

# CAPABILITY STATEMENT //



 **MIDDY'S** IS DEDICATED TO  
BEING THE LEADING ELECTRICAL  
WHOLESALER IN VALUE ADDED  
BUSINESS SERVICES//



# CONTENTS//

COMPANY OVERVIEW	04
OUR COMMITMENT	06
OUR PROJECTS	10
OUR BUYING POWER	15
NATIONAL BRANCH NETWORK	18
QUALITY, ENVIRONMENT & OHS	20
CLIENT TESTIMONIALS	21



MIDDY'S LILYDALE

## COMPANY OVERVIEW//

**Middy's has grown from a door-to-door sales business to a network of 100+ branches across Australia through our dedication and attention to customer and industry needs within the electrical industry.**

Founded in 1928 by Petrus Cornelis Nicholaas Middendorp, the company remains 100% Australian owned, independent and family run. Third generation company directors, Anton and Nicholas Middendorp, manage the strategic and day-to-day operations of the business together with the CEO and advisory board.

The strength of our branches is the traditional trade sales counter where information can be easily shared between our business partners and staff. This interaction enhances Middy's ability to quickly identify market and industry trends, providing an advantage to service those needs before our competitors.

Middy's is considered an innovator of the industry and invests heavily in business services and training that enhance our business partners skills and knowledge. The company has invested in key growth areas including new technologies and energy efficiency to ensure our business partners evolve and grow with us.

Most of all, we value our staff. We encourage and reward our staff for their loyalty and expertise within the electrical industry. This is reflected with over 30% of our employees with 10+ years employed with the company and 10% with over 20+ years.



**FOUNDED IN 1928,  
THE COMPANY REMAINS  
100% AUSTRALIAN  
OWNED, INDEPENDENT  
AND FAMILY RUN//**







WE PLACE GREAT  
IMPORTANCE ON  
EMPLOYING FRIENDLY  
& HELPFUL STAFF  
THAT WORK WITH  
US TO INNOVATE //

## OUR PHILOSOPHY

We place great importance on employing friendly and helpful staff that work with us to innovate. Emphasis is placed on training and employee development through our extensive training programs.

We pride ourselves on our strong business ethics, our flexible and responsive approach and our price competitive products and services.

## OUR DIRECTION

Ongoing commitment to further growth throughout our National Branch Network and new product markets.

Continuing family involvement with third generation actively working in the business.

Strong and stable business culture with profits reinvested to develop new markets.

Continual investment in branch infrastructure and staff development through our customer service, product based and technology training.

Focus on new markets including technology (automation, security and communications) and energy management and sustainability

## OUR STAFF

We encourage and reward our staff for their loyalty and expertise within the electrical industry by providing an environment to build a long term career with over 10,000 hours spent on structured (certificate, diploma or AIM) training annually.

We invest in additional staff training from management, warehousing, customer service, technologies, energy smart, product and more to ensure our staff are continually developing their careers.



MIDDY'S FYSHWICK (ACT)

## OUR COMMITMENT//

**We support quality brands that provide the installer with the peace of mind that the product can be used with confidence and that call backs, due to product failure, will be minimal.**

Middy's invest heavily in new technologies with the objective of growing business opportunities for you and your business. This investment is entirely focussed on providing you with broad business support so you can be confident in offering an expanded range of services to your customers and therefore grow your business. We have a proven track record of doing this in the areas of security, automation, data comms and energy smart solutions.

Middy's commitment is to 'Respect the Channel' of Supplier – Wholesaler – Contractor.

### BUSINESS SUPPORT

Middy's has been supplying materials to the industry since 1928 and have always worked closely with the professional installer as our channel to market. We work closely with industry associations to promote the safety of the installer to the consumer and support the concept of 'Don't Risk It – Use A Licenced Electrician'.



Our 'Respect the Channel' logo has been developed to highlight our commitment to the support of the professional installers as the optimal channel for electrical and technology solutions. Our belief is that the technical products that form part of our industry need to be installed by qualified professionals who have the knowledge and skills to provide a safe and well-designed solution to their customers.







