

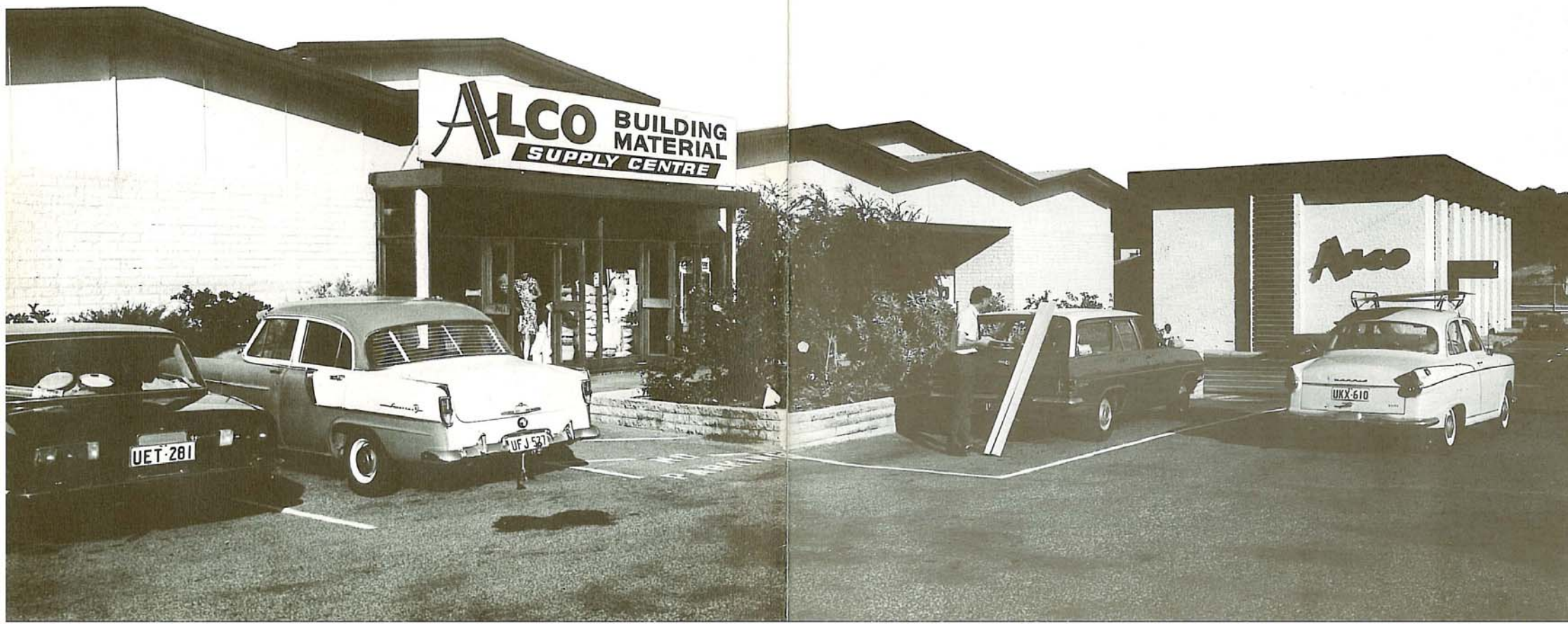
INTRODUCING THE ALCO GROUP OF COMPANIES

ALCO HOLDINGS PTY. LTD.
AUSTRALIAN LUMBER CO. PTY. LTD.
ALCO JOINERY PTY. LTD.
ALCO PREFAB CONSTRUCTION PTY. LTD.
ALCO TRANSPORT PTY. LTD.
W.A. SALVAGE (SALES) PTY. LTD.
W.A. SALVAGE & DEMOLITION PTY. LTD.

ALCO are a progressive private group of companies serving the building industry and consumer market in Western Australia.

