

THE ALCO
GROUP OF
COMPANIES

ALCO

Introducing Alco

..Today

ALCO is a group of seven integrated companies serving the needs of the building industry, the do-it-yourself handyman and the general public of Western Australia.

The aim of the group is to provide the most comprehensive range of building materials and associated products to consumers at competitive prices.

ALCO pioneered — and now specialises in — the self-service supermarts style of retailing of its goods and is the leader in this field in Western Australia, with stores in strategically located areas.

The group also pioneered the introduction into this State of transportable homes and other types of buildings — churches, school rooms and factories, as well as pre-cut and site-assembled homes.

The ALCO group operates the largest salvage sales and demolition company in the State and through this offers consumers a wide range of building components in both used and down-graded quality.

ALCO also imports large dimension, pressure-treated timber sleepers for use in the State's North-West iron ore railways. The sleepers are pre-bored and have Gang-Nail anti-split plates on each end. They are bundled and pre-slung for ease of handling.

Established in 1931, ALCO is now a multi-million dollar complex employing

over 350 people. It comprises: ALCO Holdings Pty. Ltd.; Australian Lumber Co. Pty. Ltd.; ALCO Prefab Construction Pty. Ltd.; ALCO Transport Pty. Ltd.; ALCO Joinery Pty. Ltd.; WA Salvage (Sales) Pty. Ltd.; and WA Salvage & Demolition Pty. Ltd.

And Tomorrow

ALCO is part of a State on the move. The potential for the development of Western Australia is virtually unlimited and, as in the past, ALCO will share in this growth. Far-sighted planning by ALCO's management team — a blend of mature experienced businessmen and youthful enthusiastic operating executives — will ensure the company's future growth will keep pace with the growth of the State in general and in the consumer demand for new and improved products in particular. Already the group has acquired land for further expansion of its supermart operations in areas of future population concentrations.

Company representatives regularly travel overseas to ensure that the people of Western Australia will continue to enjoy the latest range of goods and technological services in the future. Many overseas visitors have themselves studied ALCO's operations.

ALCO is not content to be the leader in its field today — it is determined to retain that role in the years to come by a policy of planned continuous expansion and growth.



Major Marketing Activities

1. Building Materials Supermarts
2. Hardware Importers
3. Timber Importers and Processors
4. Manufacture of Gang-Nail Roof Trusses
5. Transportable Building Construction
6. Salvage Sales & Demolition

Building Materials Supermarts



1



2



3



4



5

ALCO pioneered the introduction into Western Australia of the self-service supermart for retailing building materials and associated products. It acquired the services of acknowledged world leaders in store planning, to design the internal layouts of the stores to ensure the greatest possible convenience to customers. Self-service supermarts are now located at Melville, Osborne, Cannington and Morley (in the metropolitan area) and Bunbury, with more planned for the future. With an extensive inventory, the stores are stocked with merchandise from major Australian manufacturers, as well as from England, Europe, New Zealand, Taiwan, the Philippines, Japan, Malaysia, Singapore, China and the United States. Rising costs of the services of tradesmen, combined with increased leisure time for the consumer, are leading to a continually expanding trend to do-it-yourself activities among home owners, and ALCO is ideally equipped to satisfy requirements in this field.

The group's retail supermarts provide an outstanding outlet for all new products and processes in the area of home building and home improvements and are a major contributor to the group's overall revenues.

1. Melville Mart.
2. Morley Mart.
3. Cannington Mart.
4. Osborne Mart.
5. Bunbury Mart.

Manufacture of Gang-Nail Timber Roof Trusses

Another first for ALCO was the introduction into Australia of the Gang-Nail Truss system.

This method of roofing construction was developed originally in the United States and its application to building techniques in Australia adds to the versatility of interior design, reduces significantly the amount of roofing timber required and markedly cuts labour time and costs.

With a tandem production unit in Perth, ALCO is one of the leading manufacturers of these trusses in the State.

A complete technical staff, a computerised designing programme, and access to qualified engineers and resources of the world wide Gang-Nail Truss Organisation all ensure that ALCO keeps right to the fore-front in this important area of construction.

Timber Machining

Timber machining for all purposes is centred in a large planing mill.

Adjoining the planing mill is a pre-cutting section where the dimensioned timber for various types of framed buildings is

Adjoining the planing mill is a pre-cutting section where the dimensioned timber for various types of framed buildings is pre-cut and bundled ready for distribution to the transportable buildings

construction section or for delivery in house lots for on-site construction.

There is a large area, in the open and under cover in the adjoining timber yard, for the air-seasoning of timber used in the manufacture of trusses, joinery, mouldings and other dressed timber.

The timber yard has been laid out to provide roads giving access to side-loading fork-lift vehicles for efficient timber handling.





