

ΓΡΑΦΕΙΟ ΟΕΥ ΣΥΔΝΕΪ

Level 2 / 219-223 Castlereagh Street, SYDNEY, NSW 2000

Tel: +61 2 9264 9130 - Fax: +61 2 9264 6135

Email: ecocom-sydney@mfa.gr

Βαϊανός ΩΡΑΙΟΠΟΥΛΟΣ-ΚΕΛΕΝΗΣ, Προϊστάμενος Γρφ. ΟΕΥ Σύδνεϋ

ΦΕΒΡΟΥΑΡΙΟΣ 2017

ΚΛΑΔΙΚΗ ΜΕΛΕΤΗ

ΔΟΜΙΚΩΝ ΥΛΙΚΩΝ

ΣΤΗΝ ΑΥΣΤΡΑΛΙΑΝΗ ΑΓΟΡΑ

Ο κλάδος βρίθει από εγχώρια και εισαγόμενα προϊόντα όλων των κατηγοριών και ποιοτήτων. Κύρια χώρα προέλευσης είναι η Κίνα ιδίως μετά τη Συμφωνία Ελευθέρων Συναλλαγών που έχει συνάψει η Αυστραλία.

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<u>BUNNINGS</u> http://www.bunnings.com.au
<u>MASTERS HOME IMPROVEMENT</u> https://www.masters.com.au/masters/home.jsp

Bunnings beats Masters in home war but it won't get any easier for independents http://www.afr.com/business/bunnings-beats-masters-in-home-war-but-it-wont-get-any-easier-for-independents-20160120-gm9owi
 <p>No-one is more relieved about Masters' demise than independent hardware retailer Julianne Taffa. After successfully fending off Bunnings' relentless march across the \$45 billion home improvement battlefield over the last decade, the Taffa family was facing a new threat. Woolworths planned to open a Masters store next year at Macquarie Park, just 5.5 kilometres away from Taffa's Mitre 10 at West Ryde in suburban Sydney. "We don't have to fight that battle now," says Taffa, 42, who with her brother Anthony, 47, runs the business their father Ron founded more than 60 years ago. However, Taffa is under no illusions about the impact of Woolworths' decision to pull the plug on its disastrous \$2.3 billion foray into home improvement. Taffa says independent home improvement retailers have been "collateral damage" in the war of attrition between Bunnings and Masters and it won't get any easier when Masters has been sold or closed.</p>

While Taffa's Mitre 10 has managed to maintain sales by offering convenience, superior service and by keeping its prices keen, growth has slowed and margins across the sector have come under pressure as Bunnings and Masters fight hammer and tongs over price and products. "Ultimately Bunnings will be stronger than ever," said Ms Taffa, echoing the concerns of many in the market including Australian Competition and Consumer Commission chairman Rod Sims and former Woolworths chairman John Dahlsen, who owns Australia's largest independent trade hardware chain. Analysts believe Bunnings stands to pick up about 60 per cent of Masters' sales, which will exceed \$1 billion this year. The remaining 40 per cent will be split amongst larger Mitre 10 stores and specialty retailers. In the short term, industry margins are likely to come under pressure as Masters liquidates stock. "There will be zero competition in the big-box market and over time I can see them [Bunnings] putting their prices up, so it's a double edged sword," Ms Taffa said. "Their stranglehold on this market is unlike anything else."

SHUTTING UP SHOP

While Taffa's store is still going strong, 980 independent retailers have quit the market over the last three years, including Mitre 10, Home Timber & Hardware, Thrifty-link and True Value



stores, specialist retailers and non-aligned or unbannered independents, according to a report by DGC Advisory. DGC Advisory director Geoff Dart believes another 2800 independents will shut up shop by 2025. Unable to compete with Bunnings and specialist chains such as Reece and Beacon Lighting, store owners are selling to the chains or simply closing their doors and walking away. Taffa believes a merger between Mitre 10, which is owned by food and liquor distributor Metcash, and Woolworths' Danks and Home Timber & Hardware businesses would boost competition and give independents a fighting chance against Bunnings. "It would make Mitre 10 stronger and that could only be a good thing," she says. Mitre 10's managing director Mark Laidlaw is said to be keen on a merger, as the combined group would have annual sales of \$2 billion and 5 per cent of the market rather than the 3 per cent Mitre 10 claims now. However, a Mitre 10/Danks merger would lead to a two-player market consolidating into one, leaving independent retailers with limited choice of suppliers. Buying group Natbuild, which has an alliance with Mitre 10, only supplies the trade market. Some analysts believe a merger would struggle to pass muster with the Australian Competition and Consumer Commission, which has been keeping a close eye on the hardware market since Woolworths kicked off its war with Bunnings by acquiring Danks in 2009 and opening more than 60 big-box stores under the Masters banner. "One must spare a thought for the independent hardware retailer who is already battling enough but currently has a choice of two suppliers," Deutsche Bank analyst Michael Simotas said in report this week. "If Mitre 10 and Danks were combined, this choice would evaporate and margins could be squeezed even further." ACCC chairman Rod Sims has indicated the regulator may take a more lenient stance than it did when Metcash tried to take over wholesaler and retailer Franklins. "If [Danks] wanted to get together with Metcash we'd obviously have to look at it but we'd do so with an open mind," Mr Sims said this week. The ACCC is more concerned about the prospect of Bunnings buying as many as 25 Masters stores, increasing its already dominant share of the DIY market, which is estimated by analysts such as DGC's Dart and Morgan Stanley's Tom Kierath to be close to 40 per cent. "Clearly it's a better outcome if someone other than Bunnings gets hold of these stores," Mr Sims said. "We'd prefer they sold Masters to new entrants ... to independents or Mitre 10 or Metcash wherever possible." As for Woolworths, Australia's largest retailer will be aiming to sell to the highest bidder – whatever the colour of its livery – after losing \$600 million on Masters in the last four years and investing more than \$2.3 billion into a business that won't make a profit for many more years.