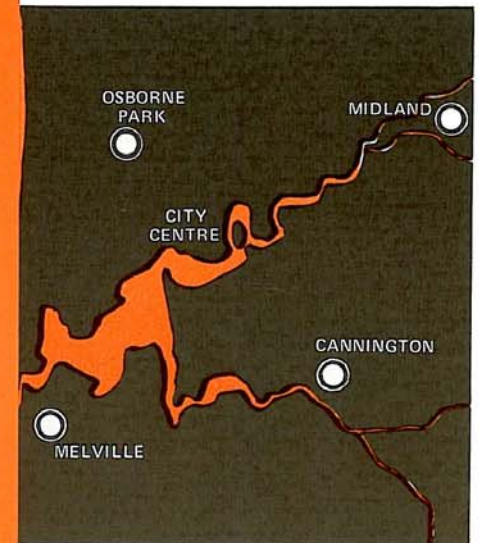
The comprehensive nature of the group's activities and its record of growth and service are highlighted on the following pages.

ALCO is dedicated to an expanding and prosperous future for the state of Western Australia.

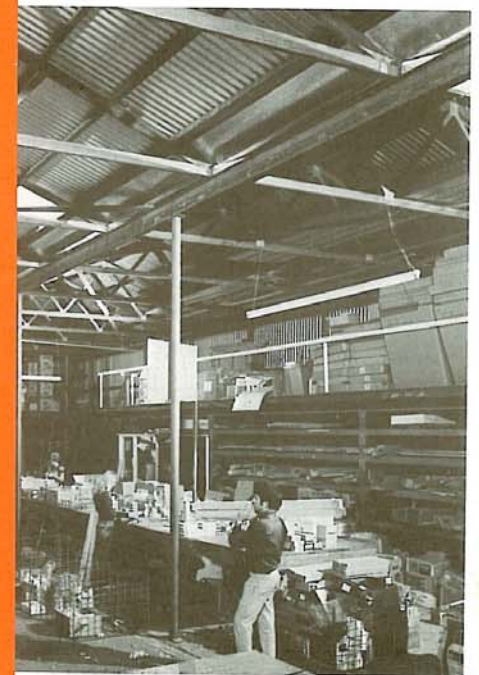


MAJOR MARKETING ACTIVITIES

ING PERMARTS



PERTH METROPOLITAN AREA



warehouse facilities which supply and service the



BUILDING MATERIAL SUPERMARTS

ALCO introduced to Western Australia the self-service supermart concept of retailing building materials. They are the leaders in this field. The supermarts, located in Perth's busiest suburbs, and the expanding port of Bunbury, are modern, attractively presented retail outlets. Using the convenient self-service system, they supply a complete range of building and home improvement materials for the handyman, woman of the house and tradesman. The merchandise includes an extensive selection of exclusive lines of timber and allied products.

The internal layouts of the supermarts were planned by Mr. Harper Mitchell, of the U.S.A., an acknowledged leader in store planning. Stock is drawn from major Australian suppliers and imported from the U.S.A., Taiwan, Japan, Malaysia, Singapore, Borneo, Philippines, United Kingdom and Europe.



