



**Abrolhos Steel**  
YOUR PROJECTS - OUR SOLUTIONS

## Capability Statement

**STEEL AND ALUMINIUM DISTRIBUTION**

**REINFORCING, SCHEDULING, SUPPLY & DELIVERY**

**SCRAP STEEL COLLECTION**

**RECYCLING USED CONVEYOR BELT**

**BIN HIRE**



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## 1. COMPANY OVERVIEW

Abrolhos Steel is a company that was formed in July 2015 to purchase a business from Bluescope Steel Distribution in Geraldton. The distribution business was established in Geraldton by Philip Martin, the current owner of the business, back in 2001 where he worked as a manager.

The business owner resides in Geraldton and employs 8 FTEs.

### 1.1 Location

The company head office is in Geraldton and has a transport/holding yard in Perth.

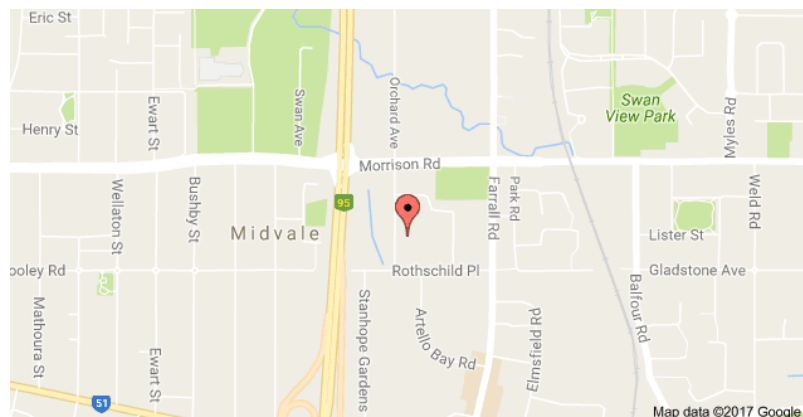
#### Head Office

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#### Perth Transport and Bulk Stock Holding Yard

Kalbarri Carriers  
4 Orchard Way,  
Midvale, WA



## 1.2 Products and Services

Abrilhos Steel offers a solution to its customers by providing a complete service from steel and aluminium distribution, reinforcing scheduling and supply, scrap collection and rubber recycling. Midwest-based customers can source local product and services without the long lead time to ensure jobs are delivered on time and in full.

### 1.2.1 Services

#### **Logistics**

- Project-specific logistics and handling
- Hiab and semi-trailer delivery service within the Midwest region
- Daily Geraldton steel delivery run
- Weekly Midwest Run — Dongara, Mingenew, Morawa, Yalgoo, Mullewa
- Back loading of recycled conveyor belt to Perth every Friday

#### **Core services**

- Distributing Steel and Aluminium
- Recycling Steel, Lead, Copper and Aluminium
- Recycling conveyor belt
- Civil-type mining projects
- Project Management of civil works — specialising in strata control
- Manufacturing of process bar, strata control products and mesh
- Demolition of steel structures

#### **Commercial**

- Flexible options for contract pricing
- Fixed-pricing agreements
- Cost-plus arrangements
- Shared-profit arrangements

### 1.2.2 Products

- Aluminium
- Merchant Bar
- Sheet & Coil
- Framing
- Structural Steel
- Reinforcing
- Rain Water including Building Products
- Tube
- Fencing
- Plate
- Recycled Steel
- Recycled Conveyor Belt

## 2. EXPERIENCE

### 2.1 Project portfolio

Contract Name/Title	Client	Contract Value ('000s)	Tonnage
Ventilation Shaft Installation	Doray Minerals — Deflector	\$200	250
Rubber Collection	Shark Bay Resources	On-going	30T so far
Rubber Collection	Iluka Resources	On-going	15T so far
Line pipe spools	GE Group for Woodside LNG	\$200	100
Pit Stabilisation Ground Support	Metals X — Rocktek	\$150	50
Scrap Collection	GBF — Doray Minerals	\$20	100