A LINE IN THE SAND

Woolworths chairman Gordon Cairns drew a line in the sand on Monday, saying the company could no longer sustain the operating losses or huge capital drain and would buy out joint venture partner Lowe's before selling or winding up the business. "We couldn't see a way to get to profit for some considerable period of time," Cairns said. Merrill Lynch analyst David Errington, who dubbed Cairns 'Action Man' for biting the bullet, believes Woolworths could raise as much as \$1 billion before costs by selling off the Masters and Danks assets. Ironically, as Woolworths confirmed its long-awaited retreat, Wesfarmers announced plans to transform Bunnings into a global brand, starting with the \$705 million acquisition of struggling UK home improvement retailer Homebase. Bunnings plans to replicate its successful Australian model, spending another \$1 billion fixing Homebase's underperforming stores and building warehouse-style stores twice the size of its existing UK and Ireland shops. For some, Wesfarmers'

confidence in its ability to take on established retailers in Britain and Ireland has uncomfortable similarities to Woolworths' optimistic entry into the Australian market six years ago. "While Wesfarmers has strong hardware credentials and an excellent track record in turning around underperforming retail formats, the path to success in the UK will not be easy," said Simotas, who fears market leader B&Q may respond just as aggressively as Bunnings did when challenged by Woolworths. And while Wesfarmers managing director Richard Goyder and Bunnings boss John Gillam insist Bunnings does not have expansion plans beyond Homebase, most analysts are convinced that when - or if - Bunnings achieves its ambitious 18 per cent-plus return targets in Britain it will creep further into Europe. Does overseas expansion mean Bunnings will finally take its lead-foot off the accelerator in Australia? Dahlsen, who sold three of his Dahlsens stores to Bunnings three years ago, quitting DIY to focus on the trade, certainly hopes so. "It's good Bunnings bought the UK because it takes pressure off them in Australia - they were going to get to a point of saturation," he says. He says Bunnings' dominance in DIY and Woolworths' failure make it unlikely an overseas chain will venture Down Under, even though the market is forecast to grow by a healthy 3 per cent a year for the next ten years. "Overseas players will say Woolworths is an extremely good retailer and they couldn't make a go of it, even with the backing of Lowe's," he says. "And if they can't make a go of it how could we?"



Woolworths could walk away with \$1 billion in cash to plough into its struggling food and discount department store chains, after chairman Gordon Cairns abandoned the retailer's ambitions of becoming a force in the \$45 billion home-

improvement market. Mr Cairns confirmed on Monday that Woolworths would sell or wind up the loss-making Masters chain and look for buyers for the profitable Home Timber & Hardware business, once it had bought out its US-based joint venture partner, Lowe's Companies. Analysts and investors applauded the decision. Woolworths would have to book one-off costs and write-downs of \$600 million to \$1.2 billion on its \$3.3 billion investment, but could raise as much as \$2 billion selling Masters stores, stock and 63 sites, 39 of which are owned by the company, the analysts said. Exiting home improvement will end operating losses of \$245 million to \$300 million a year from Masters and avoid the need to invest more capital at a time when Woolworths' core businesses are under pressure from Coles, Kmart and discounter Aldi. The long-awaited decision followed a [review of the home improvement business](#), which concluded that losses at Masters were likely to continue for many years, and Lowe's decision at the weekend to exercise its put option, which is in Woolworths' books as an \$886 million liability. "The board has determined we cannot continue to sustain these losses," said Mr Cairns, who launched the review shortly after replacing Ralph Waters in September 2015. "We decided we didn't have the risk appetite to continue losses into the foreseeable future." Woolworths' shareholders, who have endured three profit downgrades and seen the value of their shares fall by more than 20 per cent over the past 12 months, welcomed the decision and applauded Mr Cairns.

TRIGGER BIG EXIT COSTS

Credit ratings agencies Moody's and Standard & Poor's also gave the thumbs up. They said Woolworths' decision to exit home improvement would trigger big exit costs but would reduce the significant drain on capital and allow senior management to focus on fixing the core supermarket business. Woolworths ventured into the \$45 billion home-improvement market in 2009, in an attempt to find new avenues for growth beyond food, liquor and general merchandise and to put pressure on arch rival Wesfarmers by competing directly against its most profitable business, Bunnings. Woolworths and Lowe's have invested more than \$3 billion in home improvement over the past six years and expected the business to break even by 2016. But Masters has racked up losses of more than \$600 million, including \$245 million in 2015, and has failed to meet any of its sales, earnings and return targets. Ironically, Wesfarmers' Coles and Bunnings businesses have gone from strength to strength, with Bunnings sales and earnings almost doubling since 2009, while Woolworths has lost market share and sales and earnings have gone backwards in supermarkets and BIG W. As Woolworths detailed plans to quit the home-improvement market, Wesfarmers confirmed plans to buy Britain's second-largest home-improvement retailer, Homebase, for \$705 million and to spend another \$1.03 billion fixing and expanding the business over the next three to five years. Woolworths is now reviewing the carrying value of its 66.7 per cent stake in the Masters joint venture, which is in Woolworths' accounts at \$2.8 billion. Buying out Lowe's 33.3 per cent stake will enable Woolworths to take full ownership of the

business in a shorter timeframe and give the retailer access to the widest range of exit options.

HUGE CAPITAL DRAIN

Merrill Lynch analyst David Errington congratulated Mr Cairns on the decision to end Woolworths' failed six-year foray into home improvement, saying it was a "monumental" day for Woolworths shareholders, because Masters had been a huge capital drain on the company. "I'm really pleased. You're doing the best thing for shareholders," said Mr Errington, who expects Masters to lose \$290 million in 2016. While Home Timber & Hardware is profitable, earning about \$20 million in 2015, the Masters business is considered by many analysts and fund managers to be unsaleable as a going concern in its current form and will have to be wound up. Estimates of the cost of exiting or liquidating Masters vary hugely, from losses of \$900 million to a profit of \$1 billion. Lowe's put option, which has been exercisable since October 20, is in Woolworths' books as an \$886 million non-current liability, but the strike price of the option is based on "fair value" at the time of exercise. The cost of buying Lowe's stake will be determined after negotiations with Lowe's over the next week. If the two fail to agree on a price, Woolworths and Lowes will obtain independent expert valuations, which will value the shares in the joint venture on an arm's length basis, taking into account discounted cash flows and whether the businesses would continue as going concerns.