PERTH METROPOLITAN AREA



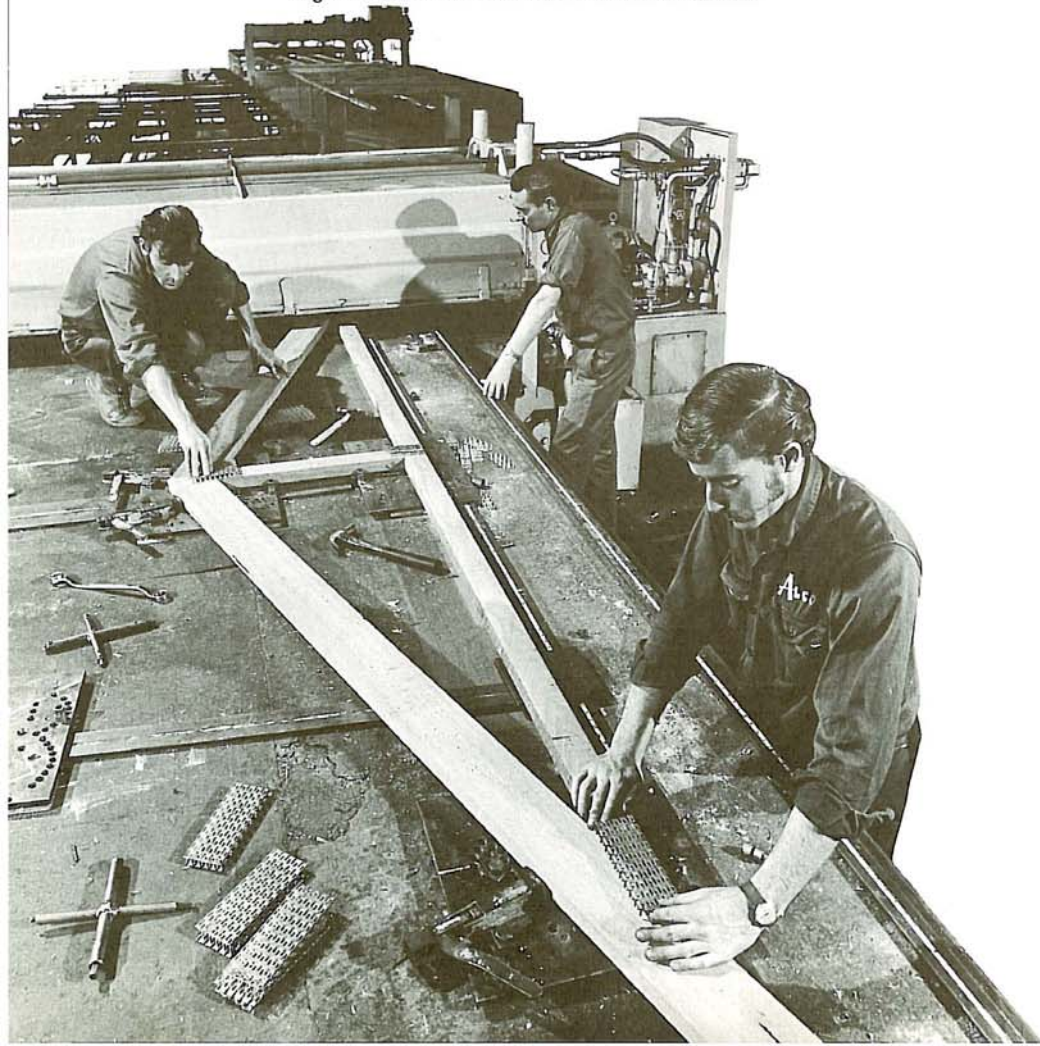
A bulk store at the Melville complex where there are extensive warehouse facilities which supply and service the total ALCO group.

MANUFACTURE OF GANG NAIL TIMBER ROOF TRUSSES

ALCO, in association with prominent eastern state companies, introduced the Gang Nail Truss system to the Australian market.

They are the leading manufacturers of this important building component in Western Australia.

With a twin line production unit in Perth ALCO are in a unique position to service building construction companies. Full technical staff, a qualified consulting engineer, and the design resources of the world-wide Gang Nail Organization of the U.S.A. are available to clients.



MANUFACTURE OF MODULINE JOINERY

ALCO have an extensive joinery plant at the group's Melville complex. They manufacture a quality range of fine profile joinery, in timber and in a combination of timber and aluminium.

All joinery timber is from the highest grade imported hardwood. The joinery range is in wide demand for both residential and commercial building.



