M. MIDDY'S CASE STUDY





L-R: CLAYTON, CARSON, DAVE & ROB





THE LOCATIONS: MIDDY'S MUNDARING, WA (TOP) & GIDGEGANNUP **RESTAURANT, PERTH HILLS (BOTTOM)**

Proud Partners MIDDY'S MUNDARING & NHP

Situated up in the quiet Perth hills, nestled away amongst the shady gumtrees, is the ever so vibrant pink Middy's Mundaring. The branch is known amongst the contractors in the area as the wholesaler that provides an old school style of genuine service with a smile. Clayton Klarich has been with Middy's for over 18 years and was the original branch manager that opened Middy's Mundaring in 2014. Twelve months ago, when the young fresh new NHP Representative Carson Bell came on board, Clayton knew this would be a great opportunity to harness his energy levels and industry experience and work alongside local contractors and fill some of the gaps in the market with NHP products.

A key product they wanted to grow with customers was the NHP Concept Panel Boards, as the enquiries seemed to be growing. Within no time at all, Carson had installed a permanent NHP display panel board in the branch, fully kitted out with switch gear and accessories, not to mention the "Middy's Pink" LED feature lighting. Together they then got the contractor engagement and interest flowing with a BBQ breakfast and info session in store.

One key contractor loved the look, the design and the simplicity of the panel board. Programme Electrical Maintenance (PEM) is a family owned and operated business located up in Perth's hills. Dave Galloway started PEM back in 1991, then in 2001 his son Rob Galloway finished school, decided to follow in his father's footsteps and start an apprenticeship with PEM. Fast forward 23 years later and Rob is now in the process of taking over the family business and letting Dave step back.

For the past 24 months the team at PEM have been working with a local builder to restore and expand an old restaurant out in Gidgegannup and his was the perfect opportunity to install an NHP Concept panel board as the site sub distribution board. Through a collaboration between NHP and Middy's they were able to work together to supply a one-stop solution with a NHP Concept ONE Panel Board and Mod6 switch gear internally. Additionally, PEM then arranged to have a custom-built Site Main Switch Board by Denco Industries installed whilst still utilising 100% NHP products for the internal fit-out.

It was great to see the final install all those months after initial discussions standing around the counter at Middy's Mundaring having an egg and bacon roll.

THE INSTALL:

- NHP Concept ONE Panel Board
- Mod6 Switchgear
- Custom-built Main Switch Board
- NHP Products for Internal Fit-out

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