



Company Profile and Capability Statement

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COMPANY PROFILE

Hoseco (WA) Pty Ltd is a family company owned by the Hopea Family Trust and operates as a major industrial & hydraulic hose and fitting supplier from its Midland and Welshpool locations in Perth.

Hoseco is aimed at servicing a wide range of markets with special interests in the oil and gas, mining and construction markets. Both warehouses are fully equipped to provide all types of hose assemblies and have built many long-standing associations with large international companies around the world to bring the latest technologies to the Australian market.

Hoseco is dedicated to providing Hose and Fittings products that combine quality at fair prices with an unmatched high level of customer service. We wish to establish partnerships with key suppliers, customers and staff that respect the interests of each party.

Constantly striving to supply what the customer asks for, we will look to have good levels of local stock, and continually review what is available in the market and what can be improved.

Adhering to these basics will ensure we react to a market driven by customer demand. Success will be ultimately be measured by customers choosing us, because of their belief in our ability to meet or exceed their expectations for service, price and selection.

The core prime values of the company are Care, Respect, Loyalty, Fairness & Honesty.

John Holt – Managing Director

John has over 28 years experience in the hose industry and over 15 years of senior business management experience. Commencing at Dunlop Rubber Co. in Melbourne in the late 80's gave John the basic foundation of hose design, sales and marketing experience. He has had experience with Dunlop Oil & Marine in the UK, spent time with companies in Norway, Singapore, USA, Italy, France, Canada and Sth East Asia. It is this knowledge and experience that gives Hoseco its direction and leadership. John has many friends throughout the industry worldwide allowing Hoseco to gain valuable access to a large range of products and gives Hoseco the ability to provide a wealth of information to its clients.

John is very hands on in the business and has dedicated and skillfull staff that makes the business what it is today.

In 8 years, Hoseco has developed a highly successful business in penetrating its targeted markets. Some of its major client base includes Woodside Petroleum, Sedco-Transocean, Halliburton, BGC, Rio Tinto, Wellops, Wallis Drilling, BHP Billiton and Wesfarmers.

CAPABILITY STATEMENT

Hoseco (WA) Pty Ltd is very much a specialist hose and fittings house and has many associated products that can be offered to clients. Warehouses in Welshpool and Midland provide good coverage in the Perth metropolitan area and are one of the only major hose and fittings companies that have major contracts in both the hydraulic and industrial field. Hoseco holds over 10,000 line items in each warehouse and also has the ability to source specialist product from its many connections from both Australia and overseas.

Whilst hose is our primary product, Hoseco is much more than hose, and recognises the need to provide a whole range of other products to its clients including pipe work, valves, sheet rubber, fuel equipment, stainless steel hose and fittings, Polyflex hose assemblies, Ultra High Water blast assemblies and Composite hose assemblies. Many companies have used Hoseco as a general supply house that requires a company with the necessary skills and a reliable team to take away their supply worries.

Hoseco operate on 6 basic principles:

- ❖ **HONESTY**
- ❖ **RELIABILITY**
- ❖ **SPECIALIST KNOWLEDGE**
- ❖ **LARGE STOCK HOLDING**
- ❖ **COMPETITIVE PRICING**

❖ **FLEXIBILITY**

Because of its experience, the staff at Hoseco can give you accurate information on hose type, capability and choice. The correct choice of product is vital to a successful outcome for the client, and the staff at Hoseco will be able to offer any client a range of choices with prices and capabilities to match so an informed selection can be made. You see, at Hoseco it's all about the client and its needs, and it's our job to provide the information to ensure maximum performance of its products.

Mobile Service

Hoseco will also come to you with its 5 tonne Mobile Service Vehicle. The service vehicle is available 24 hours, 7 days a week and carries on board a full range of hydraulic hose and fittings and some industrial hose. Hoseco can also meet your emergency needs by being available by telephone at any time of the day or night.

Catalogues

Hoseco can provide any client with a full product range via hard copy or electronically. Copies can also be downloaded from www.hoseco.com.au. Hoseco has one of the most comprehensive technical catalogues on the market.

It is planned to release our catalogues on CD ROM during 2008.

6" Crimped hose assemblies

Hoseco has recently made a significant investment in crimping equipment to enable it to offer hose assemblies up to and including 6" internal diameter. This type of hose assembly will enable clients a much wider choice of fittings and to increase pressure ratings on some hose assemblies with a major improve OH & S standards on sites.

With this new equipment Hoseco can now offer a full assembly service from 1/8" to 6" for a variety of markets including Fuel Bunkering Hoses, Food Hoses, Concrete Spray Hoses, High Pressure Air & Water Hoses and Materials Handling Hoses.

Hose Assembly Testing & Inspection Services

Hoseco has a comprehensive in-house testing service for Hydrostatic pressure and electrical conductivity. These tests are automatically conducted for "critical application" assemblies such as chemical, high-pressure air and water. We offer testing and certification to AS1180.5 with all tested hoses stamped or labelled with complete traceability.

We can also provide an independent test to customer requirements, which would be performed by an independent testing service that is outsourced from accredited laboratories depending on the type of assembly to be tested. Most laboratories are NATA certified.

