

# [MAG]

## LOOKING UP IN 2024

Get back to work with tips on mastering cash flow management and all the latest products from brands you know and trust.



KEEPING YOUR  
CASH IN CHECK

FEDERAL MILLS  
INDUSTRIAL  
CASE STUDY

CAPTURE THE  
GROWING EV  
CHARGING MARKET

WHAT'S IN THE VAN  
THIS SUMMER?

**DON'T RISK IT**  
USE A LICENSED ELECTRICIAN  
 MIDDY'S

# Welcome From Middy's

**ISSUE 44 JAN - MAR 2024**

It's time to get back to work and embrace all of the opportunities that the new year brings. Our Summer issue of the Middy's MAG will help you do this with tips on mastering cash flow management (page 8) as well as bringing you all the latest products from the brands you know and trust.

With help from PowerPlus we'll show you how to streamline energy storage and build your own Battery Energy System (page 13). We'll also help you capture the growing EV Charging market, turn to page 19 to find out more.

We are proud to announce that Bryce Fullwood will continue at the wheel of the Middy's Electrical Camaro for Brad Jones Racing in the 2024 Supercars Championship. Read about what Bryce had to say about the re-signing on page 24.

From everyone at Middy's, we hope you enjoy the latest issue of your favourite industry MAG, and we thank you for your ongoing support.

*Nicholas Middendorp*

Nicholas Middendorp

*Anton Middendorp*

Anton Middendorp

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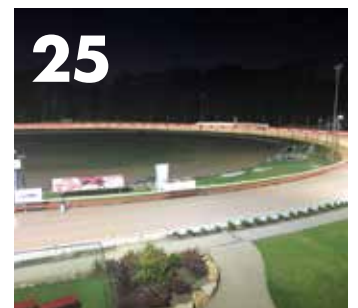
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## ASK US ABOUT OUR SPECIALIST SERVICES

**MIDDY'S SMARTCENTRE**

**MIDDY'S LIFT & FIRE**

**MIDDY'S TechEnergy**

**MIDDY'S SOLAR**

**MIDDY'S LIGHTING**

**MIDDY'S EV SOLUTIONS**

**MIDDY'S RAIL**

**MIDDY'S SmartSpec**

**MIDDY'S INDUSTRIAL**

**MIDDY'S EnergyTrust**

See page 31 for details...

**Cover:** Middy's Albury customer, GPE, lifting limitations on solar installations.  
L-R: Darryl Lavis (Project Manager), Deisel Lavis (1st year apprentice) & Georgia Way (4th year apprentice)



# Introducing Prysmian's New Flextreme Cable!



## Features of Flextreme

### High Flexibility

Saving installation costs, workplace injury & fatigue.

### Increase Current Carrying Capacity

Increased the operating temperature from 90 °C to 110 °C.

### Superior Manufacturing & Support

- Australian-designed and manufactured
- Exceeds Australian Standards
- Independently certified by a Nata-accredited facility

A brand of the

**Prysmian**  
Group

# AIRBUS **EC**

## 24/7 HEALTHY VENTILATION

- Continuous trickle setting (24/7) silently eliminates stale/moist air which is replenished naturally with fresh air
- Three speed energy efficient EC motor ensures low operating costs
- Airbus EC **200** - Ideal for powder rooms, toilet and laundries  
LED option: 10w light | Tri Colour (WW/NW/CW)
- Airbus EC **500** - Ideal for ensuites, bathroom and large open bathrooms  
LED option: 10w light | Tri Colour (WW/NW/CW)
- Available as complete kits or motor and choice of fascia
- Five year warranty

**Wireless Wall Controller: included**



**BOOST** - 10 minutes for rapid steam/odour removal, then reverts back to 24/7



**RUN** - 20 minutes for excellent all round performance, then reverts back to 24/7



**24/7** - Continuous trickle extraction creates a healthier living environment



**Isolation Switch: not included**  
Can turn the unit ON / OFF and will default to the "RUN" setting when turned on



Product Code	Price ex gst	Price inc gst
PVPXEC200RD	\$133.64	\$147.01
PVPXEC200SQ	\$127.43	\$140.17
PVPXEC500RD	\$174.93	\$192.42
PVPXEC500SQ	\$182.04	\$200.25

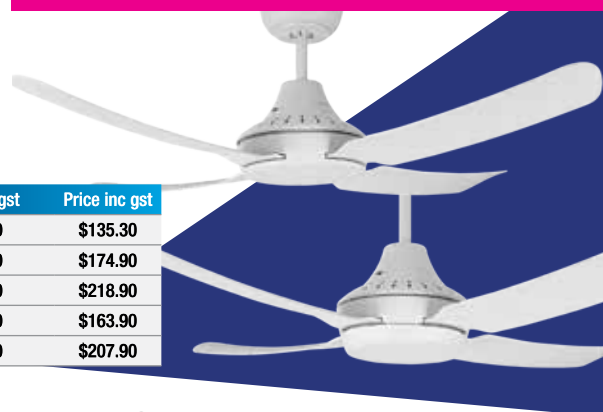
**EXCLUSIVE TO MIDDY'S**

# HUGO

## CEILING FAN RANGE

- Suitable for all indoor living areas
- Individually balance tested and quality checked for trouble free operation
- A slow speed setting that is suitable for gentle air flow, ideal for heat circulation in winter
- Precision moulded glass fibre composite blades for increased stability and high airflow
- Four year warranty

Product Code	Price ex gst	Price inc gst
HUG1204WH	\$123.00	\$135.30
HUG1204WH-L	\$159.00	\$174.90
HUG1204WH-LR	\$199.00	\$218.90
HUG1304WH	\$149.00	\$163.90
HUG1304WH-L	\$189.00	\$207.90



# Skyfan<sup>DC</sup>

The future in fans

- Intelligent energy saving DC technology and up to 75% less power consumption
- High airflow and low noise level, makes the Skyfan range ideal for bedrooms
- LCD Remote control included with multi-functions: Summer winter reversible, Eco, Sleep and Timer.
- Android and IOS app control option (sold separately). Compatible with Google Home and Alexa
- Five year warranty

Product Code	Price ex gst	Price inc gst
SKY1203WH	\$249.95	\$274.95
SKY1203WH-L	\$309.95	\$340.95
SKY1303WH	\$279.00	\$306.90
SKY1303WH-L	\$339.00	\$372.90



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& Commercial RCBOs



## Our upgraded and expanded Commercial Solutions



Hager's performa panelboards now includes a NEW 'metering' option, which integrates CTs in the chassis for improved cable access. The range offers more DIN space at the top and bottom, more options of split chassis and a swing handle for multiple locks.

The Commercial RCBO range that suits performa have also been upgraded. Now available in C Curve up to 50A in 6kA and 10kA, and D Curve up to 32A in 10kA.

[hager.com/au](http://hager.com/au)

**:hager**



Scan here for more information

# Middy's 2023 Info Nights Wrap-Up

With an event held in every state across the nation, the Middy's Info Nights were once again, a resounding success last year.

With Directors Nicholas and Anton Middendorp in attendance, we welcomed over 4,000 customers, partners, suppliers and staff at 16 events in 2023. The nights showcased new products and helped keep our customers up to date on the latest technologies while providing an opportunity for the industry to socialise and have fun.

It was so wonderful to see rooms full of 'Middy's People' at each event. The Matilda's World Cup semi final was centre stage at the SA Info Night, which was definitely a highlight.

So many people to thank, all of whom contribute to the ongoing success of these nights, starting with our amazing MC, Des Dowling. We were fortunate to once again, have fantastic keynote speakers who were informative and insightful, speaking about regulations and legislation as well as the very topical areas of EV and Smart Home technology, both categories with huge potential for our customers.

Special thanks to Grant Morehouse (Technical Manager- NECA Group - ACT NSW QLD TAS), Keith Van Der Zyden (Standards Expert - at all Victorian Events), Ross De Rango (Head of Energy and Infrastructure, Electric Vehicle Council) and Futurist, Steve Sammartino for their time, support and knowledge this year.

We're thankful for the involvement of our key suppliers who participated in our Trade Shows throughout the year, with a fiercely fought 'Product of the Night' competition at each event. Thanks to Clevertronics, Dahua, Fantech, Fergus, GLG (Pierlite), Hager, Haneco, Legrand, Matchmaster, Milwaukee, NHP, Omega, Prysmian, SAL, Schneider/Clipsal, Ventai, APS, Cabac, Nexans, Zumobel, Just Bits, Mitsubishi, PSA Products, Eglo Lighting and Mercator. Thanks also to Industry support bodies, NECA - VIC/NSW, Future Energy Skills and the Benchmark Business Group.

