

Capability Statement - Fuel Industry

BUILDING SOLUTIONS

building our reputation on solutions





SOLUTIONS CONSIDERED, SOLUTIONS BUILT, EXPECTATIONS MANAGED AND EXCEEDED

WHO WE ARE

OVER THE YEARS WE HAVE BUILT A MULTI AWARD-WINNING ORGANISATION WITH COMMITTED AND HIGHLY QUALIFIED PERSONNEL.

Through strategic teams specialising in the Fuel and Mining Industries, Commercial and Industrial Businesses and Medical Facilities, we deliver top-end construction solutions for a range of clients.

Your business will benefit through our tailored Fuel qualifications, audits and history, as we:

- » Have completed numerous Fuel Station builds, renovations, underground fuel tank replacements and ancillary builds, all on time.
- » Maintain an A Grade rating with ISNetworld since 2010.

- » Reached Principal Contractor status with BP, audited by KRS.
- » Work on an agreed profit factor, not what we believe the Fuel Industry or your business will bear.
- » Implement a transparent and open book approach to our costs and profit margins and then agree to a Fixed Lump Sum contract.

- » Manage agreed outcomes with Fuel Wholesalers or Franchisee owners.
- » Continue to build a National presence with repeat Clients from small business owners through to National and International organisations.

“Time & Cost Performance – Very good, consistent and reliable hence our ongoing relationship. Building Solutions has been able to complete building projects either on time or slightly earlier. Standard of Workmanship – Excellent; entirely consistent with the quality standards required by our company.” Senior Project Manager, Caltex

CAPABILITIES

WE ACHIEVE OPTIMUM RESULTS THAT MEET THE AGREED TARGETS THROUGH OUR TAILORED CAPABILITIES.

APPROVAL PROCESS

We can negotiate all aspects of very complex Statutory Approvals and Regulations, when and where you require.

DESIGN

Develop your concept ideas into a complete design product that focuses on the outputs of your Fuel Station, including Retail and Food Outlets.

CONSTRUCTION

Construct a project from your concept to plans through to Practical Completion ready for operational use.

PROJECT MANAGEMENT

Innovative resource solutions will be provided when your project demands the experience and skills to achieve quality results, on time and on budget.

SITE MANAGEMENT

We offer comprehensive site supervision that is fully compliant and minimises disruptions to the neighbourhood and your business, where possible.

SAFETY

Uncompromising standards, excellent safety track record and regularly audited policies and procedures that meet National and International Standards AS/NZS 4801:2001.

- » **Member of ISNetwork**
- » **BP Principal Contractor**
- » **Member of Australian Petroleum Contractors and Suppliers Association**
- » **Member of Master Builders Australia**
- » **MBA 2009/10 John Roberts Award as Best New Commercial Builder in WA**
- » **WA Business News 2010 Rising Stars Award Winner**
- » **Numerous MBA Excellence in Construction Awards**



APPROVAL PROCESS

YOUR CONCERNS:

LOGISTICS, DELAYS,
PROJECT OUTPUTS MISSED

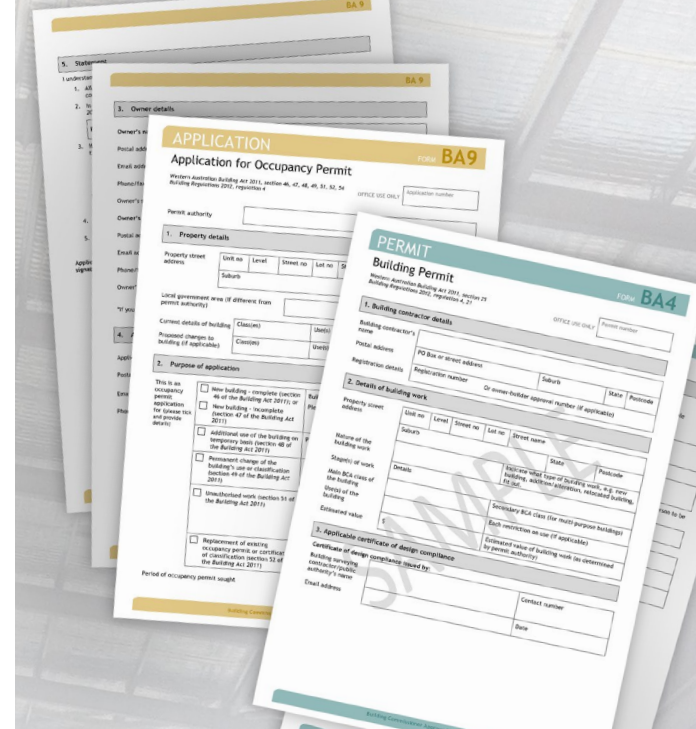
OUR SOLUTIONS:

