

REDS

BUILDING & CARPENTRY



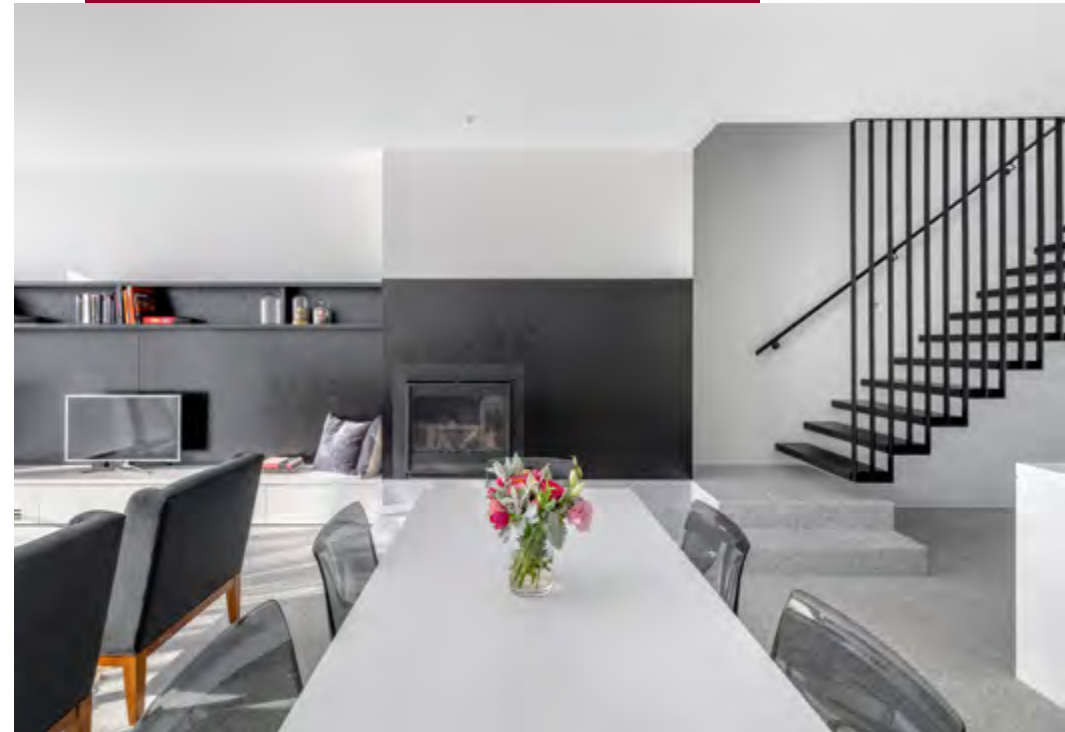
CAPABILITY STATEMENT

BUSINESS OVERVIEW

Service Description

Reds Building and Carpentry is a professional, results-driven organisation committed to delivering quality construction projects on time and within budget.

We specialise in the construction of commercial premises such as hospitality venues, educational institutions, retail interior fit-outs and architecturally-designed homes. We have comprehensive experience working with a number of government departments on various infrastructure projects.



ABOUT US



We are a prominent Sydney-based construction company originally established in 2005 by experienced builders Paul Nikitaras and Matthew Mitchell. Over the years we have methodically developed the organisational structure, construction methodology, financial capability, industry experience and willingness to approach and manage complex projects on a large scale.

We are solution oriented and client focused. We listen carefully to input from clients and key stakeholders, then consider and discuss any constraints, working in close collaboration to resolve complex issues in order to achieve the best possible outcome. This approach effectively minimises any conflicts or issues on site and expedites the completion of your project.

We enjoy a solid reputation for quality work, industry knowledge and broad-ranging construction expertise. Our established track record of successfully completed projects, professional subcontractor base and competitive rates set us apart from our competitors.

Our business has been built on referrals from happy past customers and repeat clients. We continue to grow and strengthen based on the robust long-term relationships we establish and maintain with our valued clients, strategic partners, trusted suppliers and industry experts.

By utilising fully-qualified, skilled, knowledgeable and experienced tradespeople, together with the correct systems and procedures, we deliver efficient outcomes on all our projects. Our expert team of construction professionals also has comprehensive experience at working on live sites.

We have a Quality Management system in place, which assures clients of our commitment to delivering optimal quality outcomes. Our team boasts an impeccable safety record and we have a laser-sharp focus on defect minimisation.

We are constantly mindful of our impact on the environment before, during and after the construction process.

