

Capability Statement

10 Oct 2016

DISCOVERY HOLIDAY PARKS PTY LIMITED



INDUSTRIES SERVED

DEFENCE

CONSTRUCTION &
ENGINEERING

RETAIL, TRADE AND
OTHER SERVICES

PROFESSIONAL
SERVICES

IT &
COMMUNICATIONS

OIL, GAS & ENERGY

TRANSPORT

Company Details

Address: Discovery Parks - Head Office
Level 2, 157 Grenfell Street
ADELAIDE SA, 5000 Australia

Ph: 61 08 8219 3000

Fax: 61 08 8231 2877

Email: rtaylor@discoveryparks.com.au

Web: www.discoveryparks.com.au

ICN Gateway Company ID: 95391

Employees: 1149

ABN: 50 111 782 846

Locations: 58

Local Manufacturer: No

Works in Remote Locations: Yes

Contacts

Ms Rebecca Taylor

Ph: 61 08 8219 3033

Mob: 61 04 1322 8561

Email: rtaylor@discoveryparks.com.au

Mrs Robyn Sefton

Ph: 61 04 0782 5638

Fax: 61 08 8231 2877

Mob: 61 04 0782 5638

Email: rsefton@discoveryparks.com.au

Discovery Parks specialise in providing a broad range of accommodation across 61 properties Australia wide.

Summary

Discovery parks specialise in providing a broad range of accommodation across 61 properties Australia wide.

Discovery Parks will tailor the accommodation package to meet your requirements and budget.

Whether you are looking for a single room with full board or self-contained rooms and villas so you can prepare your own meals, we have the solution for you.

Description

Discovery Parks specialise in providing a broad range of accommodation and catering services across 61 properties Australia wide.

Our accommodation is suitable for the corporate traveller, work-stay (long term, project specific), remote camp management and the tourism market with accommodation ranging from single rooms with full board to self-contained three bedroom villas and apartments.

Company Experience

Discovery Parks (Discovery) is the largest owner operator of accommodation parks in Australia with a portfolio of now over 61 locations providing accommodation solutions for both the tourist and corporate and workforce customers. Established in 2004 the company is backed by Sunsuper, majority shareholder and one of Australia's largest superfunds, and enjoys an enviable position within the accommodation industry.

Discovery's ongoing development of corporate and workforce villages, represents a substantial part of its business plan. Discovery's initial corporate / workforce village is located in Biloela (Queensland) and has been in operation for over 9 years. Discovery now has 6 additional operating villages in resource rich locations including Blackwater, Emerald, Mount Isa and Cloncurry in Queensland, Onslow in Western Australia and Darwin in the

Northern Territory.

Discovery's also manages a number of properties, including remote camp management projects - located at Mt Cuthbert camp, a remote mine camp of 80 rooms located NW Qld, and Roper Wilton Camp, a construction camp for the NT Gov funded Roper and Wilton Bridge and Road Relignment project.

Discovery prides itself on providing quality accommodation services including full village management, serviced accommodation and catering facilities/ services.

You can find our properties in regional areas such as as Kalgoorlie, Onslow, Pilbara, Karratha and across regional locations in Central and North West Queensland, but also in major cities such as Perth, Adelaide, Hobart, Melbourne and Darwin.

Our corporate travellers can enjoy our 4-4.5 star accommodation across our portfolio which provides you with the luxury of a hotel but with the added benefit of being able to prepare your own meals and enjoy the scenery and social environment the properties have to offer.

For our work-stay guests working away from home for long periods of time our focus is providing them with 3

substantial and nutritional approved meals each day along with a decent bed so that they can be as safe and productive as possible whilst at work.

Associations

- > • CRVA: Caravan, RV & Accommodation Industry of Australia Ltd,
- > • Big 4 Parks
- > • Top Tourist Parks
- > • Caravan Parks Associations of SA, Qld, Vic, NSW and WA
- > • Australia's South West; Local Visitor Centre memberships;
- > • Total Travel
- > • Discovery has active membership in various Chambers of Commerce around Australia.
- > • The GADPL (Gladstone Area Promotion and Development Ltd) a strong membership base of some 500 organisations, authorities, industries, large and small firms, businesses and community groups.
- > • Central Highlands Development Corporation based in Emerald, and
- > • Desert Knowledge Australia an Outback Business Network.

