

Transcript of Intercepted Telecommunication

Warrant No: G00359_00_00	Operation: HECTOR
Call date/time: 02/09/20 15:42:12-15:49:52 02/09/20 16:00:22 – 16:04:18	Transcribed by: [REDACTED] and [REDACTED]
Session No: 03274 / 03274	
Proofed by: [REDACTED]	Date: 25/08/2022

EXTRACT: COMMENCING 15:42:12

COX TO VARDANEGA

SURNAME 2 AIDEN COX
SURNAME 1 BENJAMIN VARDANEGA

COX: Yeah- I was just seeing um if you got any feedback for us in terms of pricing.

VARDANEGA: I have all the feedback you need!

COX: Yeah?

VARDANEGA: Well. Are youse, are you driving or are you?

COX: Yeah but I can listen, I've got ears.

VARDANEGA: Okay, all right. So, piling. Piling package - the majority of the competition hit around the 500k mark. In order- there's three companies, Tech – Techanark, they're the lead runner at 500,000.

COX: Yeah, all right.

VARDANEGA: Milestone are second at 510.

COX: Yeah.

VARDANEGA: And we're at, at 525.

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COX: That's not too bad then.

VARDANEGA: Nah.

COX: I guess if we can get down to 500 we'll get the job.

VARDANEGA: I spoke to him –

COX: But -

VARDANEGA: - for about 10 to 15 minutes of speaking about a bunch of other stuff. Let me, let me go through the conversation so I don't, I don't miss any information because I like, I know that you love detail. So that's, that's where we're at for piling. Station civils um we're 1, 1.747. Brefni provided a price at 1.9 but -

COX: Oh yeah.

VARDANEGA: - keeping in mind that they don't have a piling submission. They never put in any price for the piling package.

COX: Yeah.

VARDANEGA: Damcon submitted 1 6.

COX: Damn fuckin Damcon mate, you can, you don't want –

VARDANEGA: Yeah.

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COX: - you're getting, you're getting what you pay for if you go with Damcon.

VARDANEGA: Yeah, yeah, yeah and then, and then lastly was, the only other one is Diversified.

COX: Who the fuck are they?

VARDANEGA: That's what I said. Diversified is Milestone's concreting guys.

COX: Yeah and were they priced –

VARDANEGA: So that, they –

COX: - underbores and stuff, yeah?

VARDANEGA: Argh, I didn't know if they'd priced underbore, he didn't give me that detail. I'm going to speak to him again tomorrow but, um so they came in, they're the cheapest at 1.4. Then –

COX: But does he mention, (indescribable) not a price for (indescribable) the scope?

VARDANEGA: Yeah and I, I said to him, I go, "Mate, to be honest, I've never heard of them before in my life and if you're willing to go with the cheapest price then fair - fair enough and good luck." And he goes –

COX: I reckon –

VARDANEGA: - but (indescribable) –

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COX: Sorry, sorry to cut you off. Go ahead keep going, I'll, I'll hold my -

VARDANEGA: Yeah.

COX: - keep going.

VARDANEGA: So, so I said, you know I've never heard of them um so they're not really in competition so I said, "Out of, out of the, the four for the station civils, it sounds like we're in the middle. We're smack bang in the middle." And he goes, "Yeah you pretty much are." And I said, "Okay." And I said, "So what's your feeling with Damcon and Brefni?" And he said, "Well Brefni put in a price for the platforms." He goes, "So my biggest package is the platforms. So, Brefni put in a price for the platforms at \$2.9million dollars. My budget is \$3million dollars. I don't want to use Brefni, I want to use Milestone." And he said, "Cause we had them out on site today and they came out and they said that we're just gonna put 20 pieces of plant on the platforms and deliver that platform civil and, ah sorry platform excavation and FRP package." So he's like, I don't want to use them because their price isn't – it looks like their methodology doesn't reflect what our limitations are with not being able to put any plant on the platforms. He's like, so my current thinking is that I want to use Milestone. I said, "Okay. What do we need to do to our prices to win these jobs?" And he said, he said, "I don't want to give you two packages." And I said, "Why not?" And he said, "Yeah I just got to have to justify it." And I was like -

COX: So the two, the two packages there's an overlap of \$300,000 dollars.

