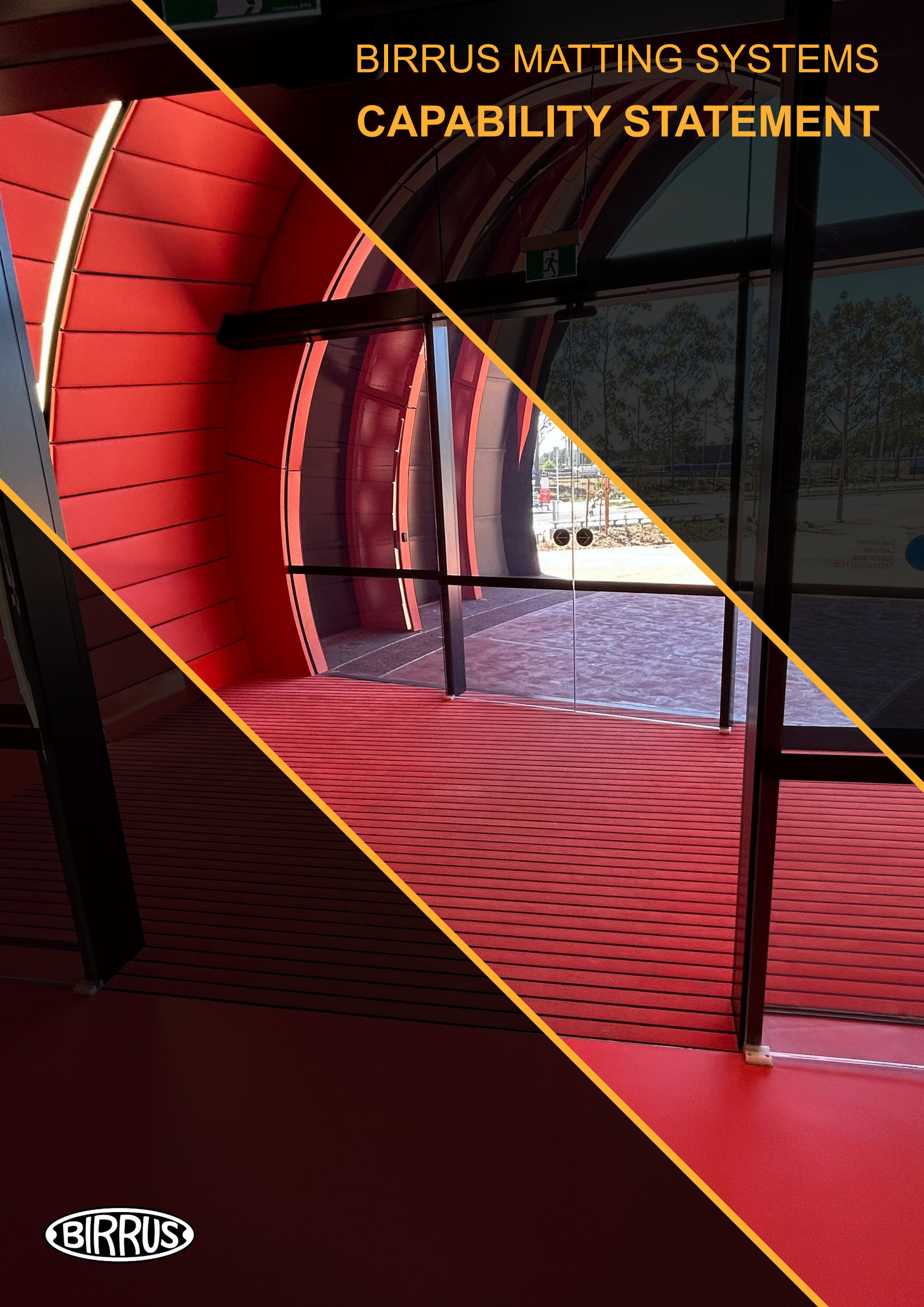
