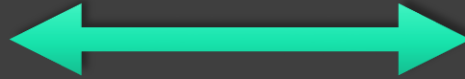


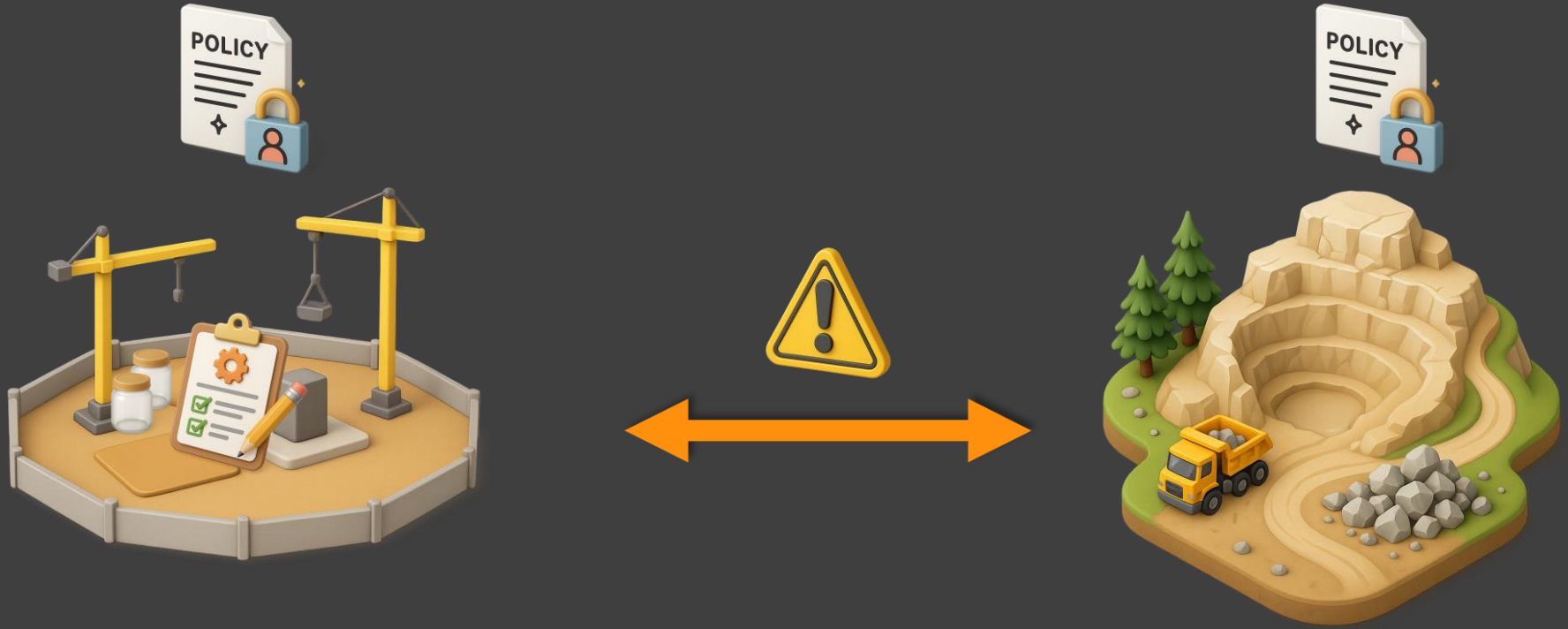
# From Liability to Asset: The Business of Surplus Soil