Last but not least, we would also like to extend our thanks to Brad Jones and Bryce Fullwood at the BJR Team for there appearances and support over the year providing insights into the V8 Supercar Championships.

We look forward to more fun and antics at our Info Nights in 2024. Register your interest to attend at [middys.com.au/info-nights](https://middys.com.au/info-nights) ■

## 2024 INFO NIGHTS SCHEDULE\*

20 March	Northern Metro VIC
17 April	Warrnambool
8 May	Mildura
29 May	Peninsula VIC
19 June	Fyshwick
17 July	Horsham & Stawell
31 July	Benalla, Wangaratta & Yarrawonga
14 August	Launceston
4 September	Bairnsdale & Traralgon
18 September	Laverton, Williamstown & Yarraville
9 October	Shepparton & Seymour
16 October	Sydney

\*Dates correct at time of print

**BUMPER  
SCHEDULE  
12 EVENTS**

## - KEY STATS -



**16 EVENTS**



**4000+  
CUSTOMERS**



**ALL STATES  
ACROSS THE COUNTRY**

1. Echuca & Deniliquin
2. Queensland
3. Western Australia
4. Hobart & Hobart Eastern Shore
5. Albury & Wodonga
6. Northern Territory
7. Melbourne West
8. Merimbula
9. Goulburn
10. South Australia
11. Melbourne Inner East
12. Ballarat
13. Melbourne South East
14. Pakenham & Warragul
15. Griffith & Leeton
16. Wagga Wagga

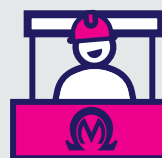


*I loved the comedy and having a laugh - please keep that going and these Nights.*

**David Mills**  
Middy's Leeton customer



**16  
INDUSTRY UPDATES**



**27+  
TRADE  
SHOW**

**PARTICIPANTS**



**9 BJR TEAM  
GUEST APPEARANCES**

**BRAD JONES &  
BRYCE FULLWOOD**

SEARCH FOR AUSTRALIA'S  
**BEST MOUSTACHE**



*It's so pleasing to see the room full of 'Middy's People', our valued customers, staff & suppliers. Middy's Info Nights showcase new products, keep our customers up to date on the latest technologies & standards, while also providing an opportunity for the industry to socialise. I'm proud that we can offer this to our customers and really enjoy being a part of it.*

**Pat Keating**  
Middy's RSM, Western Country VIC



**240+  
MIDDY'S VOUCHERS  
GIVEN AWAY**



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APPRENTICE SIGN UPS**



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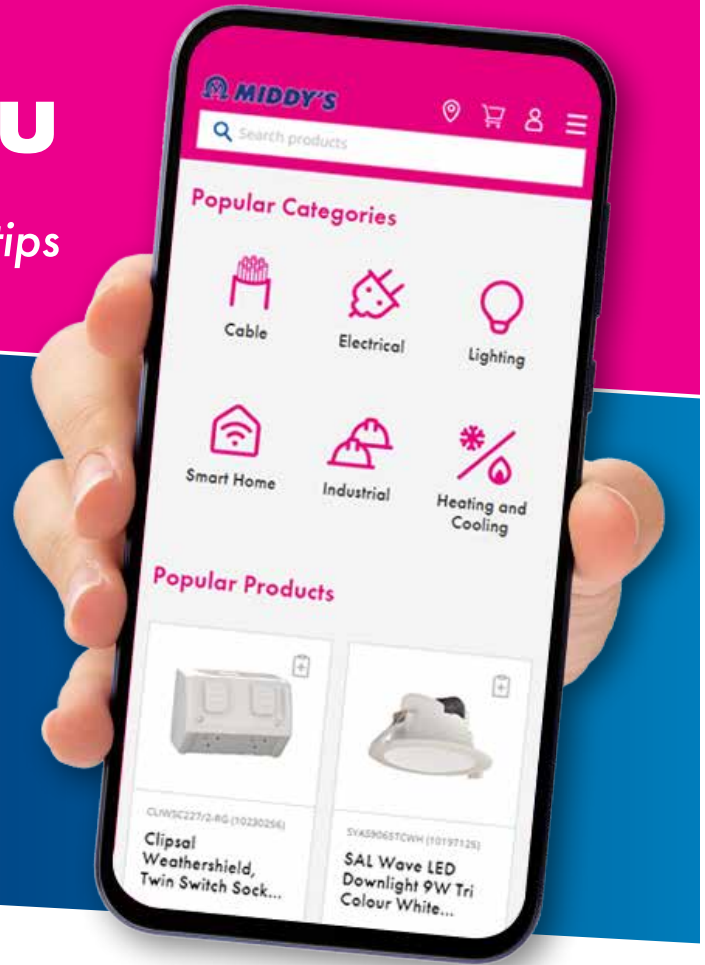
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& Feel



Improved  
Product Search  
& Experience



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# Keeping your Cash in Check

**\$**  
Keep the  
cash coming  
in

In the electrical industry, it's not just about keeping the lights on but also keeping your business financially sound. Forget the saying, *Cash is King*. When it comes to the electrical trade, cash flow reigns supreme and managing it, especially during slower months around this time of year, is of paramount importance. Whether you're tackling small residential projects or large-scale commercial endeavours, understanding and mastering cash flow management are critical to your success.

**\$**  
Take a  
down  
payment

The importance of robust credit control cannot be overstated, especially in times of economic uncertainty. With customers cutting back on expenditures and businesses navigating through financial hardships, it's far from guaranteed that your invoices will be paid promptly. So, how can you ensure your electrical business maintains a healthy cash flow?

**Here are ten practical tips tailored specifically for you...**

## # 1. Keeping a healthy revenue stream

You shouldn't have to carry the financial burden of holding stock for too long. When purchasing materials, consider invoicing for those products as soon as they're purchased, preferably before they're installed. Remember to purchase quality products from repeatable brands to limit warranty-based work occurring. When a progress claim is due make sure it is requested on-time and in-full in accordance with agreements to avoid delayed payment.

## # 2. Secure payments up front

When quoting a job, think about requesting a percentage of the payment up front to secure the project. Whether it's 25 percent or a more ambitious 50 percent, adopting a "pay before you receive" approach is a wise move in the electrical trade.

## # 3. Facilitate payment

Regardless of when you choose to invoice (in advance, midway through a project or upon completion), make it as easy as possible for clients to settle their bills. Whilst bank transfers are standard, offering other gateway payment options can be convenient for your clients, even if they come with additional charges.

## # 4. Timely invoicing

If you opt to invoice at the end of a project, ensure you do so promptly. Delaying the invoice for weeks or months can lead clients to believe that you are not in a hurry to receive payment. Online job management software such as Fergus can help streamline job management process including invoicing from quote with appropriate labour and materials to enhance efficiencies and control.

## # 5. Clear payment terms

Establish crystal-clear payment terms. Not every client needs a standard 30-day payment window. If the electrical work is completed or electrical goods are delivered, payment upon receipt is entirely reasonable and understandable.

## # 6. Strict terms and conditions

In addition to precise payment terms, outline the consequences of non-compliance. It's entirely reasonable to impose a penalty fee for invoices that are seven days past due. The need for outlining legal terms and conditions in your contract is increasing for protection, compliance and retention of title. Use this as a tool to protect your business. There are other avenues to seek guidance in this area such as the Security of Payment Act. For information visit:

[www.vba.vic.gov.au/building/security-of-payment](http://www.vba.vic.gov.au/building/security-of-payment)

## # 7. Express gratitude

Employ accounting software to set up an auto response email to thank clients for their payments. This professional courtesy can leave a positive impression at the end of the transaction.

**\$**  
Good credit  
processes  
are a must



Cash is the oxygen of corporate life. Without it, operations cease as we cannot purchase new inventory to generate future sales.

- Group Credit Manager, Vaios Kortikis

**\$**  
Always  
invoice  
immediately

## # 8. Utilise a 'fake' bookkeeper

If you don't have a dedicated bookkeeper, create a pseudonymous bookkeeper with a separate email account. Send invoices and follow-ups from this account to maintain a professional image and preserve client relationships.