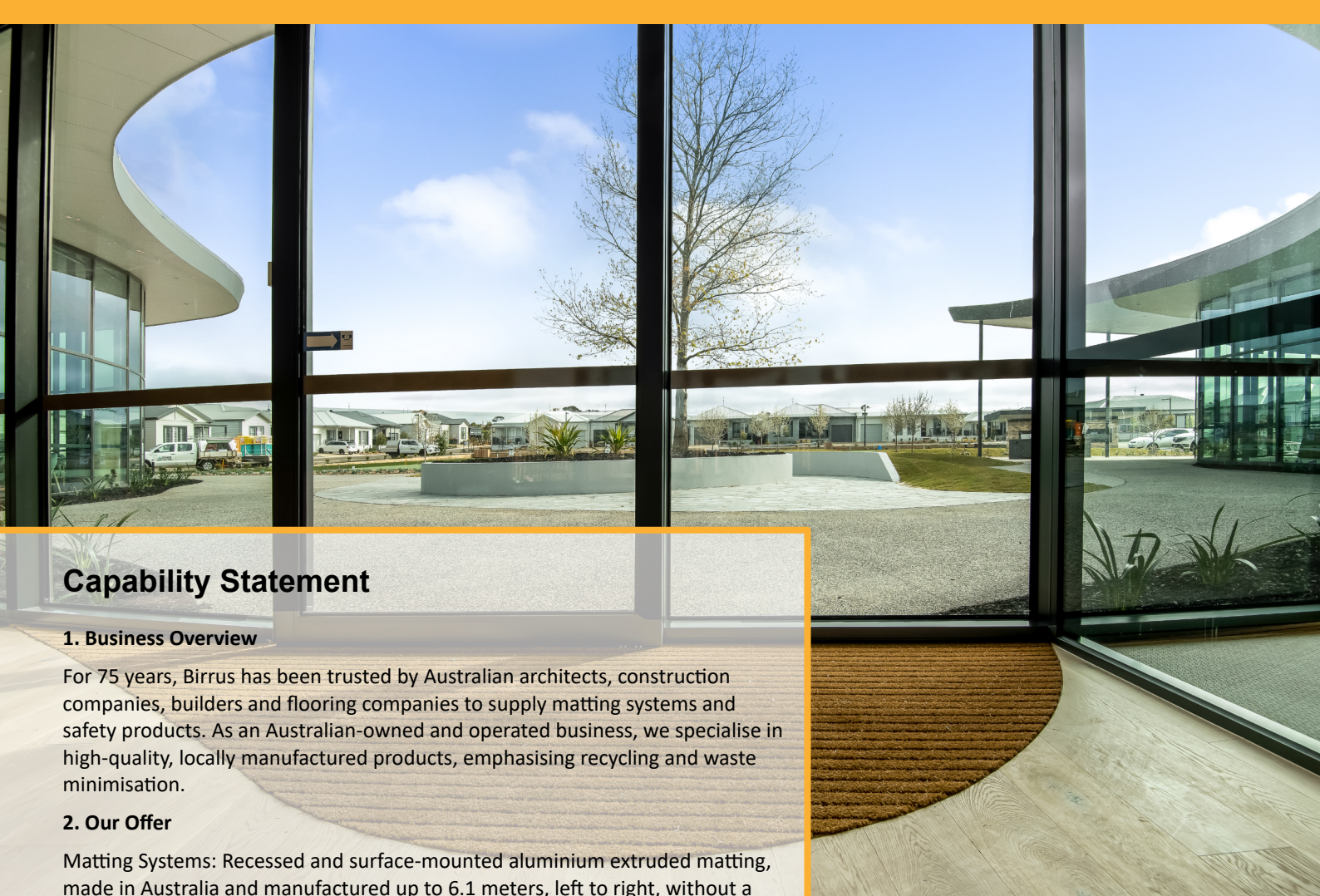


