

A MURRAY AND SONS



CAPABILITES STATEMENT (COMMERICAL-IN-CONFIDENCE)



COMPANY PROFILE AND HISTORY

A.Murray & Sons was founded in 1952 in the town of Tumut NSW, the gateway to the snowy mountains by the Late Albert Murray. Ab had a reputation for leading teams that thrived on hard work and that above and beyond philosophy extends into the company today.

Albert's sons Brian and Rex Murray took over the local plumbing business in the late sixties to oversee the company expand into country NSW. Over the ensuing years they completed many large scale projects in Oberon, Broken Hill and Mildura. In the Bombala Saw Mills project over 15 kms of inground services were laid over a period of 4 months by our Company.

From the year 2000 the business expanded its services into the Sydney Metro area and then into Newcastle.

The business has now successfully been transferred into the hands of the third generation—namely the sons of sons, Dwayne, Mathew and Scott Murray with the fourth generation already working in the business.

It remains headquartered in Tumut and continues to service the massive industrial timber mills in the area.

The professional team of plumbers, gas-fitters and roofing specialists has grown to over 60 qualified tradesman, apprentices and support staff.

The business services the local domestic markets, maintains a retail showroom and parts supply warehouse.

The largest growth sector of the business in recent years is in the commercial sector.



A Murray and Sons continues to expand its reputation and experience through partnering with leading builders.

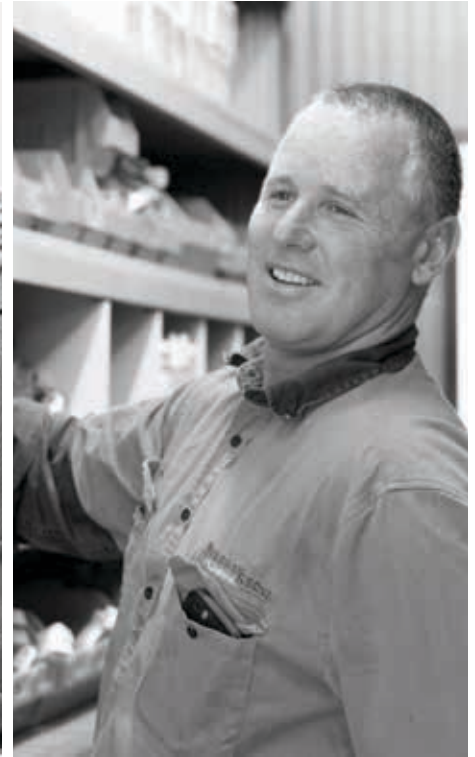


“It’s a different world today. It is not just about ‘putting pipes in the ground’ –it is about planning and compliance; protecting reputations of our partners; co-operation with other trades on site; and supporting a solid performance from our teams.”

–**Mathew Murray** | Construction Manager



COMPANY STRUCTURE



The three cousins that now own A. Murray and Sons Pty. Ltd. are all grandsons of the now deceased founder Albert Murray—with the fourth generation now working in the business.

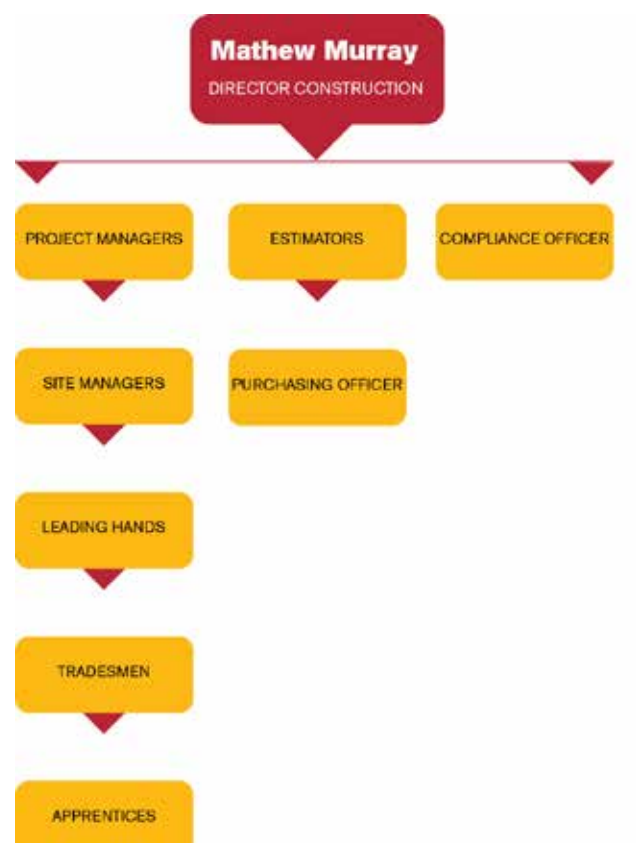
Each Director holds a separate responsibility for the various cost centres of the business.