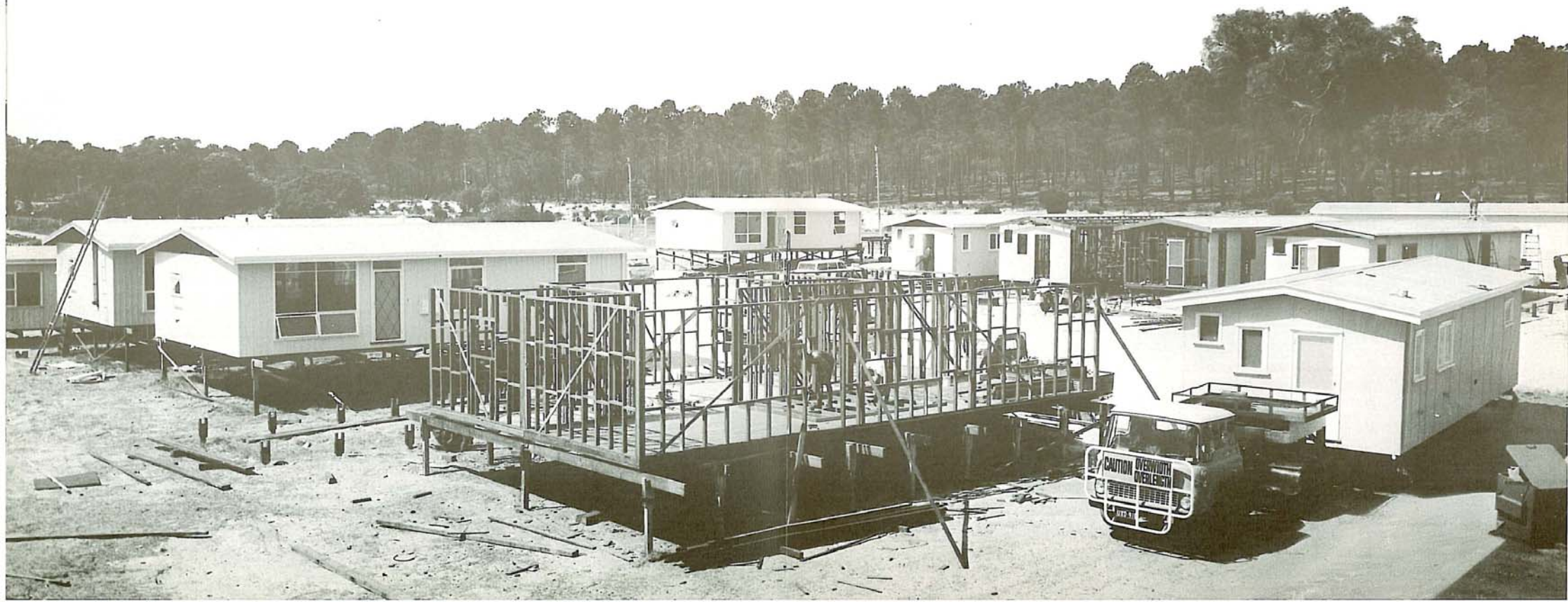


Homes Display Centre at Melville

HOME CONSTRUCTION

From their production complex at Melville, ALCO pre-build and transport to sites throughout Western Australia, quality, permanent homes of two, three and four bedrooms. ALCO are the leading transportable home manufacturer in Western Australia. They were first in the field. Delivery distances in excess of 1,000 miles are not uncommon.

ALCO also serves the vacation home market. Holiday homes are ready cut in the factory and erected on site. The vacation home market is a significant one in Western Australia's expanding economy. ALCO has the major market share.





