mount Louisa Road
TBA (Code L06)	Labourer / Traffic Controller	White Card, TC Licence, First Aid	Jensen Drainage

Activity	Plant Deployed
Earthworks & Drainage	CAT 320 GC 20T Excavator (GPS) · Komatsu PC120-10 12T Excavator
Pavement & Subgrade	CAT 12M3 186HP Motor Grader (UTS/GPS) · Dynapac CA2500D 8.3T Roller
Haulage & Dust Control	Kenworth T410 22T Tipper · Isuzu FRR 14T Tipper · Hino 700 10,000L Water Truck
Site Support	CAT 262D3 Skid Steer 72HP

Commercial Pricing Schedule — TCW00639

All rates exclusive of GST. Confirmed single figures from Schedule of Daily Rates Document Ref RC-RATES-2026-01 (June 2026). Mobilisation to Lansdown is Zone A — included at no additional charge. Full rates schedule including all plant, labour, overtime, and mobilisation provisions in Stage 3.

Item Ref	Description and Inclusions	Day Rate (8hr)
W09	Full Civil Spread — CAT 320 GC 20T Excavator + CAT 12M3 Grader + Kenworth T410 22T Tipper + Operators. Fuel + consumables included. Active simultaneous production days.	\$4,720
W07	Water Truck 10,000L + Driver — Hino 700 with dribble bar and batter sprays. Fuel included. Water not included.	\$1,420
W08	Compaction Roller 8.3T + Operator — Dynapac CA2500D. Fuel included. Density testing by others unless agreed separately.	\$1,220
L06	Labourer / Traffic Controller — White Card, TC Licence, First Aid.	\$610/day

STAGE 1

TENDER ANALYSIS & STRUCTURE

Phase 1 — Qwen (local AI)

1. Capability Match Assessment

Assessment: Good Match. This package aligns well with Redstone Civil's core capability, though the project value (\$1.5M–\$3.5M) presents a step up in commercial scale from the prior ceiling of \$620K. WHS documentation status is Code C — ISO 45001-aligned framework, Psychosocial Risk Register, and CQMS Raize prequalification in place. This removes the "common sense safety" red flag for the TCC procurement manager and directly addresses Criteria 4 (WHS & Compliance).

Evidence Element	How It Applies	Status
TCC Track Record	Mount Louisa Road — \$280K, on time, same client, same pavement standards.	✓ Strong
Pavement & Compaction	98% MDD achieved on Mount Louisa Road. Grader, roller, water truck all owned.	✓ Strong
Bulk Earthworks	42,000m³ cut/fill on Bohle Plains — delivered early.	✓ Strong
Plant Fleet	All 8 plant items owned. No reliance on hire. Zone A — no mobilisation cost.	✓ Strong
WHS Status	Code C: ISO 45001 + ISO 45003:2021 + Psychosocial Risk Register + CQMS Raize.	✓ Code C
Project Scale (\$3.5M)	Prior ceiling \$620K. Financial capacity statement + accountant letter required.	■ Manage
Traffic Management	Internal TC-licensed personnel (L06). No engineered TMP capability — confirm whether TCC provides the overarching TMP for this intersection.	■ Clarify
Final Seal / Asphalt	Not in Redstone core scope. Handover of prepared pavement to TCC's nominated sealing contractor.	■ Noted

2. Evaluation Criteria Response Plan

Criterion	Est. Weight	Response Strategy
Relevant Experience & Track Record	~30%	Lead with Mount Louisa Road (TCC, on time, same pavement standards). Follow with Bohle Plains (\$620K, early). Jensen Drainage proves stormwater capability.
Methodology & Capacity to Deliver	~30%	Self-delivery with owned plant is the headline. Full Civil Spread (W09) demonstrates the right gear. Explicitly address the \$3.5M scale jump — dedicated crew, financial capacity, no over-commitment across concurrent jobs.
Local Benefit / NQ Presence	~20%	100% locally owned, Garbutt depot, local direct-hire crew, local supply chain. Maximise this criterion — it is where Redstone Civil outscores interstate contractors easily.
WHS & Quality Systems	~10%	Lead with Code C WHS status. ISO 45001 policy, ISO 45003:2021 Psychosocial Risk Register, CQMS Raize registration, \$20M PL insurance all documented.
Commercial & Pricing	~10%	Confirmed single-figure rates from RC-RATES-2026-01. All rates ex-GST. Zone A mobilisation included. Financial capacity statement in cover letter.