FAIR MARKET VALUE

Analysts have previously estimated that Woolworths would have to pay between \$500 million and \$900 million for Lowe's stake. But Deutsche Bank said if Masters was wound up its fair market value could be zero. Woolworths has about \$200 million in tax losses that could be applied against earnings over the next few years. Mr Cairns said it would take at least two months to complete the valuation process and indicated it could take many more months to wind up or sell the businesses.

Asked if Woolworths had received expressions of interest in buying Masters, Mr Cairns said "not to my knowledge". "We haven't had a formal offer for either Masters or Home Timber & Hardware despite what's been speculated." However, analysts have not ruled out a new player, such as British market leader Kingfisher, entering the Australian market and buying Masters at a big discount to book value.

MOST LIKELY BUYER

The most likely buyer of the Home Timber & Hardware business is Metcash, which owns hardware wholesaler Mitre 10, but private equity investors are also believed to have been eyeing the business.

Metcash, which is struggling to reverse declining earnings in its core food and grocery business, declined to comment on whether it was interested in Home Timber. Some in the industry say Mitre 10, which earned about \$30 million in 2015, has already held informal talks with Woolworths about buying HTT, which is estimated to be worth about \$200 million, based on a multiple of 10 times earnings. Mr Cairns said Masters and Home would continue to trade during the sale negotiations and Woolworths has vowed to honour commitments and contracts to employees and suppliers, including honouring gift certificates and warranties. "Our aim is to provide all stakeholders with as much certainty over the future as soon as we can," he said. If Woolworths fails to find a buyer all 7000 Masters staff will be offered employment with the Woolworths group. Mr Cairns said Woolworths' focus from day one of his tenure had been to optimise value for shareholders. "This decision is consistent with that strategy."

NOW HISTORY

He declined to document the reasons for Masters failure, saying it was now history. Analysts believe Woolworths and Lowe's erred by failing to prove the concept would be profitable and compelling to consumers before embarking on an aggressive roll-out, paying top dollar to secure sites and building two distribution centres worth \$150 million. Woolworths also tried to differentiate Masters from Bunnings by adding low-margin whitegoods and home decor products, making the stores lighter and brighter to appeal to women, and stocking a large number of private label brands sourced through Lowe's. However, the "squeaky clean" Masters stores and little-known private label brands deterred trade customers and failed to resonate with DIYers and home renovators.

ΧΟΝΔΡΕΜΠΟΡΙΚΕΣ ΕΠΙΧΕΙΡΗΣΕΙΣ ΔΟΜΙΚΩΝ ΥΛΙΚΩΝ

[NEW SOUTH WALES / GREATER SYDNEY](#)

<http://www.yellowpages.com.au/search/listings?clue=building+materials&locationClue=Greater+Sydney%2C+NSW&lat=&lon=&selectedViewMode=list>

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ΠΟΛΙΤΕΙΑΚΕΣ ΒΑΣΕΙΣ ΔΕΔΟΜΕΝΩΝ

NEW SOUTH WALES

- [Master Builders Association of NSW](#)
- www.mbansw.asn.au/
- Master **Builders Association** of **NSW** Head Office 52 Parramatta Road Forest Lodge **NSW** 2037. Private Bag 9 Broadway **NSW** 2007. T: (02) 8586 3555.
- [Australian Constructors Association: ACA Corporate](#)
- www.constructors.com.au/
- The Australian Constructors **Association** (ACA) operates working parties in critical areas to drive improvements for the **construction industry**. These working ...
- [Master Builders Australia](#)
- www.masterbuilders.com.au/
- The major Australian **building** and **construction industry association**. Includes features and services, news and events, national awards and links.
- [Building industry links and contacts - NSW Fair Trading](#)
- www.fairtrading.nsw.gov.au/.../Building_industry.../Building_industry_li...
- Aug 17, 2015 - **Building**-related websites are listed below (the sites will open in a new window): Air Conditioning and Mechanical Contractors **Association** of ...
- [Contractors & Tradespeople | OneGov - NSW Government](#)
- <https://www.onegov.nsw.gov.au/new/categories/contractors-tradespeople>
- Apply, Renew or Search online for a **NSW Home Building Contractor Licence**, Qualified ... Major Australian **building** and **construction industry association**.
- [Housing Industry Association](#)
- <https://hia.com.au/>

- **Association** for all **building** professionals, training and courses with contact information.
- [Industry association links - Association of Accredited Certifiers](#)
- <https://www.accreditedcertifiers.com.au/resources/association-links>
- Jump to **Master Builders Association of NSW** - Master Builders is the major Australian **building** and **construction industry association**. Its primary ...

VICTORIA

- **Building and Construction Industry in Victoria, Australia**
- www.liveinvictoria.vic.gov.au › ... › Victorian Industries
- Feb 19, 2015 - Profile of the Building And **Construction industry** in **Victoria**, Australia. ... Professional bodies and industry **associations** are a good source of ...
- **Guide to Victorian Industries - Live in Victoria**
- www.liveinvictoria.vic.gov.au › Home › Working & Employment
- Get Connected, Get a Job A wide range of industry **associations** and professional Profile of the Building And **Construction industry** in **Victoria**, Australia.
- **Australian Construction Industry Forum - Construction ...**
- <https://www.acif.com.au/construction-industry-news>
- SMEC, in **association** with Fulton Hogan and Cox Architecture, has secured the The **Victorian** building and **construction industry** is going strong, creating jobs ...
- **Building Awards - Master Builders Association of Victoria**
- www.mbav.com.au/vpLink.aspx?ID=000000000600
- The Master Builders **Association** of **Victoria's** Excellence Awards showcase the ... Building excellence in the commercial/**industrial** sectors throughout Regional **Victoria** ... The 2016 Master Builders Excellence in **Construction**, Housing and ...
- **Construction industry fact sheet | business.gov.au**
- www.business.gov.au › ... › Industry fact sheets
- This fact sheet provides an overview of the legal, operational and business issues relevant to the **construction industry**, which includes businesses in residential ...
- **News - Master Builders Association of Victoria - News ...**
- www.mbavnews.com.au/
- News, events, and information for members of Master Builders **Association** of ... of **Victoria** supports the reintroduction of the Building and **Construction Industry** ...