Online suppliers are offering products that may not comply with Australian safety standards and can pose a serious threat to you and your customers. Additionally if you purchase these products, you may find your business exposed to potential liability should the products fail and cause fire, injury or death from electrocution.

Whereby customers buy and install components from wholesalers such as Middy's they have the security of knowing that we sell quality products from recognised brands. We maintain adequate insurances and are able to support products we sell thereby providing peace of mind to you and your customers.

Major DIY retail chains are ramping up their focus on the Australian electrical market. These companies offer direct sales to consumers and aim to cut out both the wholesaler and the electrician.

Under Australian law it is illegal for consumers to install fixed electrical products. Retailers also expose prices on key products lines and limit the ability for you the electrician to charge a margin on materials.

### **Offering you more...**

**Offering you more...** is a commitment to our customers that we will work closely together to enhance their business and provide opportunities to develop our businesses together.

We see our responsibility as one of investing in the products, knowledge, skills and support services to enable our customer to exploit the new markets thereby allowing them to offer a broader range of services to their clients.

The Australian electrical industry is an ever changing landscape that constantly evolves to deliver new market opportunities. From data comms and security; to automation and energy management, new business opportunities abound and the challenge for the installer is how to keep pace with these accelerating developments.

We partner with our customers to develop solutions that incorporate current technology to provide the best outcomes for their clients.

Middy's is dedicated to being the industry leader in value added business services.



Middy's TechEnergy team has the knowledge and expertise to support your Lifestyle, Tech & Energy Smart requirements, providing you with electrical designs and tech support so you can have the confidence to offer your customers more.



Middy's Lighting is a new way to see lighting, through our refurbished branch displays. We provide customers with brands you know and trust. We can assist with lighting designs and tech support to ensure your client is fully satisfied with their selection.



Think Rail, think Middy's Rail Infrastructure. Specialising in servicing major rail projects, providing a complete range of rail products and accessories as required with nationwide delivery.



Mekolec, for over 30 years has specialised in supplying the Lift, Fire, Electrical and Rail industries. A broad range of industry specific product is available for online orders, counter sales or daily delivery from it's Port Melbourne branch.



All branches stock a core range of industrial products for day to day service. There are key branches across the nation which carry a broader range of specialist industrial gear. Middy's Industrial works to provide ongoing product solutions and support.



Middy's acquired Salmon Brothers Electrical in 2018. The business has been trading since 1954 and the five branches at Alexandria, Fairfield, Meadowbank, Northmead and Padstow add to Middy's Sydney metro branch network.



Goulburn Electrical Wholesalers was established in 2005 and acquired by Middy's in 2019. The MGEW branch continues to support it's local area as well as strengthening Middy's NSW country branch network.



Middy's SMARTCentre provides over 20 years experience, showcasing the latest Tech & Energy Smart products in a 300 square metre, fully automated modern showroom, open for you and your customers to use.

Middy's SMARTCentre also offers a range of training options for electrical contractors and trade professionals and can facilitate training with suppliers and accredited training organisations throughout Australia.





**VIEW PRODUCTS,  
CLICK SELECTIONS,  
COLLECT OR HAVE  
DELIVERED TO YOUR DOOR  
WITH myBRANCH //**



## ONLINE

Middy's provides a range of online services to drive efficiency in the procurement process. This ever developing suite of services includes; online account management, mobile responsive websites, myBRANCH e-Commerce site and an extensive social media presence.



## INDUSTRY TRAINING

We offer customized and flexible training programs for customers, delivered internally or via key suppliers and industry associations.

Middy's offers training for electrical contractors and professional installers on a broad range of products and their applications. Courses are designed to enhance your skills and knowledge and grow your career by developing new income streams in emerging markets.