Oceana: Pre-cut Four-Bedroom Holiday Home



Essex: Three-Bedroom Transportable Home



Rancher: Four-Bedroom Transportable Home

Transportable Building Construction

The demand for quality-built permanent homes — as well as for community and commercial buildings — in the hinterland of Western Australia is growing annually. Mining companies, government and municipal authorities and private individuals are all demanding better quality accommodation — in many cases hundreds of kilometres from the nearest recognised builder.

To meet this demand ALCO has a production complex at Melville where it manufactures two, three and four-bedroomed homes, schools, shops, offices, churches, hospital units, once even a gaol. These are transported to sites, sometimes thousands of kilometres from Perth. The buildings are constructed with either timber, steel or aluminium frames and are clad in asbestos cement, timber or simulated brick.



Section of Transportable Building Construction Yard.

When necessary they are designed to withstand cyclonic conditions experienced in the North-West of the State.

ALCO was the first in this field in Western Australia and still holds its pre-eminent position.

The buildings are transported by the company's own fleet of specially-designed trucks to the owner's site complete in every detail and ready to be connected to essential consumer services such as water and electricity. ALCO's Melville complex also produces — and has a major share in — pre-cut holiday homes which are erected on site. This is a fast expanding market with the increasing affluence of the Western Australian community.

All these are built to the same rigid specifications as the group's transportable homes and have been designed to withstand the rigours of Western Australia's sometimes harsh climatic conditions.

Nowhere in Western Australia is too far for ALCO to deliver — be it to the far North West or to the border with South Australia.



Ebb Tide: Three-Bedroom Holiday Home



Georgina: Three-Bedroom Transportable Home



Warwick: Three-Bedroom, Two-Bathroom, Transportable Home

Salvage Sales & Demolition Operation

If a building is to be demolished in Perth it is more than likely that WA Salvage & Demolition Pty. Ltd. will be called on to do the job. It is WA's largest demolition contractor and has been responsible for the demolition of many major city buildings to make way for new construction programmes that have been a feature of Perth's dramatic development over recent years.

The company has recently acquired a 38ha site outside the city limits where it dumps all non-usable refuse, thus meeting the appropriate environmental requirements.

The company operates a re-locatable building division which buys and re-locates timber-framed buildings which otherwise would be demolished. These buildings are jacked on to jinkers and either taken to a holding yard for renovation awaiting resale or to the purchaser's site where they are off-loaded and renovated.

Within the salvage operations WA Salvage (Sales) Pty. Ltd. operates on a 4.4 ha site at Cannington, 11 km east of the city and a 1.5 ha site at Balcatta, to the north.

Sales cover an extensive range of down-graded and superseded building materials, appliances, furniture, household hardware and timber obtained from local sources and from buying trips both overseas and to the Eastern States of Australia. Selected usable materials from demolition sites are also offered as second-hand goods.

The company conducts its own auctions either at suppliers' premises or at its own saleyards under the manager, who is a licensed auctioneer.



Transport, Distribution & Warehousing



ALCO has developed one of the most modern fleets in Western Australia to meet the entire transport requirements of the group. The fleet includes flat-tops, semi-trailers, low-loaders specially designed to cater for all transportable building needs, and roll-on roll-off bin trucks and an enclosed flat-top tray transfer system for branch deliveries. Extensive use has been made of tray-mounted cranes to provide specialised handling of roof trusses, delivery of building materials to sites, and the clearing of demolition materials. Every vehicle in the fleet is serviced in the group's own vehicle maintenance workshop.

A new hydraulic lift system developed by ALCO for its transportable building minimises the risk of damage and cuts physical effort and handling time — and therefore costs — on these operations. The group's transport fleet covers hundreds of thousands of kilometres annually servicing the needs of its clients from the Pilbara in the North, to Esperance in the South, as well as throughout metropolitan Perth.

There is a strict inventory control system throughout the warehouse-retail function, operating on a central purchasing pricing and warehousing policy.