QUEENSLAND

Building and construction industry associations

You can get connected with other businesses in your industry by contacting your industry association. They often arrange events and networking opportunities where you may be able to find suppliers, make contacts, and generate new business. Contact your industry association to find out how they can help you to run your business.

Building and construction

- [Australian Environmental Pest Managers Association \(AEPMA\)](#)
- AEPMA is the recognised association and voice of the Australian professional pest management industry. Benefits of membership including job referrals, technical advice on pest management and substantial discounts on vehicles, equipment and insurance purchases.
- [Australian Pipeline and Gas Association \(APGA\)](#)
- If your business is involved in or provides goods and services to the transmission pipelines and gas industry, you can be represented by APGA. Members enjoy excellent networking and information-sharing opportunities with around 20 functions held each year.
- [Civil Contractors Federation \(CCF\)](#)
- CCF is the peak body representing Australia's civil construction industry, supporting members' businesses and providing a unified voice to all levels of government. CCF has branches in all states and territories.
- [Consult Australia](#)
- Consult Australia is an industry association for consulting companies in the built environment sector, including engineers, architects, project managers, planners, environmental scientists and quantity surveyors, among others. They offer a range of products and services to help members

run their business, as well as lobbying governments on their behalf to improve their operating environment.

- [Furnishing Industry Association of Australia \(FIAA\)](#)
- FIAA represents the commercial interests of the furnishing and joinery industry. It is a registered training organisation that provides new apprenticeships with vocational education and assists members with workplace management issues.
- [Housing Industry Association \(HIA\)](#)
- As Australia's largest residential building organisation, HIA represents builders, trade contractors, design professionals, kitchen and bathroom specialists, and manufacturers and suppliers.
- [Master Builders Queensland](#)
- Representing building and construction in Queensland since 1882, Master Builders is the peak industry association. Over 11,000 residential and commercial builders, sub-contractors and related industry professionals are members and they receive practical, timely and relevant information, as well as products and services to improve business performance.
- [Master Electricians Australia \(MEA\)](#)
- Becoming a member of MEA means you are joining the largest electrical and communications organisation in Queensland. MEA (previously called the Electrical Contractors Association) offer a range of services to help you improve the way you run your business.
- [Sports Contractors Association](#)
- SCA (formerly known as the Tennis Court and Sportsfield Builders Association) is the peak industry body representing sports surface builders and sporting equipment suppliers in Australia and New Zealand.
- [Timber Queensland](#)
- Timber Queensland is the peak timber industry body in Queensland. Members include timber businesses from plantation growers, harvesters, sawmillers and merchants through to timber users including manufacturers, architects and builders.

Hardware

- [Hardware Association of Queensland \(HAQ\)](#)
- HAQ represents the hardware industry - particularly business owners. Membership allows you the opportunity to raise industry concerns with government, as well as access a range of information and advice on issues that affect your business.

Painting

- [Australian Paint Manufacturers' Federation \(APMF\)](#)
- APMF represents paint and ink manufacturing companies operating across Australia, as well as associate members who supply materials and services to the coatings industry. Membership advantages include networking opportunities, regular reports to help you benchmark your performance, free publications and more.
- [Master Painters Australia \(MPA\) - Queensland](#)
- Established in the late 19th century, Master Painters Australia is the union of employers and peak industry body for the painting and decorating industry. As a registered training organisation, they educate apprentices and trade painters across Queensland.

Plumbing

- [Master Plumbers' Association of Queensland \(MPAQ\)](#)
- MPAQ is a not-for-profit organisation of employers whose businesses are engaged in every section of the industry. If you are an individual or business working in the plumbing trade you can become a member and enjoy a range of products, services and discounts.
- [Master Plumbers Association \(MPMSA\)](#)
- As Australia's largest plumbing industry association, MPMSA has been leading the industry since 1891. A registered national employer organisation, MPMSA provides representation and extensive services for members in the plumbing and mechanical services sectors.

Other industries

Read the [A-Z of business and industry associations](#).

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- saddingtons.com.au/general-hardware/
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- [Saddingtons: Building Supplies, Garage Doors & Hardware](#)
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- [Building Supplies in the Newcastle Region, NSW](#)
- www.localsearch.com.au/find/building-supplies/nsw/newcastle-region
- Dec 26, 2015 - Find Local **Building Supplies** in **Newcastle** Region, NSW 2300. LocalSearch features user reviews & full business details in its **Newcastle** ...
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- www.therecyclers.com.au/
- The **Building** Recyclers Depot. We have been demolishing houses and recycling **materials** for over 25 years. We keep all **materials** that are useful for resale and ...
- [Newcastle Home Timber & Hardware](#)
- www.homehardware.com.au/store/broadmeadow
- **Newcastle** Home Timber & Hardware has been local to **Newcastle** for the past 24 ... Paint, Tools, Ladders, Garden **Supplies**, Plumbing and General Hardware.
- [Beveridge Building Products Pty Ltd - Home](#)
- www.beveridgebuilding.com.au/
- Beveridge Building Products is a third-generation family owned business with ... in the **building supplies** industry servicing the Central Coast, **Newcastle** and the ...

MELBOURNE

- [The Junk Map Where to Find Recycled Building Materials ...](#) www.thejunkmap.com.au/building-materials/
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products for the **Australian building**, construction, home ... Port **Melbourne**. Victoria.

- **Renovators Warehouse Direct - secondhand building ...** renovatorsdirect.com.au/
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- **Building Materials Australia** www.trade1.com.au/
Welcome to BMA. Based in Port **Melbourne**, BMA is a manufacturing based distributor of Concrete and **Building Supplies** into the **Australian Market**.