BIRRUS MATTING SYSTEMS CAPABILITY STATEMENT





Capability Statement

1. Business Overview

For 75 years, Birrus has been trusted by Australian architects, construction companies, builders and flooring companies to supply matting systems and safety products. As an Australian-owned and operated business, we specialise in high-quality, locally manufactured products, emphasising recycling and waste minimisation.

2. Our Offer

Matting Systems: Recessed and surface-mounted aluminium extruded matting, made in Australia and manufactured up to 6.1 meters, left to right, without a join. We can manufacture any shape and size and we offer short standard lead times of up to 10 days, plus freight time outside of Victoria.

Accessibility and Safety Products: From Birrus Australian-made stair nosing to warning and directional tactiles, we provide an array of safety features.

Additional Features: Anodised aluminium in Natural, Bronze, Gold or Black; 50mm and 75mm carpet inserts; and a range of throw-down recessed and surface-mounted options.

Service: Comprehensive measure, supply, and install service for all our products, with a focus on locally-sourced materials.

3. What Sets Us Apart

Expert Legacy: With decades of expertise, we're a preferred choice for national brands, known for innovation and quality.

Australian Made: Our commitment to locally-sourced and manufactured products underscores our dedication to Australian industry and environmental sustainability.

Flexible & Client-Centric: Our capacity to create bespoke systems and our client-focused, collaborative approach ensures we meet specific needs with precision.

4. Track Record

Trusted Partner: Serving a diverse clientele for over 75 years, high client satisfaction validates our excellence.

Innovative Solutions: Our unique products like ULTRAMAT Creative and ULTRAMAT Impression for custom designs.

Timely Delivery: Our local manufacturing ensures prompt delivery, aligning with project timelines.

Birrus Matting Systems provides a unique blend of quality, innovation, and customisation in matting and safety products. Proudly Australian-made, we're committed to meeting the needs of our clients while contributing positively to local industry and environmental sustainability.



OUR STORY

A Proud Foundation

When Cecil Rusden founded his company under the name of Rusden Birrell, in August 1948, he could not have imagined that the business story he was starting would span seven decades and three generations of his family.

From their factory in Melbourne, Rusden Birrell quickly became known for bringing the best in design thinking and engineering products to Australia. Cecil was a passionate engineer, innovator and businessman who both imported and manufactured engineering products for the Australian market. The Rusden Birrell factory in Fitzroy became an important local employer helping to develop local engineering skill sets. To this day, the Rusden Birrell sign is still a local landmark on Johnston Street in Fitzroy and a reminder to our staff and customers of our heritage.

A New Direction

In 1965, Cecil sadly died and a new chapter in our history began. After marrying in 1964, Cecil's son, Gregor, emigrated to England. A brilliant engineer in his own right, he had established a career there in truck design and found a new passion in British classic cars including Bentleys and Jaguars. Upon learning of his father's unexpected death, Gregor came home to Australia to take up the reins of the family business.

It was during Gregor's early years at the company that the license was secured to manufacture the Matador range of entry matting in Australia. Gregor had seen this matting in the UK and knew that there was a demand for a high-quality commercial matting system here. The Matador mats were handmade, expensive and only suitable for the prestige buildings of the day. They also had an unfortunate habit of trapping the high-heels of women's shoes. Gregor knew he could come up with better designs and that is what he did.

Birrus Engineering

In the early 70s, under the new name of Birrus Engineering, we became one of the first companies in Australia to start manufacturing matting systems designed here. This was the start of what would become the focus of the business as it became a market leader in matting systems and flooring safety products. Through the 80's and 90's, the business continued to grow in Australia and internationally.

A Single Focus

In 2001, Birrus Engineering ceased trading, the matting division continued under the name Birrus Matting Systems – the company that we are today. This new focus on our most successful product allowed us to cement our position as a specialist manufacturer and leader.

OUR SERVICES

Consultation Services: Assisting clients in selecting the most suitable products for their needs based on factors such as foot traffic, type of use, aesthetic preferences, and regulatory requirements.

Custom Design: Offering customised designs or tailored solutions to fit the specific needs or branding requirements of a client.

Installation Services: Providing skilled technicians to ensure correct and efficient installation of the products, in compliance with safety standards.