Tom Wilson  
Environmental Manager  
Protranz Earthmoving

# Once Upon a Time...



# Once Upon a Time...



# The Grey Zone



CLEAN

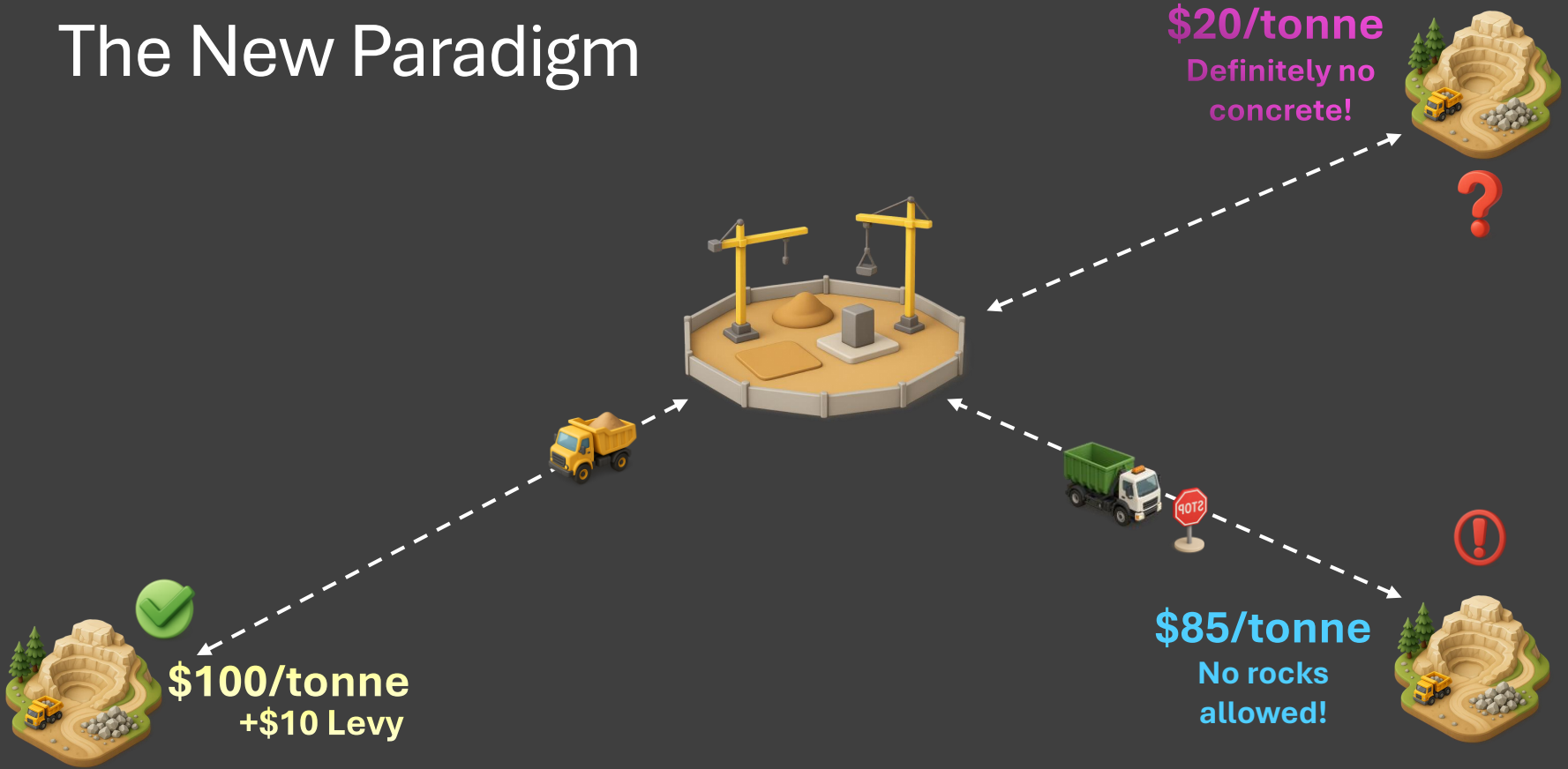
???