## # 9. Communication matters

If a payment is overdue, have a direct conversation with the client. The electrical trade industry is best known for resolving issues through personal communication. However, if a customer states that they cannot afford to pay, it's not your responsibility to solve their financial problems. Offering payment plans and continuous chasing can harm your cash flow and consume valuable time. It is recommended to communicate clear payment terms up front or secure interest charges to protect cash flow.

## # 10. Debt collection as a last resort

When an invoice is significantly overdue (usually after 45 days or as per your discretion), consider involving a debt collection agency. Taking decisive action early increases the chances of recovering unpaid dues.

By implementing these ten strategies, you can navigate the financial currents unique to the electrical business, fortifying your enterprise against its specific challenges and ensuring a path to enduring success. ■

**\$**  
Cash flow  
wears the real  
crown



# ATTENTION BUSINESS OWNERS

## ARE YOU FRUSTRATED BY

- LACK OF CASHFLOW
- PROBLEMATIC TEAM
- BEING TIME-POOR
- STRESS AND BURNOUT

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TO ACHIEVE CONTINUOUS BUSINESS AND LIFE SUCCESS**

93%

93% OF OUR CLIENTS  
EXPERIENCE A DOUBLE  
DIGIT BOOST IN PROFITS  
AND REDUCE THEIR  
WORKING WEEK BY  
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View Offers

As a proud member of Gemcell Electrical Group, Middy's has partnered with Qantas Business Rewards to offer your business Qantas Points when you spend on eligible products. T&Cs apply.\*

\*Qantas Points are subject to T&Cs at [middys.com.au/qantas](http://middys.com.au/qantas)



Gemcell  
ELECTRICAL GROUP

BUSINESS  
REWARDS





**THE LOCATION:**  
DANDY PREMIX QUARRIES,  
GRANTVILLE VIC



**THE TEAM:**  
L-R: MARCUS CRANNY &  
DEAN SULLIVAN

## Grantville Commercial Sands Plant Upgrade

### PANEL BUILD & INSTALL

Dandy Premix Quarries Pty Ltd (Grantville Commercial Sands) enlisted the services of Marcus Cranny from Positive Electrics together with Middy's Industrial Business Development Manager (BDM) Dean Sullivan and the Middy's Carrum Downs team to help upgrade their plant in Grantville Victoria.

With the need to upgrade and expand the sand plant, the project took several years from concept to completion securing the supply of sand for the next decade.

The project consisted of components including, fabricated enclosures, VSDs, PLC, Contactors and Overloads as well as Cable Trays & Cable.

Upgrading of the plant was a priority to ensure the longevity of the business. The Positive team did a great job building the panels along with David from Beavis Electrical looking after the engineering of the process. Middy's assisted with their knowledge and expertise in managing the complexity of the project, ensuring timelines were met along the way with the Carrum Downs Branch staff and Industrial BDM, Dean Sullivan offering ongoing support throughout.



*With the complexity of this project and timelines needing to be met, along with the ongoing support from the Middy's Carrum Downs Branch staff and Industrial BDM Dean Sullivan, this project only highlights that Middy's Electrical was the best choice.*

**- Marcus Cranny, Positive Electrics**

### THE INSTALL:

- ▶ Fabricated Enclosures
- ▶ VSDs, PLCs, Contactors & Overloads
- ▶ Cable Trays & Cables
- ▶ Engineering & Commissioning



**PROJECT OUTCOME:**  
INCREASED LONGEVITY  
OF THE BUSINESS

Download and print this Case Study at: [middys.com.au/news](http://middys.com.au/news)



**THE LOCATION:** FEDERAL WOOLLEN MILLS,  
NORTH GEELONG VIC

## Revitalising History: Electrical upgrade of Geelong's Federal Woollen Mills

Nestled in North Geelong, the Federal Woollen Mills, an architectural relic with over 50 dynamic businesses, has undergone a remarkable transformation.

With a history dating back over eight decades, the aged facility holds a unique charm that Sean Moore from Red's Electrical has been preserving. Over the past few years, Sean has dedicated his expertise to designing and constructing a myriad of electrical solutions within the historic building. Collaborating with Sean on these essential upgrades and new installations is Hank Terpstra, the National Switchboard Business Development Manager at Middy's. The project involved the supply of group metering enclosures, custom distribution boards and a significant milestone – the replacement of an over 80-year-old switchboard with a state-of-the-art 7-meter-long 2000amp switchboard.

Of particular note in this revitalisation effort was the provision of a generator and automatic transfer switch to one of the tenants. An innovative touch was the use of LPG bottles to power up the generator, a departure from the conventional diesel-powered option. This forward-thinking approach aligns with the historic spirit of the Federal Woollen Mills, where innovation has been a constant thread throughout its storied past.

From its crucial role in producing military essentials during World War I to its contemporary reincarnation as a hub for diverse businesses, the Federal Woollen Mills stands as a living testament to the resilience and adaptability embedded in its bricks and beams. The fusion of its industrial heritage with modern functionality paints a picture of a precinct that honors its past while embracing the future.



**SWITCHBOARD BEFORE & AFTER:** SEAN MOORE,  
OWNER RED'S ELECTRICAL & HANK TERPSTRA, MIDDY'S  
INDUSTRIAL BUSINESS DEVELOPMENT MANAGER

### THE INSTALL:

- ▶ Switchboards
- ▶ Generators
- ▶ Switchgear
- ▶ Services



I've relied upon Hank to assist me through the various solutions needed to complete projects both small and large. He takes a lot of the stress away by assisting with design and keeping me up to date with where my orders are at. He also helps facilitate special services when programming some of the high end equipment.

- Sean Moore, Red's Electrical

Download and print this Case Study at: [middys.com.au/news](https://middys.com.au/news)



**NEW!**

**On-Grid**

**Off-Grid**

**Night**

**Day**

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storage suited for a  
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off-grid applications



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# Streamlining Energy Storage

## Build Your Own Battery Energy System.

In the era of renewable energy, Battery Energy Storage Systems (BESS) are at the forefront of sustainable solutions for homes and businesses alike. These systems not only help store excess energy generated by sources like solar panels but also ensure continuous power supply during outages. With the growing emphasis on eco-friendly practices and energy independence, BESS installations have surged in popularity. A significant contributor to this trend is the ease of installation, adherence to standards and guidelines, and a sleek and modern aesthetic – What's more PowerPlus offers solutions meeting this criterion.

### Simplifying BESS Integration

Two standout products from PowerPlus are the PEF6-250B and PEF12-250B cabinets. These cabinets come equipped with a mounting pan, battery take-off leads and a pre-wired Miniature Circuit Breaker (MCB), simplifying the installation process for your preferred battery inverter and other associated Power Conversion Equipment (PCE).

### PEF6-250B: Compact and Efficient

The PEF6-250B offers an efficient solution for your complete solar-powered battery system. Its compact design minimises disruption to walkways along the side of your home. This enclosure accommodates a range of inverters within its weatherproof casing and can house up to 24kWh of PowerPlus batteries, ensuring uninterrupted power supply without compromising on aesthetics.

### PEF12-250B: The Epitome of Protection and Design

The PEF12-250B, the largest offering from PowerPlus, guarantees protection for your entire energy storage system while maintaining easy accessibility. Its spacious interior allows for a design-friendly setup, ideal for exploring BESS alternatives. This cabinet can accommodate a generous 48kWh of PowerPlus batteries.

Both slimline cabinets are equipped with essential features such as fans, vents, and thermostats. These components ensure efficient air circulation within the critical PCE compartment, keeping inverters functioning optimally.

Battery Energy Storage Systems are no longer just a concept for the future; they are a practical and attainable solution for today's energy needs. PowerPlus simplifies the integration process, offering sleek and efficient cabinets that make constructing your own BESS a hassle-free endeavor. As the world embraces clean energy solutions, PowerPlus is here to provide the tools you need to power our future sustainably.

Don't forget to document your installation with photos and save commissioning data for your records. Additionally, be sure to register your batteries and other equipment for warranties and tag #PowerPlus in your social media posts to share your sustainable energy journey with the rest of the energy storage community.

## Steps to Building Your Own BESS With PowerPlus.

**Constructing your own BESS with PowerPlus is a straightforward process that can be broken down into six easy steps:**



### Step 1. Select Your Preferred Slimline Cabinet

Choose between the PEF6-250B and PEF12-250B cabinets, and gather your batteries, battery inverter, and balance of system components from your favourite solar wholesaler.