VARDANEGA: That's exactly what I said. I said, "There's an overlap there of 300,000 grand and there's potential that you guys can make further savings by giving it. And um I said –

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COX: And, and the, so the only, the only had, the only element that is missing from the station civil and FRP is like fuckin ten piles and forty shoring ears. That’s the difference between, and, and um the 30, 30 ground anchors.

VARDANEGA: Yeah. And I said to him –

COX: nothing between them.

VARDANEGA: I said to him, I, I said, “The ah, the, that piling package you could basically have delivered by RJS um you know within, before that March possession, like it’s all done by the end of the year if everything goes right in those weekends, 16 weekends, 17 possessions.”

COX: Yeah and, and our success overall hinges on the success of the piling. That piling package is fucked up and that fucks us up. I’d rather have control over everything.

VARDANEGA: Yeah.

COX: You know –

VARDANEGA: Yeah.

COX: - you know fuckin um fall on my own-

VARDANEGA: That –

COX: - sword rather than have –

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VARDANEGA: Yeah.

COX: - have fuckin some other –

VARDANEGA: So –

COX: - some other mob, you know... If you have control over those two packages and you, you go, fuck it it's going to cost me an extra 20 grand to do this but overall, it means I'm gonna hit my targets and I'm gonna achieve everything, then you go yeah fuck it we'll spend the 20 grand, but at least it's all done.

VARDANEGA: Yeah –

COX: If, if –

VARDANEGA: - yeah absolutely -

COX: - you don't have –

VARDANEGA: - so –

COX: - if you don't have any ability to make that decision and it's less then with Milestone or some other crowd and yeah.

VARDANEGA: So, so what he said, we, we sort've just started talking about a bunch of different shit. Um I, I think you have a meeting with them on Friday?

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COX: Yeah.

VARDANEGA: Yeah. So he was like, are you coming and I said I don't know, I'll speak to Aiden whatever. Um I was like I'm, I'm in RJS's team so whatever, however they want to run it, it's up to them. And I said, "But can you tell me unofficially what we need to do to our prices to win this job?" And so the number that he wants for the piling, he wants 500 and it's ours.

COX: Aye, we'll drop it to 500 surely we could.

VARDANEGA: And for the station, to get both unless, I reckon...

COX: I think we can drop it to 500 I'm driving at the moment so I don't fuckin remember, but I reckon if it's only 25 grand, surely we can, it's easy-

VARDANEGA: Yeah -

COX: to fuckin get down -

VARDANEGA: - hang on, hang on, hang on, hold, hold your thoughts just for sec. So he said, "Drop that to 500 and it's yours", and he said, "But I only wanted to give you one package." And I said, I was like, "Andrew, there's so many merits out of giving RJS both packages because you got the overlap, we will be able to control that job site for those two possessions in 16 and 17. You'll get a lot more shit done and even if you don't, it's our responsibility and we're going to take on that risk." I was like, "So that's what, that's why it's a lot better if we do that." And he said, "Yeah, but -

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COX: No, I, I'm not interested in doing the piling without the other package.

VARDANEGA: Yeah, hang on, hang on, hang on. Just hold -

COX: Yeah.

VARDANEGA: - hold your, hold -

COX: Okay.

VARDANEGA: - hold your comments. So then, then we started talking about the station civils. I said, "Look to be honest we don't fuckin even want to do the piling. We'd be a lot more interested in doing the civils because, you know, it's, it's a juicer, a package." I said, "But if you're gonna give us both what would be the number?" And he said, "500 for the piling and it's yours." And he goes, "There's \$300,000 dollars there in overlap between the piling and the civil package." He goes, "So your price of 1.747 really comes down to 1.4 once you take out that other component. And he said -

COX: Okay, profile yeah.

VARDANEGA: And he said, "So the thing I'm looking out of that station civil package, I'm looking for 1.3 million.

COX: So he wants 175 grand off. Why, why, I don't understand why the fuck he'd want to shave that off.

VARDANEGA: What do you mean?

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COX: Because um so the other company um Damcon, were at 1.6 -

END OF EXTRACT

EXTRACT: COMMENCING 16:00:22

VARDANEGA: The only thing that I can see that's gonna shoot us in the foot is if Brefni drastically were to drop their price because if they were take out the, that sort of overlap component between the piling and the station, it drops them down to 1.6 and –

COX: Yeah, but that, that's apples for apples you know um like, yeah –

SURNAME2: Oh totally, totally –

COX: Yeah.