## SCHOLARSHIP PROGRAM

As part of our commitment to the industry, Middy's has, since 2010, offered a contractor scholarship program that provides electricians and apprentices the opportunity to enhance their knowledge and skills.

Applications are independently judged and winners are awarded \$100,000 worth of training each year and is the largest scholarship offering in the electrical industry.

## SMALL BUSINESS AWARDS

Named in honour of the late second generation Middy's director Nick Middendorp, the awards are designed to help small electrical contractors improve business sustainability and increase the ability to plan, manage and respond effectively to growth. The awards can assist contractors invest in new equipment or infrastructure, or help them enter into new markets.

There are 4 x \$5,000 Awards and the \$10,000 Nick Middendorp Small Business Award on offer each year.



# OUR PROJECTS //

## HEALTH //

Fiona Stanley Hospital, WA

Rack supply for the \$2 billion Fiona Stanley Hospital to Nilsens WA. With a proven track record, Middy's and Nilsens partnered with B&R Enclosures to supply the racks and equipment for the project.



## ASSISTED LIVING //

TAC Assisted Living Facility, VIC

Middy's Technologies provided a residential automation solution for six assisted living apartments in Melbourne housing a number of residents with acquired brain injuries & permanent injuries.



## AGED CARE //

Sunnyside Retirement Village, VIC

Technical installation advice on the state-of-the-art LED exit system. This system significantly reduces energy consumption and minimises hours of maintenance testing through centralised monitoring.



## NBN //

NBNCo National Rollout

Specialised power looms and harnesses for the Common Network Infrastructure Cabinets provide the backbone of the 3 year National NBN build. Middy's are the only electrical wholesaler that NBNCo have a direct account with.



## INDUSTRIAL //

Mortlake Gas Fired Power Station, VIC

Middy's successfully tendered for electrical works of a 550 Mega Watt (MW) gas fired power station located in Mortlake, Victoria. The 3 year \$640m project included supplying over 22kms of conduit.



## SPORTING //

Simmonds Stadium, VIC

Supplied Simmonds Stadium in Geelong, Victoria with equipment and supplies for relamping of four main light towers.

Supplied 500 lights and 22kms of cable for the relamping project.



## TOURISM //

Eureka Tower, Melbourne VIC

1500 LED light fittings were installed in all common areas of the building to reduce energy consumption by 80%. The ROI was only 6 months with project lifetime savings over \$1m and a significant CO<sub>2</sub> reduction.



## RENEWABLE ENERGY //

Halls Gap Zoo, VIC

This renewable energy project will power up to 85 per cent of the tourist attraction's energy needs. Middy's provided all the solar panels and expertise advise on the system's installation.





## REGIONAL RAIL //

Deer Park  
Wyndam Vale  
Regional Rail Link, VIC

Middy's is working with Boulderstone on the new railway link over 26 kms from Deer Park to West Werribee Junction. The project includes four major structures and two new stations at Wyndham Vale and Tarneit.



**MIDDY'S**  
Rail Infrastructure

## AGRICULTURE //

CSBP Fertiliser Plant,  
WA

Middy's supplied mains cable, switch board and accessories for the on-site upgrade of CSBP's major regional fertiliser storage and despatch facilities in Albany.



**MIDDY'S**  
DATA & ELECTRICAL

## METRO RAIL //

Metro MTM,  
VIC

Middy's, in partnership with Mekolec, are contracted in providing MTM with delivery of essential project equipment and consumables. An integrated online ordering system was developed to improve order efficiency.



**MIDDY'S**  
Rail Infrastructure

## MANUFACTURING //

SPC Ardmona,  
Shepparton, VIC

Manufacturing plant and equipment was modernised, increasing the company's efficiency. Middy's assisted in reducing annual energy consumption by almost 55,000 gigajoules at the plant.



**MIDDY'S**  
DATA & ELECTRICAL

## ENTERTAINMENT //

Crown Casino,  
Perth, WA

Middy's supplied project and maintenance requirements for the newly branded Crown Perth take over of Burswood Casino. Project work included game floor modifications, the Italian restaurant, food court, Carbon bar, Riviera café, day spa and Diamond lounge.



