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❖ VANS ❖ SERVICE BODIES ❖ SPECIAL BODIES ❖ SERVICE TRAYS ❖

## OMB Special Manufacture Capacity and Capability

Osborne Motor Bodies (The Company) is essentially managed on a stand alone basis but is a member of the Vulcan Group of Companies.

The Company has a total of Thirty Three (33) employees operating from a modern 3000 square metre manufacturing facility in Bassendean WA.

OMB is a respected Western Australian manufacturer of quality general transport equipment, it is also held in high regard for its expertise in the design and manufacture of "Special Purpose" Bodies produced for a wide variety of clients, and purposes over many years.

"Special Purpose Build Contracts" are executed and managed on a single "Project" basis using a dedicated Project Team. The above methodology would be employed for this tender, if successful.

The method employs a "Project Manager" operating within the overall organisational structure but assuming responsibility for a specific project in all respects, including the contractual and commercial requirements. The Project Manager is responsible for the interface with the client in the development of the design and specification through to securing approval to proceed and producing a "production plan", setting time lines and determining manning levels.

A dedicated work force with the proven skills required to execute the work is appointed. This "Build Team", while fully engaged in the manufacturing activities of the project, is on hand at all times to offer experienced advice where required and keep the Project Manager aware of any perceived or potential manufacturing problems. The size of the team is determined by the needs of the project and its make up will vary over the production period according to the trade disciplines demanded. This team also operates within the overall organisational structure but takes its lead from the Project Manager in all matters related to the project.

The Project Manager has access to the Procurement, Scheduling and Drafting resources of the Company and in essence "Micro Manages" the Project.

The work load on the Project Manager will ebb and flow as the project develops, if the need arises support to the role is available and in reverse any additional capacity is utilised within the organisation but at no time is the primary role of the Project Manager diminished.

The Production Plan provides key milestone dates by identifying time constraints on production attributable to: Design, Design Approvals, Detailed drawing, Procurement, Labour availability etc.

At all times during the contract period it is the responsibility of the Project Manager to monitor progress against the predicted milestones and take a proactive role in expediting the resolution of problems which may impact on those dates. Close and frequent liaison with the client is an essential element ensuring the client is aware of the current situation at all times and where possible informing the client of potential problems well before they occur.

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## OMB Skills and Expertise

The Company has a relatively small number of supervisory and support personnel and therefore a relatively flat corporate structure where key roles necessarily overlap to gain the best outcome from the skills and experience of the available resource.

Positions are as follows:

- (1) General Manager (1)
- (2) Admin and Client Manager (1)
- (3) Sales Engineers (3)
- (4) Drafting and design (1)
- (5) Procurement, stores and transport (2)
- (6) Workshop Manager, Supervision (2)

Project Management is currently resourced from the "Sales Engineering" team.

Workshop Staff numbers fluctuate up to a maximum 26 current levels are at 23 being:

- Leading hand tradespersons (2)
- Body Builders / Sheet metal workers (16)
- Painters (2)
- Apprentices (2)
- Factory Hand (1)

Automotive Electrical, Mains Electrical and Cabinet Making needs are serviced by Sub Contractors.

The Company has a policy of apprentice training and has used the skilled migration scheme with some success to guarantee an adequate work force in times of skilled labour shortages.

The Company has certification to fit "Second Manufacturers" compliance plates under VSB6, "Heavy Vehicle Modifications".

The Company is also approved and certified to undertake vehicle repairs under the "Vehicle Repairers Code".

### OMB have undertaken other projects to the satisfaction of the Clients concerned

- 1 Rent WA is a rental company in Perth who have used OMB services to build all their vans and latest batch of trays. The order consisted of 3 x 4.5m trays, 4 x 7.3m trays. The work consisted of gates, pins, towbars, under body boxes and electrics; they were also coordinated with van body swaps.

Client: Rent WA

Contract Title: Manufacture and Supply of trays & vans for the rental industry

- 2 Swan Water is an alliance company operating in conjunction with the Water Corporation of Western Australia and Thies. OMB designed and manufactured 10 water trucks bodies consisting of; 6m tray and walk-in module, pipe racks, water tanks and pumps, sign racks, hydraulic ramps for excavator, and electrics.

Client: Swan Water

Contract Title: Water Trucks

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3 West Australian Police have used OMB services to build all their Mobile Policing Facilities .

Client: West Australian Police

Contract Title: Manufacture and Supply of Mobile Policing Facilities.

4 OMB have been a major supplier of van bodies to all major truck rental companies including Hertz, Avis, Rent WA and Thrifty

**Warranty**

OMB will provide a 12 month warranty on all material and workmanship supplied to our customers (conditions apply)

**Cooperation with Contractors and Principle**

OMB has an excellent working relationship with the sub contractors supplying specialised items such as cranes etc. OMB also has an excellent understanding of the requirements necessary for the management and cooperation to assist with special projects and tenders.