

# **ANNUAL REPORT**

To Staff  
and Suppliers

**1982**

**ALCO  
GROUP**



# THE GROUP'S WHO'S WHO

There are over 160 staff members all fulfilling an important function in the operation of the group.

## BOARD OF DIRECTORS

COLIN DAY (Chairman)  
MURRAY DAY (Managing Director)  
JOHN CULLITY  
RAY EMMETT  
RAY LLOYD  
RICHARD LEMESSURIER  
NORMAN MOORE  
ROSS RUMBLE

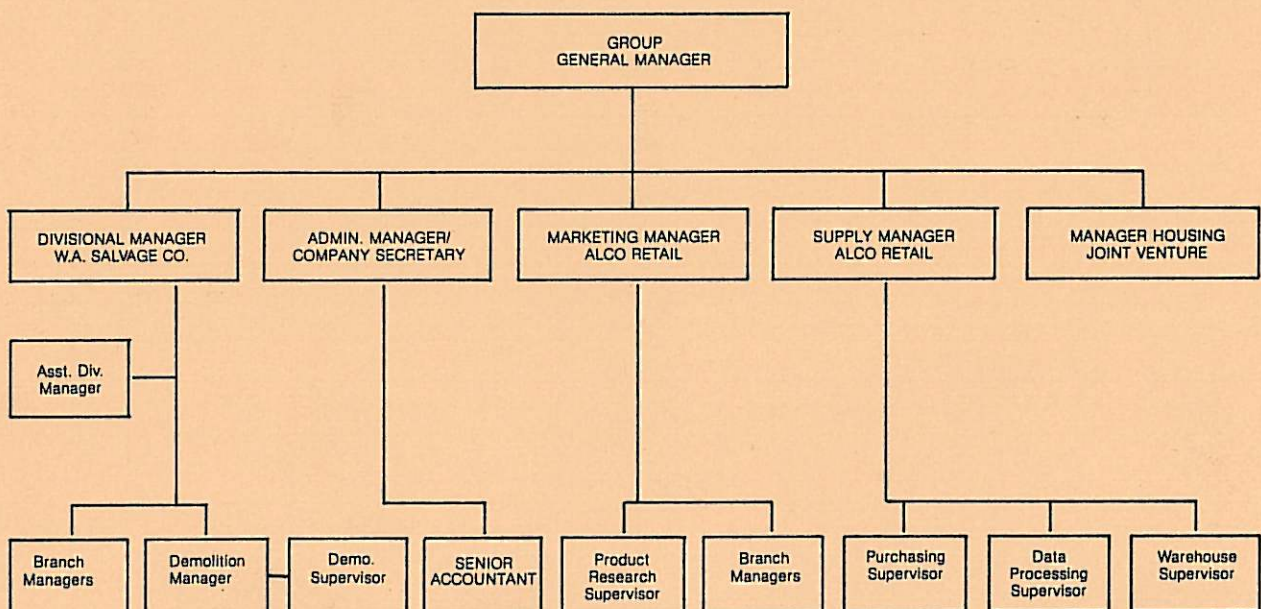
## EXECUTIVE TEAM

|                 |  |
|-----------------|--|
| Joe Boros       | Group General Manager                  |
| John Day        | Divisional Manager, WASCO              |
| Kevin Langlands | Marketing Manager, ALCO                |
| Mike Coleman    | Supply Manager, ALCO                   |
| Don Rogers      | Group Admin. Manager/Company Secretary |
| Bernie Lydiate  | Housing Joint Venture Manager          |

## MANAGEMENT TEAM

|                  |                                 |
|------------------|---------------------------------|
| Ken Alden        | Manager, WASCO Cannington       |
| Peter Brnovich   | Warehouse Supervisor            |
| Mike Broadbent   | Manager, WASCO Perth            |
| Peter John Davis | Assist. Div. Manager, WASCO     |
| Errol Field      | Area Mngr. ALCO Northern Stores |
| John Freeman     | Manager, ALCO Bunbury           |
| David Fry        | Manager, ALCO Cannington        |
| Frank Hewitt     | Purchasing Supervisor           |
| Peter MacGregor  | Demolition Supervisor           |
| Bill McKay       | Demolition Manager              |
| Cyril Miles      | Manager, WASCO Balcatta         |
| Steve Sinclair   | Manager, WASCO Spearwood        |
| Bill Woodroff    | Manager, ALCO Melville          |

# MANAGEMENT STRUCTURE





# **REVIEW 1981/82**

## **PREVIEW 1982/83**

During the year under review the group has achieved record profits in a difficult trading period. This result reflects the team work of our suppliers, staff and management and on behalf of the Board I would like to record our appreciation of the efforts of all concerned. Sales and profit records were achieved in ALCO Retailing, WASCO Retailing and Demolition.