**MIDDY'S**  
DATA & ELECTRICAL

## DEFENCE //

Defence Thales

Thales is a strategic industrial partner of the Australian Defence Force and major defence operations around the world. Middy's has worked on a number of their high security sites.



**MIDDY'S**  
DATA & ELECTRICAL

## HOSPITALITY //

Crown Plaza,  
Adelaide, SA

Middy's partnered with Pierlite to help the Adelaide Crown Plaza achieve a green star rating by reducing their lighting energy consumption by nearly 80%. Our product selection and technical data ensured the refit expenditure was kept to a minimum.



**MIDDY'S**  
Tech Energy

## BIOENERGY //

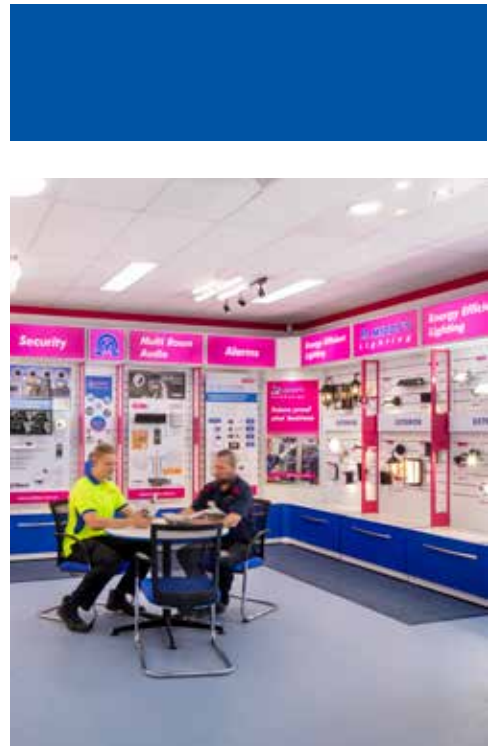
ROBE - Riverina Oils  
& Bioenergy, NSW

Middy's supplied the cable, conduit, lighting, hazardous area items, switch gear and accessories for the \$120m state of the art integrated oil seed crushing and refining plant in Wagga Wagga, NSW.



**MIDDY'S**  
Tech Energy

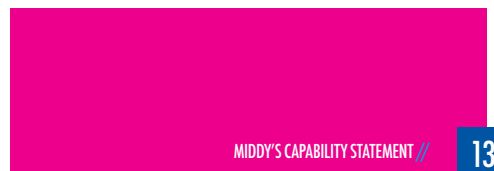








AT MIDDY'S WE SEE OUR RESPONSIBILITY AS ONE OF INVESTING IN THE PRODUCTS, KNOWLEDGE, SKILLS AND SUPPORT SERVICES TO ENABLE OUR CUSTOMERS TO EXPLOIT NEW MARKETS//







## NETWORKING EVENTS

Recognising the need to keep professional installers up to date with the latest developments in regulations, standards and products the Middy's Info Nights have become an institution among the industry. The Info Nights are held nationally and provide a unique opportunity for installers to network with electrical regulators and suppliers to better understand the issues of the day.

Info Nights are for all electrical, security, communications and automation installers and their partners. Events are held nationwide in both metropolitan and rural locations.

## DELIVERY & AFTER HOURS SERVICE

We offer a reliable delivery service that is company owned and operated – not out-sourced thereby providing absolute flexibility.

An after hours emergency service available from all branches 24 hours, 7 days a week.

