

CAPABILITY STATEMENT 2010

AUSTRALIAN OWNED & MADE - DESIGNING, MANUFACTURING, INSTALLING



Workstations

Boardrooms

Custom Joinery

Accessories

Desks

Receptions

Seating

TABLE OF CONTENTS

EXECUTIVE SUMMARY	1
COMPANY PROFILE	2
WHY AWM?	3-4
MANUFACTURING CAPABILITY	5
SOFTWARE CAPABILITY	6
LOGISTICS CAPABILITY	7
OUR DIRECTORS	8
THE TEAM	9
OH & S	10
SUSTAINABILITY	11
RECENT JOBS	12



EXECUTIVE SUMMARY

Australian Workstation Manufacturers (AWM) are proud to have the opportunity to provide you with the following capability statement for the project management, manufacture and installation of works throughout Australia.

AWM has compiled this document as an indication of our capability to assist with any new projects across Australia.

AWM, through its comprehensive manufacturing base, will draw on its broad experience to obtain the most cost-effective solutions to all design, manufacture and installation requirements. AWM always aims to achieve these goals whilst maintaining a strict quality assurance policy.

Our team looks forward to the prospect of assisting you with any facet of it's upcoming projects.



COMPANY PROFILE



Who are AWM?

AWM was formed in 1993, operating as a small furniture company located in Sydney's Northern Beaches. The company has since expanded to be listed as one of BRW's fastest growing companies in 2008

Machinery & Products

Our comprehensive machinery range enables us to deliver a one stop shop for our customers, comprising of one of the largest saws in the country, 2 curved edge banding facilities, 4 CNC drilling machines, 2 straight line edge banders, automated aluminum cutting machine and new 5 Axis Machining Centre

Technology and our Clients

AWM utilises a range of the latest software available to us. We take ownership in every job from the initial brief through to delivery.

Our team

AWM has 60 sales, management, office and factory employees. We have permanent delivery/ installation teams and also several semi permanent delivery and install contractors.

Green and Safe

Green Choice Certificate

EMS Certificate for the factory.

Screen systems are 95% recyclable and due to the huge aluminum component they will never end up as land fill.

Strict OH&S procedures manual - Safe Work Practice is what we are about .

AFRDI approved and meet all Australian standards



AWARDS 2008



AWM-2009
GECA 28-2006 –
Furniture and Fittings

WHY AWM?

Pricing

A key AWM strategy is to manufacture a premium quality product for our clients at a pre-eminent price that will meet and surpass their expectations.

Lead Time

3-4 weeks from your order placement
As a manufacturer our lead times are the best in the industry

Australian Made

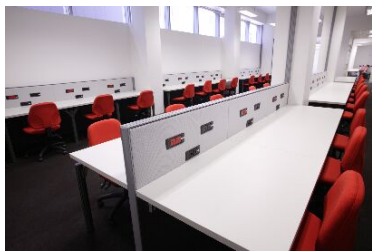
Our state of the art 5000m² production facility

Software

AWM uses leading edge software and technology, allowing the client to see exactly what they are purchasing

Product Range

Workstation systems, Receptions, Boardrooms, Custom Joinery, Accessories, Seating, Desks



WHY AWM STILL?

Flexibility

All Workstation systems are adaptable and simple to modify to suit client requirements and can be disassembled and relocated within critical timeframes

Environmental Awareness

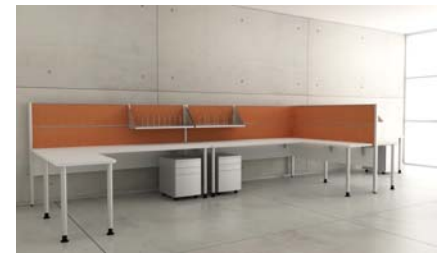
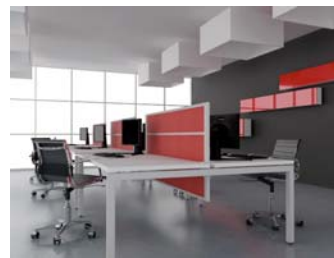
AWM products adhere to environmental standards confirmed by our internationally recognized GECA and Australian Government EMS certification

