

CMW Design & Construct (Vic) Pty Ltd

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the confidence factor.

'Their design and construct service includes a lump sum for everything up front – so I have an agreed upon price which they always stick to.'

Victor Rudewych
Mimivic Group

It's no doubt fair to say that you simply wouldn't consider engaging a firm to design and build a major facility for your business unless you were 100% confident.

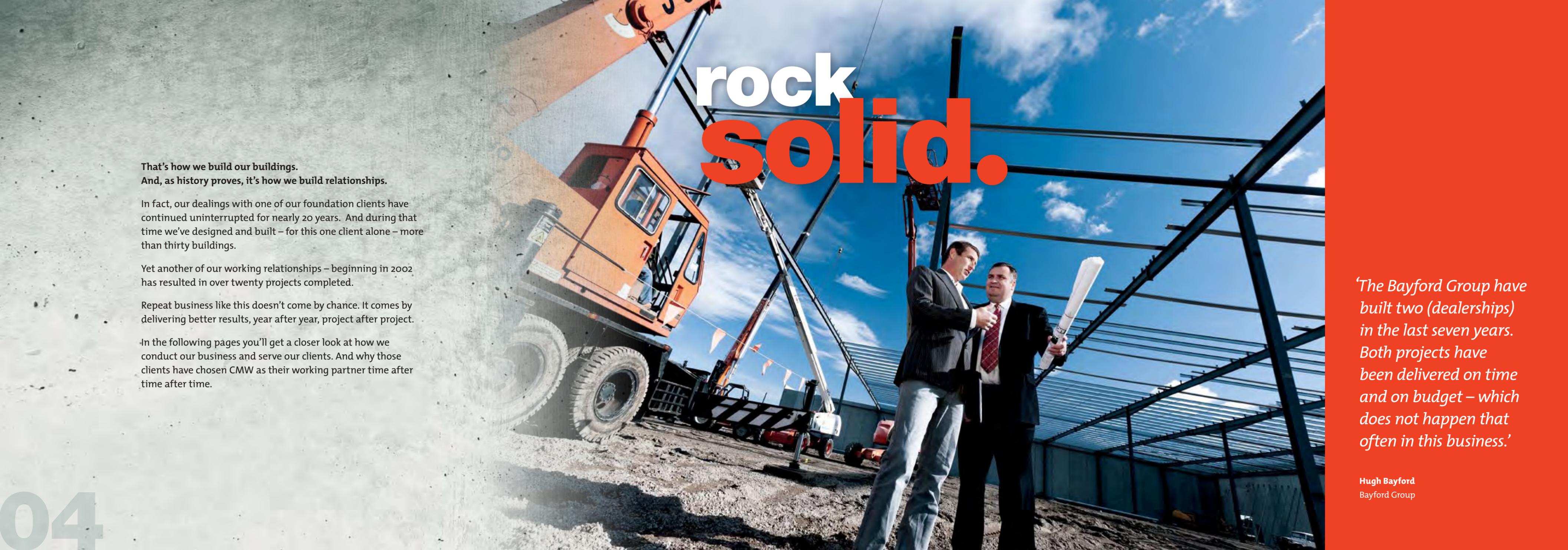
Confident in that firm's ability to deliver. On budget. And on time.

Confident that real thought and genuine expertise will be invested in designing and building a facility that's specifically suited to your business's needs, capabilities and opportunities.

Confident that what's said is true fact and what's done is done for good reasons.

And confident that you'll be dealing with people who are accessible by you and accountable to you.

Over the years a growing number of businesses have placed that sort of confidence in us. Our record of repeat business and the ongoing loyalty of our clients is testimony that their confidence has been justified.



rock solid.

That's how we build our buildings.
And, as history proves, it's how we build relationships.

In fact, our dealings with one of our foundation clients have continued uninterrupted for nearly 20 years. And during that time we've designed and built – for this one client alone – more than thirty buildings.

Yet another of our working relationships – beginning in 2002 has resulted in over twenty projects completed.

Repeat business like this doesn't come by chance. It comes by delivering better results, year after year, project after project.

In the following pages you'll get a closer look at how we conduct our business and serve our clients. And why those clients have chosen CMW as their working partner time after time after time.

'The Bayford Group have built two (dealerships) in the last seven years. Both projects have been delivered on time and on budget – which does not happen that often in this business.'

Hugh Bayford
Bayford Group

confidence from day one.

'They've recently finished a major project for us – a fantastic development. The project was finished in time ... and the quality of the building looks good. We'll be using them again for a major project in Geelong.'

Ray Frost
Managing Director
Ray's Outdoors

It's been said that 'the best surprise is no surprise.' That's why we endeavour to minimise and eliminate the unexpected right from the beginning.

First, we submit a detailed design solution based around the singular needs of your business.

And with that solution we present detailed costings and a lump sum price we commit to. So after an agreement is struck, you can be certain of what you will get – and just as sure about financial terms.

'But what if...'

Yes, we know that even the best laid plans can be subject to change. Unforeseen opportunities, for example, may arise and changes may be needed in order to capitalise on them.

In these cases you'll find us to be flexible, reasonable and professional. Your satisfaction is priority one with us – a priority that, at the end of the day, just makes good business sense. After all, satisfied clients tend to be repeat clients – and no-one knows that better than us.

q&a: the key to smart design.

