



(T.F.C.) THE FLANGE COMPANY PTY LTD

COMPANY PROFILE & VISION

This is an introduction into The Flange Company Pty Ltd and the past, current, and future vision and performance of the company by the proprietor/director Garry Glaskin.

As a Propriety Limited family business with Indigenous heritage, we have Black Business Finder (BBF) membership in North Queensland and the company is registered with ICN Gateway.

MISSION STATEMENT

To be a leading stockist and supplier of steel flanges into the water and mining industry, offering both technical services, pricing schedules and ensuring quality products at competitive pricing whilst meeting demanding supply schedules.

VISION

The Flange Company Pty Ltd was established in May 2004 to provide a service to the water and mining sectors by association with mills offshore to manufacture on fast lead times and to become one of the largest stockists of flanges in Western Australia.

Our business customer base has extended nationally and internationally and at times The Flange Company Pty Ltd has held Consignment Stock in both Queensland and Victoria for key customers.

SAFETY & QUALITY

The Flange Company operates an inhouse Safety Management programme and staff understand that both theirs and customers safety is paramount.

The Flange Company works with mills in China and South Korea who have full ISO 9001 accreditation to ensure full conformance with flange standards.

All flanges are fully certified.

EXPERIENCE & SERVICE

Qualified as engineering draftsman, the proprietor, Garry Glaskin began working for Tubemakers of Australia in the 70's. He then went on to pursue senior management roles with Pipeline Supplies of Australia, Grinnell Supply Sales and Tyco, in all giving nearly 50 years' experience in piping, engineering, project management, procurement and negotiation.

After working in the corporate industry, finally in 2004 he set up The Flange Company Pty Ltd.

The market identifies The Flange Company from the direct involvement and understanding of the industry, of setting benchmarks to pricing, their service and the commitment to trade under difficult conditions and supply in short lead times.

MARKET

The Flange Company has been a leading Australian stockist and supplier of flanges into the water and mining industry, growing the business to also service the oil, gas & petrochemical industries over 18 years.



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The Flange Company has been able to continue operating during some very difficult COVID times and the market see us as a benchmark for supply and service and setting the market price, or at least keeping the opposition honest.

The Perth warehouse is based in Wangara and the logistics is managed by Mr Jason Glaskin.

The Flange Company tend to focus on customer specific by association with select key companies in the various industries.

COMPREHENSIVE RANGE

Australia uses a variety of flange standards including Waterworks AS4087 and AS4331, AS2129 for mining and ASME standards for oil and gas. In recent years European standards like EN1092 and BS4504 have been required for imported pumps and American standard AWWA have been specified on several new projects.

We currently carry in stock flanges in AS2129 and AS4087 in sizes up to DN1200.

Current stock levels support our general day to day and limited project business, but we do focus on our mills producing flanges on fast lead times against confirmed orders in sizes up to DN4000 for larger projects.

PAST PERFORMANCE

Over 18 years The Flange Company has generated over \$25m of sales, including the following key accounts.

- Tyco Water /Pentair - \$6.1 M (Both national and international contracts include Buderim Dam, Brisbane's Western Grid and Abu Dhabi Desalination Plant)
- Alltype Engineering - \$2.5 M
- Western Australia Water Corporation (WAWA) – \$2.5 M
- OJG Engineering - \$1.5 M
- Australian Pressure Testing Services - \$0.5 M (Testing Flanges for the Wheatstone LNG project)
- Cobey Industries - \$0.3 M
- RCR Infrastructure – Warragamba Dam Outage One – DN1800 to DN2800 flanges - \$0.3 M
- Minprovis – Burrup Scheme Water Scheme

ADDITIONAL PROJECTS

The Flange Company is always actively pursuing new business opportunities with key customers which include:

- Westforce – Neerabup GWTP Upgrade
- Water NSW – Warragamba Dam
- Western Australian Water Corporation – Various Water Contracts
- Steel Mains / HVAC – Various Australian projects
- WHBO Projects
- Roy Hill Project
- Iron Bridge project



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PREMISES

The Flange Company operate from premises in Wangara, WA and home offices in Mandarah and Bibra Lake (coming soon).

The Wangara operation includes about 400 SQ of warehouse space and a large lay-down area. Storage will also be in Bibra Lake in 2023.

WEB INFORMATION

Please take time to review our website (Currently being rebuilt with new logo.

www.theflangecompany.com.au

COMPANY INFORMATION

The Flange Company Pty Ltd

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