Auditing Services

In addition to our testing service, Hoseco can provide a full on site hose and fitting audit and report. As all hose assemblies are tagged, we can provide details of all tests, when they were conducted and when re-testing should occur based on industry standards. Some industries are extremely conscious of the need to re-test hose assemblies after a certain period of time as a part of their preventative maintenance schedules and we can provide advanced notice of impending tests, provide a pick up and drop back service. Each assembly is identified by the tags, re-tested, visually inspected and re-tagged with full details and a report. Even a clients vehicle number, job or part number can be placed on the tags for clear identification. It is sometimes more convenient to have a trained expert visit a site to provide an audit with complete transparency then engage a member of staff who may not necessarily know what to look for.

Training

As a part of on-going service to our clients, Hoseco can provide training in many aspects of hose & fittings such as assembling, hose design and fitting choice. Training on some hydraulic equipment is also available,

and as a member of NAHAD (National Association of Hose and Distribution) in the USA, we have direct input into best practices and are able to provide specific material for training purposes.

Major Product Range

Industrial Hose

We carry on of the most extensive ranges of Industrial hose in Perth. As an importer of Industrial hose, we can offer a very competitive range of Rubber, PVC, Composite and Metallic hoses. The range covers a full spectrum of applications including underground mining, air/water, fuel & oil, chemical, slurry, food & beverage, concrete and both on-shore and off-shore drilling hoses. Our range covers up to 300mm internal diameter from stock with access to hoses up to 1m in diameter. End fittings for every imaginable application are available with complete compatibility ensured. Cut lengths are available in most hoses.

Assemblies - Industrial Hose – External Crimp

Up to 6” assemblies can be crimped with our new equipment to ensure no sharp edges with clamps and a much-improved fitting integrity by taking out the human factor of a potential misfit. Applications such as fuel bunkering, high pressure concrete and drilling form the major markets for this type of assembly, and should be used in critical applications where fitting integrity is essential.

Hydraulic Hose & Fittings

With capabilities of swaging hoses up 2” R13 hose with a pressure rating of 6,000 psi Hoseco can provide a full supply and assembly service for most applications. Combine this with access to Ultra High Pressure Polyflex hose assemblies, a range of 4,000 adaptors, crimp fittings and couplings then we have it covered. Stainless Steel fittings are also available and all assemblies are cut with a high powered 3 phase cut off saw, cleaned with air projectiles to clear out any residue and finally capped to keep the assembly free from contamination.

Most hose assemblies can be manufactured while you wait, and if you can't come to us, we'll come to you with a completely fitted out mobile service vehicle with the capability to crimp up to 1 1/4” 4 spiral hose. It is self sufficient with its own power supply, cutting equipment, oxy/acetylene kit and compressor.

Assemblies – Hydraulic – External Crimp

Our new state of the art assembly equipment combines up to 6” industrial hose assemblies with almost any type of hydraulic hose. The equipment is digitally controlled, has coloured dies to ensure the tightest tolerance is met with any swage. Then equipment was carefully selected to ensure a large range of diameters can be crimped and is universal, which means we can use any manufacturers' products, and provide an accurate crimped assembly

Automotive Hose

To support our ever-growing transport and marine markets Hoseco covers a full range of Silicon and rubber hoses for applications such as heater, radiator, turbo chargers, air brake, suzi coils, air conditioning and power steering. All products are strictly scrutinised to ensure they cover any relevant Australian or international standards such as D.O.T and SAE. Many couplings and fittings such as quick release air brake, push fit and brass fittings are also available with many of them of the shelf.

Ducting

Whether it is for wood chips, dust extraction, air or rock particles, Hoseco carries a full range of ducting up to 12” (300mm) in stock. High temperature applications with the use of special material – Silica are also available as well as Polyurethane to resist a highly abrasive application.

TPR (Thermo Plastic Rubber) material is gaining a reputation an excellent all round material providing the user with the good physical properties of rubber and the cost economies of PVC.

Integrally Fitted Hand Made Hose Assemblies

Some hose applications require hoses to be hand made due mainly to the size of the hose, what fittings are required or perhaps the bend requirement. Typically, these hoses are used in the mining industry, however they are also used in markets such as fuel bunkering and offshore drilling. Dredge hoses, Rotary Choke and

Kill and Vibrator hoses are some of the applications that hand made hoses are used. Hoseco is able to source these hoses from several manufacturers across Australia at very competitive prices.

Pipe Fittings

Hoseco can offer a full range of screw-threaded fittings in many types of material such as Brass, Stainless Steel, Black Steel, Gal/Mal and Polypropylene. Also available in this range are flanges, airline fittings and adaptors.

All material is sourced from the highest quality manufacturers to control thread machining. Other materials are also available on request such as SAF where we recently completed a major project for BHP Billiton where all hose assemblies required the fittings to be SAF 2507 which needed to be specially manufactured and designed.

We also stock a large range of butt weld fittings and pipe sealants.

