



Introduction to Southland Supply Group

we get it.

The Southland Difference

Southland Supply Group is one of the fastest growing safety and industrial suppliers in Australia. What separates us from the rest of the industry, is our relentless commitment to excellent customer service, and providing positive solutions and outcomes for our customers.

Customer Focused Service

Our service to you, the customer, is the essence of our company.

We see our customers as our greatest assets. Our entire company, from the warehouse to the boardroom, is passionate about our customers and their needs.

A recent Customer Satisfaction Survey showed that our clients see us as “A friendly, reliable supplier of PPE & Workwear known for EXCELLENT customer service.”

We pride ourselves in our service to our clients and that our clients feel well looked after. We can also back this up with numbers:

- 60% of our customers have been with us between 5-10 years.
- 92% of our customers believe that Southland is better than our competitors, and 59% say Southland is streets ahead of the competition.

Friendly and responsive customer service and the ability to deliver results are the qualities that customers most consistently associate with Southland.

Our service extends from order to delivery and beyond.

We are always here to help.

Trusted Advisors

With hundreds of years of industry experience and knowledge in our team, we pride ourselves on a consultative and holistic approach to our customers.

From small product improvements, to large scale changes to safety processes and PPE fitouts, Southland work closely with manufacturers and industry specialists to deliver the right solution for your business.

we get it.

Our customers range from some of the largest companies in Australia, right down to sole operators servicing a couple of suburbs.

Our commitment to service doesn't change, and we know our role is to help our customers get the job done.

We are here to save you time, we are here to save you money and we are here to help keep you safe at work.

Southland - **we get it.**

Why Partner With Southland?

National Distribution Network

Southland have a warehouse and trade counter network that allows us to service the entire country.

Customers with a national footprint can work with the branch that is closest to them, knowing they will be getting the same pricing profile and service commitment.



Experienced Sales & Customer Service Team

Our sales team has hundreds of years of combined sales and industry experience behind them, and our territory managers work closely with our customer service team, with the mutual goal of keeping our customers happy.

With a company commitment to ethical, reliable and responsive service, you are in good hands.

Massive Range

We partner with all the major safety and industrial brands. No matter what industry you are in, Southland are able to access the products you need.

Competitive Pricing

Our prices are constantly monitored against the marketplace to ensure you receive the best value for money.

Express Delivery Systems

Our warehouse network uses state of the art technology that allows us to quickly and efficiently service customers Australia Wide - shipping what you want, where you want, when you want!

Large Stock Holdings

We carry large stocks to ensure you have a consistent and reliable supply source.

Stock levels are constantly reviewed and recalibrated to ensure we are keeping pace with our customers requirements.

We also offer an embellished stock service for embroidered and printed items.

Our Mission

To be the most Valuable Supplier to our Clients by offering:



And by constantly maintaining our 'Can Do' approach

Our Partner Brands

Some of our partner brands include:



Equip Online Supply Solution

What is Equip?

Equip is a complete online self-service portal providing full transparency from orders to accounts.

It helps you predict spend at your facility by controlling the products used, the quantities purchased, how they are ordered, and at what price.

Equip ensures your workforce stays protected and well supplied at all times, and removes the hassle from the purchasing process.

Equip delivers clarity and makes working with Southland Supply Group efficient, simple and smart.

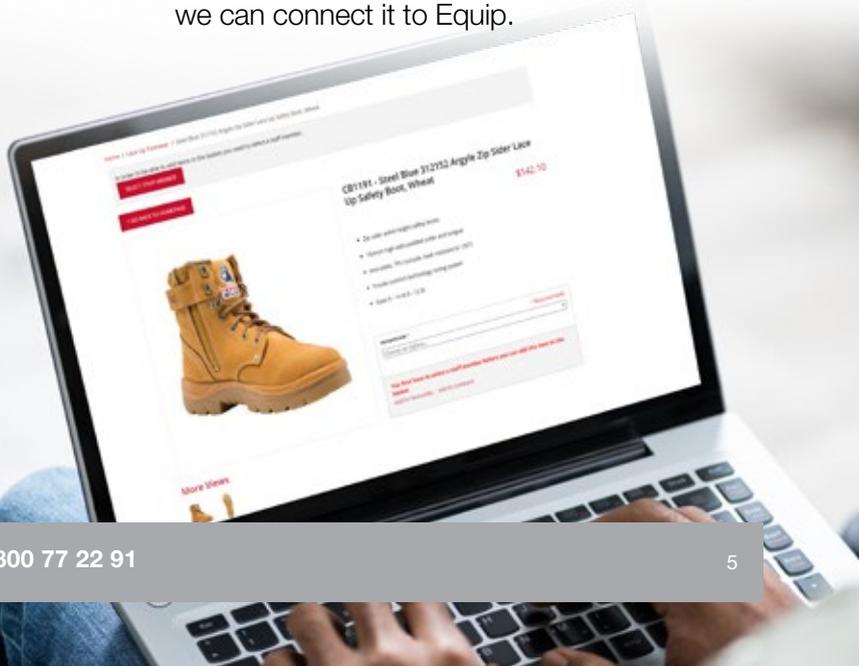
Is Equip Right for Me?

