



Mr D. Cossart
Works Management
Department of Parliamentary Services

RE: Security Bollards Tender CEW1669

Dear Mr Cossart,

Thank you for the opportunity of submitting further information regarding LEDA Security Products' submission for the Security Bollards Tender CEW1669.

As I mentioned in my fax of the 15th October to Kevin O'Hara (see attached) Leda has been involved with the project from the outset providing information and technical advice to the architects and various consultants.

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Mr Ron Rodgers of Rodgers & Jefferies (consulting engineers) first contacted us on the 5th March for advice by for engineering assistance regarding installation of bollards through the waffle slab. Technical advice on this and other issues were discussed with Bob Thorne at MGT offices on the 11th March. This was followed up with a submission and budget estimates on the 16th March to MGT. Once funding for the project was approved in May Leda staff assisted many of the consultants involved including:

Ken Digby of Norman Disney & Young
Kevin Foster of Connell Mott MacDonald

We were therefore surprised at the post tender meeting held at MGT offices on the 30th September to find Bob Thorne was not present as he had been the person from MGT that had coordinated the project with us through all the design stages.

During the various meetings we had with the architect and consultants it emerged that Electro Mechanical Retractable Bollards would be preferred in the various site locations over a Pneumatic Bollard System for both technical and aesthetic reasons. The principal concerns of the architect and consultants included:

- location of compressors,
- ongoing maintenance,
- reliability and
- security access to compressors.

In our early design meetings, one of the architects main concerns was that there should be a continuity of design in all of the Bollards. That was one of the main reasons they selected Leda's slimline range of stainless steel Bollards (grade 316). Bollard types A to E are Leda standard product and do not have to be developed. In addition we are familiar with the bead blasted finish required.

While we appreciate that price and value for money are important in your decision making, we draw to your attention that Leda is the leading manufacturer of Bollards and Retractable Bollard Systems in Australia with the most technically advanced operating system available. As we have pointed out in our recent correspondence to the Prime Minister and other Ministers (see attached) it is important that this strategically important technology Leda has developed for protecting Australian buildings and defence sites should be utilised where possible so that we can continue to develop even more advanced technology in protecting Australian icons such as the Parliament House. This was not distributed until late last week when it was apparent we were not the preferred supplier.

I recall when Parliament House was constructed the use of Australian products was mandatory. Is that not still important today?

We strongly believe that the Bollards offered in our tender are the most suitable and the most technically advanced products for Parliament House.

Leda has the technology, products and staff to complete your project on time. Being manufactured in Australia will also ensure that spare parts and servicing are always available when required.,

We trust you will appreciate the importance in supporting Australian companies like Leda and we await your decision. In the interim, if there is any further information we can provide, please have no hesitation in contacting the undersigned.

Yours Sincerely

David R. Mathews
Managing Director