

Newsletter Date Oct 2009

Volume 1, Number 3

In This Issue

- Meet A Team Member Part Two
- The Busy Time
- The Year Ahead

Our Website

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

Industry Partners of the Month

EXPERIENCED OFFICE FURNITURE



For all your special needs for the office contact Paul Wildschut on 4952 1555 or email paul@eof.com.au

STREET FURNITURE AUSTRALIA



With a background in urban design, architecture, landscape and industrial design, Street Furniture Australia (SFA) is recognized for its world-class urban environment furniture. They have a versatile range, including benches, tables, drink fountains, litter bins, ash receptacles, bollards and bicycle stands. Their product variety is demonstrated best in the range of seats, which incorporates ultra-modern aluminum designs as well as more traditional hardwood park benches.

Please feel free to contact them on the toll free number 1800 027 799 or email sales@streetfurniture.com or through their website <http://www.streetfurniture.com>

Meet A Team Member Part Two



Mr. Craig Wade Account Representative

I've been asked to say in a few words of my working history and experience, well here goes. This is always a hard task to talk about ones self, as do you say enough or waffle on too much so here we go. Not to much waffle I hope.

I started my working career with Maitland City Council as a storeman for some six months. Some people in that organisation may take credit for where I have ended up now; as they had the chance to mould me early on from there I was successful in applying for a position with

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
Contestable Electricity
Reservoir Cleaning & Maintenance
Traffic Control Services
Road Resurfacing

Tenders in Progress:

Roll over tenders – all ROCs
Bulk Fuel & Lubricants – Hunter
Bulk Fuel & Lubricants – OROC
Contestable Electricity – various Mbrs
Small Plant – Cross Regional

Future Tenders:

Fire Testing Services
Alarm Monitoring
Cash Handling and Distribution
Linemarking
Footpaths and Cycleways

One Off Tenders:

Air Conditioning Upgrade
Geotextiles
Road Stabilisation

Newcastle City Council. I spent some 22 years employed by that organisation and went through a major cultural change during my time there. I was fortunate enough to be given opportunity to apply myself to various positions within the council structure i.e. Store man, Clerical Officer, Purchasing Officer and finally Store Team Leader.

The Later probably some of the most challenging time I have ever encountered in my working career. Amidst modernization and change to management with such phrases as (heads up, KPI's and lets not forget Best Practice). Along with these roles I have also gained further education acknowledgement in the management and supply/logistics disciplines through secondary training.

Newcastle gave me leave of absence to come and work for Regional Procurement® for six months and at the end we mutually appreciated what we had to offer each other and the rest is history. I have been with Regional Procurement® some two (2) years and must say, I have found the role challenging and interesting from driving vast distances being broad sided by emus, goanna and alas many birds to their detriment.

It would be fair to say it is never dull in the office or on the road due to the industry we are in and the variety of councils we represent. I thank all those I have had the opportunity to work with and look forward to more discussion and achievement together. Well as the festive season approaches quickly I would like to wish all a merry Christmas and a happy New Year.

The Busy Time

With Christmas just around the corner we here at Regional Procurement® are endeavoring to get the outstanding tenders for our Member Councils up and running by the New Year. We are also working on what we call roll over tenders, where contracts are terminating and we are starting new ones to replace them.

Our Accounts Reps have been out and about on the ground seeing the Member Councils first hand to see what we can do to help them out. This has been a good time to meet new council members and get all the information for the tenders we are about to do or that we are advertising at this present time. It was also a good time for our Account Reps to work closer with the Member Councils and get the right idea of what they expect of us and how we can work better together to go forward as a team.

We are hoping to have the new tenders completed by December so that they will have no problems with a 1 January 2010 start. We are stressing with our Member Councils that if they want us to run any tenders for them to just let us know. So as you see we are building towards a better membership within Regional Procurement® to gain better savings for our members and to give them the tenders that they want to see in their Local Government areas.

Above all we are striving to get the best deals for them so that they can save and redistribute the funds to areas that need it more. With

Electricity Services

Council Capital & Maint Contracts for Civil Works

Facilities Management

Cross Region Tenders:

IT Hardware and Services

Small Plant and Equipment

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. This may also be on the team as a whole or just one of the team members.

The only way we are going to grow and achieve better outcomes for our members if you comment on us.

Contact Us

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

admin@regionalprocurement.com.au

Phone: (02) 4978 4010

Fax: (02) 4966 0588

the input of all the team at Regional Procurement® we are now growing with our membership and 2010 is looking very good for all.

The Year Ahead

Our vision is to see Regional Procurement® growing to assist our members in 2010 as we are also learning more as we grow. Our members are now asking for more tenders, including one off tenders (called for one council and specially designed for their specifications). We are also calling contestable electricity tenders for individual members and the outcomes for them have been simply outstanding. The results have shown us that we can indeed get better results for our members with some showing a great savings over the State 777 contract.

In this day and age we cannot let any business go and our goals are still to help our members achieve outstanding values and returns for their rate payer's dollars. We simply cannot just go out and waste money on ideas that do not work within our membership. But we will strive to better help out all our Member Councils in areas that will help them improve their own goals and to give a better outcome for all the tenders that we run on their behalf.



With us 2010 will be a very busy and exciting year as the end of 2009 has been extremely busy and has given us an indication of what we can expect to happen in the new year. Our tenders called have turned into 120 signed contracts by the start of 2010. This shows the efforts of a committed team working very close to all our members and achieving what they require to carry out their business.

All here at Regional Procurement® at this time would like to wish all our members a very merry Christmas and a very prosperous New Year. Have a safe break and we will see you all in the New Year.