Equip is ideal for:

- Companies with large numbers of staff
- Companies with multiple branches or locations
- Companies looking to maintain control of ordering activities
- Companies looking to consolidate their spending and limit their number of suppliers
- Companies trying to standardise their list of core products, to maintain consistency and leverage their buying power
- Companies looking to reduce waste and expenditure
- Companies looking to reduce injuries by ensuring their staff are using the correct PPE

Advantages of Equip?

- Closed basket of products, which ensures your team are using the correct products, while staying in budget.
- Executive dashboard with real time reports on usage by User, Staff Member, Site and Product. Allows management to view the big picture.
- Manage staff by yourself or have us do it for you, no matter how complicated it is. We don't give you a standard format that doesn't fit you, we customise to suit your businesses requirements.
- Ordering approval workflows can be set up, to allow orders to be checked by management before being processed.
- Product access permissions can be set up, for different job roles in a company. This can be used to change the product mix that can be ordered (e.g. reflective clothing for night workers, vs non reflective clothing for day workers).
- The products are displayed including an image or multiple images. In the case of branded items, they will show with the branding as well.
- All order history is saved, and can be searched by name and date.
- Built on a fully customisable open source web platform, that allows full control over the set up of staff and users.
- No matter what business system(s) you use, we can connect it to Equip.

The logo for Equip, featuring the word "equip" in a lowercase, blue, sans-serif font. The letter "i" has a blue wave-like graphic above it.

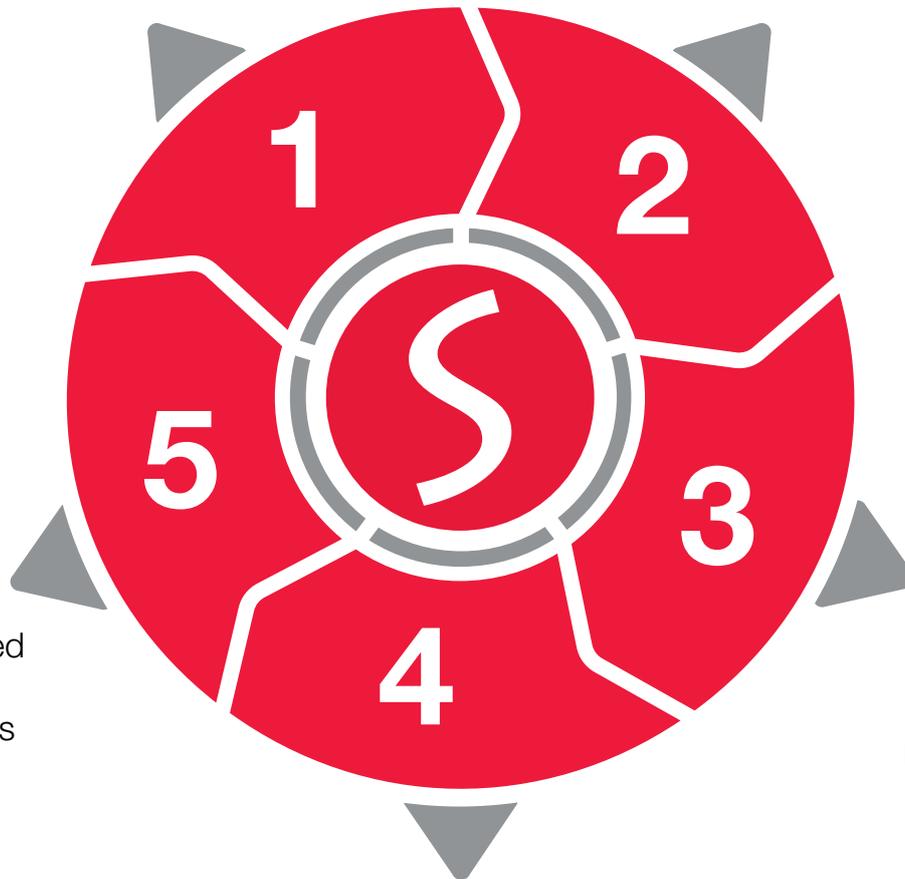
Equip Online Supply Solution



Purchasing officer places order. Submits for approval.