### Step 2. Prepare Your Workbench

Take out the mounting pan and place on a workbench so you are working at a comfortable height.



### Step 3. Organise Your Equipment

Lay out your battery inverter and additional gear you have proceeding to secure and wire up this equipment on the mounting pan. Pay attention to cable management to ensure a neat and organised setup.



### Step 4. Mount the Mounting Pan

Secure the mounting pan back into the cabinet and consider pre-programming the battery inverter and other gear to ensure it all works.



### Step 5. Pack for Transport

Safely pack the inverter and batteries back into their respective boxes for transportation to the installation site.



### Step 6. On-Site Installation

On site, reassemble the gear, route cables using cable glands, and label everything for easy identification.

**Your BESS is now ready to go. ■**

# MOD6 3P+N RCBO

NHP

## Easy upgrade from 3P MCB to RCBO

- AS/NZS 61009 
- Compact 3P 54mm width
- 6kA Type A
- 6A – 63A C Curve
- 30mA
- Suits Concept One Panelboards



NHP Electrical Engineering Products



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nhp.com.au  
nhpnz.co.nz



# Sparky Spotlight



## Scott Pitcher

Managing Director, Pitcher Electrics

**Scott is a customer of Middy's Narre Warren. We caught up with him to learn more about Pitcher Electrics and the ever evolving electrical industry...**

### **What type of work does your business specialise in?**

Pitcher Electrics is a family-owned business that cover all aspects of electrical but also specialise in new domestic builds and gated communities.

### **What do you think is the most rewarding part about working as an electrician?**

The most rewarding part of being an electrician is the numerous types of jobs we get to work on in different fields. It is an ever evolving industry where you never stop learning.

### **What is the biggest threat you're currently facing in the electrical industry?**

Supply issues and the increasing cost of materials for fixed price work.

### **What type of industry training do you recommend and believe is important for future electricians?**

Pre-apprentice training before qualifying as an apprentice is critical. For electricians, up-skilling in areas of renewable energy and automation would be an advantage for the future. The great thing about the electrical industry is it is always evolving so you need to keep up to date with technology.

### **What are your hobbies and interests outside of work?**

Outside of work I like spending time with family, playing golf and coaching junior sports. ■

Want to feature in our Sparky Spotlight? Drop us a line and we'll get in touch. Email us at [hello@middys.com.au](mailto:hello@middys.com.au)

# Celebrating Our Long Serving Staff

On behalf of the Directors and Staff of Middendorp Electric Group of Companies we wish to congratulate Jamey Allen on achieving 40 years of service with the Company.



## 40 Years

### Jamey Allen - Leongatha Branch Manager

Jamey joined Middy's on 22 August 1983 (at 15 years of age) at the Braeside branch as one of the original Cadets. Under the guidance of Ken Mercer over the next 13 years, Jamey worked in all areas of the business.

In 1996, Jamey was appointed to the Sales Representative role at the Frankston branch and continued to learn the trade and develop strong relationships with customers and staff.

March 1998 saw Jamey accept the role of Leongatha Branch Manager which had him move to the country with his family from the Bayside suburbs.

Over his years at Middy's, Jamey has consistently run an excellent business and has built a great rapport with his customer base. Jamey is always a pleasure to work with and his knowledge, experience and ability to get the job done is second to none.

Jamey played a large part in the lighting upgrades for the Foster Showgrounds and Poowong Football Club. However, it was his work on the Korumburra Showgrounds which lead to local contractor (Matt Walker) get listed as a finalist in NECA'S Victorian Excellence Awards.

When not at work, Jamey enjoys walking his dog Rosie on the beach, playing mixed basketball, watching his kids play soccer and he still enjoys umpiring footy, despite an achilles injury slowing him down. In the AFL, Jamey is a passionate Richmond Tigers supporter. His home is like old McDonald's farm with two horses, two dogs, two cats and the occasional fox at the back door.

We thank Jamey for his loyalty and efforts over the past 40 years and wish him and his family all the best in the future. ■

# 2023 Scholarship & Small Business Awards

Celebrating the 2023 Winners at our Awards Presentation Night at the Garden State Hotel, Melbourne.



Middy's Directors, Nicholas (left) & Anton (right) with some of the 2023 Middy's Scholarship Awards winners at the Awards Presentation night

The Middy's Scholarship and Small Business Awards Presentation Night is fast becoming a social highlight of the year. A night where winners and their partners are personally invited by a member of Middy's management to come along and mingle alongside industry leaders, Middy's directors and keynote speakers at a night that celebrates industry excellence. Interstate winners and partners are flown into Melbourne with accommodation included.

On Friday 10 November 2023, the Middy's Scholarship Program and Small Business Award winners were again hosted at our Awards Presentation Night at the Garden State Hotel. It was a fabulous night of delicious food, drinks and plenty of laughs.

National Sales Manager, Mark Carrington did another wonderful job as MC. Speeches from Middy's Directors, Nicholas and Anton Middendorp captured the importance of the night, diversity in the industry and thanked all the customers for their continued support.

The night saw the announcement of the \$10,000 Nick Middendorp Award winner for 2023. Named in honour of the late second generation Middy's director Nick Middendorp, the Middy's Small Business Awards are designed to help small electrical contractors improve business sustainability and increase the ability to plan, manage and respond effectively to growth. Congratulations to Middy's Swan Hill customer, Mark Henderson from IQ Electrical Solutions on the win.

We'd like to thank all the guests, Middy's Directors, Senior Management, Branch Managers and staff for their attendance and taking part in the celebrations. We look forward to another successful event in 2024.

Stay tuned for the Middy's 2024 Small Business Awards and Scholarship applications opening early August. ■







Middy's 2023 Nick Middendorp Small Business Awards Winner Mark Henderson from IQ Electrical Solutions

We caught up with Mark Henderson, the 2023 Nick Middendorp Small Business Award (SBA) winner for a chat...

**Middy's:** Well done Mark on being a 2023 Middy's Small Business Award Winner and also taking out the \$10K Nick Middendorp Award.

**How did you find out about the awards and what inspired you to enter?**

**Mark:** Jayson our Swan Hill branch manager told me about it, so we thought we should have a go at entering. My son Brock was a bit of a motivator as well...

**M:** Tell us a bit about your business?

**MH:** IQ Electrical is a small electrical contracting business based in Kerang Northern Victoria, established in 2003. Rather than specialising in one area, we cater to diverse needs which gives us a good grounding across a range of different work. Our commercial customers are in sectors such as schools, hospitals, manufacturing, food production, construction and retail, and this is on top of our usual residential work. I have held relationships with some of my customers for over 25-30 years or more as they were customers when I was working in my father's business early 1980s to mid 1990s, and now my son Brock is establishing his own customer contacts as well. So we now have three generations of customers - maintaining good relationships really does pay off. Future plans involve my son Brock (dual tradesman, electrical and carpentry) taking the helm and steering the business while I become more involved with the admin side of things, taking care of breakdowns and assisting Brock with jobs.

**M:** How are you planning on using the SBA winnings to help your business?

**MH:** We are putting all of the money straight back into the business. Whether its tools, hardware and software, marketing or staff training, really any area where the business needs money spent on it. This gives us a solid footing moving forward, as investing in your own business is how growth is created. The industry is looking quite challenging next year, so having a good solid platform is key.

**M:** How long have you been dealing with Middy's and why do you use them?

**MH:** We have been dealing with Middy's for more than 20 years. The team at the Swan Hill branch headed by Jayson is great. We like that Middy's is a genuine family owned business and give us real service, loyalty, access to technical minded sales staff, after sales service and good old-fashioned honesty. As a regional based business, we really appreciate when reps drop by as most of our dealings are via phone or email. It's good to get to know the people you spend a lot of time dealing with and relying on.

**M:** How was the application process for SBA and would you recommend it to others?

**MH:** It was super easy. We spent an hour or so entering the application online which was a very smooth and simple process.