ΗΛΕΚΤΡΟΝΙΚΕΣ ΒΑΣΕΙΣ ΔΕΔΟΜΕΝΩΝ ΔΟΜΙΚΩΝ ΥΛΙΚΩΝ

GREATER SYDNEY

<https://www.yellowpages.com.au/search/listings?clue=building+materials&locationClue=Greater+Sydney%2C+NSW&lat=&lon=&selectedViewMode=list>

GREATER MELBOURNE

<https://www.yellowpages.com.au/search/listings?clue=Building+materials&locationClue=Greater+Melbourne%2C+VIC&lat=&lon=&selectedViewMode=list>

GREATER ADELAIDE

<https://www.yellowpages.com.au/search/listings?clue=Building+materials&locationClue=Greater+adelaide&lat=&lon=&selectedViewMode=list>

GREATER PERTH

<https://www.yellowpages.com.au/search/listings?clue=Building+materials&locationClue=Greater+Perth%2C+WA&lat=&lon=&selectedViewMode=list>

GREATER BRISBANE

<https://www.yellowpages.com.au/search/listings?clue=Building+materials&locationClue=Greater+Brisbane%2C+QLD&lat=&lon=&selectedViewMode=list>

GREATER DARWIN

<https://www.yellowpages.com.au/search/listings?clue=Building+materials&locationClue=Greater+Darwin%2C+NT&lat=&lon=&selectedViewMode=list>

ΗΛΕΚΤΡΟΝΙΚΕΣ ΒΑΣΕΙΣ ΔΕΔΟΜΕΝΩΝ ΕΞΟΠΛΙΣΜΟΥ ΚΟΥΖΙΝΑΣ

GREATER SYDNEY

<https://www.yellowpages.com.au/search/listings?clue=kitchens-renovations+%26+equipment+cabinet+making&locationClue=Greater+Sydney%2C+NSW&lat=&lon=&selectedViewMode=list>

GREATER MELBOURNE

<https://www.yellowpages.com.au/search/listings?clue=Kitchens-renovations+%26+equipment+cabinet+making&locationClue=Greater+Melbourne%2C+VIC&lat=&lon=&selectedViewMode=list>

GREATER ADELAIDE

<https://www.yellowpages.com.au/search/listings?clue=Kitchens-renovations+%26+equipment+cabinet+making&locationClue=Greater+ADELAIDE&lat=&lon=&selectedViewMode=list>

GREATER PERTH

<https://www.yellowpages.com.au/search/listings?clue=Kitchens-renovations+%26+equipment+cabinet+making&locationClue=Greater+Perth%2C+WA&lat=&lon=&selectedViewMode=list>

ΗΛΕΚΤΡΟΝΙΚΕΣ ΒΑΣΕΙΣ ΕΤΑΙΡΕΙΩΝ ΠΩΛΗΣΕΩΝ ΠΟΜΟΛΩΝ

GREATER SYDNEY

<https://www.yellowpages.com.au/search/listings?clue=door+handles&locationClue=Greater+Sydney%2C+NSW&lat=&lon=&selectedViewMode=list>

GREATER MELBOURNE

<https://www.yellowpages.com.au/search/listings?clue=Door+handles&locationClue=Greater+Melbourne%2C+VIC&lat=&lon=&selectedViewMode=list>

GREATER ADELAIDE

<https://www.yellowpages.com.au/search/listings?clue=Door+handles&locationClue=Greater+Adelaide%2C+SA&lat=&lon=&selectedViewMode=list>

GREATER PERTH

<https://www.yellowpages.com.au/search/listings?clue=Door+handles&locationClue=Greater+Perth%2C+WA&lat=&lon=&selectedViewMode=list>

GREATER DARWIN

<https://www.yellowpages.com.au/search/listings?clue=Door+handles&locationClue=Greater+Darwin%2C+NT&lat=&lon=&selectedViewMode=list>

<https://theinteriorsaddict.com/designer-knobs-at-everyday-prices-for-those-little-touches-that-make-all-the-difference>

<http://www.sparrowandjackinteriors.com.au/knobs-and-decorative-touches/>

<https://handlehouse.com.au>

<https://www.trinca-ferro.com/au/en/>

<http://www.decorativedoorknobs.com.au>

<https://www.hafele.com.au/en/products/furniture-door-handles/furniture-handles-knobs/d3eb34ae11eccf20847821637a749251/>

<http://www.gainsboroughhardware.com.au>

<http://www.doorhandles.com.au>

<https://thelockshop.com.au/collections/door-knobs-levers>

<http://www.restorationonline.com.au/handles/door-handles>

<http://www.decorativedoorknobs.com.au/ceramic>

ΒΑΣΕΙΣ ΔΕΔΟΜΕΝΩΝ ΤΟΜΕΑ ΑΝΕΛΚΥΣΤΗΡΩΝ

GREATER SYDNEY

<https://www.yellowpages.com.au/search/listings?clue=elevator+%26+lifts&locationClue=greater+sydney&lat=&lon=&selectedViewMode=list>

GREATER MELBOURNE

<https://www.yellowpages.com.au/search/listings?clue=Elevator+%26+lifts&locationClue=Greater+Melbourne%2C+VIC&lat=&lon=&selectedViewMode=list>

GREATER ADELAIDE

<https://www.yellowpages.com.au/search/listings?clue=Elevator+%26+lifts&locationClue=Greater+adelaide&lat=&lon=&selectedViewMode=list>

GREATER PERTH

<https://www.yellowpages.com.au/search/listings?clue=Elevator+%26+lifts&locationClue=Greater+Perth%2C+WA&lat=&lon=&selectedViewMode=list>

GREATER DARWIN

<https://www.yellowpages.com.au/search/listings?clue=Elevator+%26+lifts&locationClue=Greater+Darwin%2C+NT&lat=&lon=&selectedViewMode=list>

ΤΕΧΝΙΚΕΣ ΠΡΟΔΙΑΓΡΑΦΕΣ ΑΝΕΛΚΥΣΤΗΡΩΝ

<https://www.disabilityaccessconsultants.com.au/australian-standards-lifts/>

AUSTRALIAN STANDARDS - LIFTS

Overview

The following are the Australian standards relates to the use of lifts within the built environment. AS1735.12 details specific requirements for people with a disability. Please note these are copyright and we can not issue copies of them.

AS 1735.12 sets out requirements for facilities in passenger lifts that are specifically designed to assist persons with disabilities. It is complementary to **AS 1735.1**, **AS 1735.2** and **AS 1735.3**. Where any conflict arises between Parts of **AS 1735**, the provisions of this Part shall take precedence.