Mathew Murray (Left) is responsible for all commercial construction.

Dwayne Murray (Centre) management area is all contracts management, retail and financial decisions.

Scott Murray (Right) is responsible for all maintenance including all industrial maintenance servicing.

Together with over 70 years experience in the business they are seeking to strengthen their existing systems and business offerings to allow A Murray and Sons to expand nationwide.



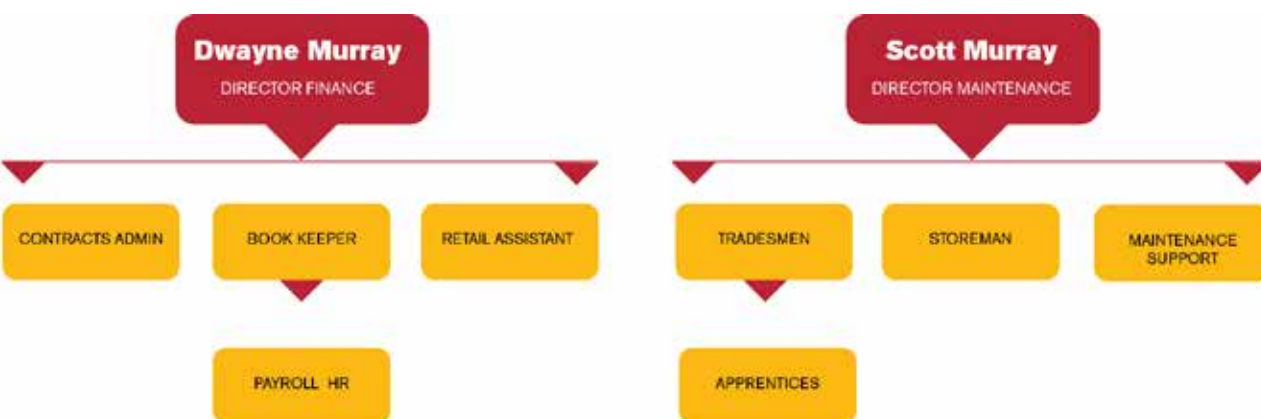
The corporate values of the business have been included in employee contracts across all divisions.

In line with our foundational drivers we reward “above and beyond” behaviour in our business and also in our community.

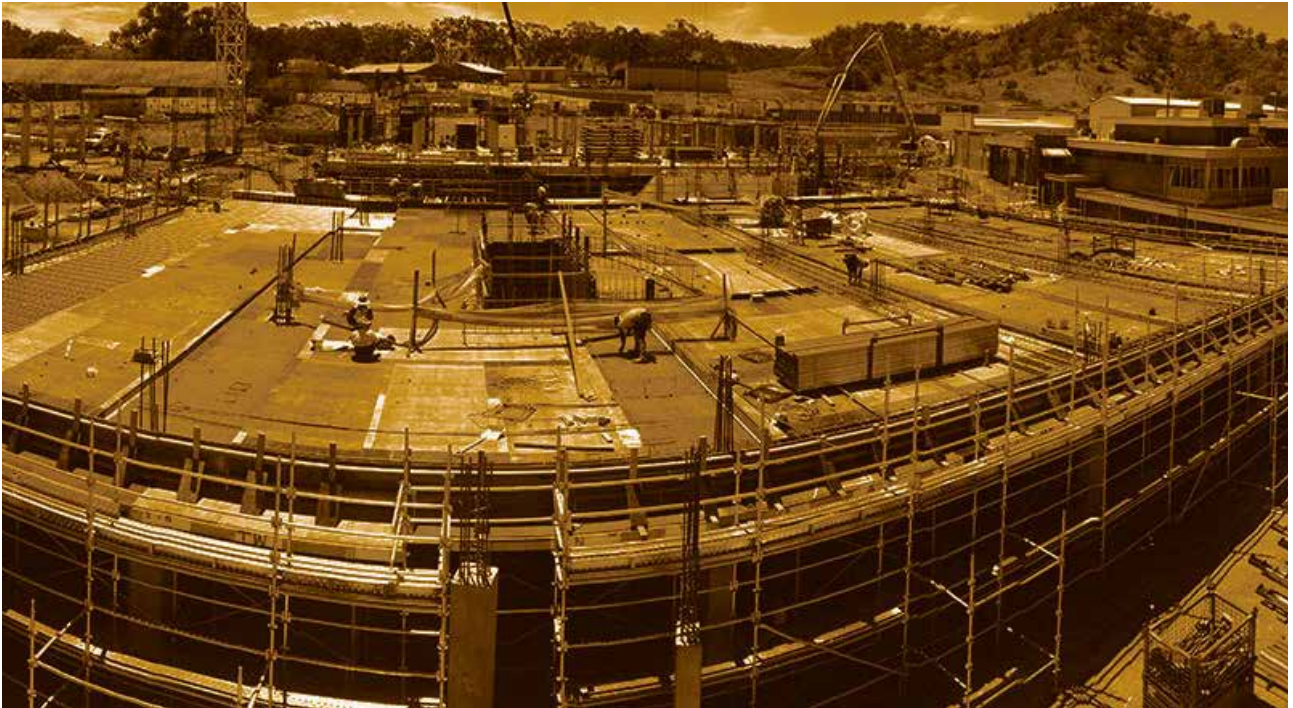
It is the people and the behaviour that create the outcomes that ensures this business succeeds and our communities thrive.