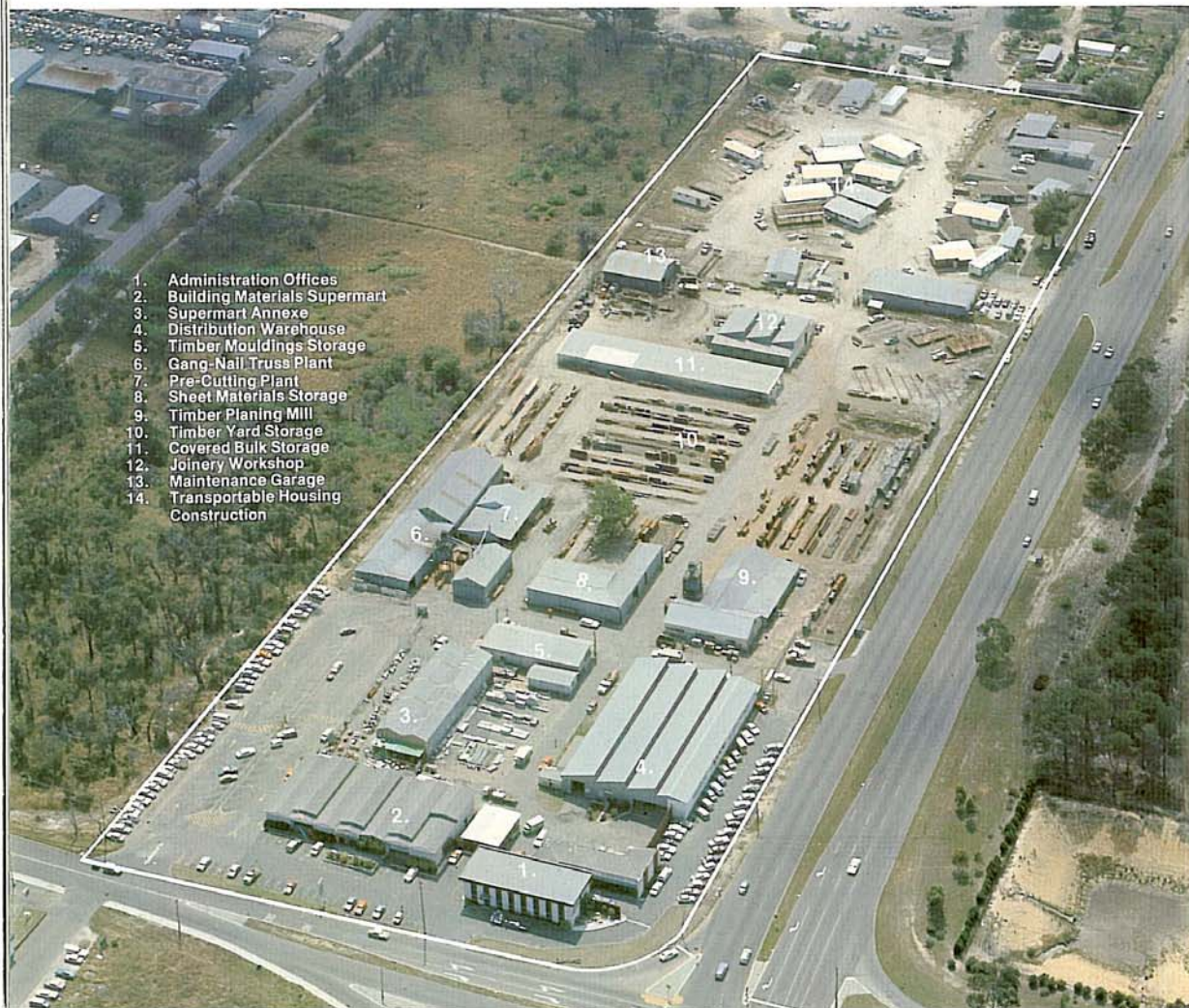
In the last three years warehousing capacity has more than doubled and by 1978 the whole of the inventory control system will be fully computerised.

As a first step in this programme of computerisation the pricing system has been converted to a microfiche facility.

Melville Complex

The Melville complex, just 12 kilometres from the heart of Perth is the nerve centre of the entire ALCO operation. It's here that the policy decisions are made. It's here that the present and forward planning is carried out. It's here where the financial decisions affecting the entire company are reached. But Melville is more than the

administrative centre. In addition to its own supermart, Melville is the site of the Gang-nail truss plant, the warehouse, transportable homes, and the transport division. Melville was the starting point of the ALCO group in 1931 and today it's a landmark in Western Australia's industrial development.



1. Administration Offices
2. Building Materials Supermart
3. Supermart Annexe
4. Distribution Warehouse
5. Timber Mouldings Storage
6. Gang-Nail Truss Plant
7. Pre-Cutting Plant
8. Sheet Materials Storage
9. Timber Planing Mill
10. Timber Yard Storage
11. Covered Bulk Storage
12. Joinery Workshop
13. Maintenance Garage
14. Transportable Housing Construction



Colin E. Day *Executive Chairman*



Murray Day *Managing Director*

Directors



Norman G. Moore *Director*



Tom A. Cook *Director*



Ray G. Lloyd *Director*



John A. Cullity *Director*

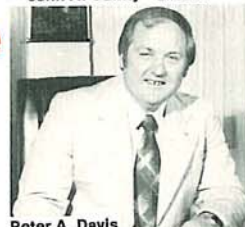


Ray J. Emmett *Director*



Richard W. LeMessurier *Director*

Associate Directors



Peter A. Davis
Associate Director W.A. Salvage Sales & Demolition



George J. Collopy
Associate Director/Executive Officer



Kevin D. Langlands
Associate Director/Marketing



Don L. Moran
Associate Director/Merchandise



Harold D. Skinner
Associate Director/Contracting



Bernie J. Lydiate
Associate Director/Works & Distribution



Joe Boros
Associate Director/Secretary