The Transportable Homes division ceased trading in its previous form on 30th September 1982 and a joint venture arrangement with Emmetts of South Australia commenced operations on the following day. It is the intention of the joint venture company to concentrate on large contracts in the transportable and/or prefabricated building field.

Trading in the current financial year is following a similar trend to last year with profitability for the quarter ended 30/9/82 ahead of budget and significantly ahead of the same period last year. Although we have budgeted for a somewhat conservative increase in our trading profit this financial year, I predict that we will achieve well above budgeted results. The D.I.Y. home improvement segment of the market shows continuing growth potential and with the continued support of our suppliers we look to expand our share of that market.

The major changes planned for this financial year include extensions and improvements to our Balcatta Store and yard; redevelopment and expansion of the Melville Retail site; construction of an enlarged Retail Store and facilities at Cannington; and extensions and improvements to our Osborne Park Store and yard. These projects, subject to planning approvals, are scheduled for completion by July 1983.

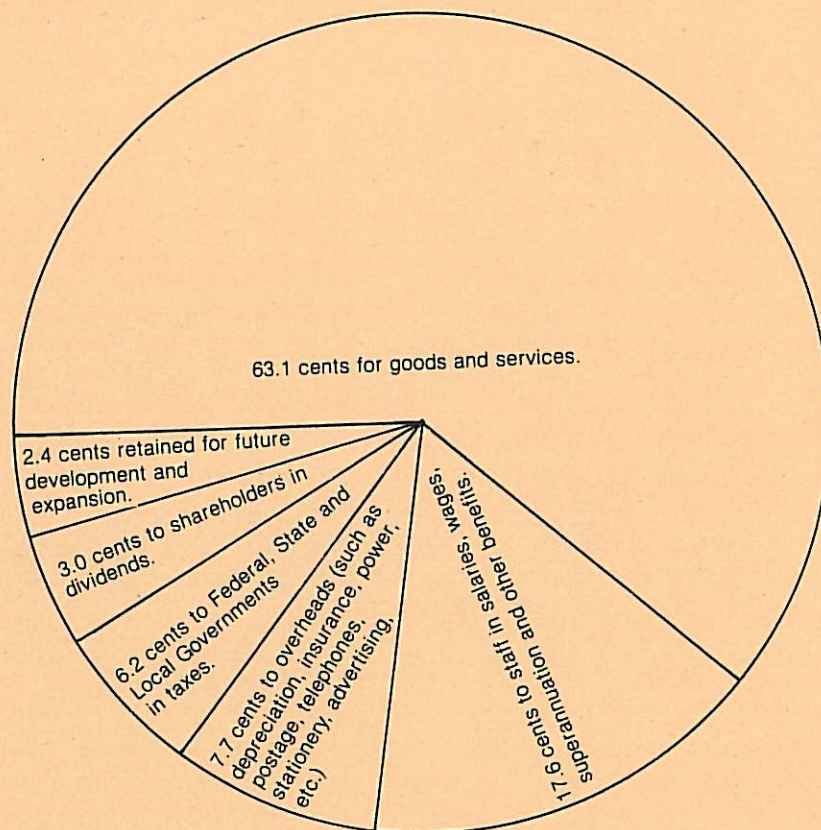
This capital expenditure programme, in excess of \$1M displays our conviction in the future of this company and in Western Australia.

As this is my last financial year in office as chief executive, I would like to take the opportunity to offer sincere thanks for the years of service and co-operation afforded me. I look forward to my future role in serving the company as a non-executive director and would like to express my confidence in the executive team and in particular the chief executive designate, Joe Boros.