**MIDDY'S OFFER A  
RELIABLE DELIVERY  
SERVICE THAT IS COMPANY  
OWNED AND OPERATED –  
NOT OUTSOURCED //**





**WE HAVE STRONG  
RELATIONSHIPS WITH  
AUSTRALIA'S LEADING  
MANUFACTURERS  
AND ARE COMMITTED  
TO SUPPORTING KEY  
INDUSTRY BRANDS //**

## OUR BUYING POWER //

### GEMCELL & IMELCO

Middy's is a member of the Gemcell Australia Group that since 1991 has been Australia's largest independent buying group. With 32 members and over 250 branches it is now Australia's largest group of independent electrical wholesalers and boasts enormous buying power. Now part of IMELCO, the leading consortium of independent electrical wholesaling companies in Europe, Australia, USA and Canada, Gemcell and Middy's are able to compete on a global scale.





MIDDY'S CHELTENHAM

## BRANDS YOU KNOW AND TRUST AND SO MUCH MORE...

**ABB**

**AussieDuct**

**BR**  
PROVIDE AUSTRALIAN

**Clevertronics**

Life Is On | **CLIPSAL**  
by Schneider Electric

**COMMScope®**

**Dueltek**  
DISTRIBUTION

**ELECTRA CABLES**  
(Aust.) Pty Limited

**EzyStrut**

**:hager**

**HILLS.**

**legrand®**

**madison**  
technologies

**Matchmaster**  
TV Reception Systems  
*For the Best*

**Milwaukee®**

**Nexans**  
**Olex**

**NHP**

**OMEGA**  
The Power To Perform

**PHILIPS**

**PIERLITE®**  
professional lighting solutions

**PRYSMIAN**

**SAL** LIGHTING A SMARTER FUTURE

**ventair™**  
THE AIR MOVEMENT SPECIALISTS

**Vinidex**  
Systems & Solutions



MIDDY'S HAS A  
NATIONAL BRANCH  
NETWORK OF 100+  
BRANCHES IN  
ALL STATES AND  
TERRITORIES //





# MIDDY'S NATIONAL BRANCH NETWORK

## NATIONAL HEAD OFFICE & BRANCH SUPPORT:

**BRUNSWICK (VICTORIA)**  
372 Victoria St (03) 9388 0000

## MELBOURNE METRO

**AIRPORT WEST** 2-6 Fraser St  
(03) 9338 3611

**BAYSWATER** 882 Mountain Hwy  
(03) 9720 1755

**BLACKBURN** 167 Whitehorse Rd  
(03) 9878 5566

**BRAESIDE** 252 Boundary Rd  
(03) 9580 7033

**BRUNSWICK** 372 Victoria St  
(03) 9387 8333

**BURWOOD** 2 Edwards St  
(03) 9808 0800

**CAMPBELLFIELD** 1592 Hume Hwy  
(03) 9359 6144

**CARRUM DOWNS** Cnr Dandenong-Frankston Rd  
& Frankston Gardens Dr  
(03) 9782 5633

**CHELtenham** 1287 Nepean Hwy  
(03) 9584 9981

**CRAIGIEBURN** 26-28 Potter St  
(03) 9305 7199

**CRANBOURNE** 35 Cameron St  
(03) 5996 8533

**DANDENONG** 45-47 Bennet St  
(03) 9792 0582

**DANDENONG SOUTH** 354 Frankston-Dandenong Rd  
(03) 9706 4266

**ELTHAM** 294 Bolton St  
(03) 9439 5777

**FRANKSTON** 146 Beach St  
(03) 9783 8444

**HASTINGS** 1 Bray St  
(03) 5979 3533

**HAWTHORN** 229 Burwood Rd  
(03) 9819 4199

**HEIDELBERG** 489 Upper Heidelberg Rd  
(03) 9457 6222