CONTAMINATED



# The New Paradigm



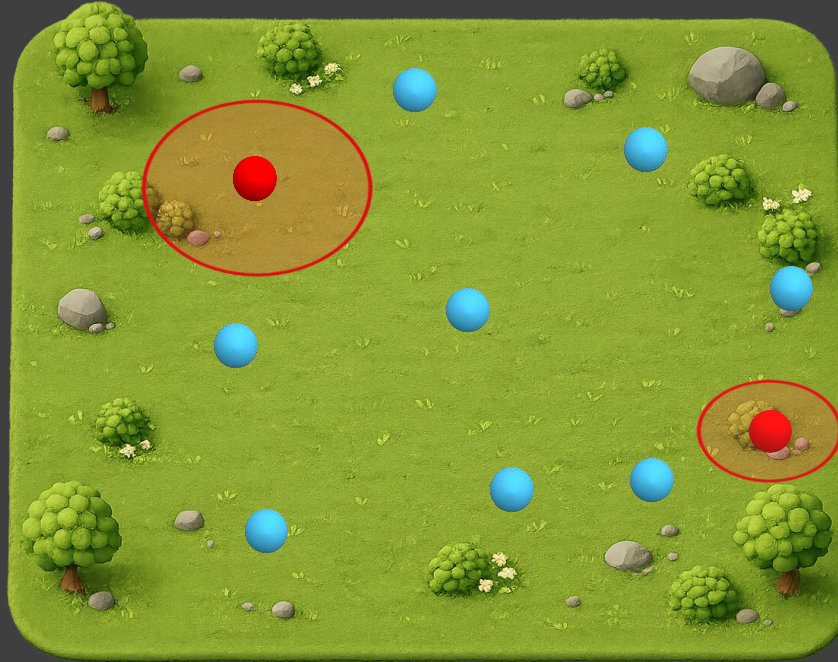
# Unaligned

- Regulator 
- Principal 
- Consultant 
- Landfill 
- Contractor 

# What can we do differently?



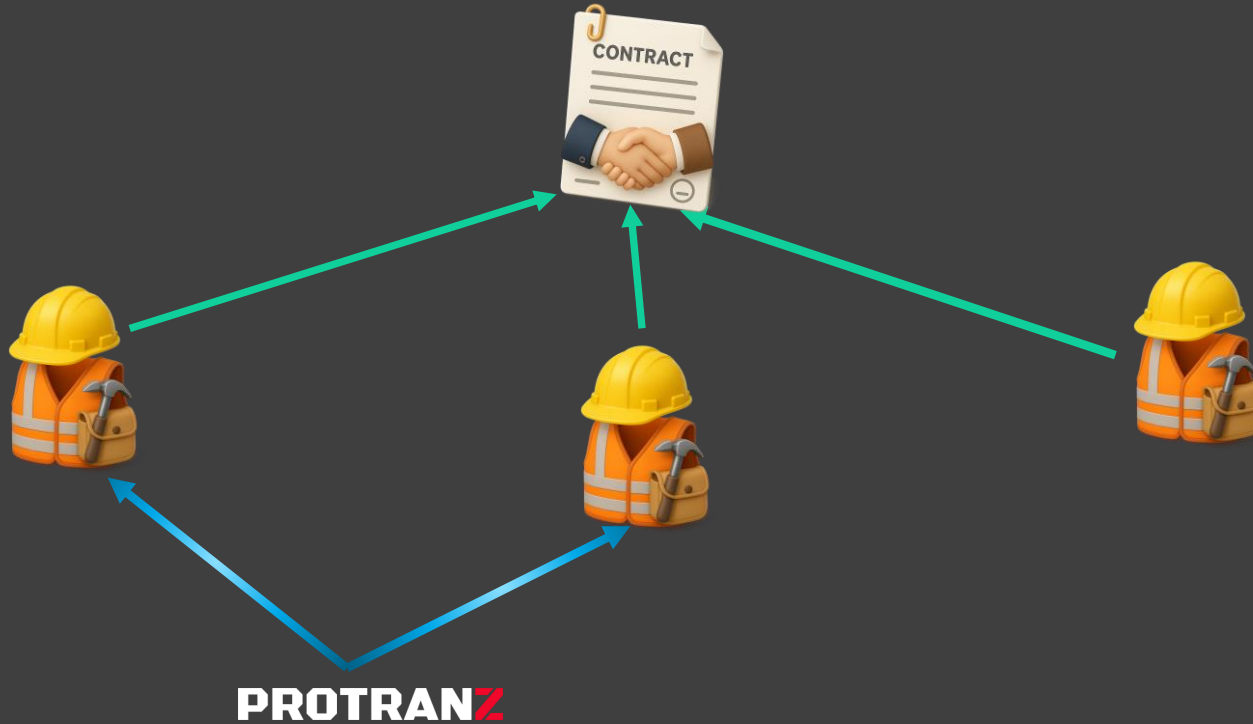
# Case Study 1: Uncertainty



# Case Study 1: Uncertainty



# Case Study 1: Pricing



# Case Study 1: Pricing

Line Item	Quantity (m3)	Rate (\$/m3)	Total (\$)
Remediate Site	400	\$300	\$120,000
Cut-To-Waste Big Hole (Managed Fill, Cart & Dispose)	12,000	\$75*	??????????

\*Assumes all material acceptable at the most cost-effective manage fill. If not acceptable, then is subject to the following extra-over rates depending on contamination.

