



CAPABILITY STATEMENT

ABOUT US

Samios Plumbing Supplies is an Australian owned and operated wholesale business that provides exceptional service and quality products online and through our national branch network. We have the infrastructure and expertise to support any project or business, regardless of the size or location and provide professional, informed advice to save you time and money.

We stock the latest cost effective trade fittings and tools, while stocking products to suit every design and budget, including water-saving, energy-efficient and environmentally-friendly solutions. Our experienced staff will save you time and money by helping you to select the right products to match your project specifications and budget.



Founded in 1947



30 Stores
Nationwide



100% Australian
Owned



WHY US

At Samios our goal is to partner with you in growing your business by providing exceptional customer service and quality products at a competitive price - because your success is our business. We support your business, whether you are a tradesman, large construction company, or home renovator.

We understand your business and build strong, ongoing relationships with our customers and suppliers by providing tailored product and business solutions. Our innovation, proactive approach and personalised service has seen us continue to grow and become one of Australia's premier plumbing suppliers.

SIMPLE BUSINESS ADMINISTRATION

Our innovative e-commerce and business solutions enable customers to:

- Manage accounts online;
- Search product, technical and quality data;
- Access current pricing and specials; and
- Place orders anywhere, anytime.

To simplify invoicing and payments, Samios uses Link4's e-Invoicing system to send invoices instantly to connected customers. We have also integrated with simPRO which enables connected customers to get current invoices and price lists via their online account.

PLUMBING EXPERTS

More than just a supplier, we support a variety of customers, from self-employed plumbers, to large contractors (including industrial projects), as well as retail customers who are building or renovating.

Our experienced staff go the extra mile to support every client in the way that best suits them and their project. We also offer:

- **National branch network and delivery fleet;**
- **Localised stock management;**
- **Simplified procurement;**
- **Sophisticated warehousing and supply chain solutions;**
- **Extensive product range;**
- **Energy efficiency and environmentally friendly solutions;**
- **Project management experience;**
- **Quality & safety systems (AS/NZS ISO9001-2015);**

Trust Your Local Plumber



OUR STORY



Samios is a **part of the BGW Group**. BGW Group is a diversified wholesaling business which has been owned by the Webb family since 1982 and will continue to be with the 2nd generation working within the group.



Purchased by BGW
in 2004

Samios Plumbing Supplies was first opened in 1947 by a father and son team. In 2004 BGW Group purchased the plumbing side of the business, which was a perfect extension to CNW Electrical, the foundation business of BGW Group's ever-expanding brand portfolio.



Quality Plumbing
Solutions

Samios Plumbing Supplies is still 100% Australian owned but now operates 30 branches in every state of Australia. The company provides a range of quality, cost effective, plumbing, solutions for a diverse range of local and national customers.



Australia First
Procurement Policy

We are a hardworking, proud Australian company that supports our plumbing industry and the wider community. We have an 'Australian first' procurement policy and also support local communities through job creation, sponsorships, and fundraising.



100%
Australian Owned -
Since 1982



TOP 10
Privately Owned
Businesses in QLD



1,100+
Number of Staff



3,000
Suppliers Domestic
and International



5
International Locations



110+
Australian Locations



TOP 150
Privately Owned
Businesses in Australia



1982
Webb Family Business
Established

Financial Strength

As part of BGW Group, a diversified Australian wholesaling business, Samios has the financial strength, sourcing experience and global buying power to manage materials for the largest projects in Australia and around the world. We have an agile management structure so we can rapidly respond to client and project requirements.

OUR EXPERIENCE



Our highly trained staff have the expertise and experience to manage projects of any size across a range of sectors such as commercial, residential, construction, oil and gas, industrial, mining, civil, health, education, infrastructure, and government.

Samios also leverages the extensive experience gained by the BGW Group companies which have supplied a broad range of local and international projects such as: large mining and liquefied natural gas (LNG) pipeline projects; hundreds of large construction and infrastructure projects such as iconic commercial developments; mega energy projects; hospitals; water and waste facilities; and destination shopping centres.

We Deliver Into



Industrial



Infrastructure



Commercial and Residential



Defence



Oil and Gas/ Petrochemical



Mining



Renewables



Food Processing/ Agriculture

Our Services

We work in partnership with quality Australian and international brands to combine style, innovation and great value for money. Our expert showroom consultants provide innovative ideas, inspiration and clever design ideas to make product selection easier.



Value Added Services

Our solutions are ISO 9001:2015 quality assured and tailored for each project. We provide a broad range of value added services such as:

- **Project management** - improves scheduling, supply efficiency and delivery times;
- **Expert showroom consultants** - simplify product selection;
- **Business support** - after hours service, customised reporting, review meetings, site visits and product demonstrations;
- **Technical support** - 24/7 online site support from staff;
- **Materials management** - tailored stockholdings, backup inventory and logistics support.

05 OUR PARTNERS



The world's best Australian and international plumbing brands are available online and through our national branch network.

Our preferred suppliers offer high quality, innovative and cost-effective solutions and we also have a large database of other suppliers who can source any product, even hard to find items.