**M:** How was the Awards Night?:

**MH:** Yeah it was a good night. Nice and casual, relaxed, in a really nice venue in the city. We got put up at a hotel for the night so we were able to make a weekend out of it which was great. It was a really good night and a lot of fun. ■

## Small Business AWARDS 2023



### \$5,000 WINNERS

**Mark Henderson - IQ Electrical Solutions**  
(Middy's Swan Hill, VIC)

**Mick Gavalakis - Gav Electrics**  
(Middy's Campbellfield, VIC)

**Dennis Peterson - Peterson Power**  
(Middy's Frankston, VIC)

**Terry Russell - Sabar Electrical**  
(Middy's Meadowbrook, QLD)

### \$10,000 NICK MIDDENDORP AWARD WINNER

**Mark Henderson - IQ Electrical Solutions**  
(Middy's Swan Hill, VIC)

## Scholarship PROGRAM 2023



### GOLD WINNERS

**Nathan Wood - L&O Technologies**  
(Middy's Dandenong, VIC)

**Adam Mroz - Watters Electrical**  
(Middy's Wodonga, VIC)

**Alex Thompson - Thompson Electrical Solutions**  
(Middy's Mornington, VIC)

**Mitchell Pryor - Pryor Connections Electrical Services**  
(Middy's Dandenong, VIC)

**Chris Murcott - Murcott Electrical**  
(Middy's Oakleigh, VIC)

**Paul Moncrieff - Moncrieff Electrical**  
(Middy's Bairnsdale, VIC)

**Darcy Kiss - Thompson Kiss Electrical**  
(Middy's Grovedale, VIC)

### SILVER WINNERS



**Jack Langbine - Lang Electrical**  
(Middy's Albury, NSW)

**Ryan Rinaldi - Iconic Energy**  
(Middy's Hobart ES, TAS)

**Anthony Wagg - Amp'd Electrical Tasmania**  
(Middy's Launceston, TAS)

**Kieran Symons - Burlin Electrical**  
(Middy's Williamstown, VIC)

**Chris Jones - Elecmation**  
(Middy's Traralgon, VIC)

**Stephen McIntyre - Evolv3 Electrical**  
(Middy's Wagga East, NSW)





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# Middy's Electrical Charges Ahead: Your One-Stop EV Solution



In the ever-evolving landscape of electrical technology, Middy's Electrical is the largest independent electrical wholesaler in Australia and has pioneered innovation since its establishment in 1928. As a 100% Australian-owned, family-run business, Middy's continues to lead the industry, providing comprehensive services to electrical contractors and data & security installers across the nation.

With a national footprint encompassing over 110 locations, Middy's boasts a dedicated team of over 700 staff members committed to excellence. The company's forward-thinking approach is evident in its strategic investments in business services and training programs, designed to enhance the skills and knowledge of its valued business partners.

Middy's commitment to staying at the forefront of industry trends is particularly highlighted in its recent focus on the burgeoning field of electric vehicle charging. With a dedicated National EV Business Development Manager (John Dooley), 14 EV specialists strategically positioned across the country and stock of leading brands carried in-store, Middy's is gearing up to provide unparalleled support and advice to Australian electrical contractors and installers venturing into the world of EVs.

To further the adoption of EVs, there are 32 branches equipped with EV chargers, making Middy's a true one-stop shop for the e-mobility transition. Amongst these branches are 12 that have installed the 25kW DC DELTA Wallbox chargers from NHP that are available for public use on the EVERTY Network and are listed on Plugshare. The remaining branches host 22kW AC chargers, catering to both fleet and public usage.

In support of its EV initiatives, Middy's proudly carries EV charger brands such as Schneider, NHP/DELTA, and Wallbox, stocked in over 50% of its branches. The company's proactive involvement in the electric vehicle sector is underscored by its membership in the EV Council, further solidifying its commitment to sustainable and innovative solutions.

As Middy's Electrical continues to grow and evolve, its dedication to empowering its business partners remains unwavering. For Australian electrical contractors and installers, Middy's is not just a supplier; it's a strategic partner driving the future of electrical technology. For any electrician that wants to learn more about this growing sector please speak to your local Middy's branch or sales representative for assistance with your next job or scan the QR code to register for any of our upcoming EV Charging training programs. ■



EV Training

## Taking Charge of the EV Evolution

Middy's is leading the way in the EV evolution with expertise and a vast product range to drive you into the future.

Electric Vehicles will play a major part in this transition and powering them will be a critical task in both residential and commercial applications. Middy's has the expertise to show you how.



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NHP DELTA AC MAX



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Electric  
EVlink Home



**wallbox**  
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[middys.com.au](http://middys.com.au)



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**Junction Boxes**  
**Signalling Equipment**  
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# NatureConnect

## Bringing Natural Light Indoors

Do you spend most of your time indoors? If so, you might be missing out on the benefits of natural daylight, which can have a significant impact on your wellbeing. Introducing NatureConnect by Signify, an innovative lighting solution that brings the benefits of natural daylight to indoor spaces.

NatureConnect is designed to replicate the patterns of the sun, providing a quality light exposure that has a direct correlation to improvements in mood, energy and general wellbeing. With NatureConnect, you can enjoy the benefits of natural daylight, even when you're indoors.

One of the key benefits of NatureConnect is that it encourages the body's natural rhythm, where it is active and awake during the day and restful at night. This helps to improve overall wellbeing and ensures that you remain active and productive during the day. By bringing the outdoors inside, NatureConnect enhances productivity, creates inspiring environments and boosts performance.

NatureConnect also creates an immersive atmosphere that harnesses productivity and teamwork, improving company culture and identity. The Skylight feature provides a clear view to the sky, improving mental wellbeing and creating a sense of spaciousness. This strong connection with the outdoor environment encourages happiness and positivity.

The Lightscape feature offers a fully immersive experience through natural colours and dynamics applied on the wall. The intuitive wireless wall switch allows you to choose between the automatic Day Rhythm or one of the three specific natural light scenes. The Day Rhythm mode provides dynamic light throughout the day following the rhythm of the sun, running automatically to ensure that the correct light will be illuminated at the right time of day. The natural Light Scenes can be used to tailor the environment to your specific activities and needs, providing a unique and personalised lighting experience.

Overall, NatureConnect by Signify is the perfect solution for those who want to bring the benefits of natural daylight to their indoor spaces. With NatureConnect, you can enhance your wellbeing, boost your performance, and create an inspiring environment. So why not try NatureConnect today and experience the benefits of natural daylight, even when you're indoors? ■

**Speak to your local Middy's expert for further information or scan the QR code to learn more about the features and benefits of NatureConnect.**



[Learn More](#)



**Signify**



Latest recommended products from Middy's category experts.



#### ECO LED BATTEN

Eco LED Batten Gen 4, 1200mm  
Colour Selectable, White  
Product Code: PIEMECOLED40CSLSG4

**\$55.00**+GST

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#### DIGINET LED DIMMER

Pierlite Diginet Rotary LED Dimmer Module  
2-400W, 220-240V, AC Universal, White  
Product Code: SYTMEDM

**\$39.95**+GST



#### AIRBUS EXHAUST FAN

Airbus 200 Side Ducted  
Exhaust Fan, Round, White  
Product Code: VNAPVPXHF200RD

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#### HUGO CEILING FAN

1300mm, 4 Blade, White  
Product Code: VNAHUG1304WH

**\$145.00**+GST

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#### WAVE LED DOWNLIGHT

LED Downlight & Surface Socket  
Trade Pack of 10  
Product Code: SYAS9065TC/WH/K10P

**\$110.00**+GST

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#### STARGEM IV DOUBLE SENSOR

LED Spot Light & PIR Sensor 2x12W,  
3-4-57K, IP54, Black  
Product Code: SYASES7070/2TC/BK

**\$75.00**+GST

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#### ORION OYSTER

Gen3, 23W, Colour Select, 350mm Dim, White  
Product Code: PIEORN23W3/4/6KDG3

**\$45.00**+GST

**PIERLITE®**



#### DIGITAL MULTIFUNCTION TESTER

5 in 1 with Memory/  
Communication Function  
Product Code: KYO696010B

**\$945.00**+GST

**KYORITSU**



#### STARGEM IV DOUBLE

LED Spot Light, 2x12W,  
3-4-57K, IP54, Black  
Product Code: SYASE7070/2TC/BK

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#### M12™ CABLE CUTTER

Tool Only, Cordless, 300mm<sup>2</sup>  
Product Code: MWKM12CC-O

**\$840.00**+GST







## PACKOUT™ ORGANISER

Product Code: MWK48228430

**\$109.00**<sup>+GST</sup>

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## GEN II LEVER WIRE CONNECTORS