- **TRUSTWORTHINESS**
- **PRIDE IN WORKMANSHIP**
- **RELIABILITY**
- **ENTHUSIASM**
- **LEADERSHIP**
- **PROFESSIONALISM**
- **ACHIEVEMENT**

CORPORATE VALUES



RECENT PROJECTS



Photos of Tamworth Hospital—Completed in 2016 – Our part of the build was \$6.5 million.

PUBLIC HEALTH SECTOR

Name of Project | Cost of our Works

Inverell Hospital | \$2.7M

Tumut Hospital | \$2.1M

Braidwood Hospital | \$1.5M

Kiama ACF | \$4.0M

Bloomfield Private Hospital | \$2.8M

Tamworth Hospital | \$6.4M

Dubbo Hospital | \$3M

Peninsula Village Norwest ACF | \$1.8M

Kiama AFC/ILU | \$4.0M

Kellyville Baptist Care Retirement/ACF | \$2.5M

Queenbeyan Warrigial RACF | \$1.8M

Harden Hospital | \$1.3M

Muswellbrook Hospital | \$1.1M

Gerrigong ACF | \$1.8M

Bowden Brae ACF | \$1.8M

Tinonee Gardens ACF | \$1.5M

Wontama ACF | \$1.5M

Mission Aust Retirement/ACF | \$1.2M

McQuion Park - ACF | \$1.6M

Gosling Creek ACF | \$1.2M

Narrabri Hospital | \$2.9M

Scalabrini ACF Village | \$2.1M

Jemalong ACF Forbes | \$2.3M

EDUCATION SECTOR

Gunnedah School | \$.6M

Monaro High School | \$.5M

Rutherford High School Upgrades | \$1.6M

CSU Wagga Student Accom | \$1.3M

CSU Orange Student Accom | \$1M

Wolgan Valley Campus | \$0.5M

Young TAFE | \$.9M

Moree East Public School | \$.7M

Yass High School | \$.6M

COMMERCIAL SECTOR

Glen Estate Real Sub Division | \$1.4

Shellharbour Stocklands SC | \$9.1M

CSIRO Narrabri | \$.9M

Orange - Quest Apartments | \$1.3M

Orange City Centre | \$.9M

Mecure Motel Albury | \$1.1M

Batemans Bay Bridge Plaza Redevel | \$1M

Coolac Service Centre | \$.9M

Bombala Mill Extension | \$2.5M

GOVERNMENT SECTOR

Goulburn Performing Arts | \$.5M

Parkes Rail Hub | \$.8M

NACC WE01 - Williamtown | \$5.5M

NACC WE02 - Williamtown | \$4.1M

NACC WE03 - Williamtown | \$.5M

HMAS Albatross - Helicopter Facility U/G | \$1.2M

Wagga Court House Upgrade | \$.9M

Wagga Stadium | \$0.5M

Gunnedah Pool | \$0.6M

Moss Vale Police Station | \$0.7M

Dubbo Zoo Elephant Breeding Building | \$.2M

Bathurst Airport - Cadet Training Facility | \$.4M

SC – Shopping Centre, ACF – Aged Care Facility



Kiama Age Care Centre of Excellence

SCOPE OF SERVICES

A Murray & Sons is a third-generation plumbing company, supplying water, waste and gas solutions to Commercial, Domestic and Government clients.

Since our beginnings in regional New South Wales our business has expanded into surrounding capital cities and now as far West as Perth, in Western Australia.

We have maintained Tumut as Head Quarters for our operations as we continue to remain under contract to service the major industrial timber mills in the area.

