

Capability Statement

13 Dec 2019

CNW PTY LTD

INDUSTRIES SERVED

CLEAN ENERGY

CONSTRUCTION &
ENGINEERING

DEFENCE

HEALTH

IT &
COMMUNICATIONS

MANUFACTURING

MINING

OIL, GAS & ENERGY

RAIL

RETAIL, TRADE AND
OTHER SERVICES

STEEL

WATER

Company Details

Address: 309 Great Eastern Highway
Redcliffe WA, 6104 Australia

Ph: +61 8 6271 0600

Email: twhite@cnw.com.au

Web: www.cnw.com.au

ICN Gateway Company ID: 95325

Employees: 1130

ABN: 48 009 669 836

Locations: 64

Local Manufacturer: No

Foreign Manufacturer: No

Importer: Yes

Exporter: Yes

NT CAL Accredited: No

Works in Remote Locations: Yes

Australian Indigenous Owned: No

Contacts

Mr Tim White

Ph: +61 8 6271 0600

Mob: +61 419 255 140

Email: twhite@cnw.com.au

Mr Matthew Costin

Ph: +61 2 4464 8087

Mob: +61 400 180 797

Email: mcostin@cnw.com.au

Our teams of sourcing specialists, logisticians, customer service agents and project expeditors provide a range of tailored services, from initial planning, through product sourcing, site supply, documentation control, and technical support. This complete supply chain solution will help to bring your project in on-time, on-budget, and with minimum material surplus.

Consolidating a supply agreement with CNW ensures standardised quality and processes across multiple suppliers and sites. Our integrated processes provide customers with full supply chain transparency and consistent quality and pricing for all sub-contractors.

All CNW supply chain solutions are tailored to augment our customer's organic capabilities using one or more of the following services:

- . Materials Management - end-to-end logistics support moving product from factory to site and warehousing in between;

Summary

CNW is an Australian owned distribution and supply chain manager for a range of local and international projects. Our extensive industry expertise, global purchasing power, financial strength, quality suppliers, integrity, and superior service are the reasons our customers are confident they have the right partner for project success.

Through expert electrical category management, we assist our customers to reduce supply chain risk and deliver large, long term projects in sectors with rigorous compliance

requirements. We provide an integrated solution to simplify procurement and improve overall efficiency through:

- . Product sourcing and supplier qualification;
- . Product standardisation across countries and sites;
- . Material supply and project schedule alignment; and
- . End-to-end quality assurance and documentation control.

By consolidating their electrical supply agreements to one trusted source CNW customers are free to concentrate on successful project delivery.

Description

Our teams of sourcing specialists, logisticians, customer service agents and project expeditors provide a range of tailored services, from initial planning, through product sourcing, site supply, documentation control, and technical support. This complete supply chain solution will help to bring your project in on-time, on-budget, and with minimum material surplus.

Consolidating a supply agreement with CNW ensures standardised quality and processes across multiple suppliers and sites. Our integrated processes provide customers with full supply chain transparency and consistent quality and pricing for all sub-contractors.

All CNW supply chain solutions are tailored to augment our customer's organic capabilities using one or more of the following services:

- . Materials Management - end-to-end logistics support moving product from factory to site and warehousing in between;
- . Assembly and Kitting - transshipping materials from multiple suppliers, repacking and assembling as required to arrive on site in the quantities required and ready to fit, minimising the overall cost of installation;
- . Documentation and Quality Control - all CNW solutions are quality assured to ISO 9001:2015. Products are supplied with the necessary objective quality evidence and certificates;
- . Product Sourcing - product and supplier identification, audit and ongoing assurance;
- . Digital Procurement - secure interfaces to minimise data entry and maximise supply chain visibility; and
- . Cable Management - cable is optimised, cut and supplied from large master drums in accordance with designs and schedule to minimise waste and site management overhead.

As experts in electrical materials management CNW provides quality, cost-effective solutions backed by domain knowledge and excellent service. Our major project experience is unparalleled and our excellence in project delivery has seen some of the world's biggest companies grant us blanket supply agreements for the entire electrical category. Under these agreements we standardise supply

across countries, projects and sites.

As part of BGW Group, a diversified \$800 million Australian wholesaling business, CNW has the financial strength and global buying power to manage materials for the world's largest projects. This strength and scale does not come at the cost of agility - CNW's flat management structure enables us to rapidly respond to client and project requirements.

Integrity is the key to consistently achieving responsible and sustainable project outcomes. CNW is proud of our reputation for being fair and reliable and we value our long-term relationships with suppliers, customers, staff and communities.

CNW has the warehousing and supply chain systems and technical knowledge to develop a tailored solution to meet your specific goals, whether that's simplifying procurement, automating production or controlling energy use. We also have extensive experience working with EPC contractors, engineering companies and joint venture partners on some of the world's largest industrial, commercial, and infrastructure projects.