AGREED DETAILED PLANS RISK
MANAGED FOR EACH STAGE

**WE WORK IN FLEXIBLE
PARTNERSHIP TO OFFER
COMPREHENSIVE SERVICES,
ADAPTABLE TO EACH SITE'S
SPECIFIC REQUIREMENTS.**

Statutory requirements are complex, which is why we will help you negotiate all aspects, including:

- » Town Planning services, through our sister company Planning Solutions (Aust) Pty Ltd
- » Meeting Building Regulations through our in-house fully qualified Building Surveyor
- » Assembly and co-ordination of all necessary paperwork for Planning Approvals and subsequent Building Licences, where needed



“I appreciated Building Solutions’ drive to complete all works to BP’s satisfaction and proactive responses to ad hoc site and project issues. It’s personnel were responsive, accommodating and professional, and I would be pleased to have the opportunity to work with them again in the future.” Project Manager, BP Australia Pty Ltd

- » Ensure during these processes extra potential costs imposed by Authorities are argued and minimised
- » Co-ordination of handover documents at building completion
- » Obtaining timely Occupancy Certificates, if needed

DESIGN



NEW FUEL STATION BUILDS, RENOVATIONS, UNDERGROUND FUEL TANK REPLACEMENTS AND ANCILLARY BUILDS, ALL ON TIME AND ON BUDGET.

Fuel industry knowledge, varied experience and practical know-how have transformed initial concepts into Cost Saving designs with build-ability and fuel operations in mind. Combining your brief with our Capabilities means we can exceed your expectations through:

- » Utilising our resources to initiate and interpret your concept plans
- » Developing a strong design brief
- » Presenting preliminary costing and work flow scheduling
- » Meeting statutory requirements
- » Providing consistency, uniqueness or innovations when you need it

Planning and Project Management Software: we use a critical path network based system with the capability to produce bar chart programmes. This means we can efficiently incorporate design, co-ordinate contractor design and design reviews, manage procurement, equipment/material orders, deliveries and site installation periods.



CONSTRUCTION

YOUR CONCERNS:

FAILURE TO MEET TARGETS - TIME, BUDGET,
AGREED DELIVERABLE RESULTS

OUR SOLUTIONS:

DELIVER ON TIME, ON BUDGET WITH QUALITY
RESULTS AND DELIVERABLES

“...a great attitude to problem solving
the issues with such a large project...
able to beat the expected build time,
and deliver the building early. We are
delighted with the finished product.”

Paterson Property Trust for Boulder Rd, Kalgoorlie

BUILDING AND RENOVATING A FUEL STATION ARE MULTIFACETED PROCESSES THAT REQUIRE A PROFICIENT TEAM TO WORK WITHIN A HAZARDOUS ENVIRONMENT.