3. Documentation Compliance Checklist

Document Required	Status	Action
Capability Statement	✓ Drafted	Final submission above. Includes 3 × STAR project profiles.
Plant & Equipment Register	✓ Sourced	Extract 8 plant items from RC-RATES-2026-01 for attachment.
Schedule of Rates / Pricing	✓ Confirmed	RC-RATES-2026-01 — all single-figure confirmed rates. See Stage 3.

Document Required	Status	Action
WHS Policy & Psychosocial Register	✓ Available	ISO 45001-aligned policy + ISO 45003:2021 Psychosocial Risk Register on file.
Certificates of Currency	✓ Current	\$20M PL (QBE, current to 30/06/2027) + WorkCover QLD + all plant insured.
CQMS Raize Certificate	✓ Available	Download current profile/certificate from portal before submission.
Financial Capacity Evidence	✗ Needed	Accountant letter of comfort confirming zero-debt plant and working capital for \$3.5M scale. Critical — do not lodge without this.
Traffic Management Plan	? Confirm	Confirm whether TCC requires a contractor-drafted TMP or if works operate under TCC's overarching intersection TMP.
Key Personnel Ticket Copies	✗ Needed	Scan and compile: Excavator tickets, Grader ticket, HR licences, TC licences, White Cards for all named crew.

STAGE 2	NARRATIVE QA	Phase 2 — Gemini Pro
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Overall narrative strength rating: **8/10**. The response sounds like a real, practical NQ civil contractor — avoids corporate fluff and leans on owned plant and a strong on-time delivery record. Three weaknesses were identified and rewritten before finalisation.

Weakness 1 — Method Statement: Site Establishment
Issue: Stated rapid mobilisation but did not quantify it with the Zone A rate inclusion.
Rewrite applied: Rewrite: "Our depot at 47 Industrial Drive, Garbutt QLD 4814 places the Lansdown site firmly within our Zone A delivery radius. For TCC, this guarantees rapid mobilisation with zero additional plant delivery or collection charges."

Weakness 2 — Method Statement: Quality Control
Issue: Mentioned UTS/GPS and density testing but did not link back to the proven TCC standard.
Rewrite applied: Rewrite: "Quality is embedded at the machine level through UTS/GPS tracking on our CAT 12M3 Motor Grader and GPS capability on our CAT 320 GC 20T Excavator. ITPs used for all hold points. Density testing coordinated to meet TCC's strict 98% MDD — the same standard we consistently achieved on Mount Louisa Road."

Weakness 3 — WHS Management Plan: Live Traffic Protocols
Issue: Claimed traffic experience but did not reference the internal TC-licensed resource (L06).
Rewrite applied: Rewrite: "Strict plant-pedestrian and plant-traffic separation enforced. Redstone Civil self-delivers traffic management support using our direct internal labour force equipped with White Cards, TC Licences, and First Aid certifications (Code L06), meaning we do not rely on outside subcontractors to maintain safe exclusion zones around our plant."

Missing Information Flags Before Submission

Item	Detail	Priority
Financial Capacity Evidence	\$1.5M–\$3.5M is a major scale jump from \$620K prior. Accountant letter confirming zero-debt plant and working capital is the single most important missing item.	■ Critical
Traffic Management Plan	Confirm whether TCC requires a contractor-submitted TMP or whether works operate under TCC's overarching intersection TMP.	■ Clarify
Survey & Density Testing	W08 roller wet hire notes "density testing by others unless agreed." Confirm if density testing is in or out of Redstone's scope.	■ Clarify
TCC Reference Contact	Mount Louisa Road — confirm name and direct phone of the TCC project manager as primary referee.	■ Needed

STAGE 3	COMMERCIAL & PRICING	Phase 3 — Qwen (local AI) Source: RC-RATES-2026-01
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■ Commercial sections generated in Qwen (LM Studio — local AI). Revenue, rate structures, and financial data not sent to cloud AI. **V2 improvement:** Daily rates schedule RC-RATES-2026-01 was attached at Phase 3, producing confirmed single figures for all plant and labour. V1 produced market-benchmark ranges — the V2 rates are confirmed against Redstone Civil's actual cost structure.