We have developed close partnerships with the world's leading manufacturers to ensure reliable supply, an extensive range of quality products, and the best pricing. We are able to proactively identify obsolescence risks and provide expert substitution without compromising quality or the project schedule.

Our Asian-based business, Wholesale Electric Asia (WEA), combines the local expertise and global resources of three of the world's largest independent electrical wholesalers: R&M Electrical Group Ltd (UK); Wholesale Electric Supply Co (USA); and CNW Electrical (AUS). This allows us to bring the world's best solutions to our customers with the financial backing of combined revenues in excess of USD\$1 billion collectively.

Our offices in Singapore, Thailand, the Philippines, Korea and Indonesia provide a regional footprint, including major shipyards.

Associations

- > Defence Teaming Centre
- > Henderson Alliance
- > Master Builders Association
- > Master Electricians Australia

Products & Services

- > Cables, power, data & comms
- > Cable tray, ladder & fixings
- > Luminaires, poles & components
- > Enclosures, glands & terminations
- > Switchgear, fuses & labelling

Industries Served

- > Clean Energy
- > Construction & Engineering
- > Defence
- > Health
- > IT & Communications
- > Manufacturing
- > Mining
- > Oil, Gas & Energy
- > Rail
- > Retail, Trade and Other Services
- > Steel
- > Water

Major Clients

- > AG&P
- > BAM Clough
- > Bechtel
- > CB&I
- > Chevron
- > CKJV
- > Clough
- > ConocoPhillips
- > COOEC
- > CUEL
- > Downer
- > Ensham Coal
- > Ergon Energy
- > JKC
- > KHI
- > KJVG
- > Laing O'Rourke
- > Monadelphous
- > PEGI
- > QBuild
- > QLD Magnesium
- > Rio Tinto
- > SNC Lavalin
- > STP&I
- > TechnipFMC
- > Trelleborg
- > UGL
- > Woodside
- > Xstrata

Facilities and Equipment

- > CNW Energy is part of the BGW Group and has access to other Group companies offering Engineering and Supply Chain support to a wide variety of construction industries.
- > CNW Energy has branches in Perth, Sydney, Melbourne and Darwin specialising in OGP and Major Mining Resource Projects and works in close collaboration with our Global Joint Venture partners in Europe, USA and Asia, our International supplier network and our national distribution network, CNW Electrical and Data to enable total project materials management to both our global and local client base.
- > CNW Electrical is the Group's national wholesaler distribution arm, 60 Branches across Australia offering E & I supply chain solutions, major project support and MRO services to all facets of the construction market within Australia.
- > Sherriff Electrical Wholesale have an extensive branch network in regional eastern Australia supporting similar initiatives to CNW.
- > Cablemakers is also affiliated with CNW Energy offering cable distribution services covering cutting, drumming and project management services in major mining centres around Australia.
- > BGW Technologies specialises in engineering and supply chain support in all aspects of Industrial and Commercial security requirements
- > Specialised Electrical Services is also a BGW Group company specialising in Rotary Uninterruptable Power Supplies (100kVA to 3000kVA), Distribution Transformers from 500KV to 750MVA , distribution boards, MV switchgear and kiosks.
- > ISG (Integrated Systems Group) services the most advanced technology, designing and installing cutting edge home and commercial automation systems.
- > Cable Cutting Facilities
- > 425+ Delivery Vehicles
- > 75 Delivery Trucks (5 - 18 tonne)
- > 3000SKUs

Previous Significant Projects

2015

Wheatstone LNG North Western Australia
\$2,000,000

Client: Bechtel, John Holland, Clough, Downer

CNW Energy has supplied Electrical Consumables.
2015 - 2017

2012

Ichthys LNG Northern Territory
\$200,000,000

Client: JKC, INPEX

CNW Energy has supplied Cable Tray, Ladder, Lighting, Poles, Instrumentation, Cable, Junction Boxes, Lightning Protection Equipment and Cable Glands.
2012 - Ongoing

2008

DLNG Northern Territory
\$5,000,000

Client: ConocoPhillips

CNW Electrical and Data has supplied Electrical Bulks, Cables, Lighting and Hazardous Area Goods for the MRO Contract. 2008 - Ongoing.

2014

Roy Hill Iron Ore North Western Australia
\$15,000,000

Client: Samsung C&T, Duro Felguera, Thiess

CNW Energy has supplied Lighting, Poles, Junction Boxes, Cables, Terminal Assembly's and Fixings.
2014 - 2016

2011

Gorgon LNG North Western Australia (Offshore)
\$300,000,000

Client:

Chevron, KJVG, CKJV, Leighton, Monadelphous & Downer

CNW Energy has supplied Electrical Bulks, Extra High Voltage and Instrumentation Cables and Consumables.
2010 - Ongoing.

Powered by  **icngateway**

icn.org.au | 1300 961 139