32A, 4mm<sup>2</sup>, Jar of 50  
Product Code: IIN30-0093J

**\$19.45**<sup>+GST</sup>



## SPLICELINE® IN-LINE WIRE CONNECTORS



2 Port, 32A, Orange, Jar of 100  
Product Code: IIN30-1142J

**\$24.25**<sup>+GST</sup>



## PACKOUT™ TOOL BOX

Product Code: MWK48228424

**\$180.00**<sup>+GST</sup>

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## PACKOUT™ DEEP ORGANISER

Product Code: MWK48228432

**\$135.00**<sup>+GST</sup>

*Milwaukee*

## CONTRACTOR TEST KIT

3132A/KT200/1009  
Product Code: KYO6141

**\$660.00**<sup>+GST</sup>



## MASTHEAD AMPLIFIER

VHF/UHF 30dB, 4G/5G  
Filter & Power Supply  
Product Code: MMR10MM-MA30PDF

**\$55.00**<sup>+GST</sup>



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## DIGITAL CLAMP METER

Kew 2046R Digital Clamp Meter  
AC/DC, 600A, 600V, TRMS, Cat IV  
Product Code: KYO2046R

**\$435.00**<sup>+GST</sup>



## DIGITAL TV ANTENNA

Phased Array Digital TV Antenna  
UHF (28-51), 50dB Shielded 4G/5G Filter  
Product Code: MMR02MM-MDU50B

**\$80.00**<sup>+GST</sup>



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## RECESSED WALL BOX

Built in Cable Management System  
Product Code: MMR04MM-RP04

**\$33.00**<sup>+GST</sup>



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## TEST ADAPTOR

Kew 8602 EVSE Adaptor Test Mode, 3 AC  
Product Code: KYO8602EVSE

**\$915.00**<sup>+GST</sup>



Products in the van are available online  
and at your nearest Middy's branch.



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# Bryce Fullwood and Middy's Locked In For 2024

Bryce Fullwood will continue at the wheel of the Middy's Electrical Camaro for Brad Jones Racing in the 2024 Supercars Championship.



BJR and Middy's Electrical are proud to announce their continued partnership into 2024. Fullwood finished 11th in the 2023 Drivers' Championship, his strongest season in his four years in Supercars and has penned a two-year extension with Brad Jones Racing.

Young-gun Bryce Fullwood will continue to sport the familiar Middy's pink, of Australia's largest family-owned and independent electrical wholesaler, on his No.14 Chevrolet Camaro throughout the next Supercars season. The decision to extend the partnership with Bryce Fullwood stems from the shared values and dedication to excellence that both Middy's Electrical and the BJR team embody.

Family values, hard work, and a commitment to continuous improvement have been at the heart of both organisations, making this partnership a natural fit. Middy's first came to Brad Jones Racing beside the young gun in 2022 and have become an integral part of the BJR family since.

Last season saw the Middy's Electrical Camaro electrify on track, with Fullwood delivering some sensational performances in the new Gen3 machinery. Fullwood's 2023 campaign aided in helping BJR finish 3rd in the Teams' Championship.

A highlight of last season saw the Darwin-born driver blitz it at the Bathurst 1000, with a resolute fight back on track. In the final laps of the great race, Fullwood clawed back a multi-second gap overtaking the car ahead on the final lap. The Middy's supported driver, alongside co-driver Dean Fiore, made up 14 positions over the course of the 1000km race, even with the crew being hit with a controversial pit lane penalty earlier on.

Middy's Electrical has demonstrated their enduring commitment in their role within Fullwood's journey in Supercars, which commenced during his early karting career and has spanned twelve years. Their support continued as

## W

It's awesome to be back with BJR for 2024. Last year a great showing of what we are capable of. We have a really good, solid crew on our car and I have a lot of faith in what they're able to achieve and we have a great base to build on. It's even better to continue to have Middy's Electrical with us for 2024, they've been with me and my family for as long as I can remember, and I couldn't be more excited to have them with me again. I'm so grateful for the support from everyone at Middy's - they really are just one big family and it's great to be a part of it. I can't thank Nicholas and Anton Middendorp and the Middendorp family enough for everything they've done for me and for the team.

- Bryce Fullwood



Fullwood, now 24 years old, made the transition to Brad Jones Racing in 2022.

Bring on the 2024 season where the Middy's Camaro and Fullwood will be back on track to do it all again. The 2024 Supercar series holds great promise, and Middy's can't wait to be a part of it. ■



[Read More](#)



# Gosford Greyhound Racetrack Lighting Upgrade

Omega was invited by Middy's Northmead to look at upgrading the lighting on the main straight at Wentworth Park Greyhounds and with a great outcome on that site, were in-turn given the opportunity to upgrade the lighting at the Gosford Greyhound Track.

The brief was provided by the NSW Greyhound Association to achieve over 1000 lux on the main straight and over 700 lux on the balance of the track. These levels are measured on the vertical plane.

Omega were asked to use the existing poles. The poles on the main straight ranged from 12 to 15 metres in height and on the rest of the track they were 7 metre poles. Existing lighting was a mixture of Metal Halide and Mercury Vapour products. Working very closely with Jack from JMH Electrical, Omega were able to finalise the mounting options on the existing poles.

The following fittings were selected because of their optical performance, lighting control, compatible voltage drivers and mounting solutions;

**Main Straight - Renelite Rigel 1000w**

**Back Straight - Renelite Riva Pro 200w**

A full lighting design was completed to confirm that these selected floodlights would comply to the design brief. Final commissioning was completed in September 2023 and after a night audit it was confirmed that the lighting levels fully complied with the design brief.

A special thank you to Jack from JMH Electrical. His on-site assistance with the final installation and aiming made for a great outcome.

***A new way to see Lighting and so much more...***

**THE LOCATION:**  
GOSFORD GREYHOUND TRACK, GOSFORD NSW

THE INSTALL:

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► **Renelite Rigel 1000w**



► **Renelite Riva Pro 200w**



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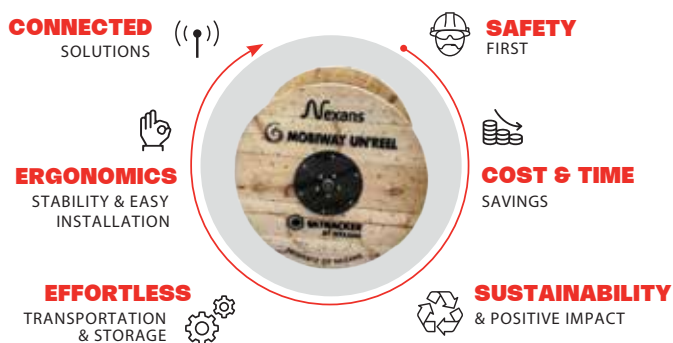
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# Middy's Community Snapshot



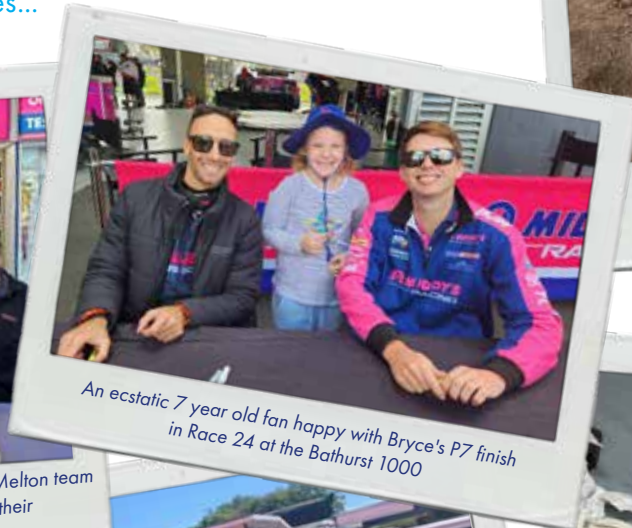
Across Middy's 110 nationwide branch network we are interacting with and supporting our customers and local communities...



Apprentice Frankie at c.campbellelec has his paws all over the job



Donuts well earned by Marc Golland & the Middy's Melton team for having the highest number of attendees at their Business Benchmark Group workshop



An ecstatic 7 year old fan happy with Bryce's P7 finish in Race 24 at the Bathurst 1000



Dhava Sonos at Middy's Virginia Contractors' Breakfast



Middy's Monster a dog's best friend?