Industrial Fittings

Camlocks in Aluminium, Stainless Steel, Polypropylene and Bronze together with a full range of clamping products, mining couplings, Weco Unions, Dewatering couplings and fire couplings form the beginning of a massive range, too large to mention in this brief. Our Industrial Fittings catalogue has over 100 pages of product to select from and it doesn't stop there. Come and see for yourself.

Valves

Hoseco offers a large range of valves from the standard brass ball valve right through to massive stainless steel knife gate valves. Some of the types of valves we carry are;

Brass ball.

2 and 3 way brass and stainless steel.

Brass Gate

Knife gate

Butterfly – with or without actuators.

Sluice.

Brass foot.

Hydraulic 2 or 3 way.

In conjunction with the valves we also offer the supply of grooved pipe fittings, steel and stainless pipe, tubing and we can also arrange welding services. This is an area of great strength.

Fire Products

Our ability to supply a range of fire hose and couplings compliments our testing service that requires assemblies to be tested in accordance to AS 1851.9. Shire Councils and other Government departments rely heavily on Hoseco to carry a good range of Storz and BIC couplings to suit most hydrants and trucks.

But it's not just the large Government departments that rely on us, even the local resident with a larger property may require fire prevention products such as hose reels kits and pump connections.

Whilst we have indicated our major product groups, Hoseco also offer many other products to our clients such as;

Fuel Equipment

Sheet Rubber

Trailer Belt Rubber

Retractable Hose Reels

Filters and Gauges

Floats and Collars

Expansion Bellows

Composite Hose Assemblies

Infrastructure

In January 2006, we invested in a purpose built warehouse and workshop in Midland to house an ever increasing product range with expansion capabilities. The workshop includes a lathe and welding capabilities, with our test equipment securely housed in a stand-alone secure facility at the rear of the building.

In January 2008, we are investing in software upgrades at both Welshpool and Midland, which will provide up to 20 workstations, bill of materials, E-Commerce and Multi stores. In addition, we continue to provide full Internet and email facilities to all staff, electronic banking and EFTPOS. Our upgraded web site goes live on the 15th December 2007, which will provide on line purchasing with EFTPOS transactions available and all catalogue material available for download either directly or via a link.

Conclusion

We find that most clients are looking for ease of doing business with a supplier that takes the hassle out of their daily business and has a “feel” for their requirements. With the current market conditions, many clients are struggling to keep up with the daily workload and do not have available staff lying idle. We recognise the need for us as a supplier to provide support to clients by taking away the worry and time required in many instances to find the right products. We are concentrating on providing a high level of this kind of service where you can rely on Hoseco to;

- 1/ provides prompt service.
- 2/ accurate information.
- 3/ be honest in all of its dealings
- 4/ a “does what it takes” attitude.
- 5/ flexibility and availability.

Supply lines are vital to all consumers and it is an increasing trend for clients to be reducing the amount of suppliers in favour of suppliers with specialist knowledge and one that can accommodate flexibility in supplying a broader range of product than its normal range. Most large clients cannot afford to entrust their supply line to companies that are so large that they cannot possibly offer the required service unless a part number is given to them with no technical back up.

It is important that we recognise the needs of the current day business needs by having a solid core of products and infrastructure, and overlaying this with a range of supporting products that can be supplied as required. The continued efforts in forming “partnerships” around the world with suppliers that can value add to our client is of paramount importance to our future, and the continual drive for excellence in our field is always present in our daily work.

We will continue to strive towards our goals in forming long associations with clients and suppliers alike, but never taking away our focus of our No.1 priority – our staff. Hoseco are proud of our staff, and in their genuine efforts in bringing to all of our clients - large or small, the highest level of service it can provide.

MAJOR BRANDS

AAP Distributors – Pipe Fittings & Valves
Alemite-Lubriquip – Fuel and Lubrication Equipment
Alfa Engineering – Hydraulic Adaptor Manufacturer
Atlas – Hydraulic Tubing and steel products
Braeco – Specialist Valves
Chubb – Fire Protection
Commercial Sewing – Hose Restraints
Dixon Minsup – Industrial Fittings
Esdan Plastics– PVC Hose Manufacturer
Eversafe – Fire Protection
FMC – Weco Unions
Flexible Ducting Australia – Ducting Hose
Fluid Connectors – Hydraulic Fittings Manufacturers
Gates – World Renowned Hose Manufacturer and Automotive Specialist
Goodyear – World Renowned Hose Manufacturer
Guyco – All types of Irrigation Fittings
Hansen - Polyethylene Fittings and Valves
IFS – Manufacturer of Brass Fittings
Legris – Airline Fittings
Loctite – Sealing Products
Norma – Hose and Pipe Clamps
Parker – Polyflex Hose and Fittings, Hydraulic Componentry
Philmac – Polyethylene Fittings and Valves
Ryco Hydraulics – Hydraulic Hose & Fittings
SMC – Filtration Products
Spiral Guard – Hose Wrapping Products
Strata – Hose Reels
Purosil - Full Range of Silicon Hose
Valve & Fittings – Complete range of Valves and Fittings
Wellcall – Industrial Hose Manufacturer