**KEILOR EAST** 57 Slater Pde  
(03) 9336 2322

**LAVERTON** 2/16 Fitzgerald Rd  
(03) 9369 3444

**LILYDALE** 34 Melba Ave  
(03) 9735 3199

**MELBOURNE** 520 La Trobe St  
(03) 9328 3233

**MELTON** 93-95 High St  
(03) 9743 9244

**MOORABBIN** 425 Warrigal Rd  
(03) 9555 0033

**MORNINGTON** 20 Diane St  
(03) 5975 9022

**MULGRAVE** 214 Wellington Rd  
(03) 9562 2033

**NARRE WARREN** 91-93 Victor Cres  
(03) 8790 1766

**OAKLEIGH** 1609 Dandenong Rd  
(03) 9568 2733

**PAKENHAM** 45-47 Bald Hill Rd  
(03) 5941 6133

**PORT MELBOURNE (MEKOLEC)** 2 Thackray Rd  
(03) 9699 1588

**PRESTON** 152 Plenty Rd  
(03) 9484 0644

**RAVENHALL (DEER PARK)** 13 Westwood Dr  
(03) 8348 5422

**RINGWOOD** 53 New St  
(03) 9879 2600

**ROSEBUD WEST** 212 Boneo Rd  
(03) 5986 4744

**ROWVILLE** 2 Laser Dr  
(03) 9763 4922

**SOUTH MORANG** 318 McDonalds Rd  
(03) 9436 4800

**ST KILDA** 7 Vale St  
(03) 9525 4366

**SUNBURY** 1-9 Vineyard Rd  
(03) 9744 1000

**SUNSHINE** 46 McIntyre Rd  
(03) 9312 4111

**THOMASTOWN** 42 Wood St  
(03) 9465 8911

**WERRIBEE** 11 Riverside Ave  
(03) 9741 5000

**WHITTLESEA** 16/2398 Plenty Rd  
(03) 9716 0133

**WILLIAMSTOWN** 392-394 Kororoit Creek Rd  
(03) 9399 3977

**YARRAVILLE** 126 Somerville Rd  
(03) 9314 6800

## VICTORIA COUNTRY

**BAIRNSDALE** 479 Main St (Princes Hwy)  
(03) 5152 5144

**BALLARAT** 101 Mair St  
(03) 5333 2377

**BALLARAT WEST (DELACOMBE)** 8 Wiltshire Ln  
(03) 5332 0500

**BENALLA** 42 Sydney Rd  
(03) 5762 4099

**BENDIGO (GOLDEN SQUARE)** 114 Hattam St  
(03) 5441 2707

**BENDIGO NORTH (EPSOM)** 195 Midland Hwy  
(03) 5410 0011

**COLAC** 55 Corangamite St  
(03) 5231 5600

**ECHUCA** 164 Ogilvie Ave  
(03) 5482 4633

**GEELONG** Lawrence Pl  
(03) 5222 3855

**GEELONG NORTH** 316 Thompson Rd  
(03) 5277 3488

**GISBORNE** 41 Hamilton St  
(03) 5428 2822

**GROVEDALE** 180 Torquay Rd  
(03) 5241 6999

**HORSHAM** 33 Hamilton St  
(03) 5382 5422

**LEONGATHA** 1A Turner St  
(03) 5662 5977

**MILDURA** 47 Seventh St  
(03) 5021 5922

**OCEAN GROVE** 30 Everist Rd  
(03) 5255 1133

**SEYMOUR** 8 Industrial Ct  
(03) 5799 0377

**SHEPPARTON** 7-9 Vaughan St  
(03) 5822 2411

**STAWELL** 200 Upper Main St  
(03) 5358 3088

**SWAN HILL** 59 Nyah Rd  
(03) 5032 5268

**TORQUAY** 36 Baines Cres  
(03) 5264 7522

**TRARALGON** 11-13 Deakin St  
(03) 5174 6611

**WANGARATTA** 15 Tone Rd  
(03) 5722 1177

**WARRAGUL** 31 Princes Hwy  
(03) 5623 6664

**WARRNAMBOOL** 1072 Raglan Pde  
(03) 5560 5677

**WODONGA** 12 Osburn St  
(02) 6056 1699

**WONTHAGGI** 6 Cyclone St  
(03) 5672 2600