C. E. DAY
Chairman of Directors



M. DAY
Managing Director



R. G. LLOYD
Director



R. W. LE MESSURIER
Director



N. G. MOORE
Director



J. A. CULLITY
Director



T. A. COOK
Director



R. J. EMMETT
Director



P. A. DAVIS
Associate Director—
W.A. Salvage Co. Pty. Ltd.



G. J. COLLOPY
Associate Director—Administration



K. D. LANGLANDS
Associate Director—Marketing



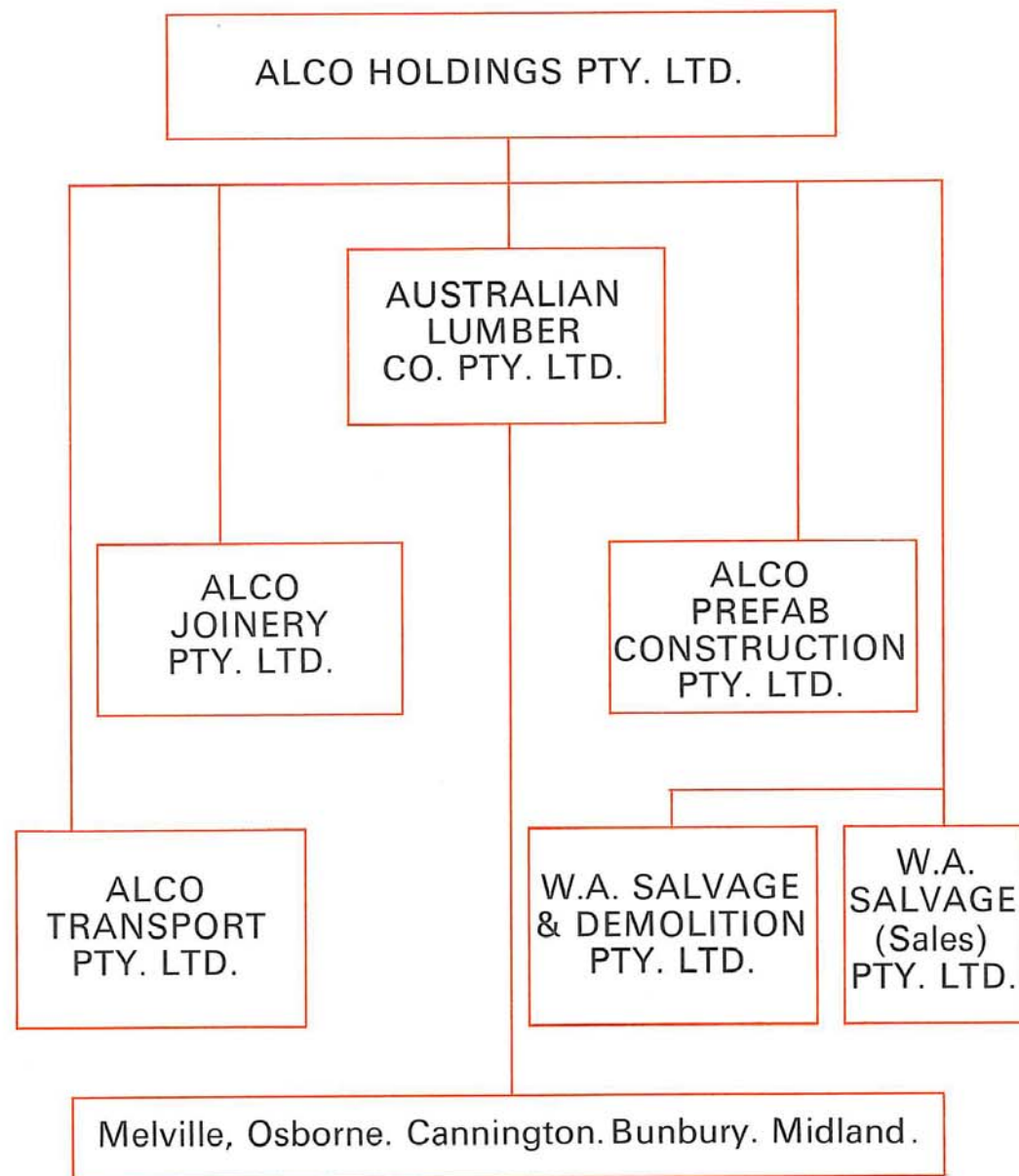
H. D. SKINNER
Associate Director—Construction



J. BOROS
Associate Director—
Secretary



D. L. MORAN
Associate Director—
Merchandise



Head Office: CNR. NORTHLAKE RD. AND LEACH HIGHWAY, MELVILLE, WESTERN AUSTRALIA.
 Postal Address: P.O. BOX 150, MELVILLE, WESTERN AUSTRALIA, 6156.
 Telephone: 30 2322 17 lines (S.T.D. 092).
 Telegraphic Address: "ALCOMELVILLE" PERTH, WESTERN AUSTRALIA.
 Branches: Osborne, Cannington, Bunbury and Midland.