AS 1735.1-2003/Amdt 1-2006

Lifts, escalators and moving walks - General requirements

[Purchase Standard](#)

AS 1735.2-2001

Lifts, escalators and moving walks - Passenger and goods lifts - Electric

[Purchase Standard](#)

AS 1735.12-1994

Lifts, escalators and moving walks - Facilities for persons with disabilities

[Purchase Standard](#)

AS 1735.14-1998

Lifts, escalators and moving walks - Low-rise platforms for passengers

[Purchase Standard](#)

AS 1735.16-1993

Lifts, escalators and moving walks - Lifts for persons with limited mobility - Restricted use - Automatically controlled

[Purchase Standard](#)

AS 1735.17-1995

Lifts, escalators and moving walks - Lifts for people with limited mobility - Restricted use - Water-drive

[Purchase Standard](#)**AS/NZS 1735.18:2002**

Lifts, escalators and moving walks - Passenger lifts for private residence - Automatically controlled

[Purchase Standard](#)**ΚΛΑΔΙΚΕΣ ΕΚΘΕΣΕΙΣ ΚΛΑΔΟΥ ΚΑΤΑΣΚΕΥΩΝ / ΔΟΜΙΚΩΝ ΥΛΙΚΩΝ**<http://aceexpo.com.au><http://designbuildexpo.com.au><http://www.sydneybuildexpo.com><http://www.sydneyhomeshow.com.au><http://www.melbournehomeshow.com.au>**ΣΤΑΤΙΣΤΙΚΑ ΣΤΟΙΧΕΙΑ ΑΥΣΤΡΑΛΙΑΝΩΝ ΕΙΣΑΓΩΓΩΝ ΔΟΜΙΚΩΝ ΥΛΙΚΩΝ**

2515 Marble, travertine, ecaussine and other calcareous monumental or building stone of an apparent specific gravity of 2.5 or more, and alabaster			
	FY2010	FY2011	FY2012
	A\$000	A\$000	A\$000
All countries	576	483	459
China	23	39	94
France			1
Greece		16	23
India	25	11	5
Indonesia	22		
Iran	11	25	57
Italy	472	391	268
Netherlands	2		
Turkey	22		7
United States			4
2516 Granite, porphyry, basalt, sandstone and other monumental or building stone, whether or not roughly trimmed or merely cut, by sawing or otherwise, into blocks or slabs of a rectangular (including square) shape			
	FY2010	FY2011	FY2012
	A\$000	A\$000	A\$000
All countries	2,758	1,861	2,223
Australia			3
China	1,133	372	1,137
Egypt		4	
Fiji	3		
Germany	222	55	
India	892	1,060	825
Indonesia	53	8	3
Israel	58	40	70

Italy	130	7	58
Lebanon		41	
Namibia	1		
New Zealand	12		3
Norway	71	33	13
Oman	25		
Pakistan	31		
Philippines	1	2	
Republic of Korea			5
South Africa	3		
Syria		39	
Thailand	18	11	
Turkey	48	56	21
United Arab Emirates			5
United Kingdom			2
United States	9	53	7
Vietnam	48	80	72

6802 Worked monumental or building stone (except slate) and articles thereof, other than setts, curbstones and flagstones; mosaic cubes and the like and artificially coloured granules, chippings and powder, of natural stone (including slate)			
	FY2010	FY2011	FY2012
	A\$000	A\$000	A\$000
All countries	136,529	135,997	137,961
Argentina		31	5
Armenia	37	42	113
Australia	31	7	4
Austria	1	43	
Belgium	71	44	21
Brazil	990	1,018	353
Bulgaria	20		15
Cambodia	15	12	13
Canada		26	11
Chile	1		
China	48,013	51,227	53,318
Croatia	2	125	6
Denmark			1
Dominican Republic			21
Egypt	554	758	792
Finland		6	
France	1,039	570	261
FYR Macedonia	1		
Germany	417	726	1,081
Greece	659	1,048	734
Hong Kong (SAR of China)	254	145	120
Iceland		16	
India	18,057	17,561	13,102
Indonesia	5,925	5,664	6,695
Iran	2,683	3,183	3,223
Ireland	4		
Israel	331	347	592
Italy	26,907	25,170	25,817
Japan	68	26	7
Jordan	178	73	192
Kenya	6		42
Lebanon	349	170	447
Macau (SAR of China)			7
Malaysia	76	44	113
Mexico	113		
Montenegro		35	43
Morocco	12	4	53
Myanmar	3	21	12
Netherlands	12		17
New Zealand	1,770	1,197	1,194
Norway	18		2
Oman	122	155	615
Pakistan	103	123	76
Philippines	731	714	854
Portugal	827	690	961

Puerto Rico			16
Republic of Korea	4	68	185
Singapore	116	345	149
South Africa	165	69	13
Spain	4,149	3,145	2,649
Sri Lanka	23		
Swaziland	89		
Sweden	3		
Switzerland	205	143	
Syria	10	36	12
Taiwan	1,155	798	596
Thailand	311	138	84
Tunisia	29	17	42
Turkey	17,955	18,128	20,854
United Arab Emirates	13	92	238
United Kingdom	205	163	196
United States	349	317	415
Vietnam	1,341	1,514	1,569
Zimbabwe	6	4	6