Accreditations

- > Caravan Industry Association of Australia Accreditation

Industries Served

- > Defence
- > Construction & Engineering
- > Retail, Trade and Other Services
- > Professional Services
- > IT & Communications
- > Oil, Gas & Energy
- > Transport

Products & Services

- > Self-contained rooms, cabins, villas & apartments
- > Work stay packages - full board (3 meals per day)
- > Remote camp set up and management
- > External catering
- > Park management
- > Short and long stay accommodation available
- > Small or large group accommodation packages
- > On-site parking for vehicles and trucks
- > Wi-fi
- > Commission payable to Travel Agents
- > Properties listed on the GDS

Major Clients

- > BMA - (BHP Billiton Mitsubishi Alliance)
- > Monadelphous
- > Walz Construction
- > Toll Mining
- > North West Crane Hire
- > Bechtel
- > Goldings P/L
- > NRW Civil & Mining
- > ABM P/L & ABM Polar
- > Advanced Mining
- > Glencore Xstrata Copper
- > Glencore Xstrata Zinc
- > Copperchem
- > Cudeco
- > MMG (Minmetals Group)
- > Pybar Mining Services
- > Jetcrete
- > GE Industrea
- > CBH - Clyde Babcoch Hitachi
- > G&S Engineering and G&S Electrical
- > MC(APLNG)JV - Australian Pacific LNG
- > AngloAmerican
- > Thiess
- > United Group
- > Built Environs
- > BGC
- > Lucas Earthmovers
- > Weir Minerals
- > Cardross Mining
- > Ostoijc
- > Alstom
- > Hughes Drilling
- > Watkins Group
- > Mitchell Drilling
- > LCR Group

Facilities

- > Benefits & Facilities (Varies from property to property)
- > On-site restaurants
- > Conference facilities
- > Gyms
- > Swimming pools
- > BBQ areas
- > Camp kitchens
- > wi-fi
- > Kiosks
- > Tennis courts
- > Beach / lake access
- > Pool table
- > Table tennis

Previous Significant Projects

2011

**Mount Isa Mines
\$5,000,000**

Client: Pybar

2011 - Current - Provide accommodation and catering services to Pybar staff for a 5 year period for 25-30 rooms. Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Mount Isa.

2012

**Gregory / Crinum Mines / Emerald
\$10,000,000**

Client: Bma

2012 - Current - Provide accommodation and catering services to BMA staff for a two year contracted period and now ongoing, 90 rooms / day for the project period. Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Emerald.

2013

**Logistics - Glencore / Cloncurry
\$2,000,000**

Client: Ostoic Group

2013 - Current - Provide accommodation and catering services to Ostoic staff for a 3 year period for 20 rooms. Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Cloncurry.

2012

**Copperchem Mines / Cloncurry
\$7,000,000**

Client: Copperchem

2012 - Current - Provide accommodation and catering services to Copperchem staff for a 5 year period for 40 rooms. Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Cloncurry.

2013

**Cudeco Rocklands Mine / Cloncurry
\$3,000,000**

Client: Walz Construction

2013 - Current - Provide accommodation and catering services to Walz staff for a 18 months - two year period, 90 rooms / day for the project period. Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Cloncurry.

2013

**Wheatstone Lng / Onslow
\$40,000,000**

Client: Bechtel

2013 - Current - Provide accommodation and catering services to Bechtel staff for a four year period 2013 - 2017, with a maximum of 400 rooms / day for the project period. Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Onslow.

2014

**Inpex Ichthys Project / Darwin
\$10,000,000**

Client: Monadelphous

2014 - Current - Provide accommodation and catering services to Monadelphous staff for a two year period 2014 - 2016, with a maximum of 150 rooms / day for the project period.

Full onsite village management, catering and high quality accommodation with all ancillary services and recreational facilities provided at Discovery Parks - Darwin.

2014

**Mount Cuthbert / Remote From Cloncurry
\$5,000,000**

Client: Malaco Leichardt

2014 - Current. Provide remote Full Camp Management and on-site catering services at Mt Cuthbert mine camp for 4 years, commencing 2014; for 60 - 80 rooms. Services conducted as a satellite service from Discovery Parks - Cloncurry. Includes provision of all ancillary services.



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