Research & Development

Our dedication to R&D allows us to develop, prototype and manufacture the widest range of unique products

Industry Experience & Our Clients

AWM has over 20 years experience as a designer, manufacturer and joiner complying with the exacting AFRDI standards



MANUFACTURING CAPABILITY

At AWM, we have invested extensively in manufacturing technology. We know that to maintain a competitive advantage; we must be at the forefront of technological breakthrough.

1998	Weeke BP100	CNC Drilling Machine
1999	IMA BIMA 610	CNC Curved Edgeing + Drilling Machine
2001	Homag Optimat	Straight Line Edgebanding Machine
2003	Zambezi Booth	Custom Built Spray Booth
2003	Homag BAZ	CNC Curved Edgeing + Drilling Machine
2004	Biesse Skipper	CNC Drilling Machine
2005	Holzma Angular Plant	Beam Saw
2007	Alu Saw	CNC Aluminium Saw
2008	Felder Saw	CNC Panel Saw
2008	Brandt KDF	Straight Line Edgebanding Machine
2009	Homag Optimat BAZ 332 (Only one in Australia)	CNC Curved Edging + 3 Dimensional Drilling Machine

We have adapted our 5000 sqm factory to it's current layout to parallel the advanced capability of our machining centers. Our machinery suppliers keep us up to date on any technological developments before they get to market.

Our production managers and directors, regularly attend the various machinery trade shows in Australia and in Europe to ensure we are always one step ahead of our competitors.

We hold the required stock for upcoming jobs in our storage facility before they are required to cut.



SOFTWARE CAPABILITY

Since the commission of our first CNC machine in 1998, we realised that advanced machinery was only half the solution to maintaining a competitive technological edge.

A list of our current software capability follows, with a brief description of what each enables us to do.

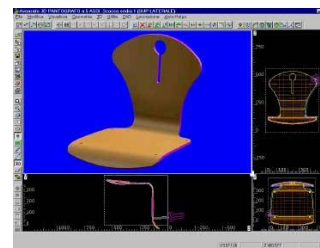
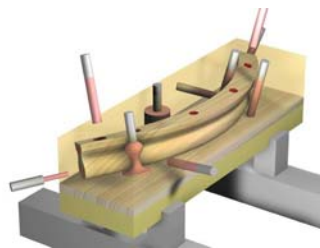
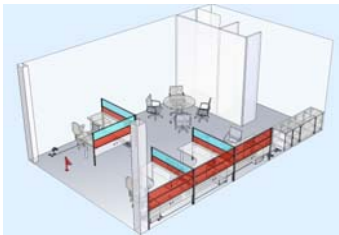
MTD a comprehensive joinery, workstation, screens design and manufacture package that gives us the added ability of logistical support.

PYTHA a more detailed joinery design and manufacture package.

Inventor a detailed industrial design tool that has helped us develop our own screen systems and hardware.

3DS Maxx a 3D rendering package that helps us communicate to clients the end result of their designs.

AutoCAD the staple 2D design package in the industry. AWM now has 12 AutoCAD literate staff.



LOGISTICS CAPABILITY

AWM currently has a fleet of vehicles comprising of 2 trucks, 1 high roof long wheel base van, 4 smaller vans used by our site installing crews and 2 utes. This range of vehicles gives us flexibility to meet any special site access requirements with ease.

We have strong relationships with some of Australia's most reliable delivery companies for the jobs that require larger volumes of product to be delivered in a short period of time. We have access to two 8 tonne taut liners, two 6 tonne pantechs, two 4 tonne pantechs and a range of 20 and 40 foot containers to deliver goods interstate where applicable.

This allows us to deliver to all states of Australia in the shortest possible time.

