



ADELAIDE DIRECT STATIONERS

ABN: 35 007 766 645

Capability Statement

19 October 2023

INDUSTRIES SERVED

| AUTOMOTIVE | DEFENCE | HEALTH | IT & COMMUNICATIONS | MANUFACTURING | MINING |
OIL, GAS & ENERGY | RETAIL, TRADE & OTHER SERVICES |



Company Details

Address: 2A Cardiff Court, Cavan SA, 5094 Australia

Email: jmoore@adelaideirectstationers.com.au

Web: www.adelaideirectstationers.com.au

ICN Gateway Business ID: 134071

Employees: 40

ABN: 35 007 766 645

Locations: 2

Local Manufacturer: No

Foreign Manufacturer: No

Importer: Yes

Exporter: No

NT CAL Accredited: No

Works in Remote Locations: Yes

Australian Indigenous Owned: No

Contacts

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ADELAIDE DIRECT STATIONERS

In a dynamic and highly competitive industry, we have thrived to become new market leaders.

Summary

With 40 staff, 18 delivery vehicles and over 5000 active clients we have become one of the largest Independents in our sectors.

With supplier agreements with the majority of large corporates in SA and NT, we also have strong partnerships with many SA and NT government departments. With over 6 million dollars of successful tenders/projects in the past 24 months, ADS is

recognized as one of the most trusted businesses in SA.

Our sectors include Office Supplies, Office Furniture, Tech, PPE, AED, First Aid, Electrical and domestic furniture. We provide a Consolidated supplier option for all customers and our continued growth is built on providing quality products at a competitive cost with amazing customer service.

Description

In a dynamic and highly competitive industry, we have thrived to become new market leaders. This is the result of our ability to embrace new technologies and systems while still maintaining a superior level of home-grown customer service.

With over 5000 active clients we have proven ourselves as a leading supplier in these sectors. We regularly work with large multi sited companies around Australia and continue to grow in this largely overseas owned sector.

ADS are master distributors for Bastion in PPE and supply to entities like SAPOL (COVID Response Unit), Western Hospital, Dept. of Education, Dept. of Corrections, Cocoon Homes, Balfours etc.

Washroom wise we supply Livi (owns brands like Sorbent and Handee) and have situated ourselves as Australia's second largest

independent distributor of Livi. Working with Cushman and Wakefield, CBRE, many private and public schools, Sky City Group, contract cleaners, SANTOS and McMahons, we have become the preeminent supplier in SA.

In Office Furniture we are the preferred supplier to the South Australian Police and their 300 sites around SA. We also supply furniture to the likes of NT Government (NT Health), Orion NDIS Homes and over 500 schools.

Overall ADS has now become the largest SA owned business in the above sectors offering a "one stop shop" for all our customers, our continual growth underlines our ability to retain and grow our client base around SA and Australia.

ADS is a proudly South Australian owned and operated family

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business which has been operating in Adelaide for over 27 years.

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Associations

- Member of the Civil Construction Federation of SA
- Partnership with Orana Services SA
- Registered Supplier to many SA Government Departments including SA Health, Dept of Education.
- Member of the SA Law Society
- Member of Showcase SA
- Member of Local Buy Australia

Products & Services

- School supplies
- Office supplies
- Office Furniture
- Technology
- Washroom & Cleaning
- Printers & Scanners
- PPE
- Food, Snacks & Beverages
- Kitchen Appliances & Catering
- Packaging Supplies
- First Aid
- AED
- Furniture (domestic)

Industries Served

- Automotive
- Defence
- Health
- IT & Communications
- Manufacturing
- Mining
- Oil, Gas & Energy
- Retail, Trade & Other Services

Key Partners

- BEACH ENERGY LIMITED
- BIANCO PTY LTD
- CUSHMAN & WAKEFIELD PTY LTD
- MCMAHON SERVICES PTY LTD
- SANTOS LTD
- SA POWER NETWORKS
- STRATCO PTY LTD

Facilities & Equipment

- Full Line Product Catalogue
- Website
- 16 Delivery Fleet Vehicles
- Local Warehouse
- MIS System
- Punch out Catalogue
- Web Portal

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Accreditations

- Accredited NDIS Medical products Supplier
- Panel for Office Supplies for all SA (LGA) and Vic (MAV) councils
- Preferred Supplier Furniture for SA Police Department
- Panel for AED's/Defibrillators/PPE for all SA (LGA) and Vic (MAV) councils

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Previous Significant Projects

Client: Defence Housing Australia

Project: Supply of Tech Consumables

Year: 2023

Value: \$300,000

Description: Supply SA sites of DHA with Tech Consumables - Docking Stations, Monitors, Keyboards

Client: SA Dept. of Education

Project: Portable Air Purifiers

Year: 2022

Value: \$1,500,000

Description: Supply department with 4000 Trusens Z3000 air purifiers

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Client: NT Dept. of Infrastructure

Project: Portable Air Purifiers - NT

Year: 2022

Value: \$500,000

Description: A Container of Portable Air Purifiers and Filters into the department

Client: Various Major Private Hospitals in SA

Project: Rapid Antigen Test Supply

Year: 2022

Value: \$600,000

Description: Supply of Nasal RAT into those private hospitals.

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Client: Cocoon Homes - Connecting Abilities

Project: Cocoon Homes - Connecting Abilities

Year: 2021

Value: \$200,000

Description: Install all washroom/sanitiser Dispensers and fill with stock all Cocoon sites in SA

We are their preferred supplier for all their needs.

18 sites currently with 100 by 2022.

Client: SA Department of Education

Project: Hand Hygiene Station Roll Out

Year: 2021

Value: \$600,000

Description: Rolled out Hand Hygiene Stations and Sanitiser to all 844 sites

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Client: All SA and Vic Councils

Project: Preferred Supplier

Year: 2021

Value: \$1,000,000

Description: From 1st May 2020 - preferred supplier for all SA and Victorian Councils.

Contract for 3 years

Client: South Australian Police - Furniture

Project: South Australian Police - Furniture

Year: 2021

Value: \$2,000,000

Description: Supply and assemble furniture for all SAPOL offices 1st May 2020 to April 30th 2022

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Client: Peregrine

Project: Toilet Paper - Bulk

Year: 2020

Value: \$75,000

Description: Toilet Paper Bulk

Client: NT Health

Project: NT Health - Alice Springs

Year: 2003

Value: \$900,000

Description: Furniture Fit Out of 70 apartments for NT Health in Alice Springs. We sourced, delivered and installed the furniture in a multi-level new building on Todd St.



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