Never too young to become a Middy's Racing Fan



The Middy's Griffith & Leeton branches teamed up to Pink Up & raise money for the McGrath Foundation



TradeMutt, the funky, eye-catching workwear designed to start conversations about Mental Health available at North East (VIC 2) Middy's branches



Congrats Chris Fagan on winning an Ice Maker in the Middy's Albury launch promo.



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Email us at: [hello@middys.com.au](mailto:hello@middys.com.au)



# Meet The Team At Middy's Padstow

A focus on Middy's Padstow, providing over 140 years of combined industry knowledge and expertise.

## Michael Grasevski - Branch Manager

Michael has been working with SBE/Middy's for nearly 14 years. During his time with Middy's he has held numerous roles in the business but he is most proud of becoming manager of the Padstow branch. Michael got married in May this year and is looking forward to this new chapter in his life. He is also a passionate Man Utd and Dragons fan.

## Craig Dunham - Assistant Manager

Craig has been in the Electrical Wholesale Industry for nearly 30 years, nearly 25 years of that with Salmon Bros/Middy's. Craig's interests are travelling, cooking and tinkering in his garage where he dabbles in a bit of wood working. He is also a sad St George Illawarra Dragons supporter in the Rugby League and has his fingers crossed for a good season this year. Craig is married and has one son, Ryan, and loves spending time with his family.

## Chris Grasevski - Business Development Manager

Chris has been working in the industry for over 40 years. After the closing of the Middy's Alexandria branch which Chris managed for 30 years, he relocated to the Padstow branch as the Business Development Manager (BDM). He is a lifelong Man Utd supporter and enjoys playing golf on the weekends and spending time with his two grandchildren.

## Doug Coggan - Counter Sales

Doug has worked in the electrical industry for a total of 34 years, 14 of these have been with Salmon Bros/Middy's in several capacities. Doug enjoys watching his beloved South Sydney Rabbitohs and is a fan of the Swans, he also loves cricket in its purest form (Test Matches). He enjoys old cars and motorcycles of which he has two, a restored Holden EJ wagon and an EH ute currently under restoration. Doug also enjoys good food, fine company and travelling the world.

## Kyle Hines - Counter Sales

Kyle has been with Middy's for nearly 8 years in a sales role. When he is not working Kyle enjoys spending time with his two daughters and supporting the mighty South Sydney Rabbitohs.

## Roberto Fischetti - Driver

Roberto has been a driver with Middy's for just over a year. Whilst he enjoys driving he has ambitions to move into a sales role in the future. Being an ex-chef, he is a lover of food. Originally from Italy, Roberto is happily married with a beautiful one year old daughter.

## Maria Papathomas - Projects/Admin

Maria has been with Middy's for 7 years mainly assisting with lighting projects and also helping the RSM with events. She enjoys cooking and fishing on the boat in her spare time.

**Branch Manager Michael Grasevski and his team look forward to welcoming you at Middy's Padstow. ■**



Middy's Padstow

**MIDDY'S PADSTOW**

125 Fairford Rd, Padstow, NSW 2211

P (02) 9773 1111 | E padstow.nsw@middys.com.au

Mon-Fri 6.30am-4.30pm | Sat 8.00am-12.00pm



(L-R): Middy's Padstow Team, Roberto, Michael, Craig, Chris, Kyle, Doug & Maria





**NATIONAL BRANCH SUPPORT CENTRE:**

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<b>MELBOURNE METRO:</b>		
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<b>S T BAYSWATER</b>	882 Mountain Hwy 3253 Cnr Jersey Rd	<b>(03) 9720 1755</b>
<b>EV S BLACKBURN</b>	167 Whitehorse Rd 3135 Cnr Clare St	<b>(03) 9878 5566</b>
<b>A I S BRAESIDE</b>	252 Boundary Rd 3195 Near Citrus St	<b>(03) 9580 7033</b>
<b>A S T BRUNSWICK</b>	372 Victoria St 3056 Cnr Prentice St	<b>(03) 9387 8333</b>
<b>BURWOOD</b>	2 Edwards St 3125 Off Burwood Hwy, Opp. Reece	<b>(03) 9808 0800</b>
<b>S T CAMPBELLFIELD</b>	1592 Hume Hwy 3061 Cnr Bolinda Rd	<b>(03) 9359 6144</b>
<b>I CARRUM DOWNS</b>	7 Frankston Gardens Dr 3201	<b>(03) 9782 5633</b>
<b>S CHELTENHAM</b>	1287 Nepean Hwy 3192 Near Goulburn St	<b>(03) 9584 9981</b>
<b>CRAIGIEBURN</b>	26-28 Potter St 3064 Off Sydney Rd	<b>(03) 9305 7199</b>
<b>S T CRANBOURNE</b>	35 Cameron St 3977 Near Cnr Sladen St	<b>(03) 5996 8533</b>
<b>A CSL SD S CRANBOURNE WEST</b>	3/1046 Thompsons Rd 3977	<b>(03) 9111 5577</b>
<b>A F I S DANDENONG</b>	45-47 Bennet St 3175 Cnr Wauchope Ln	<b>(03) 9792 0582</b>
<b>I DANDENONG SOUTH</b>	354 Frankston-Dandenong Rd Cnr Swift Way 3175	<b>(03) 9706 4266</b>
<b>L S ELTHAM</b>	294 Bolton St 3095 Near McDonalds	<b>(03) 9439 5777</b>
<b>A S FRANKSTON</b>	146 Beach St 3199 Near Kelman St	<b>(03) 9783 8444</b>
<b>A I L SD HALLAM</b>	1/76-78 Hallam Rd 3083	<b>(03) 9284 2777</b>
<b>I L SD HASTINGS</b>	1903 Frankston-Flinders Rd 3915	<b>(03) 5979 3533</b>
<b>S T HAWTHORN HEIDELBERG</b>	229 Burwood Rd 3122 489 Upper Heidelberg Rd 3084 Cnr Montgomery St	<b>(03) 9819 4199</b> <b>(03) 9457 6222</b>
<b>A CS EV L S D S HOPPERS CROSSING</b>	142-146 Old Geelong Rd 3029	<b>(03) 9741 5000</b>
<b>S KEILOR EAST</b>	57 Slater Pde 3033 Off Keilor Park Dr	<b>(03) 9336 2322</b>
<b>I S LAVERTON</b>	2/16 Fitzgerald Rd 3026 Cnr Cherry Ln	<b>(03) 9369 3444</b>
<b>CS EV L SD S LILYDALE</b>	34 Melba Ave 3140 Near Cnr Hutchinson St	<b>(03) 9735 3199</b>
<b>S MELBOURNE</b>	520 LaTrobe St 3000 Cnr Spencer St	<b>(03) 9328 3233</b>
<b>A L SD S MELTON</b>	93-95 High St 3337 Cnr Norton Dr	<b>(03) 9743 9244</b>
<b>L SD MOORABBIN</b>	425 Warrigal Rd 3189 Near Cnr Keys Rd	<b>(03) 9555 0033</b>
<b>S MORNINGTON</b>	20 Diane St 3931 Near Frank St	<b>(03) 5975 9022</b>
<b>EV T MULGRAVE SMARTCENTRE</b>	214 Wellington Rd 3168 Behind Branch	<b>(03) 9562 2033</b> <b>1800 778 823</b>
<b>A S NARRE WARREN</b>	91-93 Victor Cres 3805 Cnr Princess Hwy	<b>(03) 8790 1766</b>
<b>CS EV I L SD S OAKLEIGH</b>	1/1609-1615 Dandenong Rd 3166 Cnr Ferntree Gully Rd & Lever St	<b>(03) 9568 2733</b>
<b>A L SD S PAKENHAM</b>	45-47 Bald Hill Rd 3810 Opp. Simplot	<b>(03) 5941 6133</b>
<b>EV F I S PORT MELBOURNE PRESTON</b>	2 Thackray Rd 3207 152 Plenty Rd 3072 Cnr Brighton Ave	<b>(03) 9699 1588</b> <b>(03) 9484 0644</b>
<b>S RAVENHALL (DEER PARK)</b>	13 Westwood Dr 3023	<b>(03) 8348 5422</b>
<b>A RINGWOOD</b>	53 New St 3134 Cnr Olive Gr	<b>(03) 9879 2600</b>
<b>A EV S ROSEBUD ROWVILLE</b>	212 Boneo Rd 3940 2 Laser Dr 3178 Cnr Kellelts Rd	<b>(03) 5986 4744</b> <b>(03) 9763 4922</b>
<b>A CSL SD S SOUTH MORANG</b>	318 McDonalds Rd 3752	<b>(03) 9436 4800</b>
<b>S ST KILDA</b>	7 Vale St 3182 Off Barkly St	<b>(03) 9525 4366</b>
<b>S SUNBURY</b>	1-9 Vineyard Rd 3429	<b>(03) 9744 1000</b>

