

CAPABILITY STATEMENT //



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



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MIDDY'S LILYDALE

COMPANY OVERVIEW //

Middy's has grown from a door-to-door sales business to a network of 110+ 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. Today, third generation Directors and cousins, Nicholas and Anton further advance this legacy. They are committed to ensuring the Middendorp Group remains at the forefront of innovation in the Australian electrical industry, whilst undertaking an active role in the Group's daily operations.

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.

We encourage and reward our staff for their loyalty and expertise within the electrical industry. This is reflected with over 27% of our employees with 10+ years employed with the company and 14% with 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 invests 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 Customer' 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 Customer' 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.





**MIDDY'S IS DEDICATED
TO BEING THE INDUSTRY
LEADER IN VALUE ADDED
BUSINESS SERVICES //**

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

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 RAIL

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.

MIDDY'S LIFT & FIRE

Professional team of specialists in the Lifts and Fire sectors satisfying customers' demands for technical support, product knowledge and exemplary service.

MIDDY'S LIGHTING

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.

MIDDY'S INDUSTRIAL

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 EV SOLUTIONS

EV charging solutions backed by leading range of new technology and energy efficiency products.

MIDDY'S TechEnergy | **SMARTCENTRE**

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 MYACCOUNT //



ONLINE

Middy's offers a range of online services to drive efficiency in the procurement process. This includes 24/7 access to product research, stock availability, online ordering, account management, industry resources, business support and an extensive social media presence.



middys.com.au

Follow @middyselectrical on:



INDUSTRY TRAINING

We offer customised 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.

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.

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.



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 CO₂ 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

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
INDUSTRIAL

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

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
INDUSTRIAL

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
TechEnergy

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
INDUSTRIAL

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
TechEnergy

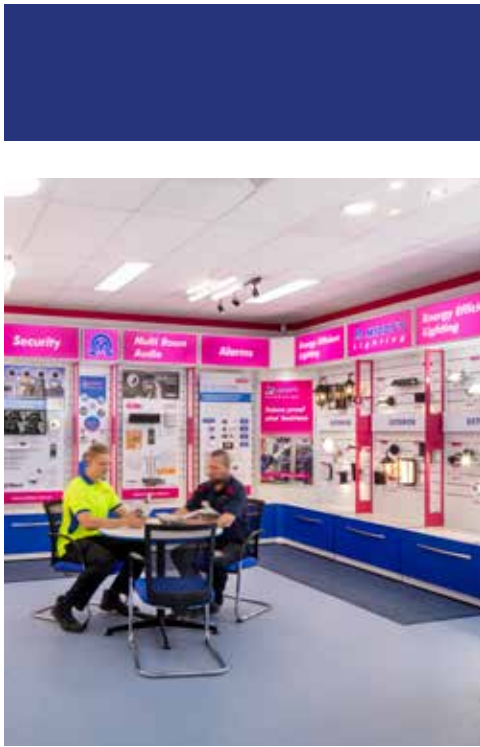
BIOENERGY

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.

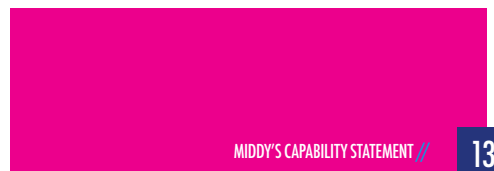


MIDDY'S
INDUSTRIAL





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 OFFERS 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...



MIDDY'S HAS A
NATIONAL BRANCH
NETWORK OF 110+
BRANCHES IN
ALL STATES AND
TERRITORIES //



MIDDY'S NATIONAL BRANCH NETWORK //

NATIONAL BRANCH SUPPORT CENTRE (NBSC):

MT WAVERLEY (VIC)