Section A — Direct Labour Rates (All rates ex-GST, 8-hr ordinary time)

Code	Role	Unit	Day Rate	Hourly	Notes
L01	Director / Leading Hand / Senior Excavator Op	\$	\$900.00	\$112.50/hr	Site supervision + client liaison incl.
L02	Plant Operator — Grader / Excavator (20T)	\$	\$720.00	\$90.00/hr	Cert III Civil. Min 8hr.
L03	Truck Driver / Labourer (HR Licence)	\$	\$640.00	\$80.00/hr	Tipper/water cart/labouring.
L04	Site Admin / Mobilisation Coordination	\$	\$480.00	\$60.00/hr	Min 4hr charge.
L05	Excavator Operator — 12T (Casual)	\$	\$680.00	\$85.00/hr	Komatsu PC120-10. 25% casual loading.
L06	Labourer / Traffic Controller (TC Licence)	\$	\$610.00	\$76.25/hr	TC, First Aid, White Card.
L07	General Labourer (Casual)	\$	\$560.00	\$70.00/hr	White Card. General site / clean-up.

Section B — Plant Dry Hire Rates (No operator supplied)

Ref	Equipment / Capacity	Year	Day Rate	4-Hr Rate	Notes
E01	Komatsu PC120-10 — 12T Excavator + Bucket	2018	\$980.00	\$590.00	Attachments POA.
E02	CAT 320 GC — 20T Large Excavator + GPS	2021	\$1,580.00	\$950.00	High tonnage capability.
E03	CAT 12M3 — Motor Grader 186HP + UTS/GPS	2019	\$1,820.00	\$1,092.00	Blade and ripper incl.
E04	Kenworth T410 — 22T Heavy Tipper Truck	2017	\$720.00	\$432.00	Tipping body + UHF radio.
E05	Isuzu FRR — 14T Light Tipper	2020	\$520.00	\$312.00	Tipping body + UHF radio.
E06	CAT 262D3 — Skid Steer Loader 72HP	2022	\$420.00	\$252.00	ROPS/FOPS. Standard bucket.
E07	Hino 700 — Water Truck 10,000L	2016	\$780.00	\$468.00	Fuel incl.
E08	Dynapac CA2500D — Compaction Roller 8.3T	2015	\$540.00	\$324.00	Smooth drum + padfoot avail.

Section C — Plant Wet Hire Rates (Plant + operator + fuel)

Code	Equipment + Operator	Unit	Day Rate	4-Hr Rate	Notes
W01	Medium Excavator 12T (E01+L05)	\$	\$1,660.00	\$996.00	Certified operator + fuel.

Code	Equipment + Operator	Unit	Day Rate	4-Hr Rate	Notes
W02	Large Excavator 20T + Leading Hand (E02+L01)	\$	\$2,480.00	\$1,488.00	Supervision included.
W03	Motor Grader + Operator (E03+L02)	\$	\$2,540.00	\$1,524.00	Ideal for road maintenance.
W04	Heavy Tipper 22T + Driver (E04+L03)	\$	\$1,360.00	\$816.00	Load restraint compliant.
W05	Light Tipper 14T + Driver (E05+L03)	\$	\$1,160.00	\$696.00	Standard light tipper.
W06	Skid Steer + Operator (E06+L05)	\$	\$1,100.00	\$660.00	Confined sites/finish work.
W07	Water Truck 10,000L + Driver (E07+L03)	\$	\$1,420.00	\$852.00	Water not included.
W08	Compaction Roller 8.3T + Operator (E08+L05)	\$	\$1,220.00	\$732.00	Density testing by others.
W09	Full Civil Spread — Excavator + Grader + Tipper	\$	\$4,720.00	\$2,832.00	Simultaneous ops only.

Section D — Mobilisation Zones			
Zone	Distance	Labour	Plant
Zone A — Townsville Metro (Lansdown is Zone A)	≤ 50km	Incl.	Incl.
Zone B — Outer Townsville / Charters Towers	51–100km	\$2.50/km	\$3.50/km
Zone C — 101–250km (accom at cost + 10%)	101–250km	\$3.00/km	\$4.00/km
Zone D — Over 250km	> 250km	By neg.	By neg.

Section E — Overtime & Special Rates			
Condition	Labour ×	Plant ×	Min
Mon–Fri Ordinary (hrs 1–8)	1.0×	1.0×	N/A
Mon–Fri Overtime (hrs 9–10)	1.5×	1.25×	per hr
Mon–Fri Double Time (hr 11+)	2.0×	1.5×	per hr
Saturday Ordinary	1.5×	1.25×	all hrs
Sunday / Public Holiday	2.0–2.5×	1.5–2.0×	all hrs
After-Hours Call-Out	2.0×	1.5×	3 hrs min

Flagged Items — Confirm Before Submission

■ Director / Leading Hand Rate (L01 — \$900/day)

Issue: Significantly higher than standard plant operators (\$720–\$850) due to site supervision and client liaison component. If the tender scope does not explicitly include direct supervision, this cost may not be recoverable.