<b>S T SUNSHINE</b>	46 McIntyre Rd 3020 Near Suffolk Rd	<b>(03) 9312 4111</b>
<b>S THOMASTOWN</b>	42 Wood St 3074 Near Hanrahan St	<b>(03) 9465 8911</b>
<b>L WHITTLESEA</b>	16/2398 Plenty Rd 3757	<b>(03) 9716 0133</b>
<b>S WILLIAMSTOWN</b>	392-394 Kororoit Creek Rd 3016 Cnr Fink St	<b>(03) 9399 3977</b>
<b>I SD S T YARRAVILLE</b>	126 Somerville Rd 3013	<b>(03) 9314 6800</b>

**VICTORIA COUNTRY:**

<b>BAIRNSDALE</b>	479 Main St (Princes Hwy) 3875	<b>(03) 5152 5144</b>
<b>I S BALLARAT</b>	101 Mair St East 3350 Opp. Hungry Jacks	<b>(03) 5333 2377</b>
<b>CS I SD T BALLARAT WEST (DELACOMBE)</b>	8 Wiltshire Ln 3356	<b>(03) 5332 0500</b>
<b>A CSL SD BENALLA</b>	42 Sydney Rd 3672 Near Witt St	<b>(03) 5762 4099</b>
<b>ACS FLSD S T BENDIGO (GOLDEN SQUARE)</b>	114 Hattam St 3555	<b>(03) 5441 2707</b>
<b>ACS FI L S D T BENDIGO NORTH (EPSOM)</b>	195 Midland Hwy 3551 Opp. ALDI	<b>(03) 5410 0011</b>
<b>L SD COLAC</b>	55 Corangamite St 3250	<b>(03) 5231 5600</b>
<b>A CS I L SD S ECHUCA</b>	164 Ogilvie Ave 3564 Cnr Hovell St	<b>(03) 5482 4633</b>
<b>F I SD S GEELONG</b>	Lawrence Pl 3220 Near Little Rye St	<b>(03) 5222 3855</b>
<b>I GEELONG NORTH</b>	316 Thompson Rd 3215 Near Morgan St	<b>(03) 5277 3488</b>
<b>EV GISBORNE</b>	44 Hamilton St 3437 Cnr Prince St	<b>(03) 5428 2822</b>
<b>L SD S GROVEDALE</b>	180 Torquay Rd (Surf Coast Hwy) 3216	<b>(03) 5241 6999</b>
<b>A CS EV L SD HORSHAM</b>	33 Hamilton St 3400	<b>(03) 5382 5422</b>
<b>I LEONGATHA</b>	1A Turner St 3953 Cnr Turner & Hughes St	<b>(03) 5662 5977</b>
<b>CS I L SD MILDURA</b>	701-703 Fifteenth St 3500	<b>(03) 5021 5922</b>
<b>A OCEAN GROVE</b>	30 Everist Rd 3226	<b>(03) 5255 1133</b>
<b>A SEYMOUR</b>	8 Industrial Crt 3660 Off Wallis St	<b>(03) 5799 0377</b>
<b>A EV F I S T SHEPPARTON</b>	7-9 Vaughan St 3630 Cnr Wyndham St	<b>(03) 5822 2411</b>
<b>STAWELL</b>	200 Upper Main St 3380 Near Cnr Fisher St	<b>(03) 5358 3088</b>
<b>A L SD SWAN HILL</b>	59 Nyah Rd 3585	<b>(03) 5032 5268</b>
<b>A F I TORQUAY</b>	36 Baines Cres 3228	<b>(03) 5264 7522</b>
<b>A F I TRARALGON</b>	11-13 Deakin St 3844 Off Princes Hwy	<b>(03) 5174 6611</b>
<b>A CS EV L SD WANGARATTA</b>	15 Tone Rd 3677	<b>(03) 5722 1177</b>
<b>T WARRAGUL</b>	31 Princes Way 3820	<b>(03) 5623 6664</b>
<b>I L SD WARRNAMBOOL</b>	1072 Raglan Pde 3280	<b>(03) 5560 5677</b>
<b>ACS EV FILSD S T WODONGA</b>	12 Osburn St 3690 Cnr Queen St	<b>(02) 6056 1699</b>
<b>WONTHAGGI</b>	6 Cyclone St 3995	<b>(03) 5672 2600</b>
<b>A CSL YARRAWONGA</b>	64-66 Benalla-Yarrawonga Rd 3730	<b>(03) 5743 2644</b>

**SYDNEY METRO:**

<b>S FAIRFIELD</b>	53 Barbara St 2165	<b>(02) 9727 0755</b>
<b>MEADOWBANK</b>	28 Constitution Rd 2114	<b>(02) 9809 7722</b>
<b>A T MINCHINBURY</b>	5-7 Colyton Rd 2770 Opp. McDonald's	<b>(02) 9677 1444</b>
<b>ST MOOREBANK NORTHMEAD</b>	66-68 Heathcote Rd 2170 5/185 Briens Rd 2152	<b>(02) 9600 8177</b> <b>(02) 8821 7500</b>
<b>EV L SD S PADSTOW</b>	125 Fairford Rd 2211	<b>(02) 9773 1111</b>
<b>A PENRITH</b>	2A Coombes Dr 2750	<b>(02) 4722 3566</b>

**NEW SOUTH WALES COUNTRY:**

<b>A EV I L SD ALBURY (LAVINGTON)</b>	4 Woolpoint Crt 2641	<b>(02) 6025 1133</b>
<b>A DENILIQUIN</b>	63 End St 2710	<b>(03) 5881 5099</b>
<b>CS L SD GOULBURN</b>	21 Bradley St 2580	<b>(02) 4822 7977</b>
<b>EV S GRIFFITH</b>	120 Yambil St 2680	<b>(02) 6964 8011</b>
<b>EV S LEETON</b>	38 Acacia Ave 2750	<b>(02) 6953 8011</b>
<b>A EV L MERIMBULA</b>	202 Arthur Kaine Dr 2548	<b>(02) 4003 7444</b>
<b>ACS EV FILSD S T WAGGA EAST</b>	176 Hammond Ave 2650 Cnr Stuart Rd	<b>(02) 5908 1830</b>
<b>A CS I L SD WAGGA WEST</b>	26 Pearson St 2650	<b>(02) 5999 1111</b>

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**A EV T MEADOWBROOK** 17 Logandowns Dr 4131 (07) 3805 8025  
**A CS F S D T NERANG** 2/138 Spencer Rd 4211 (07) 5527 4667  
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**T TINGALPA** 8 Proprietary St 4173 (07) 3390 4811  
**A T VIRGINIA** 49 Toombul Rd 4014 (07) 3256 7955  
Opp. Walter St

## SOUTH AUSTRALIA - ADELAIDE METRO:

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Cnr South Rd & Susan St  
**I SALISBURY NORTH** 1 Playford Cres 5108 (08) 8182 3566  
**SOMERTON PARK** 232 Brighton Rd 5044 (08) 8294 3088  
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**CS EV L S D HOBART EASTERN SHORE (MORNINGTON)** 2/21 South Arm Hwy 7018 (03) 6122 1877  
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**A EV F I L S D T LAUNCESTON** 59 Boland St 7250 (03) 6331 6099 **RELOCATION**

## WESTERN AUSTRALIA - PERTH METRO:

**T BALCATT** 11 Halley Rd 6021 (08) 9345 5545  
Cnr Kirke Rd  
**EV T BIBRA LAKE** 1/30 Salpietro St 6163 (08) 9434 5733  
**CS EV I L S D EMBLETON** 20 Embleton Ave 6062 (08) 6103 5111  
**MUNDARING** 11 Wandeara Cres 6073 (08) 9295 1939  
Cnr Great Eastern Hwy  
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Cnr Arrigo St  
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## MIDDY'S

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