Australia's Imports of Selected Building Materials Items								
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
2515 Marble, travertine, ecaussine and other calcareous monumental or building stone of an apparent specific gravity of 2.5 or more, and alabaster	All countries	WEIGHT - kilogram	137,019	122	292,657	306	744,110	331
	Iran					452,400	33	
	China		17,000	13	39,655	48	105,175	107
	Greece		24,000	21	46,500	91	46,500	67
	Turkey		69,482	72	44,353	48	44,830	28
	Brazil						38,377	17
	Italy				103,520	97	36,776	67
	Egypt				2,000	6	20,000	8
	United States		309	3	2,451	8	52	6
	Albania				47,000	4		
	Germany		26,020	8				
	India				7,066	2		
	Spain				112	3		
United Kingdom		208	6					
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
251620 Sandstone	All countries	WEIGHT - kilogram	1,003,912	277	938,853	317	924,830	354
	India		835,727	204	784,715	253	785,203	296
	China		62,355	33	149,243	54	90,590	42
	Vietnam						44,796	5
	United Kingdom						4,098	4
	United States				4,895	10	143	6
	Germany		105,200	38				
	Papua New Guinea		630	1				
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
25169000 Porphyry, basalt and other monumental or building stone (excl. granite and sandstone), crude, roughly trimmed or cut by sawing into blocks or slabs of a rectangular shape	All countries	WEIGHT - kilogram	4,588,145	1,802	4,811,028	2,243	5,056,109	2,014
	China		3,704,034	1,496	3,784,214	1,758	4,043,896	1,815
	India		372,398	64	334,857	63	850,185	77
	Italy		468,426	211	546,278	394	75,525	30
	Israel				10,000	3	43,793	13
	Greece						17,850	6
	United Kingdom						14,899	64
	Canada						4,687	2
	France						3,384	1
Japan						1,890	7	

	Albania				105,040	8		
	New Zealand		3,000	2	10,455	5		
	Philippines		15,777	14				
	Turkey		20,514	10				
	United States		716	4	184	2		
	Vietnam		3,280	1	20,000	9		
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
68022100 Worked marble, travertine and alabaster (excl. goods of 6801) and articles thereof, simply cut or sawn, with a flat or even surface	All countries	SUNDRY UNITS - not recorded	0	10,607	0	13,362	0	12,346
	Turkey		0	3,321	0	6,182	0	5,596
	Italy		0	2,705	0	2,810	0	3,019
	China		0	2,969	0	2,564	0	2,057
	Greece		0	427	0	360	0	511
	Iran		0	32	0	28	0	376
	India		0	111	0	144	0	146
	Brazil		0	55	0	267	0	120
	Egypt		0	171	0	100	0	104
	Indonesia		0	533	0	254	0	96
	Spain		0	119	0	51	0	65
	Philippines		0	19	0	333	0	51
	Portugal				0	16	0	36
	United States		0	7	0	93	0	36
	New Zealand		0	41			0	29
	Pakistan		0	11	0	15	0	15
	Belgium						0	12
	Hong Kong (SAR of China)		0	31	0	21	0	12
	Jordan						0	12
	Republic of Korea		0	1	0	2	0	12
	Vietnam		0	2	0	24	0	12
	Lebanon						0	9
	South Africa						0	8
	Malaysia		0	9	0	16	0	4
	Australia (re-imports)						0	3
	Germany		0	3	0	2	0	3
	Thailand						0	3
	France		0	33				
	Morocco		0	2				
	Myanmar				0	3		
Oman				0	55			
Taiwan		0	4	0	5			
United Arab Emirates				0	19			
United Kingdom				0	1			
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
68022300 Worked granite (excl. goods of 6801) and articles thereof, simply cut or sawn, with a flat or even surface	All countries	SUNDRY UNITS - not recorded	0	10,853	0	18,370	0	13,741
	China		0	8,126	0	13,248	0	11,082
	India		0	1,119	0	1,603	0	1,109
	Italy		0	852	0	928	0	685
	Indonesia		0	293	0	2,317	0	454
	Spain		0	100	0	124	0	197
	Vietnam		0	7	0	27	0	75
	Portugal						0	53
	Taiwan		0	43	0	20	0	48
	Turkey						0	35
	Germany				0	56	0	2
	Croatia						0	1
	Australia (re-imports)				0	7		
Brazil		0	116					

	Canada		0	18	0	1		
	Egypt				0	17		
	Hong Kong (SAR of China)		0	19				
	Hungary		0	12				
	Lebanon				0	2		
	Malaysia				0	2		
	New Zealand		0	95				
	Oman		0	5				
	Thailand				0	8		
	United Kingdom		0	21	0	3		
	United States		0	27	0	6		
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
68029100 Worked marble, travertine and alabaster (excl. goods of 6801) and articles thereof nes	All countries	SUNDRY UNITS - not recorded	0	56,493	0	62,692	0	80,486
	Italy		0	22,258	0	23,177	0	30,166
	Turkey		0	18,692	0	20,720	0	18,417
	China		0	8,175	0	8,678	0	17,870
	India		0	490	0	2,310	0	4,734
	Greece		0	1,784	0	1,810	0	2,775
	Iran		0	1,328	0	1,614	0	1,157
	Indonesia		0	956	0	1,232	0	1,073
	Spain		0	751	0	798	0	845
	Brazil		0	84	0	149	0	501
	Egypt		0	233	0	442	0	483
	Vietnam		0	203	0	214	0	430
	United States		0	162	0	73	0	396
	Taiwan		0	136	0	194	0	346
	Singapore		0	394	0	64	0	325
	Portugal		0	22	0	80	0	210
	Pakistan		0	20	0	78	0	109
	Hong Kong (SAR of China)		0	86	0	242	0	73
	Morocco		0	3			0	73
	Malta						0	71
	Switzerland		0	93	0	38	0	66
	United Kingdom		0	72	0	5	0	58
	Netherlands		0	37	0	60	0	54
	Uganda						0	50
	Thailand		0	8	0	72	0	30
	Canada		0	5			0	26
	Philippines		0	55	0	47	0	24
	France		0	75	0	7	0	19
	Bosnia-Herzegovina						0	18
	Malaysia		0	19			0	15
	Belgium		0	8	0	3	0	13
	Denmark		0	8	0	8	0	12
	Republic of Korea		0	3	0	12	0	12
Germany		0	148			0	10	
United Arab Emirates		0	5	0	226	0	9	
South Africa						0	4	
Cyprus						0	3	
Tunisia				0	32	0	3	
Australia (re-imports)						0	2	
Myanmar		0	2			0	2	
Sweden						0	1	
Afghanistan					0	67		
Algeria					0	2		
Israel		0	75	0	46			
Japan					0	1		