Our licensed plumbers are experienced in all forms of plumbing, gas fitting, roofing, drainage, heating, cooling, water and sewerage systems as well as tanks and irrigation systems. We are also the service agents and stockists for Rinnai, Coolair, Coonara, Seeley International and Australian Gas Networks.

The company is compliant in all health, safety and environmental policies and we test staff and contractors regularly for alcohol and drugs. Our policy is to maintain a safe and trusted workplace for workers, co-workers and our clients.

DOMESTIC

We have been servicing local domestic markets in regional New South Wales since 1952. We are the largest family-owned plumbing company in the region with a retail showroom and warehouse. Our domestic teams are responsible for new installations, renovations and preventative maintenance.

We offer a 24 hour call out service. Our reputation in domestic is that you can always count on A Murray and Sons to be there soon.

COMMERCIAL

Our Commercial teams deliver complete plumbing and roofing services for commercial ventures. We offer a range of options from design and construct, design finalisation, or completely hydraulic designed projects.

The company's experience is extensive from large hospital projects, multi-story and single story aged care projects, secure government installations to refurbishments of TAFEs and schools and minor works. Our reputation is in being competitive, compliant and co-operative and we consistently work with tier-one and tier-two builders.





Photo: Woden Wellness Centre—\$100K.



Photo: Shell Harbour Stocklands Shopping Centre \$9.1 Million



Photo: Bombala Saw Mills Project (15 kms of inground services)—\$2.5 million



WATER • WASTE • GAS WE MAKE IT HAPPEN

OUR POLICIES

EQUAL OPPORTUNITY EMPLOYER

A Murray and Sons is an equal opportunity employer.

The aim of the policy is to ensure that no job applicant or employee is discriminated against either directly or indirectly on the grounds of age, disability, gender identity, marriage and civil partnership, pregnancy or maternity, race, religion or belief, sex or sexual orientation. We will maintain a neutral working environment in which no employee or worker feels under threat or intimidated.

WHS & E POLICY

A.Murray and Sons has developed all its work, health, safety and environment policies in line with the current legislation and regulations. The staff work under a complete safety system that is compliant for all of its Tier One and Two clients. The Company is committed to continuous improvement and workplace innovation to ensure all staff return home to their families every day.

SAFETY AUDIT AND RECOGNITION

(Excerpt from recent Company newsletter)

Congratulations to the A Murray and Sons team at Williamtown Air Base on receiving a great result in Lend Lease's latest safety audit.

"The Lend Lease 'team safety' are extremely vigilant and have demands well beyond what we normally are asked to provide with other builders.

The result that AMS achieved in our safety Audit this morning is outstanding, and is off the back of one of our guys, receiving the NACC Project Employee Award for Safety, last month—from all trades on site.

This is a great result and only can be achieved by the involvement and participation of all the guys and processes that Lend Lease Builders has and continues to require.

—PROJECT MANAGER.





OUR REFEREES

"As you may be aware, the RACF at Kellyville was handed over to BaptistCare mid January. The facility is now operational and occupied.

It is more than pleasing to have our client praise the timely delivery and quality of the finished project, in fact it has been said that it is the best facility BaptistCare have had delivered to date.

At Lipman, we understand that we rely on the skill and cooperation of our subcontractors to deliver quality on time results. The outcome of this project is a testament to the way your business performed as an integral part of a collaborative and skilled team.

On behalf of Lipman I want to thank you for your team's effort and participation and we look forward to another opportunity of working together in the near future."

– Brad Gleeson (Project Manager)

Lipman Pty Ltd

Contact: 0402 124 492

Project: 128 bed RACF Kellyville NSW

ADDITIONAL REFERENCES

David Oliver (Construction Manager)

Client: **Richard Crookes Constructions**

Contact: 0407 417 032

Project: NSW Health Infrastructure Projects

Oliver Koakes (Director)

Clinet: **Scipio**

Contact: 0425 285 795

Project: Mantra Hotel / Tudor Apartments

Peter Archer (Project Manager)

Client: **Renasant**

Contact: 0456 784 222

Project: Quest Apartment Project

Garry Zauner (Director)

Client: **Zauner Constructions**

Contact: 0418 204 628

Project: Bloomfield Medical Centre

Rob Lindquist (Project Manager)

Client: **Lend Lease**

Contact: 0407 521 981

Project: Tamworth Hospital Redevelopment / NACC project Williamtown Airbase



Photo: Gosling Creek Aged Care Facility—\$1.2 million.



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A Murray & Sons Pty. Ltd.
ABN 86 162 072 657
Licence 283676C

9 Dalhenty Street
P.O. Box 210
Tumut NSW 2720
Ph: 02 6947 1973
Fax: 02 6947 3581
admin@amurray.com.au
www.amurray.com.au