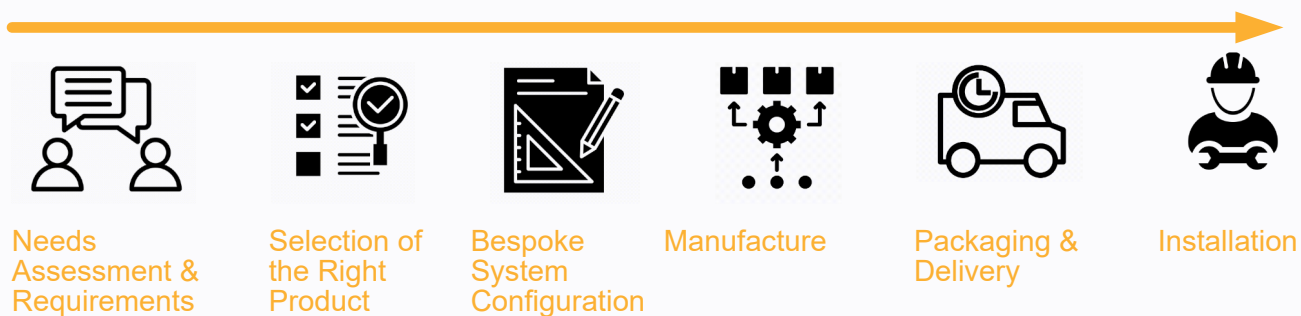
Replacement Inserts: Support the lifespan of our entrance matting systems by purchasing replacement inserts to renew matting appearance and performance.

Regulatory Compliance Advice: Providing advice on how to meet relevant Australian building and safety regulations and standards. This can be particularly valuable for clients who may not be fully aware of all their obligations under the law.

Recycling or Disposal Services: As part of a commitment to environmental sustainability, when replacing entrance matting, Birrus offers services to help clients responsibly dispose of or recycle products at the end of their lifecycle.

Product Warranties: Offering robust product warranties can reassure clients about the longevity and quality of the products.

OUR PROCESS



Conceptual Design: Once the needs are understood, a conceptual design is created. This stage often involves sketching and providing samples to contribute to mood boards or other visual aids to help the client visualise the end result.

Material Selection: The materials for the mat are chosen based on the requirements defined in the needs assessment and conceptual design stages. This could involve considerations like durability, ease of cleaning, slip resistance, and aesthetic appeal.

Product Development: A prototype is often created to test the design and materials. This can include 3D printing as a part of the product development process. This stage can reveal potential issues or improvements that weren't apparent in the design phase.

Final Design: After any necessary changes are made based on the prototyping phase, a final design is approved. This design includes detailed specifications that will guide the manufacturing process.

Manufacturing: The production of the mats is a multi-step process, beginning with the development of CAD drawings to capture the required technical measurements. High-quality materials are sourced according to the final design, and electronic measurements ensure precise construction. The manufacturing techniques are applied based on the design specifications. For larger mats that consist of multiple pieces, a detailed production breakdown is followed to facilitate easier manual handling and installation. Each part undergoes a comprehensive labelling process, assigned both numerical and alphabetical identifiers. This meticulous tracking is maintained from the initial stages through to packaging and is verified at each station as part of our ongoing quality checks.

Quality Control: Each product goes through quality checks to ensure it meets the required standards for durability, safety, and appearance. Any products that don't meet these standards are rejected.

Packaging: To ensure the mats are well-protected during transport, we utilise a comprehensive packaging process that includes meticulous labelling and preparation for delivery. In line with our sustainability efforts, we repurpose cardboard and timber to handcraft retrofitted crates, tailored to the size and shape of each mat. This customised approach is especially relevant for all deliveries made outside of metropolitan Melbourne. Each section of the mat is wrapped in plastic, complete with part number labels, and is snugly fitted into these handmade timber crates for secure transport.

Delivery and Installation: The mats are shipped to the client's location and Birrus offers professional installation of the mats in most locations.