### 2.2 Philip Martin's past project portfolio

Contract Name/Title	Client	Contract Value ('000s)	Bar tonnage
Gateway WA	Leighton/Georgiou JV	\$6,900	6,000
Swan River Pedestrian Bridge	York Rizzani De Eccher JV	\$1,300	980
Daddow Road Bridge (Main Roads)	Georgiou	\$1,125	450
Mandurah Traffic Bridge	Georgiou	\$1,738	1,250
Fiona Stanley Hospital Building B	Structural Systems	\$7,800	5,800
<b>Gorgon LNG: Civil &amp; Underground Services On-Island Supply</b>	<b>Leighton Contractors</b>	<b>\$15,600</b>	<b>15,000</b>
<b>Gorgon LNG: Civil &amp; U/ground Services Precast</b>	<b>Leighton Contractors</b>	<b>\$15,400</b>	<b>11,000</b>
Gorgon Operations Centre	John Holland	\$713	440
Gorgon Construction Village	Theiss / Decmil / Kentz Joint Venture	\$1,900	1,000
Sino Iron Stockpile Area	BGC Contracting	\$8,280	5,600
Brockman 4 – Crusher base	Whittens	\$770	550
RGP5b – Piling Works	Frankipile	\$1,900	1,400
Jimblebar Process Facilities	Thiess	\$6,630	4,420
RGP5 Wharf	McConnell Dowell	\$4,500	2,500
<b>BHP Tower</b>	<b>Brookfield Multiplex</b>	<b>\$10,200</b>	<b>6,000</b>

## **3. SUPPLY CHAIN**

### **3.1 Stock holding**

Abrolhos Steel holds in Geraldton a minimum of one month of stock and replenishes to a maximum of two months' stock, which is topped up every Tuesday and Friday.

#### **3.1.1 Procurement strategy**

The procurement strategy relies upon good forecasting at a jobsite level and customer level; we consider consumption and the annual cycles of purchasing patterns. Please advise if you have specific stock requirements and we will mirror your forecast to manage both long and short-term contingency options.

#### **3.1.2 Key Suppliers**

Abrolhos Steel sources materials that are manufactured in accordance with Australian Standards. More than 85% of our products are sourced from Australian manufacturers and we will always continue to source material that meets the standard at a fair price.

## 4 QUALITY ASSURANCE

### 4.1 Quality Policy

We aim to:

- Conform to all contractual and statutory/regulatory requirements.
- Always achieve our customers' expectations by delivering the best quality service and product on time

We strive to do this by:

- Establishing, monitoring and auditing quality management systems and programmes that are consistent with the certification requirements of AS/NZS ISO 9001
- Communicate our quality policy and procedures to all staff to ensure they understand their responsibilities and part in delivering quality service and product
- Continuous quality improvement through innovation and the effective implementation of our quality assurance and training programmes
- Effectively recruiting and training our employees
- Creating a culture and environment to provide quality and timely services in a safe manner

Management and employees of Abrolhos Steel are committed to quality in management, service and product and will strive continuously to improve performance.

### 4.2 Abrolhos Quality Management System

Access to the internal Quality Management System documents and procedures of interest are available upon request.

#### 4.2.1 Plant & Machinery

Regular maintenance and routine inspections are carried out on all Trucks, Cranes and Equipment. We also have programmed maintenance on all equipment.

## 5 DELIVERY TO SITE

Abrolhos Steel Group has an in-house truck fleet of three rigid trucks and one Semi-Trailer. We also have commercial arrangements with three external contracting companies for freight requirements.

## 6 SITE PHOTO – 9 BEAVER STREET, WEBBERTON



## 7 RECYCLED CONVEYOR BELT

Abrolhos Steel will collect the full range of conveyor belt. Some belt has more value than others, but we will collect and recycle all types of conveyor.

We grade all belt as follows: A, B & C and we can achieve various values based on the condition of the belt. Please see below how we grade fabric belt.

A	Good (Dunlop, Goodyear, Bridgestone)	<ul style="list-style-type: none"><li>• &gt;800mm wide</li><li>• &gt;10mm thickness</li><li>• &gt;50 metre in length</li><li>• Minor damage on surface</li><li>• More than 4mm rubber left on surface</li></ul>
B	Normal	<ul style="list-style-type: none"><li>• &gt;800mm with more than 80% good condition length.</li><li>• &lt;800mm in width with good condition</li><li>• 4mm &gt; rubber &gt; 2mm in surface</li><li>• &gt;50m, &gt;10mm thickness</li></ul>
C	Poor	<ul style="list-style-type: none"><li>• fabric visible</li><li>• &lt;30m in length</li><li>• &lt;10mm in thickness</li><li>• Sun burn ageing (more than 10% in length)</li></ul>





Rates can vary based on demand but A product is about \$200-\$300T, B product is between \$100-\$200T, C product is between \$0-\$100T.

## 8 BIN TYPES AND PHOTOS

Abrolhos Steel has a full range of bins for your workshop and yard for collection of Ferrous and non-Ferrous material.

1 & 2 Tonne Tipper Bins — Hire rate \$100 per month



This style of bin has been cleverly designed so that the forklift operator does not have to get off the forklift whilst emptying the bin.



Medium Range 3 to 10 cubic metres



Large Range 12 cubic metres plus