	Jordan		0	42	0	1		
	Lebanon		0	59	0	6		
	Montenegro				0	19		
	New Zealand				0	29		
	Oman				0	137		
	Slovenia		0	1				
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
68029300 Worked granite (excl. goods of 6801) and articles thereof nes	All countries	SUNDRY UNITS - not recorded	0	38,031	0	41,933	0	48,123
	China		0	25,588	0	28,452	0	33,444
	India		0	7,019	0	7,150	0	6,962
	Italy		0	2,866	0	2,578	0	3,348
	Indonesia		0	333	0	232	0	2,387
	Brazil		0	239	0	1,067	0	905
	Taiwan		0	544	0	655	0	442
	New Zealand		0	1,039	0	1,152	0	435
	Spain				0	94	0	75
	Vietnam		0	35	0	79	0	40
	Turkey		0	55	0	34	0	25
	Pakistan				0	2	0	13
	Greece		0	20			0	12
	Sri Lanka				0	4	0	7
	Egypt		0	21			0	5
	Thailand		0	31	0	15	0	5
	Jordan						0	4
	Denmark						0	3
	Japan		0	11	0	2	0	3
	United States		0	2	0	91	0	2
	Cambodia						0	1
	Ireland						0	1
	Malaysia		0	2	0	1	0	1
	Malta						0	1
	Belize				0	237		
	France		0	1	0	2		
	Germany		0	65	0	11		
Hong Kong (SAR of China)		0	88	0	42			
Iran				0	1			
Netherlands		0	1	0	3			
Portugal		0	46					
Republic of Korea				0	27			
South Africa		0	22					
United Kingdom				0	2			
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
74071000 Bars, rods and profiles, of refined copper	All countries	WEIGHT - tonne	21,465	174,856	6,902	60,677	3,710	29,645
	Malaysia		4,723	38,465	1,478	13,165	1,739	13,103
	Thailand		1,480	13,283	1,846	16,817	1,157	9,245
	France		44	427	49	567	339	2,918
	Belgium				89	808	179	1,328
	Germany		102	1,181	66	925	113	1,260
	India		8	128	31	348	51	528
	Republic of Korea		60	646	85	1,078	49	443
	Finland		113	1,171	186	2,033	26	315
	Peru						15	120
	United Kingdom		8	132	30	26	3	111
	China		7	81	7	19	7	97
	Brazil		40	135	22	72	29	84
	United States		0	13	10	249	3	62

	Italy							0	24
	New Zealand							0	2
	South Africa							0	2
	Australia (re-imports)				1	33		0	1
	Chile		8,453	68,098	1,594	13,047			
	Indonesia		6,427	51,073	1,408	11,477			
	Japan				0	2			
	Netherlands				0	10			
	Ukraine		0	22					
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016		
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000	
74072100 Bars, rods and profiles, of copper-zinc base alloys (brass)	All countries	WEIGHT - tonne	3,394	23,125	3,036	21,743	2,533	17,626	
	Republic of Korea		1,669	10,698	1,450	9,613	841	5,531	
	Malaysia		677	4,365	478	2,861	517	2,859	
	South Africa		364	2,313	527	3,459	408	2,744	
	New Zealand		316	2,773	222	2,100	292	2,593	
	Vietnam		59	594	150	1,593	123	1,098	
	Germany		100	956	141	1,432	135	985	
	India		58	383	36	252	60	373	
	Italy				0	12	40	368	
	China		39	405	24	263	28	286	
	Spain		0	24	2	24	23	210	
	United Kingdom		45	106	0	9	15	182	
	Thailand		2	23			24	173	
	Turkey						24	137	
	United States		60	449	1	39	0	42	
	France		0	3	1	41	2	22	
	Taiwan		0	3	3	20	1	18	
	Hong Kong (SAR of China)		0	3	0	11	0	4	
	Austria						0	2	
Canada		0	2						
Denmark		3	10						
Papua New Guinea		2	15	1	5				
Singapore				0	9				
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016		
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000	
74082100 Wire of copper-zinc base alloys (brass)	All countries	WEIGHT - tonne	59	827	62	887	77	785	
	Republic of Korea		32	379	34	408	46	326	
	Taiwan		18	178	21	250	19	176	
	Germany		3	88	2	66	5	98	
	United Kingdom		0	99	0	60	0	69	
	Malaysia		4	37	5	60	5	56	
	United States				0	28	2	48	
	Vietnam		0	3			0	9	
	France		0	6	0	7	0	3	
	China				0	8			
	Japan		2	36					
HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016		
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000	
74082200 Wire of copper-nickel base alloys (cupro-nickel) or copper-nickel-zinc base alloys (nickel silver)	All countries	WEIGHT - kilogram	35,640	824	34,977	820	27,226	562	
	Taiwan		3,944	328	3,690	298	2,002	206	
	China		27,926	312	24,937	302	17,337	162	
	United States		1,019	110	4,322	133	4,958	122	
	Republic of Korea		2,147	38	883	19	2,250	41	
	Switzerland						405	15	
	Germany						160	7	
	United Kingdom		604	35	1,145	68	74	7	
	Singapore						40	2	

HTISC	Partner Country	Unit Of Quantity	CY2014		CY2015		CY2016	
			Quantity	A\$000	Quantity	A\$000	Quantity	A\$000
74082900 Wire of copper alloys nes	All countries	WEIGHT - kilogram	245,207	2,373	278,854	2,864	406,363	3,390
	Thailand				163,554	1,490	295,223	2,302
	China		65,979	785	48,898	648	63,178	495
	Germany		16,246	231	30,465	420	27,248	344
	Italy		150	2	480	7	6,635	27
	United States		15,182	249	2,677	92	4,635	114
	Spain		5,768	28	5,583	26	4,137	24
	Republic of Korea		97,254	964	2,962	29	2,219	20
	Japan						1,307	17
	India		39,246	58	223	6	1,009	31
	United Kingdom		1,110	25	475	10	393	8
	Samoa						198	1
	Hong Kong (SAR of China)		3,030	3	6,150	9	145	6
	Malaysia		56	4	11,002	98	36	1
	Canada		3	1				
	France		15	1	2	4		
	Hungary		145	5				
New Zealand				5,769	18			
Pakistan		215	5					
Papua New Guinea		808	11					
Vietnam				614	7			

Source: DFAT STARS Database, based on ABS Cat No 5368.0, January 2017 data.

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