Action: Cross-reference the Scope of Works. Justify "Leading Hand" classification in the Method Statement by linking it to traffic interface and safety management responsibilities.

■ Dry Hire Fuel Inclusion Ambiguity

Issue: Section B (Dry Hire) states plant supplied without operator, but General Terms state dry hire includes normal fuel consumption. Client may expect no fuel cost when no operator is active.

Action: Add clause: "Dry hire rate covers machine standby fuel (engine turnover for health checks). Active operational fuel included in wet hire rates only."

■ Full Civil Spread (W09) — Simultaneous Requirement

Issue: W09 rate (\$4,720/day) applies only when all three items are mobilised and operational simultaneously. If a single item is deployed on a given day, individual rates apply.

Action: State explicitly in submission: "W09 applies on active bulk production days. Individual items on non-simultaneous days billed at W01/W03/W04 respective day rates."

■ **Zone C Accommodation Fee (10% Management)**

Issue: Public sector tenders may reject management fee on accommodation if client provides camp housing.

Action: Add clause: "10% management fee waived if client provides accommodation. Charges apply only when accommodation is sourced and managed by Redstone Civil."

FINAL	FINANCIAL QA	Phase 4 — Qwen (local AI) Critical sign-off items
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Financial Risk Flags and Reframing

Risk Area	Identified Weakness	Reframe / Mitigation
Scale Jump \$620K → \$3.5M	Council assessors will question cash-flow stability on a project 5× the prior ceiling.	Emphasise zero-debt asset base. "Owning our plant reduces long-term debt risk compared to dry-hire competitors who may fail mid-project due to liquidity issues." Accountant letter of comfort is mandatory before lodgement.
High Director Rate (L01 \$900/day)	Tender evaluators may view \$900/day as excessive for site supervision on a standard roadworks package.	Position as a risk-control investment: Director managing safety/traffic interface directly vs subcontractor supervision. Link explicitly to WHS criterion and live-traffic risk management in the capability statement.
Dry Hire Fuel Ambiguity	If dry hire includes fuel but no operator is active, client will dispute invoices for standby periods.	"Dry hire rate covers standby fuel (engine turnover) only. Active operation fuel included in wet hire rates." Clarify before responding to any request for dry hire from TCC.
Payment Terms (14-day vs TCC 28–35 day)	TCC often operates on 28–35 day payment terms for council contracts. 14-day terms will create cash-flow tension on a \$3.5M project.	Verify TCC payment portal terms before signing. Accountant must confirm Redstone's working capital cycle can sustain 28–35 day terms on this project size.

Accountant Confirmation Required Before Lodgement

1	Financial Capacity Statement — Zero-Debt Claim The cover letter states "Redstone Civil operates with a secure financial foundation, supported by zero-debt plant ownership." This is a specific financial claim that will be scrutinised by TCC. An accountant must sign off that the zero-debt statement is accurate and that working capital is sufficient for the \$3.5M scale. ■ <i>Critical — do not lodge without this letter.</i>
2	GST Application Confirmation All rates listed as exclusive of GST. Confirm current 10% GST rate is explicitly stated on all invoices and that the pricing structure aligns with ATO requirements for construction services. ■ <i>Confirm before invoice generation begins.</i>
3	Payment Terms vs Working Capital TCC payment cycle is typically 28–35 days for council contracts. Accountant must confirm Redstone Civil's working capital position can sustain this cycle across a \$3.5M project without impacting wages, fuel, plant maintenance, or concurrent jobs. ■ <i>Confirm before signing the contract.</i>
4	Wear Items / Consumables Exclusion Ground-engaging tools (bucket teeth, ripper points, blade edges) excluded from day rates and charged at actual replacement cost. Confirm this clause does not conflict with TCC's ITT requirements regarding all-inclusive pricing. ■ <i>Review against ITT before submission.</i>

Document Ref	TEN-RC-2026-A4	Tool	Application System — Tender Track (Tool 7)
Tender	TCW00639 — Lansdown Eco Industrial Precinct, Old Flinders Hwy Intersection Upgrade	Client	Townsville City Council
AI Tools	Qwen / LM Studio (analysis + commercial) + Gemini Pro (narrative + QA)	Status	V2 rates confirmed — internal approval required before external submission

Redstone Civil Pty Ltd is a fictional practice company for CDD 7 Tools training. All rates confirmed from RC-RATES-2026-01. Personnel listed as role codes (L02/L03/L06) pending appointment. Financial capacity statement requires accountant sign-off before any live submission.