Post-Delivery Support: After delivery and installation, the company may provide additional services such as repair with replacement matting inserts when necessary, as well as customer support to address any issues or concerns.

OUR CLIENT FEEDBACK

We have been using Birrus Matting Systems for about 38 years. We specify Birrus as it is fit for purpose on many types of projects residential, commercial, industrial etc. The quality of the product has always been consistent and with completely acceptable lead times.

The representatives and customer service are very knowledgeable and enjoy project collaboration. The representatives know their product, the pricing is reasonable, the product is eco-friendly and of a high standard in workmanship.

**Baenziger Coles Architects,
Interior Designers & Project Managers**

I have been using Birrus Matting Systems for 2 years. I continue to use/specify Birrus because the products are great quality, there's a great range of choice and the service is excellent. Very good customer service. Always prompt to respond and come up with a solution that really works. From product selection to quotation and/or through to installation is seamless.

**Woods Bagot,
Management Architecture & Design**

I've known Birrus for many years as a name synonymous with quality entry matting from the Coir Matting to the Custom Branded Mats. From a customer service and pricing perspective Birrus is very easy to deal with, responses are quick, accurate and comprehensive and we feel confident handing over construction pricing with Birrus mats to our Construction Team for procurement.

**Spence Construction,
Estimating Department**

I have been specifying Birrus Matting Systems for 20 years.

I've continued specifying your products due to familiarity, continued quality in both the actual product and company service.

The product continues to be the market leader as far as quality and diversity of architectural options available.

My builders have never really had any complaints regarding lead-times.

Birrus have a very reliable 'stock range' which has been my 'go to' for more than a decade. But there are some very interesting bespoke options, with the introduction of new manufacturing techniques, which are very appealing.

AMG Architects, Architect

We have been specifying Birrus matting for over 20 years, without any issues. Being Australian-made, the quality is top shelf and lead times are very reasonable.

Getting samples and technical advice is easy, staff are always there to help. We'll continue to use them.

The ELLIS Group Architects, Architect

I am the Business Manager of a McDonald's Franchise, and our decision to purchase the 'Impressions Mat' from Birrus Matting has proven to be an outstanding investment.

The quality of the artwork, complete with our store's location engraving, is truly impressive. This mat system not only adds a touch of welcoming charm for our customers but also plays a pivotal role in maintaining the cleanliness of our restaurant by effectively capturing dirt and debris at the entrance.

The durability of the Impressions Mat is truly remarkable. After 9 months of continuous foot traffic, it still looks as good as new. Maintenance is a breeze, as a simple vacuum is all it takes to keep it in top condition. The team at Birrus Matting deserves special praise for their exceptional service. They offer a range of options to suit our needs and aspirations, and their responsiveness to communications is second to none.

Choosing Birrus Matting and their Impressions Mat has undoubtedly enhanced our restaurant's appearance and cleanliness, contributing to a better overall experience for our valued customers. I wholeheartedly recommend Birrus Matting to businesses looking for top-quality matting solutions.

McDonalds, Franchise Business Manager

I have been using Birrus Matting Systems for 7-10 years. We do architectural specified works which Birrus is specified for. Projects we put Birrus forward for are due to stock availability & fit for purpose.

High and good quality products with fairly quick lead times. Quick response and helpful customer service.

It's been pleasant dealing with Birrus, with hardly any issues with the whole process.

**Flooring Innovations Victoria,
Estimating Department**

I have been using Birrus Products for over 10 years now and have not had any negative experiences, on a number of Projects there is no specification for Tactiles/Stair Nosings or Entry Mats so it makes it incredibly easy to email Building Stuff and have a complete Package from Birrus.

I tend to turn around take-offs/quotes in a short timeframe so to have Building Stuff return pricing to me in a short timeframe aids me in how I want to operate. Overall, my experiences with Birrus have always been positive and I have no issue recommending Birrus Products to my Clients.

Flooring Xtra – Kirwan (Qld)

We have been specifying products from Birrus Matting Systems for a number of years.