**YARRAWONGA** 64-66 Benalla-Yarrawonga Rd  
(03) 5743 2644

## NEW SOUTH WALES - SYDNEY METRO

**ALEXANDRIA (MSBE)** 2/59-61 Burrows Rd  
(02) 9699 1633

**FAIRFIELD (MSBE)** 53 Barbara St  
(02) 9727 0755

**MEADOWBANK (MSBE)** 28 Constitution Rd  
(02) 9809 7722

**MINCHINBURY** 5-7 Colyton Rd  
(02) 9677 1444

**MOOREBANK** 66-68 Heathcote Rd  
(02) 9600 8177

**NORTHMEAD (MSBE)** 5/185 Briens Rd  
(02) 8821 7500

**PADSTOW (MSBE)** 125 Fairford Rd  
(02) 9773 1111

**PENRITH** 2A Coombes Dr  
(02) 4722 3566

## NEW SOUTH WALES COUNTRY

**ALBURY (LAVINGTON)** 421 Wagga Rd  
(02) 6025 1133

**DENILQUIN** 63 End St  
(03) 5881 5099

**GOULBURN (MGEW)** 21 Bradley St  
(02) 4822 7977

**WAGGA WAGGA** 176 Hammond Ave  
(02) 5908 1830

## AUSTRALIAN CAPITAL TERRITORY

**FYSHWICK** 39 Quilpie Cres  
(02) 6280 0188

## NORTHERN TERRITORY

**COOLALINGA** 43 Fairweather Cres  
(08) 8932 0739

**DARWIN (WOOLNER)** 3 Charlton Ct  
(08) 8981 3333

**PALMERSTON** 25 Toupein Rd  
(08) 8932 1800

## QUEENSLAND - BRISBANE METRO

**MEADOWBROOK** 17 Logandowns Dr  
(07) 3805 8025

**NERANG** 2/138 Spencer Rd  
(07) 5527 4667

**TINGALPA** 8 Proprietary St  
(07) 3390 4811

**VIRGINIA** 49 Toombul Rd  
(07) 3256 7955

## SOUTH AUSTRALIA - ADELAIDE METRO

**HINDMARSH** 12 Susan St  
(08) 8340 9255

**SALISBURY NORTH** 1 Playford Cres  
(08) 8182 3566

**SOMERTON PARK** 232 Brighton Rd  
(08) 8294 3088

**STEPNEY** 79 Magill Rd  
(08) 8363 5444

## TASMANIA

**HOBART NORTH (MOONAH)** 1 Effingham St  
(03) 6272 7355

**HOBART EASTERN SHORE (MORNINGTON)**  
2/21 South Arm Hwy  
(03) 6122 1877

**LAUNCESTON** 90 Gleadow St  
(03) 6331 6099

## WESTERN AUSTRALIA - PERTH METRO

**BALCATTA** 11 Halley Rd  
(08) 9345 5545

**BIBRA LAKE** 1/30 Salpietro St  
(08) 9434 5733

**MUNDARING** 11 Wandeara Cres  
(08) 9295 1939

**WANGARA** 21 Dellamarta Rd  
(08) 9409 5088

**WELSHPOOL** 79 Welshpool Rd  
(08) 9350 6999

## SPECIALIST SERVICES

### **MIDDY'S TechEnergy**

1800 778 823  
techenergy@middys.com.au  
middystechenergy.com.au

### **MIDDY'S** | **SMARTCENTRE** | **MIDDY'S Lighting**

214 Wellington Rd (Behind Branch)  
(03) 9545 0755  
techenergy@middys.com.au  
middystechenergy.com.au

### **MIDDY'S Lighting**

0481 037 439  
lighting@middys.com.au  
middys.com.au/lighting

### **MIDDY'S Rail Infrastructure**

(03) 9568 8619  
rail@middys.com.au  
middys.com.au/rail

### **MIDDY'S Industrial**

0435 195 473  
industrial@middys.com.au  
middys.com.au/industrial



# QUALITY, ENVIRONMENT & OHS//

Middy's complies with workplace  
Occupational Health & Safety acts.