Our Competitive Advantage

- Both our directors have a high level of involvement in each project and are readily available for client liaison. Harnessing their many years of industry experience, our leadership team works together to reach the best possible solution and achieve the optimal outcome for all clients and stakeholders.
- We have an established team of experienced and knowledgeable tradespeople and a network of reliable suppliers who assist us on each project.
- The Reds Building & Carpentry team boasts a substantial track record of successfully completed commercial and high-end residential projects.
- We have extensive experience in the delivery of quality projects under the restraints imposed by working within highly exposed live sites in circumstances where our clients need to continue operating their businesses while the construction is being completed.
- We pride ourselves on producing high quality finishes on all our projects.
- Our ongoing success has been due our commitment to being a valued and experienced team player throughout the planning, preparation, construction and post-construction phases of all our projects.

Our Core Values

- Honesty and integrity
- Professionalism
- Commitment to producing quality work
- Transparent communication
- Client satisfaction



SERVICES

We specialise in the quality new construction, renovation and refurbishment of:

- Infrastructure for statutory authorities
- Educational institutions - schools, universities
- Hospitality premises - bars, cafes, hotels, restaurants and cinemas
- Architecturally-designed residential homes

CORE COMPETENCIES

Training, skills, qualifications and accreditations:

- Licensed Building Contractor NSW – Licence no. 185827C
- Licensed Building Contractor QLD – Licence no. 1211689
- GC21 Cooperative Based Contracting for the Construction Sector
- NSW Government WorkCover NSW Safe Business is Good Business Mentor Program

Our team receives regular ongoing training to keep up to date with industry developments and innovations. We regularly meet with our suppliers and subcontractors to ensure we can offer the latest construction materials and methods to provide the best possible outcome for our clients. We also use the most innovative technology available in our industry.

MEET THE TEAM



Paul Nikitaras - Director

Paul oversees projects, manages personnel and shares responsibility for the financial administration of the business. He has experience in managing projects up to \$25m in value.

Paul is a licensed builder who harnesses the comprehensive construction knowledge and experience he has gained since joining the industry in 1992. His earlier employment included AW Edwards Pty Ltd, Total Communications Infrastructure Pty Ltd (Australia and UK) and Brisland Pty Ltd.



Matthew Mitchell - Director

Matt supervises the day-to-day management of projects on site with a hands-on approach, ensuring the highest standards are constantly met on all our projects. He also shares responsibility for the financial administration of the business with Paul. Matt is experienced in co-ordinating projects up to \$25m in value.

Since he joined the industry in 1996, Matt has acquired wide-ranging construction experience, process expertise and industry knowledge. Previous to Reds Building and Carpentry, his employers included AW Edwards Pty Ltd, Prime Constructions Pty Ltd and Brisland Pty Ltd.

Justin Quinlan - Design Manager

A registered builder and chartered architect, Justin's role as Design Manager provides the company with specialist design, marketing and management services.

In his 17+ years managing design teams and projects, he has completed end-to-end project direction and design management of multiple projects with complex approval and delivery processes. This vast experience includes negotiations with Queensland Health, Aecom, Aurecon, Multiplex and Lend Lease.

TRACK RECORD & DELIVERY PERFORMANCE

Our team is committed to completing projects on time and within budget. We have an established track record on project deliverability and enjoy a strong reputation within the industry resulting in a steady flow of repeat clients.

To demonstrate the calibre of work we have achieved and continue to undertake, we have provided a small sample of our project portfolio below.



HAY STREET SUBSTATION

SYDNEY, NSW

Client: Diona Pty Ltd

Value: \$628k

Description

Works to existing structure of the substation for Sydney Light Rail, including the installation of fire-rated doors and frames, external façade cladding and decorative trims.

Challenges

- Restricted access
- Number of stakeholders (Acciona, NSW State Government)
- Strict government compliance requirement under Acciona

How we overcame the challenges

- Ensured the use of competent contractors
- Undertook close liaison with project manager
- Prioritised communication – listening, consideration and discussion to achieve the best outcome together

Outcomes for our client

The site management plan was fully implemented to complete the project's requirements on time and within budget.



ALTRAC
LIGHT RAIL



Transport
for NSW

QT PORT DOUGLAS

QLD

Client: Amalgamated Holdings Limited

Value: \$2.7m

Description

Upgrade of bar and external deck, restaurant and Day Spa at the QT Port Douglas resort.

Challenges

- Remote, interstate location
- Live site under regular use by hotel guests, catering suppliers, hotel employees
- Site safety

How we overcame the challenges

- Contractors and suppliers not available locally were sourced in Sydney and personnel travelled interstate
- Delivered consistent communication and management of the program and subcontractors
- Ensured strict compliance with safety management plan

Outcomes for our client

We built and maintained a sound working relationship, with no site conflict, ensuring repeat work. Once again, we delivered an incident-free, on time project.