Our Installers

AWM currently has the use of 14 site installers, all of which are trade qualified and extremely professional. Our teams always get the job completed to the clients satisfaction and are prepared to go the extra mile to ensure that deadlines are met.

AWM has secured the services of professional installation teams in all states of Australia. They all know our product and have many years experience at completing projects to specification in the timeframes required.



OUR DIRECTORS

Ric Lewarne and Anthony Scotts

With a background in the construction industry, Ric and Anthony embarked on a venture to enter the office furniture industry in 1993.

Ric and Anthony have a combined experience in excess of 45 years in the industry enabling them to predict trends and drive the business in the right direction to ensure we maintain a competitive advantage.

Their insight into every aspect of AWM enables them to continually improve the business and provide the driving force that leads all of our employees.

Ric provides our research and development team with new ideas every day that help us stay ahead of our competitors. His intuition in market trends enables AWM to continually design and refine products to suit upcoming consumer demands.

Anthony has a strong sales and customer focus, always driving our sales team to provide the best possible outcomes for clients. His ability to manage many projects with incredible detail sets the benchmark that all AWM staff strive for.



THE TEAM

SALES

Tristan Tudge, Dan Dowe, Mariana Kules, Steve Levin

The Sales team are a dynamic mix of people enabling AWM to split the workload between existing clients and new business. Our whole sales team has over 10 years experience each within the Commercial Office Furniture industry. Their knowledge base and customer service means extremely happy customers

THE FACTORY

Programmers

Machinery Experts

Installation Team

Material Team

OH & S

We are committed to a safe work environment.

We have weekly committee meetings that involve all departments of our factory.

We see our employees as our most valuable asset, and their well-being and job-satisfaction is a major contributor to the efficiency and effectiveness of AWM



SUSTAINABILITY

AWM is committed to adopting processes and practices aimed at reducing its environmental footprint. One example is through our active involvement in recycling our board off-cuts.

AWM aims to be a leader in its industry in applying the principles of environmental management to its operations.

The aim of this Environmental Management System is to provide a vehicle for setting up processes consistent with the guidelines of ISO 14000, and to assist clients' work towards a

Green Star Rating. AWM has achieved Good Environmental Choice Australia (GECA) certification on all our screen systems.

Rationale for the EMS: AWM's commitment to improving its environmental performance grew out of an ongoing commitment to producing high quality products with minimal environmental impact. This commitment has been reinforced by the requirement to conform to increased demand for Green Star Ratings for buildings.

Policies: AWM produced an Environmental Policy (please see below) in January 2009 which commits the company to adopting environmental friendly practices in the office and the factory including:

- Use of natural lighting
- Recycling packaging
- Recycling waste
- Careful choice of materials
- Designing Modular Reconfigurable Furniture

Developing the EMS: Consultation with NCSI Pty Ltd led to an audit of the company's manufacturing processes and practices. The audit identified areas where good environmental practices were already being observed, and areas where improvement was possible.



RECENT PROJECTS

AWM have recently completed several large projects including:

Genworth - Genworths' head office in North Sydney, Workstations, joinery and loose furniture – completed in two months from approval. Job value \$2 million.

Collection House - Collection house in Sydney and Brisbane - Workstations and chairs. Job value \$1.2 million.

GE Perth - GE Perth - 2 floors of workstations, joinery, chairs and loose furniture - completed in an 8 week turn around. Job value \$600,000.

Equi Group - \$300,000 of Workstations, Joinery and loose Furniture

SBS - \$300,000 of Workstations and loose Furniture.

Queensland University - \$350,000 of Workstations

RTA - \$500,000 of Joinery

Australian Power & Gas - \$200,000 of Joinery, Workstations and loose furniture

ST Jude Medical - \$150,000 of Workstations

Currently Working on:

- 200-300 Westpac Branches all over Australia
- Currently Working on 3 floors for ANZ Head Office and several branches in NSW
- Currently Working on TAB Head Office