357 Ferntree Gully Rd (03) 7067 5555

MELBOURNE METRO

AIRPORT WEST Cnr Matthews Ave & Fraser St
(03) 9338 3611

BAYSWATER 882 Mountain Hwy (Cnr Jersey Rd)
(03) 9720 1755

BLACKBURN 167 Whitehorse Rd (Cnr Clare St)
(03) 9878 5566

BRAESIDE 252 Boundary Rd (Near Citrus St)
(03) 9580 7033

BRUNSWICK 372 Victoria St (Cnr Prentice St)
(03) 9387 8333

BURWOOD 2 Edwards St (Off Burwood Hwy, Opp. Reece)
(03) 9808 0800

CAMPBELLFIELD 1592 Hume Hwy (Cnr Bolinda Rd)
(03) 9359 6144

CARRUM DOWNS 7 Frankston Gardens Dr
(03) 9782 5633

CHELTENHAM 1287 Nepean Hwy (Near Goulburn St)
(03) 9584 9981

CRAIGIEBURN 26-28 Potter St (Off Sydney Rd)
(03) 9305 7199

CRANBOURNE 35 Cameron St (Near Cnr Sladen St)
(03) 5996 8533

CRANBOURNE WEST 3/1046 Thompsons Rd
(03) 9111 5577

DANDENONG 45-47 Bennet St (Cnr Wauchope Ln)
(03) 9792 0582

DANDENONG SOUTH 354 Frankston-Dandenong Rd
(Cnr Swift Way)
(03) 9706 4266

ELTHAM 294 Bolton St (Near McDonalds)
(03) 9439 5777

FRANKSTON 146 Beach St (Near Kelman St)
(03) 9783 8444

HALLAM 1/76-78 Hallam Rd
(03) 9284 2777

HASTINGS 1903 Frankston-Flinders Rd
(03) 5979 3533

HAWTHORN 229 Burwood Rd
(03) 9819 4199

HEIDELBERG 489 Upper Heidelberg Rd
(Cnr Montgomery St)
(03) 9457 6222

HOPPERS CROSSING 142-146 Old Geelong Rd
(03) 9741 5000

KEILOR EAST 57 Slater Pde (Off Keilor Park Dr)
(03) 9336 2322

LAVERTON 2/16 Fitzgerald Rd (Cnr Cherry Ln)
(03) 9369 3444

LILYDALE 34 Melba Ave (Near Cnr Hutchinson St)
(03) 9735 3199

MELBOURNE 520 La Trobe St (Cnr Spencer St)
(03) 9328 3233

MELTON 93-95 High St (Cnr Norton Dr)
(03) 9743 9244

MOORABBIN 425 Warrigal Rd (Near Cnr Keys Rd)
(03) 9555 0033

MORNINGTON 20 Diane St (Near Frank St)
(03) 5975 9022

MULGRAVE 214 Wellington Rd
(03) 9562 2033

NARRE WARREN 91-93 Victor Cres
(Cnr Princess Hwy)
(03) 8790 1766

OAKLEIGH 1/1609-1615 Dandenong Rd
(Cnr Ferntree Gully Rd & Lever St)
(03) 9568 2733

PAKENHAM 45-47 Bald Hill Rd (Opp. Simplot)
(03) 5941 6133

PORT MELBOURNE 2 Thackray Rd
(03) 9699 1588

PRESTON 152 Plenty Rd (Cnr Brighton Ave)
(03) 9484 0644

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

RINGWOOD 53 New St (Cnr Olive Gr)
(03) 9879 2600

ROSEBUD 212 Boneo Rd
(03) 5986 4744

ROWVILLE 2 Laser Dr (Cnr Kelleys Rd)
(03) 9763 4922

SOUTH MORANG 318 McDonalds Rd
(03) 9436 4800

ST KILDA 7 Vale St (Off Barkly St)
(03) 9525 4366

SUNBURY 1-9 Vineyard Rd
(03) 9744 1000

SUNSHINE 46 McIntyre Rd (Near Suffolk Rd)
(03) 9312 4111

THOMASTOWN 42 Wood St (Near Hanrahan St)
(03) 9465 8911

WERRIBEE 11 Riverside Ave (Near Greaves St)
(03) 9741 5000

WHITTLESEA 16/2398 Plenty Rd
(03) 9716 0133

WILLIAMSTOWN 392-394 Kororoit Creek Rd
(Cnr Fink St)
(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 East (Opp. Hungry Jacks)
(03) 5333 2377