VARDANEGA: - 100 per cent. But I'm just saying you know it's like, that, that could be the only thing that, I don't know, someone in there could make a stupid fuckin decision and go with it because, you know, they're Brefni. But Andrew has told me categorically he doesn't want Brefni on this job.

COX: All right, well I reckon we've got the um, we got all the right answers for them. They're fuckin, the other things is like um, they'd need all work, they wouldn't want to fuck about

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too long with these two packages, they'd want to, they'd want to get done and move them quick. Because the –

VARDANEGA: Well the, the, the thing that pushes them –

COX: - the lead time –

VARDANEGA: - is the –

COX: - the lead time on the um, on the um FRP the, the Permadeck is um something like ninety days –

VARDANEGA: Yeah so just, just so you know the, the big ticket item there for um argh for them to contract award which I asked about is AFC. So they don't get it till next Friday. So they're going to next Friday, if Friday week they're gonna come back and say, can you please reprice your job based on these changes in AFC that's it. So that's the thing that's dictating contract award. So if you think about –

COX: Yeah and how long are they gonna give?

VARDANEGA: Well –

COX: - Next few days or something?

VARDANEGA: You'll find out on, in Friday's meeting, but they might say a week or something and then off the back of that it'll probably be another two weeks before they arrange contract award.

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COX: There's, what we at now, we're at, so what's Friday, Fri, ok wee man we're nearly home (child crying in background), we're at, we're on the second now, third- forth, so next Friday is the 11th –

VARDANEGA: You're –

COX: (Indescribable)

VARDANEGA: - looking at about the 2nd of October for contract award.

COX: For, for the mobilised on the 24th?

VARDANEGA: If they go, if they get AFC Friday week that's the 11th of September. If they gave us a week to reprice it, they might not give us a week, they might give us a lot less.

COX: Gives us fuckin two days is what I'm seeing.

VARDANEGA: Yeah I (indescribable).

COX: 'Cause there's not, there's not gonna be much time between um, between those two packages.

VARDANEGA: Yeah. Okay well then (indescribable) –

COX: I, I (indescribable) -

VARDANEGA: - that's the other thing that you should be saying in the meeting then is –

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COX: Hey Ben –

VARDANEGA: - when we go, like (indescribable) –

COX: - Ben, Ben, the, the only other thing is like, I'd like to get a look at Brefni's price to make sure we haven't missed anything.

VARDANEGA: Yeah, okay.

COX: See how you go with um trying to have a look at prices.

VARDANEGA: Yeah, all right. I'll, I'll text (indescribable)

COX: I'm not a, like, I'd, I, I'd like to get a look at Damcon's to tell you what they've missed cause in order to guaranteed they've left a whole bunch of shit out. But Brefni -

VARDANEGA: Yeah I wouldn't, I wouldn't be worried about Dancon's –

COX: I'd like to benchmark-

VARDANEGA: - I, I'll try and get Brefni's -

COX: - I, Brefni's I'd like to benchmark against -

VARDANEGA: All right.

COX: - make sure that, to make sure we haven't missed fuckin some sort of, something blueingly

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obvious.

VARDANEGA: Yeah, all right, I'll call him back.

COX: Are you, are you photos or whatever.

VARDANEGA: No, I'll just ask him for the file. Let me, let me call him back.

COX: Yeah, yeah, yeah, okay.

VARDANEGA: (indescribable)

COX: Try and get them all, try and get them all, that'd be really good.

VARDANEGA: Yeah I, I'll see what I can get out of him then. It's, it's, like it's, you know, yeah I think he's a bit sketchy, like it's, just let me see what I can do.

COX: Yeah, it wouldn't be the first time something like this has happened you know so.

VARDANEGA: Yeah, yeah but you know man it's just like –

COX: I'm...

VARDANEGA: - I, I don't want to, I honestly don't want to stretch it too much, that's all.

COX: Yeah, okay. All right, no worries. Go on- I'll let you go.

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VARDANEGA: All right, catch yah. Bye.

COX: Bye, Bye, Bye.

CALL ENDS