- Fill A: + \$20/m3
- Fill B: + \$100/m3
- Fill C: + \$ 200/m3



# Case Study 1: Liability



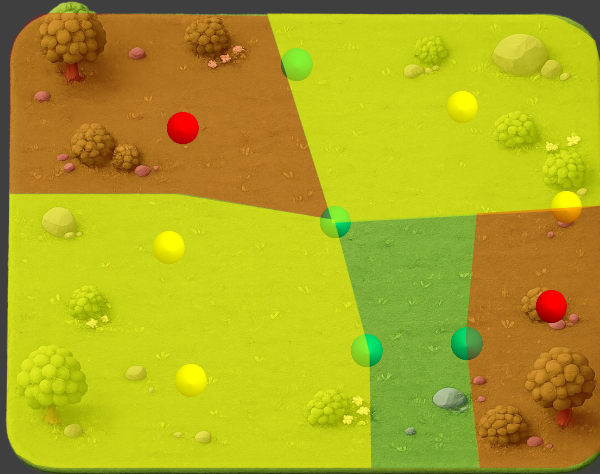
\$900,000

\$3,000,000



# Case Study 1: Opportunity

\$900,000

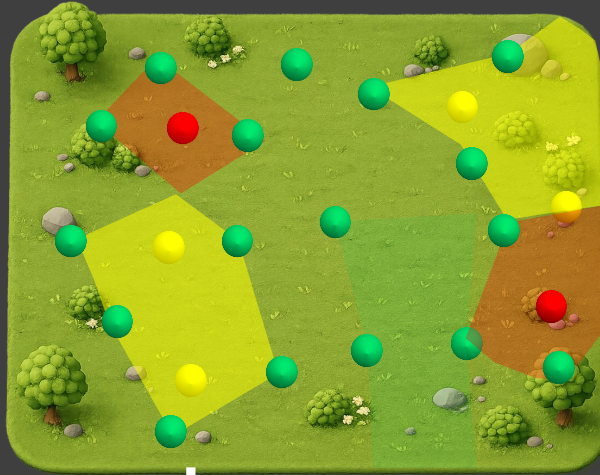


\$3,000,000



# Case Study 1: Results

\$900,000



\$3,000,000



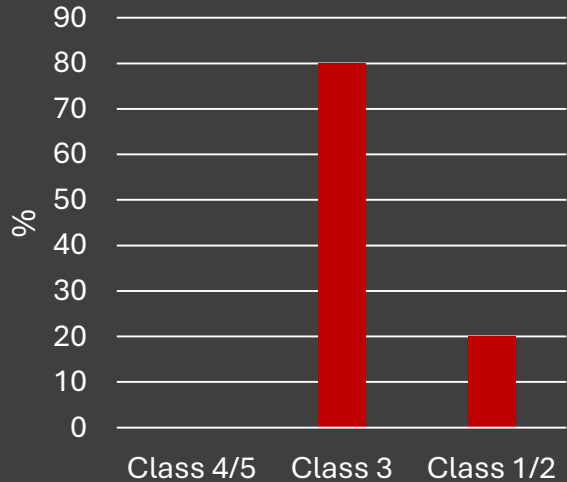
**\$1,000,000  
Saved**

**5,000 tonne  
Diverted from Class 1**



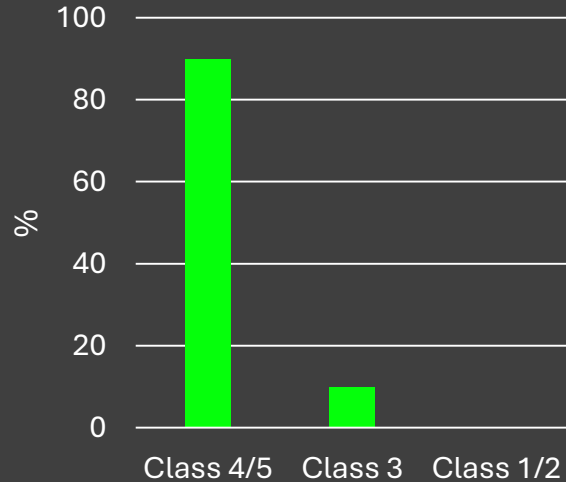
# Case Study 2: Not What it Seemed

## What the Tender Prescribed



**\$9,000,000**

## What the Data Actually Showed



**\$3,000,000**

# Case Study 2: What to do?

1. Tell the Principal
2. Tell one, or more, main contractors
3. Tender a composite tonne rate (hold cards close)
4. Tender a lump sum (*high risk!!*)