As a design and construction company specialising in the healthcare sector, it is important for us to specify good quality products that are robust enough to stand the test of time for our clients.

The range from Birrus is extensive with a variety of finish options and when coupled with good quality service that is responsive to our questions, needs and deadlines it is hard to not specify Birrus.

Perfect Practice, Design Associate

Cotter Floors have been happily using Birrus Matting's services since our establishment in 1955. Their products are of extremely high quality and backed by generous warranties.

The team are always friendly, extremely reliable, and willing to go above and beyond to ensure the job is completed successfully and on time.

I have absolutely no hesitation in recommending Birrus Matting Systems to anyone needing such services.

Cotter Floors, Management Team

This is my first time specifying Birrus. Birrus Matting System has a big name, our studio has specified Birrus before and is reliable. The samples that have been shown by the Birrus representative look great. Customer service is excellent, Birrus has been very responsive and helpful. The product range covers different needs in the architectural field.

Architecture Caisson, Interior Design

HIGHLY PROFESSIONAL ON ALL LEVELS –
5 STAR!

From extremely responsive turnaround from project quoting through to technical advice and support, our Birrus Qld team is the ultimate in professionalism.

With over 10 years of successful use of Birrus products, they offer a cost-effective solution in all areas of entrance matting and have a solution to satisfy all budgetary and functional requirements.

With added on-site technical support for installation, they will always go the extra mile. Great quality products and appealing lead-times. Our go-to for all entrance matting needs!

**Future Floors (Qld)
Estimating & Project Management Team**

Birrus have been our 'go-to' for years for all our various entry matting, tactile and noising installs. The team offer quick quote turnaround and a personalised service to deliver professional, courteous, on-time installations, regardless if it is a large complex job or a small entry mat.

Inline Floors (NSW), Estimating

Recessed Matting Systems Application Matrix

		ULTRAMAT	ULTRAMAT 75	ULTRAMAT Impressions	ULTRAMAT Creative	DURAMAT	DURAGRIT	COCAMAT
Location	Interior	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Covered Exterior	Yes ¹	Yes ¹	Yes ¹	Yes ¹	Yes	Yes	Yes
	Exposed Exterior	Yes ¹	Yes ¹	Yes ¹	Yes ²	Yes	Yes	No
Building Type	Residential Houses	Green	Green	Red	Red	Yellow	Red	Green
	Apartment Buildings	Green	Green	Blue	Blue	Blue	Blue	Green
	Commercial Buildings	Green	Green	Green	Green	Blue	Blue	Green
	Office & Corporate Buildings	Green	Green	Green	Green	Blue	Blue	Green
	Shops, Restaurants & Cafes	Green	Green	Green	Green	Blue	Blue	Green
	Civic Buildings	Green	Green	Green	Green	Blue	Blue	Green
	Carparks, Warehouses & Storage	Blue	Blue	Blue	Blue	Green	Green	Yellow
	Factories	Blue	Blue	Yellow	Yellow	Green	Green	Yellow
	Sports & Big Event Venues	Blue	Blue	Green	Green	Green	Green	Yellow
	Schools & Educational Institutions	Green	Green	Green	Green	Green	Green	Yellow
	Public Transport	Green	Green	Red	Red	Yellow	Green	Red
	Hospitals & Healthcare Facilities	Green	Green	Yellow	Yellow	Yellow	Green	Yellow
Special Requirements	Inclined Entrance	Yes	Yes	Yes	Yes	No	Yes	No
	Custom Branding or Messaging Design	No	No	Yes	Yes	No	No	No
	Custom Colour Carpet Inserts	Yes	Yes	Yes	Yes	No	No	No
	Custom Shaped (including curved edges)	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Mat Well Drainage Option (using OPEN CONSTRUCTION & DURAGRIT)	Yes	No	No	No	Yes	Yes	No
	Global Green Tag, Eco-Specifier Green Tag Certified Options	Yes	Yes	Yes	No	Yes	No	No
	Replaceable Inserts	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	End-of-Life Recycling Option	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	Loop Pile Insert Option	Yes	Yes	Yes	No	No	No	No
	10mm Profile	Yes	Yes	Yes	Yes	Yes	Yes	Yes
	16mm Profile	Yes	No	No	No	Yes	Yes	Yes