SALVAGE OPERATIONS

W.A. SALVAGE AND DEMOLITION PTY. LTD.

The W.A. Salvage and Demolition Pty. Ltd. is the State's biggest demolition contractor. The company has demolished many of Perth's biggest multi-storey buildings to make way for an unprecedented boom in city redevelopment in recent years. It has also demolished many domestic and factory buildings throughout Western Australia. Selected materials from demolition sites are carefully removed and displayed for sale at the company's sales yard.

W.A. SALVAGE (SALES) PTY. LTD.

This company operates on an 11-acre site, 7 miles from the city centre at Cannington. Trading activities cover secondhand building materials, machinery, furniture and an extensive range of downgraded and redundant stocks of building materials, appliances, furniture, household hardware and, in fact, anything from toys to aircraft. Supplies are drawn from Australia and overseas manufacturers, wholesalers and auctioneers. The company's manager is a licenced auctioneer who conducts auctions at either suppliers' premises or at the Cannington sales yard.

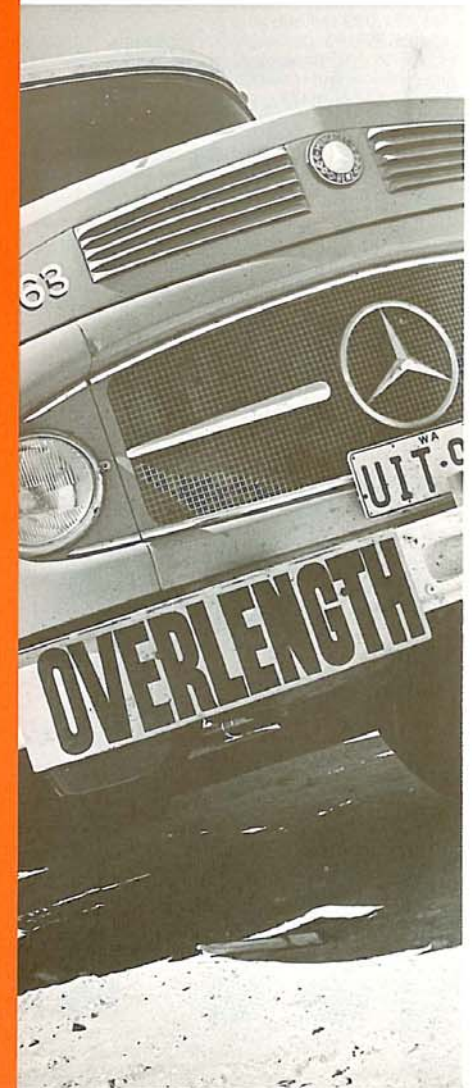
The company has shown steady growth, but, in the last three years, its rise has accelerated to such an extent that sales have increased more than 50%.

BUSINESS REFERENCES

A.N.Z. BANKING GROUP—Applecross, Western Australia.
W.A. INSURANCE CO. (CANBERRA) LTD.—Perth, Western Australia.
A.M.P. SOCIETY—Perth, Western Australia.
WESTERN AUSTRALIAN CHAMBER OF MANUFACTURERS.
WESTERN AUSTRALIAN CHAMBER OF COMMERCE.
LAVAN & WALSH—Solicitors.
WILSON, BISHOP, BOWES AND CRAIG—Accountants.
EMPLOYERS' FEDERATION OF WESTERN AUSTRALIA.
RETAIL TRADERS OF WESTERN AUSTRALIA.
PAT HINDLE & CO.—Customs Agents, Fremantle, W.A.
DUNNE & BRADSTREET—Credit and Management Services, Perth, W.A.