The work of experienced Fuel construction crews in Perth and Nationally, enables us to build a new Service Station or undertake a comprehensive and safe Fuel Site renovation, with:

- » Accurate Costings with Procurement contracts in place with key suppliers
- » Construction scheduling and planning
- » OHSEQ planning and implementation
- » HR mobilisation management
- » Induction and training
- » Inspections and verification
- » Deconstruction and reconstruction
- » All aspects of Fuel Station construction activities

We can meet your building needs through construction of:

- » Complete fuel stations
- » Extensive or minimal renovations
- » Underground fuel tank replacements
- » Ancillary builds, such as food outlets, retail stores, mechanics workshops, car servicing and car washes

You can be reassured by our previously completed new Fuel Stations, renovations, replacements and mixed-use construction projects. Our repeat customers are evidence of our demonstrated ability to carry out works in an optimum timeframe and in the most viable and safe manner, to the satisfaction of all parties.

Visit www.buildingsolutions.net.au for client testimonials.



PROJECT MANAGEMENT

WE USE INNOVATIVE SOLUTIONS TO MEET SPECIFIC BRIEFS AND REQUIREMENTS – ALL WITHIN YOUR AGREED BUDGET.

Proactive and tailored solutions will be provided as your project demands the experience and skills to achieve completion on time, on budget with quality results.

Our Project Management Team has extensive knowledge to strategically assist in all aspects of a project, including:

- » Contract management
- » Fabrication management and delivery
- » Strategic planning
- » Construction management and supervision
- » Site establishment and choice
- » Tendering process
- » Staffing
- » Contractors
- » Procurement of materials from key suppliers
- » Environmental and risk considerations

- » Quality processes
- » Managing agreed outcomes with Fuel Wholesalers or Franchisee owners
- » Extensive network of Fuel Industry contacts

For a project to consistently meet its targets, you need two-way communication that is open and honest, internally and externally. We establish regular feedback mechanisms for supervisors to report on the progress of each project.

Risks are identified early in the process and allocated to the best person to manage and mitigate. Strategies are then developed and implemented by all responsible parties to eliminate or minimise the effect of a risk and the likelihood of a risk event occurring.

These processes enable accurate status assessment of each project, so we can make any necessary adjustments to ensure completion to the satisfaction of all parties.

SITE MANAGEMENT

YOUR CONCERNS:

SAFETY FAILURES AND LOST TIME
BOTH IN THE BUILDING PROCESS AND
PRODUCTION INTERRUPTION

OUR SOLUTIONS:

ZERO LOST TIME INJURIES SINCE 2011
ACROSS ALL SITES, INCLUDING FUEL
WORKS

A project needs thorough and experienced site supervision to ensure its successful execution. Building Solutions' site supervisors have the experience to know what it takes to see a construction job through to Practical Completion with the highest Safety Standards and effective time and commercial management.

We cover all site requirements:

- » Planning – preparation of a monitored construction programme, regularly tracked and updated with corrective action taken, if necessary. A Gant chart co-ordinates and tracks this process
- » Pre-start Investigation – site surveys, notifications to Statutory Authorities, risk identification and mitigation
- » Dilapidation Report – initial and final inspections and reports
- » Traffic Access Management – traffic and access management plans prepared and managed
- » Site Logistics – management established, security, personnel, access, deliveries, signage, movement and hoisting of materials, operation hours, noise and vibration management, dust management, storm water control, soil excavation, storage and handling, waste management, environmental considerations; these are all planned for and managed
- » Contract Administration and Handover – progress meetings are held to ensure full compliance with contract requirements and facilitate two-way communication
- » OH&S Management Plan – provide a safe work environment and promote and maintain the highest standards
- » Environmental Matters – detailed and tested procedures enable us to manage Environmental concerns

“...put on record our appreciation for the professional and timely manner in which Building Solutions delivered, on time and on budget, the recently completed Caltex Service Station... demonstrated a high degree of building knowledge and showed initiative, beyond the brief and contract documentation, to ensure a delivery of the Project on time.” Coronada Investments for Caltex

SAFETY

UNCOMPROMISING STANDARDS, EXCELLENT SAFETY RECORD AND REGULARLY AUDITED POLICIES AND PROCEDURES THAT MEET NATIONAL AND INTERNATIONAL STANDARDS.