- Our top recommended system for this application
- A recommended system for this application
- A possible system for this application
- Not recommended for this application

1 - For exterior applications of ULTRAMAT systems, loop pile inserts are recommended
 2 - Contact us to discuss the best system configuration options



Birrus Matting Systems would like to acknowledge the Bunurong people of the Kulin Nation, as the traditional custodians of the land that our offices stand upon today. We pay our respects to their elders past and present and extend that respect to all Aboriginal and Torres Strait Islander peoples.



HOW WE SPEND OUR DAY



STAFF EDUCATION & TRAINING

We hold regular meetings on general health and safety matters. Particularly for new equipment and processes discussing work practices and processes to minimise any potential hazards from the onset.

Our fortnightly Toolbox meetings focus on a range of topics such as hazards, safe work practices and how the organisation is minimising risks.

Our staff have completed the following training:

- VECCI OH&S Safe Lifting
- VECCI Successfully Managing EO, Bullying and Diversity in a Workplace
- Certificate IV Competitive Systems & Practices
- Certificate IV Frontline Management
- Certificate IV Customer Service

Some of the units in the staff training received covered:

- Lead Change in a manufacturing environment.
- Lead 5S in a manufacturing environment.
- Implement and monitor environmentally sustainable work practices.
- Structured problem-solving tools.
- Undertake root cause analysis.
- Facilitate and improve implementation of 5S
- Facilitate continuous improvement through the use of standardised procedures and practices.

A great portion of the training received centred on 5S strategies and the 5 principles of 5S.

1. Sort,
2. Set,
3. Shine,
4. Standardise and
5. Sustain.



OUR TEAM



Melissa McRae
General Manager
Vic/Tas Head Office



Craig Davies
The Matting Man
Distributor - ACT



Tony Cossor
Building Stuff
Distributor - QLD



Owen Butler
AMPS
Distributor - WA



Alan Power
RST Carpet & Vinyl
Distributor - NT



Jack DeCandia
Jandec Enterprises, SA



Alex Velevski
Site Supervisor
NSW Office



Michael Berger
Project Manager
NSW Office



Mat Hathorn
Senior Estimator
Vic/Tas Head Office



Chase Saunders
Project Manager
Vic/Tas Head Office



Jaqueline Hendricks
Project Administrator
Vic/Tas Head Office



Lisa Oatham
Business Development
Manager, Vic/Tas Head Office



Corey
Production Manager
Vic/Tas Head Office



Taniesha
Sales Estimator
Vic/Tas Head Office



Roger
Trainer & Safety Officer
Vic/Tas Head Office



Jacob Long
Installer
Vic/Tas Head Office



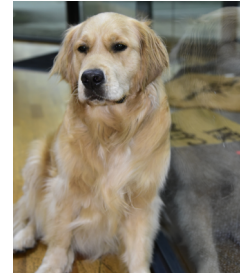
David
Draftsman
Vic/Tas Head Office



Derek Hearney
Production 2IC
Vic/Tas Head Office



Johanna Hendricks
Office Manager
Vic/Tas Head Office



Pippa
CEO - Stress Reduction &
Good Vibes, Vic/Tas H.O.

CONNECT WITH US

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Dandenong South
VIC 3175
Australia

1300 369 858

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Fax: + 61 (0)3 9701 2588

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www.birrusmatting.com.au

A SOCIALLY RESPONSIBLE PARTNER

In addition to our strong sustainable manufacturing processes, Birrus is proud to partner with key organisations to support their environmental and community programs. These include:

- Bush Heritage Australia
- BirdLife Australia
- Bunyip Football Club

SOCIAL MEDIA

INSTAGRAM: @BIRRUSMATTING
FACEBOOK: BIRRUS MATTING SYSTEMS
LINKEDIN: BIRRUS MATTING SYSTEMS