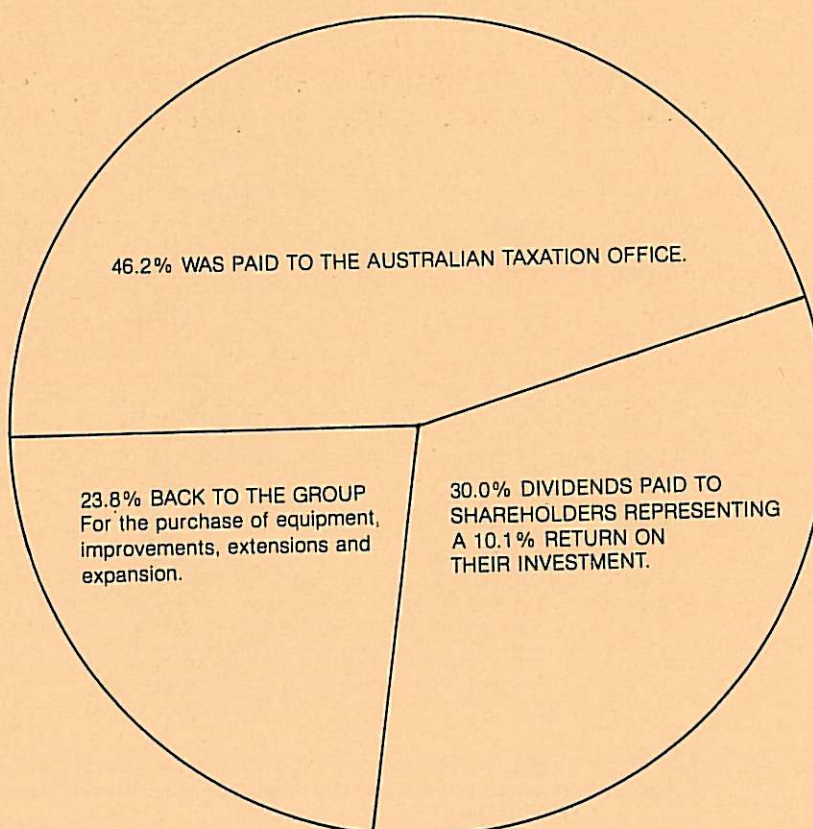
**MURRAY DAY**  
Managing Director



# HOW WE SPENT THE SALES DOLLAR



# WHERE THE PROFITS WENT





# COMPANY LOCATIONS

## Group Administration Office

**ALCO HOLDINGS PTY LTD**  
Cnr North Lake Rd & Leach Highway,  
Melville. W.A.

**Telephone 330 2322 Telex AA93134**

**P.O. Box 150, Melville.**

## ALCO Trading Locations

Retailers of Building Material, Hardware, Home  
Handyman and Gardening products.

**Melville:** Cnr North Lake Rd & Leach Hwy. Tel: 330 2322

**Morley:** Collier Rd (Opp. Target). Tel: 276 9400

**Osborne Park:** Cnr Main & Powell Sts. Tel: 444 7855

**Cannington:** 1480 Albany Hwy. Tel: 458 3277

**Wanneroo:** Wangara Centre, Wanneroo. Tel: 409 9411

**Bunbury:** Forrest Ave Lights. Tel: 21 1377

Open 8.15am to 5.30pm Mon-Fri.

8.00am to 1.00pm Sat; Thurs Night 'till 9.00pm

## W.A. Salvage Trading Locations

Retailers of new, superseded, downgraded and  
secondhand building products. Also retailers of Home  
Handyman, General Hardware with a multi range of  
general consumer products.

**Balcatta:** 376 Odin Rd. Tel: 349 0111

**Cannington:** 1490 Albany Hwy. Tel: 458 3321

**Perth:** 216 Newcastle St. Tel: 328 8411

**Spearwood:** Cnr Stock Rd and Salpietro St. Tel: 418 3966

Open 8.00am to 5.30pm Mon-Fri.

8.00am to 1.00pm Saturday.

## W.A. Salvage Demolition Pty Ltd

Perth's largest and most experienced Demolition  
Contractors.

**Enquiries:**

376 Odin Rd, Balcatta. Tel: 349 0111

## Transportable Buildings

Cnr North Lake Rd & Leach Hwy, Melville.  
W.A. Tel: 330 2322.