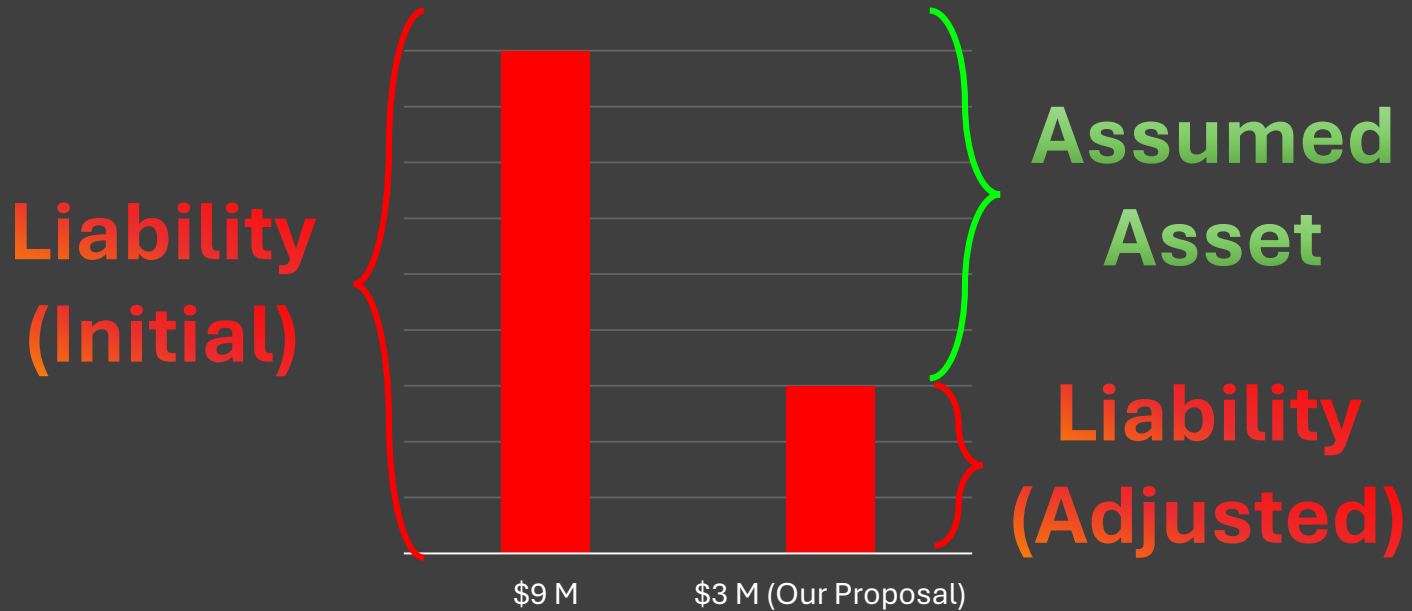


# Bid Successful!



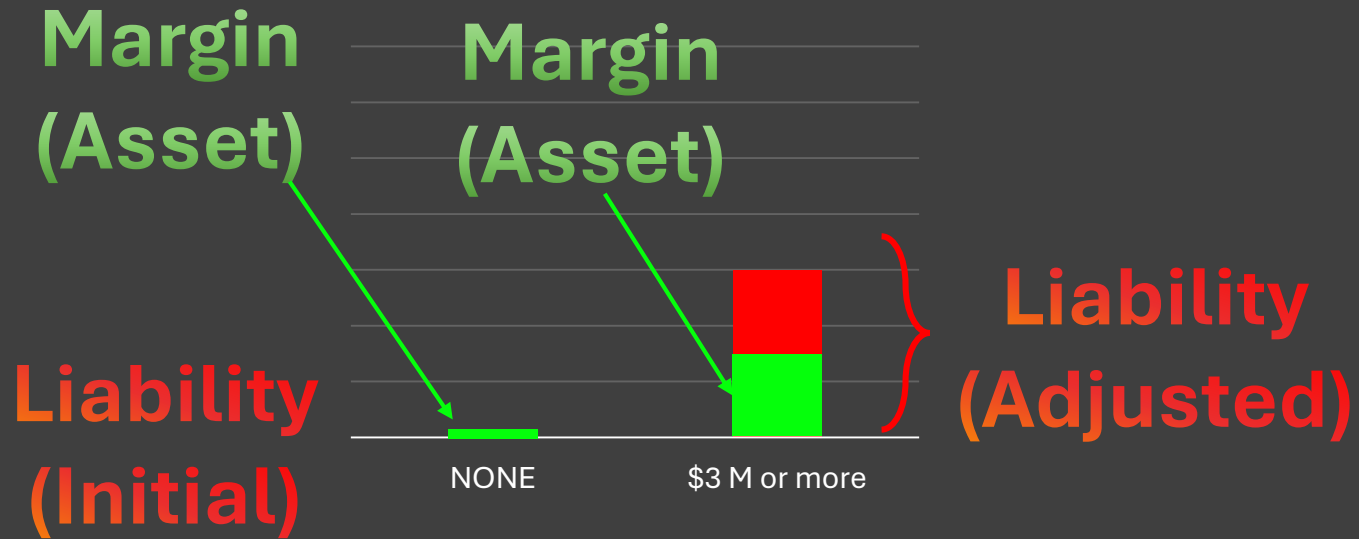
# Liability to Asset: What's Yours is Mine

## Principal/Client



# Liability to Asset: What's Yours is Mine

## Contractor







# Own the Risk Claim the Value



## Incentives Define Outcomes