NSPORT

provides all transport group. The fleet includes, trailers, flat top trucks, and company cars.



SAL
OPER

COMPANY HISTORY

W.A. SALVAGE P

The W.A. Salvage and Demolition Company is the State's biggest demolition company. The company has demolished multi-storey buildings, industrial buildings, and residential buildings. It has also demolished buildings throughout the State. Selected materials from the demolition are removed and displayed in the yard.

W.A. SALVAGE

This company operates from the city centre and trades in machinery, furniture, and appliances, furniture, and anything from toys to supplies. Supplies are drawn from manufacturers, wholesalers, and retailers. The company's main business is conducting auctions at the Cannington sales

The company has shown in the last three years, its revenue to the extent that sales have

ALCO had its origin in 1931, when Mr. H. E. Day, father of the present Chairman of Directors and the Managing Director, founded the W.A. Salvage Company.

In 1944 the W.A. Salvage Co. purchased the business and property of Australian Lumber Company, then operating nearby.

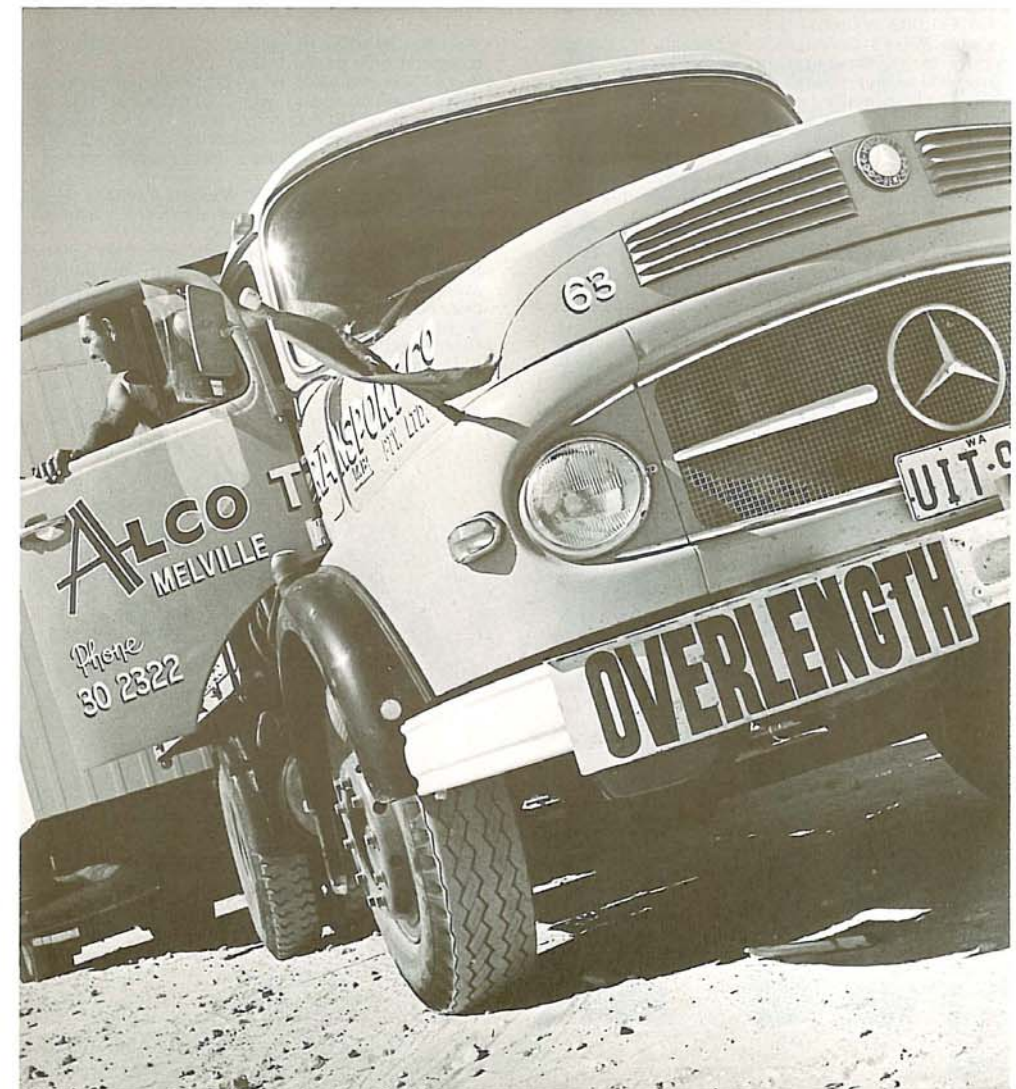
From this small beginning the Australian Lumber Company expanded and prospered. In 1954, operations were transferred to a 15-acre site at Melville, 8 miles from the city—the present head office location. Progressive management during the years allowed the ALCO Group to evolve as a leading and highly respected union of companies serving the building industry and home owners.