Some of our preferred brands include:

- | | | | |
|--------------------------|-----------------------|----------------------|----------------------|
| • Abey | • Decina Bathroomware | • Methven | • Rheem |
| • Australian Valve Group | • Dorf | • Oliveri | • Ridgid Tools |
| • Billi | • Dux | • Phoenix Tapware | • Rinnai |
| • Bosch | • Elson Australasia | • Pipemakers | • Sonata |
| • Brasshards | • Enware | • Plasson | • Starion Industries |
| • Bromic Group | • Everhard Industries | • Plastec | • Stylus |
| • Caroma | • Fienza | • Pressalit | • Vinidex |
| • Clark | • Forza Global | • Ram Tapware | • Zetco |
| • Con-Serv | • Iplex Pipelines | • Reliance Worldwide | • Zip |
| • Decina | • Kembla | • Reln | |

INDUSTRIAL
COMMERCIAL
RESIDENTIAL
OIL AND GAS
PETROCHEMICAL
RENEWABLES
INFRASTRUCTURE
DEFENCE
MINING
FOOD PROCESSING
AGRICULTURE

06

PROJECTS



SUNSHINE COAST UNIVERSITY HOSPITAL



LOCATED: KAWANA QLD AUSTRALIA
COMPLETED: 2016



LUXURY CAR DEALERSHIP



LOCATED: NEWSTEAD QLD AUSTRALIA
COMPLETED: 2019



OLD WOOLSTORE HOTEL



LOCATED: HOBART TAS AUSTRALIA
COMPLETED: 2018



SWICKERS BACON FACTORY



LOCATED: KINGAROY QLD AUSTRALIA
COMPLETED: 2019



MARION HOTEL



LOCATED: ADELAIDE SA AUSTRALIA
COMPLETED: 2019



PALMERSTON REGIONAL HOSPITAL



LOCATED: DARWIN NT AUSTRALIA
COMPLETED: 2018



ABIAN LUXURY RESIDENTIAL TOWER

FINBAR APARTMENTS



LOCATED: BRISBANE QLD AUSTRALIA
COMPLETED: 2018

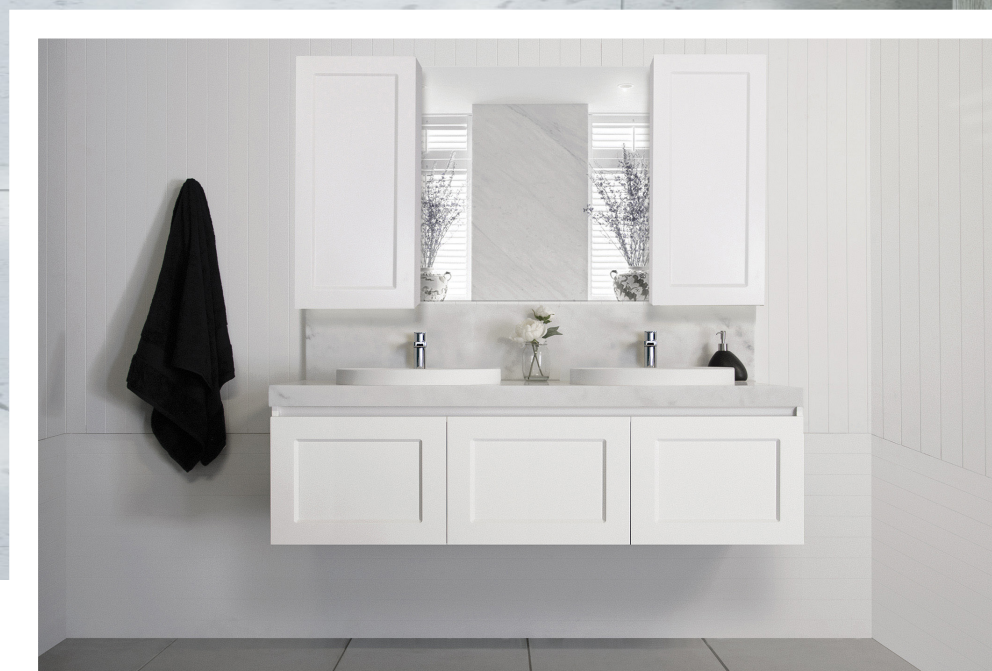


LOCATED: PERTH WA AUSTRALIA
COMPLETED: 2018





INSPIRE
DESIGN
CREATE



08

SAMIOS
BATHROOMS

We believe your bathroom, laundry and kitchen should be functional, beautiful, comfortable and affordable, with high quality fittings that are made to last. Our contemporary showrooms allow you to experience the latest styles and finishes in plumbing fixtures, fittings and appliances.

Each product is carefully selected to be strong, functional, and offer enduring style that will last the test of time. We offer the latest innovations from European and global influences along with environmental and energy saving features.

CAPABILITY STATEMENT

Samios Plumbing Supplies
675 MacArthur Avenue Central
Phone: 07 3907 8338
Fax: 07 3890 0927
E-mail: admin@samios.net.au



SAMIOS.NET.AU



[@SAMIOSPLUMBING](https://www.instagram.com/SAMIOSPLUMBING)



[SAMIOS PLUMBING
SUPPLIES](https://www.facebook.com/SAMIOSPLUMBING)