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## Our Website

<http://www.regionalprocurement.com.au>

Industry Partners: this section is where we link any website specials that you have for our member councils.

Member: you can see what discounts are available from our industry partners.

Please check below:

## Industry Partner Specials

This month special is the 100mm Bollard from Replas for only \$19.90 ea. The 100mm square bollard is the perfect alternative to cheap timber bollards, only with the added benefit of no cracking, rotting or splitting. It is also immune to termites and will not require painting. This environmentally sound bollard is 1.5m high and perfect for parks, walking tracks, ovals, sporting facilities and the list goes on!

Replas NSW Sales  
9632 7475

<http://www.replas.com.au>

Experienced Office Furniture monthly specials.  
Please click on the LINK.

<http://www.experiencedofficefurniture.com.au>

Paul Wildschut  
4952 1555  
Email [paul@eof.com.au](mailto:paul@eof.com.au)

Office Products Depot Newcastle. For every three cartons of Double A, A4 paper you purchase, you will receive a Ferrero Diamond Gift Pack.

David Strongman  
Manager  
4952 3577  
Email [david@officeorg.com.au](mailto:david@officeorg.com.au)

## Meet A Team Member



Our Contracts/Administration Officer, Mr. Paul Robinson comes to us with experience from 25 years service to our country within the Department of Defense (Army). He learnt the procurement/contract trade within the federal government for the Army. On discharge Paul went into the civil side of procurement/contracts/tenders with Riverside Marine in Brisbane (a tug and barge company operating around Australia and in PNG) for the next three years and finally moved back to his home town of Newcastle in 2004 to help his family after being away for over 30 years.

He gained employment as the Property Assistant with the Newcastle Permanent Building Society for the next three years looking after all the Society's properties, tenders and contracts. After his position was removed Paul was made redundant which was good news for Regional Procurement®. Paul came on board

### **Current Tenders:**

Stationery & Ancillary Items

Industrial Hardware

Traffic & Safety Signage

Galvanised Posts & Caps

Passenger, Truck and Earthmover

Tyres

Hygienic Services

Domestic Water Meters

Ready Mixed Concrete

Copper Tube

PVC & PE Pipes & Fittings

Insecticides

Herbicides

Bulk Fuel, Oils and Lubricants

Bulk Water Treatment Chemicals

Turf

Spray Bitumen Sealing

Bitumen Emulsion

Concrete Pipes and Fittings

Printing Services & Distribution

### **Tenders in Progress:**

Reservoir Cleaning & Maintenance

Traffic Control Services

Road Resurfacing

### **Future Tenders:**

Fire Testing Services

Alarm Monitoring

Cash Handling and Distribution

### **One Off Tenders:**

Air Conditioning Upgrade

Geotextiles

Road Stabilisation

Electricity Services

### **Cross Region Tenders:**

IT Hardware and Services

Small Plant and Equipment

with us in October 2006 and has been constantly striving with the rest of the team to make the company grow into what it is today. Paul works well as one of the team. His contribution as part of the team has seen it grow in leaps and bounds. He strives to achieve the best for the team and our customers.

His experience is not only to do with the contracts but the trades he learnt within the defense force are also helping with the tasks that have to be done at Regional Procurement®. These tasks include the upkeep of the company website, the Tenderlink Portal, the department's computers and the Hunter Councils fleet. Paul has been very hard at work to make sure that all new tenders are compiled in a timely manner.

As the company is growing so has its workload. The whole team is working hard to achieve savings for our Member Councils.

## **The Grindstone**

Our manager Mr. Peter Salafia has recently been on leave trekking over the Kokoda Track. Good to have him back safe and sound.

Here at Regional Procurement® we are focused on getting results for our members so just like the Kokoda Track goes on and on so too will we keep the momentum going.

We have gladly welcomed the Southern Councils Group into the fold of Regional Procurement® and we look forward to working very closely with them in the future to get them the best possible deals with the tenders we run for them. The Southern Councils Group Representatives, just having joined the team, have been very quick with their responses to any of our questions to them. As a result we have been able to get most of their tenders advertised in record time. Great work guys keep it up as we appreciate it very much.

## **Where are We Headed**

Our vision is to see Regional Procurement® growing to assist our members. With 2 dedicated Account Representatives plus our Manager on the ground we will assist our members in any way we can. We will strive to get the maximum savings that we can for our members through our tender processes.

Their main job is to keep in constant contact with each Member Council, to start new tenders for them, to help by facilitating the tender evaluations face to face so that each council knows that they have ownership of the tenders and are not a number on a computer screen. Sometimes it is better to use the old fashion ways as this is the best way to do business.

## The Frontline

*Regional Procurement® has installed a "Comments, Compliments and Complaints" page on our website.*

*The information that you enter goes directly to the CEO Hunter Councils.*

*If you wish to make a remark about our performance please feel free to utilize this page.*



We at Regional Procurement® consider ourselves as your frontline of defense and we will strive to get each Member Council considerable savings where possible. We will also endeavour to run what tenders that members want in their regions and assist our members in any way that we can. If there is a tender that is not listed in the margin to the left and the need is great in your region please let us know.

To ensure you receive prompt attention from us please contact either of our dedicated Account Representatives or the Manager to assist you. They will find out first hand what your needs are and how we can put them into a tender for you. They will come and speak to you in person.

Our Industry Partners will give Member Councils good service as well as savings where possible. There are a couple of specials listed in the blue menu on page 1 of this newsletter from Replas, Experienced Office Furniture and Office Products Depot so please check them out.

See you for our next Newsletter!

## Contact Us

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