Our clients will tell you that your first meeting with CMW will be more about you and less about us. Our goal will be to find out as much as possible about your needs and expectations – and we do that through a dialogue where all questions (yours and ours) are tabled and discussed.

Why? Because a clear understanding of your needs, when coupled with the know how to meet those needs, is the most important element of smarter, more functional design.

And that, in turn, leads to a smarter, more functional building.

A building, for example, that can be built in less time, with fewer complications and for less expense.

A building that will truly suit the needs of your business – with real operating functionality and efficiency. One that gives you flexibility and adaptability in the event that business conditions change.

A building you can have confidence in – even well before it's built.



'Even in the earliest stages, they're extremely innovative ... always coming up with good ideas and suggesting ways in which a building will work more efficiently or be built more economically.'

John Purdey
Development Director
McMullin Group



small details big commitment.

*'Dealing with them is
virtually trouble free'*

Brian Durran
Managing Director
Furniture Galore

Let's take a minute to consider the little things.

Little mistakes can lead to big problems.

But doing the little things right – especially when it becomes habit – invariably brings big benefits in the long run.

It might be something as seemingly insignificant as keeping your job site neat and orderly. Or watering the site to keep dust to a minimum.

Our clients can tell you that we operate with these things in mind. To us, quality control means paying attention to the seemingly insignificant details. In fact, the phrase 'millimetre perfect' has been rightly applied to our site management.

It's all part of building and maintaining an ethos and a code of practice geared to produce excellence.

For us – and for you – that's the biggest commitment of all.



hands on the
project.

There's no substitute for hands on, personal involvement – on the ground and on-site. We sometimes refer to it as 'kicking the dirt' – but it's much, much more.

It's being dead set certain that things are progressing when they should be and as they should be. Being able to solve problems and devise practical, on-the-spot solutions that work.

Knowing not just what is happening but exactly why. Giving you one continuing point of responsibility - completely accountable and always informed.

Delivering the kind of assurance your project and your investment deserve.

feet on the
ground.

'Over the time we've worked with CMW we've always put them to the test and they've always delivered. They're honest, reliable and very professional providers – people of integrity who really know what they're doing and come up with the goods.'

Craig Turner
Director
Sleepyhead Ltd



loyalty. transparency. respect.

*'Their honesty is
without question.'*

Trevor Gorman
Managing Director
McMullin Group

Just words?

We believe in treating others as we would want to be treated and that a handshake should be as good as a contract. We know that delivering on those beliefs is backed by sound business reasoning.

Experience tells us, for example that when communications are open and honest, problems are solved with more speed and effectiveness, and opportunities are identified sooner and optimised more fully.

Loyalty is important to us as well. And not just from our clients. Our dealings with subcontractors, for example, recognise that loyalty is indeed a two-way street. In practical, day-to-day terms, that means that doing the right thing by suppliers is the best way to get the right results.

More specifically, we pay fair prices and pay promptly. In return we get the services of the very best tradesman and craftsmen in the business.

It's a time-tested formula based on common sense – but one that produces results of uncommon excellence for our clients.

what our clients get.

CMW has specialist expertise in:

- Detailed Client Briefing
- Site Selection
- Planning Applications
- Feasibility Studies
- Structural and Civil Engineering
- Architectural Design
- Mechanical, Electrical and Fire Service Design
- Building Code requirements
- Dangerous Goods and Chemical Storage Legislation
- Cost Management
- Project Management
- Construction Management
- Environmentally Sustainable Design

We design and build:

- Industrial Logistics and Manufacturing Facilities
- Commercial Office Buildings
- Large Retail Outlets and Showrooms



*'Project managers
are always on site –
always available and
in contact day-to-day.'*

Hugh Bayford
Bayford Group

'While we each have individual roles, we often 'cross over' as needed. Our clients deserve the best from all of us, and that is what we endeavour to deliver – individually and as a focused and united team.'

Gus Terrenzani
CFO
CMW



directors of a united team.

Frank Antolos – BUSINESS DEVELOPMENT

Frank is likely to be your first contact at CMW. He will orchestrate the process of designing and delivering the best solution for your business. Frank will stay involved during pricing negotiations and contracting, on-going design development, obtaining permits all the way through to delivering the finished project. Frank has been with CMW since 1995.

Tom Carlisle – PROJECT MANAGEMENT

Tom oversees project delivery and is often the hands-on project manager of our flagship projects. Together with Laurie Cushion, Tom determines the initial timelines and action plan for projects, then oversees their development on a day-to-day basis.

Tom is also responsible for negotiating with and appointing sub-contractors and as such is a vital contributor to our record of delivering on time and on budget. Tom has been with CMW since 1998.

Laurie Cushion – CONSTRUCTION MANAGEMENT

Visit any CMW site and you're likely to see Laurie making sure everything is 'millimetre perfect.' Laurie's renowned attention to detail is integral to his overseeing of all our sites and the supervision of site foremen and CMW employees. Laurie co-ordinates actual site activity and logistical flow of construction activities as well as handling industrial relations and OH&S at site level.

Laurie was CMW's first employee, having been with the company since 1990.