While it is commendable to operate by our slogan of “Building our reputation on Solutions”, our hard work will count for nothing if a member of our team or your team does not come home at the end of the day. We make sure this doesn't happen by:

- » Not compromising on our safety standards and procedures that our employees and subcontractors must adhere to
- » Having ISNetworld membership to verify safety and insurance standards
- » ISNetworld ranking Building Solutions each month based upon our safety manual policies and actual hours worked on projects. Currently we have an A grade rating with Caltex, Shell and Conoco Phillips



- » BP's external safety consultant, KRS, auditing and granting Building Solutions BP Principal Contractor status in a short timeframe
- » Employing and retaining a knowledgeable team who share our commitment to safety
- » Maintaining a comprehensive set of written Safety Standards and Procedures
- » Continuing our employee training programmes and reporting matrix
- » Complying with all HSE policies, procedures and written instructions
- » Meeting all requirements of the OH&S and Worksafe Regulations and Acts

SAFETY ACHIEVEMENTS

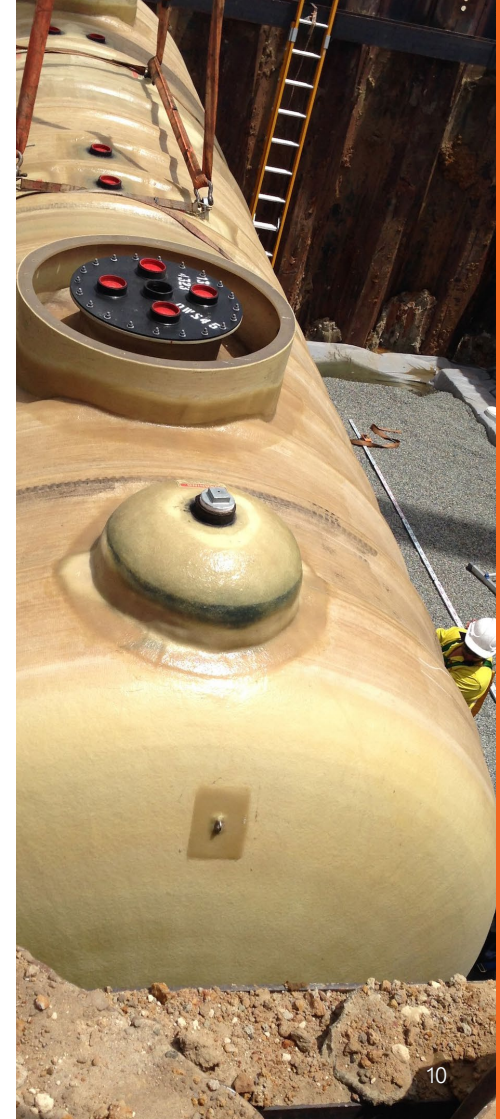
- » Zero Lost Time Injuries since 2011
- » No personnel injury incidents on any of our Fuel Sites
- » Obtained and maintained an A grade rating by ISNetworld since 2010 when we initially received it
- » Maintained safety audits of onsite activities to gain future Safety Management Systems certified to AS/NZS 4801:2001 Accreditation
- » Reached Principal Contractor status with BP

Our objective is to ensure that you are confident in our ability to meet your current and future needs.

BUILDING SOLUTIONS WITH A DIFFERENCE

- » Ability to undertake projects in metropolitan and regional areas in WA, SA, NSW and VIC
- » No project has been completed later than the Practical Completion date
- » No penalties or infringements have been incurred with any Council or Environmental Authority
- » Product Differentiation Strategy – we compete by having a tailored team of professionals with diverse experience. This enables us to complete multi-industry projects and yet maintain a lower cost structure than our competitors
- » Adaptable contract structure and payment terms through Cost Plus, Open Book and Lump Sum options
- » You can negotiate the payment terms with us and keep everybody happy and cash flow positive
- » Financial stability and regularly paying our Subcontractors within 30-40 days of invoice submission
- » Experience in using common forms of Contract methods including Bill of Quantities
- » Since the GFC we have maintained the majority of our turnover, completed numerous projects and continue to operate Building Solutions in a stable manner in terms of profitability and employee retention
- » A demonstrated history of performance targets being met
- » Saving you time and money, now and into the future through our history of low maintenance requirements

Client testimonials demonstrate our ability to carry out the work in optimum time and in the most viable and safe manner, which achieves a completed project to the satisfaction of all parties involved, www.buildingsolutions.net.au.