Notification email goes to supervisor, with link to view the order and approve.



Order is delivered to the site or staff member as requested.



Once approved order is automatically released and sent to Southland



Order is entered and confirmation is sent back.

End-To-End Clothing & Footwear



Sourcing clothing and footwear simply and painlessly is one of the most difficult things to do for many businesses.

Not only is it important to ensure your people are protected, and wearing the right clothing for the job they are in. It is also a highly emotive area, with everything from fit, to material content and even down to the brand on the bottom of a pair of boots all playing a massive part.

On top of this, once the range has been decided on, it needs to be ordered (often this will include collating multiple staff orders), sent to the supplier, entered again in their system, then printed or embroidered, packed and shipped to site. In many cases it will arrive in a bulk lot, and then requires sorting and distribution on site.

This is a difficult, convoluted and messy process, with many opportunities for human error along the way. Southland offer an end-to-end clothing and footwear supply solution, that takes the time, mistakes and frustration out of the process.

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We work with our customers, to develop an ordering process that works for them, often using our Equip online platform, but sometimes just emailed PDF order forms. The result however is the same; clothing and PPE delivered direct to site, individually packed and labeled, ready for easy distribution to staff.

Southland maintain full control over the process, from order, through our in-house embroidery and printing rooms, through the warehouse with rigorous QA checks, and finally to site.

Southland are one of a very few companies in Australia, that can genuinely offer an end-to-end supply solution.

ORDER

- Equip
- Email
- Phone
- Customised order form

CONFIRMATION

A detailed order confirmation is sent back.

EMBROIDERY & PRINTING

Embroidery & Printing is all done in-house in one of our multiple locations. Regular QA checks are undertaken.

PICKING & PACKING

Picking & Packing is done by Southland staff, who understand and know our customers and their requirements. Each order is sent with a detailed packing slip with individual staff orders clearly outlined.

SHIPPING

We use reputable local and national couriers with detailed tracking ability. Customers will receive notification once their order has been sent and can track minute by minute.

In-House Services

Embroidery & Printing

Southland have in-house embroidery and printing facilities in most branches.

In-house embroidery and printing capabilities provide numerous advantages including:

- Improved quality control as we have visibility through the entire process
- Quicker turnaround times, as there is no down time shipping stock out to a 3rd party
- Orders can be expedited as required, to fulfill customer requirements
- More flexibility, as changes can be requested at short notice



Sign Manufacturing

As specialists in safety signage and custom site signage, Southland have in-house vinyl and digital printers, as well as CNC machines and Vinyl Rollers to give us complete control of the manufacturing process.

We offer printing on a range of substrates including Metal, Poly and Corflute, and all artwork is done by our graphics team.

We offer super fast turnaround on both standard and custom designs, and we can ship all over Australia, right to your door!



Shadowboards & Hygiene Equipment

WORKPLACE ORGANISATION

Shadow boards are an effective method of organising your workplace cleaning equipment according to a colour coded system.

Shadow boards provide a place to allow products to hygienically air dry, apart from each other to reduce the possible spread of contamination.

They also help to monitor equipment whereabouts and quality.

THE 5S SYSTEM & COLOUR CODING

The 5S system is a simple process that helps create a safer, cleaner and better organised workplace, through order and standardisation. These principles work alongside HACCP guidelines to improve efficiency and profitability.

1. **Sort** – establish which tools are needed in which area
2. **Set in place** – organise into designated colour-coded zones
3. **Shine** – carry out regular cleaning and maintenance
4. **Standardise** – set out cleaning and maintenance procedures
5. **Sustain** – ensure standards are followed



PARTNER BRANDS

Southland have partnered with some of the worlds premium brushware and cleaning product manufacturers. We also carry a large range of metal detectable products specifically for food manufacturing, including pens, knives, earplugs, safety glasses and brushware.

We also manufacture shadowboards in house, both wall mountable and mobile options, and can custom make shadowboards to all specifications, to suit all items and with any colour scheme and branding as required.



Equipment Servicing & Calibration

Southland offer an extensive range of equipment servicing and calibration, including rotational lasers, gauges, gas detectors, pipe lasers and safety harnesses.