Today, the ALCO group consists of a Holding Company, six subsidiary companies, and six branches, and employs a staff of over 200.

With its major complex at Melville, its suburban service divisions, and Bunbury, its connections throughout the State, throughout Australia and overseas, the ALCO group looks forward confidently to a buoyant and even more successful future.

ALCO TRANSPORT

The ALCO Transport Company provides all transport requirements for the entire ALCO group. The fleet includes, house trailers, mobile cranes, semi-trailers, flat top trucks, fork lifts, side loaders, service vans and company cars.



WESTERN AUSTRALIA'S ECONOMIC GROWTH

Western Australia is a bold State offering a lucrative market for investment. It had to be bold to write a \$6,000 million development plan for the future of the Pilbara region in the North-West.

Almost one million square miles big, W.A. has Australia's highest capacity ports, biggest mineral reserves, biggest energy resources and biggest approach to development. In the past ten years more than \$1,000 million has been spent on development of iron ore mines alone.

During the next ten years, capital expenditure on major development projects throughout W.A. could well exceed \$11,000 million.

The latest Pilbara development proposals, which are expected to be completed in the 1970s, will cost \$6,000 million but this is in addition to previously planned projects totalling a further \$5,000 million.

Development of the natural gas fields of the North-West shelf will cost over \$1,500 million, establishment of a major integrated steelworks will cost \$1,500 million and committed expenditure on new iron ore projects and expansion of existing projects will cost a further \$2,000 million.

These gas fields are estimated by some within the petroleum industry to be bigger than the North Sea field and possibly the biggest single occurrence of natural gas in the world.

The growth of private investment in W.A. explains much of the State's high rate of economic development. In 1964-65 private investment totalled \$300 million,

equivalent then to 8.9% of the total invested. In 1969-70, \$750 million was invested—an increase to 14.6%.

West Australian Government capital expenditure has risen sharply to assist this private growth. In 1971-72 the capital works and housing programme of the State amounted to over \$220 million.

The value of retail sales, excluding motor vehicles, parts and petrol, increased by 60% in five years to reach \$773 million in 1970-71. It is expected that the 1974-75 retail sales will total \$1,130 million, which represents a 180% increase in ten years.

West Australian car ownership at 443 per 1,000 persons is second only to the U.S.A.

In 1970-71 the value of all buildings completed was \$365 million compared with \$130 million in 1965-66—an increase of 181% over five years. In the same period, shops and factories have doubled and office blocks completed have increased from \$10.6 million to \$39.7 million.

In 1971 the population of Western Australia reached one million. By 1972 it is expected to reach 1,200,000—an increase of 50% in ten years.

The ALCO group of companies, with their extensive building supply and manufacturing functions, are playing an increasingly important role in this exciting development.

Statistics quoted are from the Department of Industrial Development, Western Australian Government.



PLAN OF MELVILLE COMPLEX