Key strategy: Flexibility for Opportunity

PREVIOUS PROJECTS

- » Our diverse range of projects reflects the highly skilled and multi-discipline team at Building Solutions. This business strategy ensures our flexibility without costing you more.
- » Caltex Ltd – numerous projects in WA and SA from renovations to full-scale retail set-ups while maintaining our safety ratings.
- » BP Australia Pty Ltd - remove and replace steel wall tanks with new fibreglass tanks and install fuel systems (motor spirit and diesel).
- » Goldfields Ltd – two Design and Construct workshops capable of servicing the largest dump trucks worldwide. All completed significantly earlier than agreed, under budget and passed all external safety audits – \$7m.
- » Ausdrill Ltd – various large scale manufacturing & workshop buildings – \$5m.
- » Vincorp Pty Ltd – multi-story mixed use building – \$6m.
- » Over 50 tilt style warehouse/office/showroom projects throughout WA – over \$1m each.
- » WA Government Projects – completed 10 schools all on time over 18 months for Federal BER programme – \$22m.
- » Other contracts include Design/Construct, Tender, Repeat Clients, Agreed Open Book, Cost Plus and using the Bill of Quantities methods.

Further projects are detailed on www.buildingsolutions.net.au.



“Organisational Ability – **Well organised, responsive and efficient, appropriate management able to produce consistent and impressive results.**

Time & Cost Performance – **Very good, consistent and reliable hence our ongoing relationship. Building Solutions has been able to complete building projects either on time or slightly earlier.**

Standard of Workmanship – **Excellent; entirely consistent with the quality standards required by our company.**

Level of Co-operation – **Very good, have enjoyed excellent rapport with key staff and contractors.”**

Senior Project Manager, Caltex



Building Solutions Mission:

- » Provide innovative, quality workmanship to a high standard,
- » Complete work safely within budget and time constraints, and
- » Conduct business in a professional and ethical manner whilst forming new relationships with vested parties over many years of operation.

WITH OVER 60 YEARS EXPERIENCE IN BOTH THE CONSTRUCTION AND FINANCIAL SECTORS, WE DRAW ON OUR REPUTATION, EXPERIENCE AND HARD WORK ETHIC TO DEVELOP AND GROW BUILDING SOLUTIONS.





DAVID GUILLE, FCA

EXECUTIVE CHAIRMAN

- » **BACHELOR OF BUSINESS**
- » **A FELLOW OF THE INSTITUTE OF CHARTERED ACCOUNTANTS IN AUSTRALIA**
- » **MEMBER OF THE STATE COUNCIL LEAN CONSTRUCTION INSTITUTE - WA.**

David is a Chartered Accountant with 25 years experience in both commercial and private sectors.

With a specialist strategic ability, David is responsible for the direction, financial structure and human resources at Building Solutions. He has owned numerous successful businesses ranging from Pubs, Accounting Practices, ATM networks, Motor Vehicle Dealerships, Property Development and this Construction Company.

MARCUS KOTSOGLO, REGISTERED BUILDER

MANAGING DIRECTOR

- » **ASSOCIATE DIPLOMA APPLIED SCIENCE BUILDING**

During his 25 year career in the Perth building industry, Marcus gained a broad range of commercial and residential experience in local government, the private residential sector and in the large-volume construction industry.

Marcus has a comprehensive understanding of every aspect of the building process, is a qualified Building Surveyor and has an extensive collection of contacts across all facets of the industry.





WINNER OF 2009/10 MBA BEST NEW COMMERCIAL BUILDER IN WA
WA BUSINESS NEWS RISING STARS 2010 AWARD WINNER

HOW TO CONTACT US

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