EVENT CINEMAS "SCOOP ALLEY" REFURBISHMENTS

SYDNEY, NSW

Client: Amalgamated Holdings Limited

Value: \$2.5m

Description

This project involved the refurbishment of five Sydney cinemas, including the strip-out and refurbishment of the existing Scoop Alley and candy bar facilities.

Challenges

- Live site with ongoing use by patrons and cinema employees
- Restricted access
- The requirement to maintain safety and cleanliness
- The requirement to minimise dust and noise

How we overcame the challenges

- Implemented clearly defined strategies in accordance with safety management plan
- Undertook strong liaison with client representative, cinema management and employees to ensure any site issues were quickly resolved before problems arose

Outcomes for our client

We delivered the project on time, incident-free and without conflict whilst continuing our good client relationship, ensuring repeat business in the future.



LADY CILENTO CHILDREN'S HOSPITAL BRISBANE, QLD

Client: Compass Group (Australia) Pty Limited

Value: \$1.4m

Description

Design and construction of a new café, food court and convenience store including a new plant room, food hall, kitchens and associated disabled access provisions.

Challenges

- Live operating environment
- Interstate location
- Management of local subcontractors and suppliers
- Tight 24-week program due to opening deadline

How we overcame the challenges

- Maintained a compressed program
- Kept all stakeholders informed of progress throughout project
- Ensured strict compliance with safety management plan

Outcomes for our client

Due to our efficient delivery of this project, a soft opening to train staff was achieved a week prior to opening to the general public with full compliance.



CHRIS O'BRIEN LIFEHOUSE CAFÉ, RPA HOSPITAL CAMPERDOWN NSW

Client: Compass Group (Australia) Pty Limited

Value: \$1.0m

Description

Construction of a new 400m² lobby café and retail facility comprising formal and informal lounge areas, a café with kitchen, outdoor seating and the official merchandise retail outlet.

Challenges

- Working on an independent build within a Multiplex construction site
- Landmark project for the NSW State Government

How we overcame the challenges

- Maintained regular ongoing communication with all stakeholders
- Resolved competing objectives and conflicts amongst stakeholders on site
- Facilitated the provision of easy access for inspections
- Ensured strict adherence to site management plan

Outcomes for our client

- The newly designed facility meets its obligation to ease the daily lives of cancer patients who are attending the hospital for treatment, plus their carers and families.
- The success of this project led the client to appoint us as preferred tenderer on the direct hospital's commercial kitchen.

HOSPITAL CAFÉS - DESIGN AND CONSTRUCT



HOME RENOVATION

RAGLAN STREET, MOSMAN, NSW

Client: Private client via Potter & Wilson Architects

Value: \$750k

Description

A full facelift of the home's exterior and a complete upgrade to the internal living area.

Challenges

- Maintaining the integrity between the new build and the existing neighbouring property due to the common wall

How we overcame the challenges

- We acted with sensitivity to the concerns of neighbours and took a proactive approach regarding those concerns
- We remained easily contactable at all times

Outcomes for our client

An elegant and visually appealing home.



GEOGRAPHICAL AREA OF OPERATION

While we are primarily Sydney builders, we will travel for the right project. We are licensed in New South Wales and Queensland, and have completed projects in Sydney CBD and metropolitan areas, Central Coast, Brisbane, Rockhampton and Port Douglas.

RISK MANAGEMENT

At Reds Building and Carpentry, we have a range of policies and procedures in place which ensure we work efficiently and that we conduct our business in a professional manner at all times. In addition to site specific inductions, we conduct regular toolbox talks on site to ensure all tradespeople are up to date.

We also have our own management system, which is currently awaiting accreditation.

Reds Building & Carpentry carries out regular site visits, weekly inspections on site, and risk assessments including a checklist of all potential risks. We constantly review site conditions, addressing any potential issues.



WHS COMPLIANCE

Our systems and procedures are compliant with The Work Health and Safety Act 2011, supported by the Work Health and Safety Regulation 2017.

PROFESSIONAL ASSOCIATIONS

We are proud, long-standing members of:



OUR CLIENT FOCUS



At Reds Building Carpentry we are:

- **Client-focused**
- **Highly responsive and available**
- **Great listeners who communicate clearly and concisely**
- **Happy to consult and work with industry experts to achieve optimal outcomes**
- **Dedicated to maintaining best industry practice and high quality standards**

We believe communication is the key to establishing and maintaining strong relationships with all our clients and industry partners.

Our team is very approachable, focusing on active listening to ensure we gain a thorough understanding of issues before we provide the correct advice.

We pride ourselves on our quick response to clients. We are almost always available to take your call, but in the rare case we are not, we strive to respond to client messages within the hour. We are happy to answer your enquiries and requests in person, by phone or email, and we provide regular project updates to our clients on a daily or weekly basis - as agreed.

Rest assured - We put our clients' interests first.

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