## QUALITY, ENVIRONMENT AND OHS

Middy's Integrated Management System (IMS) delivers quality, environmental and OHS outcomes on a web based platform. The IMS ensures the company maintains necessary statutory requirements, accreditation and standards.

Middy's complies with workplace Occupational Health & Safety Acts and Regulations.

## ACCREDITATIONS

Middy's is proud to have been awarded International Certification. International Certification is awarded to businesses and organisations that undergo and pass an on-site audit and comply to market, opinion and social industry best practice.

Middy's is committed to maintaining a high level of continual improvement in quality, environment and occupational health and safety, management of staff and customers.





# CLIENT TESTIMONIALS//

## CJ PEARCE, VIC

Middy's has been a long term strategic supplier of choice for CJ Pearce. Our relationship commenced in our early years of establishing our business in industrial electrical contracting, in 1955.

Our respective origins as family owned and operated businesses bring a common foundation of business values and entrepreneurial spirit.

Middy's has always provided CJ Pearce with exceptional customer service support, professionalism and excellent responsiveness to our diverse product requests. Of paramount importance has been their ability to evolve with changing market needs, bringing innovative solutions that enable us to meet emerging client requirements.

Our relationship is reflective of a strategic alliance, whereby we pro-actively meet to discuss project complexities, seeking to jointly develop solutions for end-clients.

Since these early days, we have retained a strong relationship, and look forward to this continuing over the years to come. We would like to take this opportunity to thank Middy's management and staff for their excellent responsiveness and customer service.

### **Murray McCulloch**

Managing Director, CJ Pearce

## LEND LEASE AUSTRALIA

I initially approached your Warrnambool Branch Manager, Mr Peter King, and asked him if he would be interested in doing business with us (at that time with Bilfinger Berger Services) in regards to the new Mortlake Power Station. Bilfinger Berger (now Lend Lease Infrastructure Services) were about to commence the construction of this power station and we required a wholesaler to provide us with all the daily bits and pieces that a constructor needs.

As this project is nearing completion, I wanted to pass on my appreciation of Peter and his crew at Middy's for their professionalism in carrying out providing materials and equipment to what was at times, a very demanding electrical construction crew.

With often critical time frames the guys from Middy's Warrnambool branch always stepped up to the mark. With over 3 million dollars' worth of business done over the last three years, you can imagine that there were at times some busy moments.

Another important factor that is often overlooked is account keeping and invoicing, and was initially one of the main reasons we chose to go with Middy's over the other wholesaler in town. Pete has made this very easy for us to track and manage and his efforts are appreciated by our contracts administration team.

Pete and his team have been a vital part of this project and without their help, this project would have been much more difficult.

### **Michael Buggy**

Electrical Supervisor, Lend Lease

## SELECT ESSENTIAL FIRE MAINTENANCE & ELECTRICAL, VIC

Select Essential has evolved over the past 11 years from electrical maintenance in the commercial sector to now offering a complete building service and maintenance program which covers all essential services.

With a loyal and long standing relationship with our local Middy's branches over the past 20 years we have been able to offer our clients a vast array of products across our diverse business.

Working in conjunction with our local Middy's team we have been able to offer many of our clients an LED lighting solution package for their building or office space which in turn has reduced both maintenance and running costs for both landlords and tenants.

Middy's has always provided excellent customer service to our growing business and superior access to materials with a branch network that covers a large footprint of Victoria where we have some 500 buildings to service and maintain.

With technology advancements we have streamlined our supplier accounts by embracing Middy's online invoicing system whereby we import a CSV file daily into our Smart Trade job platform and now enjoy a completely paperless system.

As a point of difference we pride ourselves on offering the best possible service to our customers each and every time which Middy's also value their business on.

We would like to thank Middy's staff and management for their ongoing support and service and look forward to our continued relationship.

### **Sai Dale**

Director, Select Essential Pty Ltd







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