With super fast turnaround on servicing and calibration, and the ability to service most of Australia from a central calibration base in Canberra, Southland can offer a comprehensive solution for your equipment calibration and servicing needs.



TYPES OF EQUIPMENT

Rotational Lasers

- Levelling Lasers
- Grade Lasers
- Universal Lasers
- Green Beam Lasers
- Interior Lasers



Gauges/Test Kits

- Vacuum Gauges (-100 kpa)
- Pressure Gauges (100 kps to 6MPa)
- Back Flow Test Kits
- Bucket Pumps



Line / Point Lasers

- Cross Line Lasers
- 360-Degree Setup Lasers
- 5-Point Lasers
- Multi-Line Lasers
- Green Beam Lasers



Detectors / Meters / Tools

- Gas Detectors
- Sound Level Meters
- Digital Temperature Meters
- Pipe Proving Tools



Precision Instruments

- Theodolites
- Auto Levels
- Pipe Lasers



Height Safety Equipment

- Harnesses
- Lanyards
- Ropelines
- Anchor Straps
- Static Lines



Other Instruments*

- Cable Detectors
- Portable Appliance Testers
- Pyrometers



*Some instruments need additional time to calibrate

Our Range

Eye Protection

Protective eyewear helps prevent injuries to the eyes and face from flying particles and chemical splash. Our range of protective eyewear includes safety glasses, safety goggles, safety spectacles, and a wide range of accessories such as anti-fog wipes and replacement lenses.

The range includes brands such as Safetek, Bolle, Uvex, 3M, ProChoice, and more. All protective eyewear from Southland meets or exceeds safety and protection requirements in accordance with Australian standards.



Respiratory Protection

If you work in an environment where you need protection from hazardous particles or gas, or where oxygen levels are compromised, you need a respiratory device. Southland's respiratory range covers everything from basic disposable masks to specialised powered air purifying respirators (PAPR) and self-rescuers.

Southland have partnered with some leading names in the industry, such as 3M, MSA, ProChoice, Maxisafe, Uvex, Cleanspace and Sundstrom, to offer a complete range of respiratory equipment. We also work with our brand partners to offer onsite training and equipment recommendations to ensure your workforce is using the best equipment for the job.



Our Range

Head & Face Protection

Head and face protection is a very important category of personal protective equipment. It is used in many different workplaces and industries, particularly where workers are involved in handling hazardous chemicals or there is a risk of flying materials.

Our range of head and face protection includes disposable face shields, hard hats, headlamps and cap lamps, hard hat brims, over hats and protective visors.

Partner brands include 3M, Scott Safety, Uvex, MSA, Led Lenser and many more.



Hand Protection

Manual labour can be very hard on the hands. Along with the wear and tear of using tools and handling heavy, sharp-edged, or coarse equipment, hands are also exposed to the weather, chemicals, dirt, sharp blades, pinch points, electrical hazards and more.

At Southland, we offer a wide range of gloves for every application. Your hands are often the first point of contact with hazards in the workplace, and are also your most valuable tools. Keeping them protected is extremely important!



Our Range

Climate Control Clothing & Accessories

Climate control clothing and accessories help improve the comfort of workers in extreme conditions. Our range includes cooling caps, cooling scarfs, cooling vests, cooling towels, cooling hard hat liners, cooling neckbands, thermal freezer wear and much more.



Fall Protection & Confined Space Equipment

Working at heights and in confined spaces, are some of the most dangerous tasks in the workplace or on site. It is an area that cannot be overlooked or taken lightly, as shortcuts and cutting corners can be fatal.

Southland have partnered with some leading names in the industry, such as 3M, MSA, LINQ, Honeywell, Spanset and Beaver, to offer a complete range of fall protection and confined space equipment. We also work with our brand partners to offer onsite training and equipment recommendations to ensure your workforce is using the best equipment for the job.



Our Range

Hearing Protection

Hearing protection such as earplugs and earmuffs is designed to reduce noise exposure and the subsequent risk of hearing loss.

Our hearing protection range includes earmuffs, earplugs, earplug dispenser units, detectable earplugs, communication headsets and more. Southland partner with reputable brands such as Safetek, 3M, ProChoice, Uvex, Honeywell and Howard Leight to offer a complete solution.