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

BENALLA 42 Sydney Rd (Near Witt St)
(03) 5762 4099

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

BENDIGO NORTH (EPSOM) 195 Midland Hwy
(Opp. ALDI)
(03) 5410 0011

COLAC 55 Corangamite St
(03) 5231 5600

ECHUCA 164 Ogilvie Ave (Cnr Hovell St)
(03) 5482 4633

GEELONG Lawrence Pl (Near Little Ryrie St)
(03) 5222 3855

GEELONG NORTH 316 Thompson Rd
(Near Morgan St)
(03) 5277 3488

GISBORNE 41 Hamilton St (Cnr Prince St)
(03) 5428 2822

GROVEDALE 180 Torquay Rd (Surf Coast Hwy)
(03) 5241 6999

HORSHAM 33 Hamilton St
(03) 5382 5422

LEONGATHA 1A Turner St (Cnr Turner & Hughes St)
(03) 5662 5977

MILDURA 47 Seventh St East
(03) 5021 5922

OCEAN GROVE 30 Everist Rd
(03) 5255 1133

SEYMOUR 8 Industrial Crt (Off Wallis St)
(03) 5799 0377

SHEPPARTON 7-9 Vaughan St (Cnr Wyndham St)
(03) 5822 2411

STAWELL 200 Upper Main St (Near Cnr Fisher St)
(03) 5358 3088

SWAN HILL 59 Nyah Rd
(03) 5032 5268

TORQUAY 36 Baines Cres
(03) 5264 7522

TRARALGON 11-13 Deakin St (Off Princes Hwy)
(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 (Cnr Queen 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

FAIRFIELD 53 Barbara St
(02) 9727 0755

MEADOWBANK 28 Constitution Rd
(02) 9809 7722

MINCHINBURY 5-7 Colyton Rd
(Opp. McDonalds)
(02) 9677 1444

MOOREBANK 66-68 Heathcote Rd
(02) 9600 8177

NORTHMEAD 5/185 Briens Rd
(02) 8821 7500

PADSTOW 125 Fairford Rd
(02) 9773 1111

PENRITH 2A Coombes Dr
(02) 4722 3566

NEW SOUTH WALES COUNTRY

ALBURY (LAVINGTON) 4 Woolpoint Crt
(02) 6025 1133

DENILIQUIN 63 End St
(03) 5881 5099

GOULBURN 21 Bradley St
(02) 4822 7977

GRIFFITH 120 Yambil St
(02) 6964 8011

LEETON 38 Acacia Ave
(02) 6953 8011

MERIMBULA 202 Arthur Kaine Dr
(02) 4003 7444

WAGGA EAST 176 Hammond Ave
(Cnr Stuart Rd)
(02) 5908 1830

WAGGA WEST 26 Pearson St
(02) 5999 1111

AUSTRALIAN CAPITAL TERRITORY

FYSHWICK 39 Quilpie Cres
(Cnr Newcastle & Cessnock St)
(02) 6280 0188

NORTHERN TERRITORY

COOLALINGA 43 Fairweather Cres
(08) 8932 0739

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

MIDDY'S LIGHTING DARWIN 3 Charlton Ct
(08) 8981 4270

PALMERSTON 25 Toupein Rd
(08) 8932 1800

MIDDY'S LIGHTING PALMERSTON
25 Toupein Rd
(08) 8932 1800

QUEENSLAND - BRISBANE METRO

BRENDALE 1/260 Leitchs Rd
(07) 2111 9900

MEADOWBROOK 17 Logandowns Dr
(07) 3805 8025

NERANG 2/138 Spencer Rd (Cnr Indy Crt)
(07) 5527 4667

TINGALPA 8 Proprietary St
(07) 3390 4811

VIRGINIA 49 Toombul Rd (Opp. Walter St)
(07) 3256 7955

SOUTH AUSTRALIA - ADELAIDE METRO

HINDMARSH 12 Susan St
(Cnr South Rd & Susan St)
(08) 8340 9255

SALISBURY NORTH 1 Playford Cres
(08) 8182 3566

SOMERTON PARK 232 Brighton Rd
(Near Oaklands Rd)
(08) 8294 3088

TASMANIA

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

HOBART EASTERN SHORE (MORNINGTON)
2/21 South Arm Hwy (Near Reece & Bunnings)
(03) 6122 1877

LAUNCESTON 59 Boland St
(03) 6331 6099

WESTERN AUSTRALIA - PERTH METRO

BALCATT 11 Halley Rd (Cnr Kirke Rd)
(08) 9345 5545

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

EMBLETON 20 Embleton Ave
(08) 6103 5111

MUNDARING 11 Wandeara Cres
(Cnr Great Eastern Hwy)
(08) 9295 1939

WANGARA 21 Dellamarta Rd (Cnr Arrigo St)
(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

 **SMARTCENTRE**

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

(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

 **MIDDY'S**
LIFT & FIRE

(03) 9646 2533
portmelbourne.vic@middys.com.au

 **MIDDY'S**
EV SOLUTIONS

1800 778 823
evenquiries@middys.com.au



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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