Disposable & Detectable PPE

Disposable protective clothing is essential when working with hazards such as dangerous chemicals and acids and even hazardous particles such as asbestos. At Southland, we offer a wide range of disposable protective clothing for every application. Our range includes disposable coveralls, aprons, caps, beard covers, trousers, sleeves and shoe covers, metal detectable pens, metal detectable knives



Our Range

Headwear

Southland offer a full range of hats, beanies and protective headwear, for anyone working out in the sun, in the cold or in locations with a risk of falling objects. The range includes hardhats, bumpcaps, sunhats, beanies and thermal balaclavas. Partner brands include 3M, MSA, Portwest, ProChoice, Grace Collection and more.



Safety Clothing & Workwear

Southland specialise in offering an end-to-end clothing supply solution, that takes the time, mistakes and frustration out of the process, and ensures your workforce are in the correct clothing, on time and on budget.

With partner brands such as Norss, DNC, Bisley, Syzmik, Portwest and Tuffa, Southland can offer a solution for every situation.



Our Range

Corporate & Casual clothing

Whether you are looking for corporate clothing and office wear, or casual clothing for off duty use, Southland have a solution for every situation. We supply a wide selection of both corporate and casual wear such as polo shirts, tee shirts, hoodies and jackets, vests and knitted wear, skirts and dresses and much more. Partner brands include names like Biz Collection, Biz Corporates, JB's Wear, Van Heusen, James Harvest, Epicentre, City Collection and Glowave.



Footwear

Safety footwear is a requirement in many workplaces and on most work sites. Thankfully industrial footwear has evolved and come a long way since the days of heavy, uncomfortable, elastic sided steel cap boots, and we now have dozens of brands on offer, and literally hundreds of styles!

Partner brands include Australian favorites such as Steel Blue, Oliver, Blundstone, Mongrel, Redback, Bata and Diadora.

In addition to the actual boots and shoes, Southland also carry a wide range of footwear accessories such as work socks, thermal socks, sock protectors, laces, insoles and leather care products.



Our Range

Site Safety & Environmental

Site Safety & Environmental is a large product category, covering everything from traffic cones and bollards, to safety mats, spill kits, lockout/tagout equipment and first aid products.

A huge range of these products are stocked in our distribution centres and branch warehouses, and many many more are available at short notice from local manufacturers and distributors. Southland deliver Australia wide, and can deliver to yards, warehouses and even direct to site.

Partner brands include Dynamac, Barrier, Dymark, Balchan, Mattek, Britax, Storemasta, Pratt, Speakman, Enware, Aero, Flamestop and Masterlock.



Tools & General Supplies

Southland carry a large range of tools and general site supplies that are used in industrial and commercial applications all across Australia.

Our range includes Landscape & Digging Tools, Hand Tools, Lifting & Materials Handling, Diamond Blades, Ladders & Access Equipment, Surface Protection, Lasers & Measuring Equipment, Tool Lanyards and Fixings & Fasteners.

We have partnered with some of the best known manufacturers such as OX Tools, Spear & Jackson, Sterling Tools, Stanley, Flexovit, Klingspor, Gorilla, Indalex, Fischer, Spectra, Leica, Duracell and Panasonic.



Our Range

Cleaning & Kitchen

We offer a comprehensive range of cleaning and kitchen supplies such as brooms, bins, buckets, mops, scrubbers, cleaning chemicals, sanitisers and sanitising stands, hand cleaners and soaps, disposable cups and cutlery, rehydration products, boot cleaners and metal detectable cleaning products.

Partner brands include Edco, Oates, Bastion, Septone, DEB, Hill Brush, Vikan, Geelong Brush and much more.



Packaging & Warehouse

Southland's range of packaging and warehouse supplies is vast, and covers everything from tapes and dispensers, to machine and hand pallet wrapping, steel and PET strapping products, buckets and bins, storage bags, custom shipping tags and much much more.



Our Range

Signage

As specialists in safety signage and custom site signage, Southland have in-house vinyl and digital printers, as well as CNC machines and vinyl rollers to give us complete control of the manufacturing process.

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We offer very fast turnaround on both standard and custom designs, and we can ship all over Australia, right to your door!



Product Sourcing & Customer Specific Solutions

Southland have a dedicated product sourcing team, for helping our customers find hard to source products, and also for helping our customers find solutions for complex and multi-layered problems. We stay connected with the industry, are always on the lookout for new products, and above all, we are customer focused and open minded when it comes to problem solving.



Southland Supply Group Locations

SYDNEY | MELBOURNE | ADELAIDE | WAGGA | CANBERRA



**SYDNEY
BRANCH**



**ADELAIDE
BRANCH**



**WAGGA WAGGA
BRANCH**



**CANBERRA
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**MELBOURNE
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