

TOTAL SUPPORT

Standing behind their brand and product range is something that Abey have been doing since their early beginnings and continue doing today, something that imported brands struggle with. Without which products are just commodity items that won't last the distance.

UNCOMPROMISING QUALITY

It has historically been an iconic trademark of all Abey products. Abey have maintained uncompromising quality which is at the core of Abey's DNA. Providing customer's quality and innovative products that deliver consistency of performance and provide, longevity – not just a short term fix.

CUSTOMER FOCUS

This is of uppermost importance, because only by analysing and understanding a customer's needs can Abey truly begin the process of finding or developing the right solution. Today's fast passed, efficiency focused world demands flexible and effective solutions.



OUR STORY

For over 60 years, Abey Australia has been synonymous with quality and innovation, bringing the latest designs and technology to Australia. We manufacture over 1,200 products from our factory in Melbourne as well as acquire another 3,500 from our vast array of global suppliers. Our range is a result of constant and on-going product development with a focus on innovation and quality.

Amongst our offering is the largest range of kitchens and basin taps and showers in Australia. This includes our own Gareth Ashton collection as well as exclusive Italian collections including Cessi, Armando Vicario, Mastella and Barazza. We are renowned amongst designers and architects for our ability to supply a complete Kitchen and Bathroom package to complement all designs and budgets.

The ability to seize opportunities, an intimate knowledge of the industry and a flexible and responsive management style have been fundamental to our success. With a team of dedicated and experienced staff, we look forward to working with you in turning your design into reality.

60 YEARS OF AUSTRALIAN HISTORY

- 1956 BEGAN MANUFACTURING SAFETY BELT COMPONENTS FOR PASSENGER VEHICLES. ALSO BEGAN MANUFACTURING BUILDING MASONRY, PLUMBING AND TIMBER CONNECTORS.
- 1979 REVOLUTIONISED THE PLUMBING INDUSTRY BY INVENTING A NEW CLIPPING SYSTEM WHICH WINS THE "BEST NEW PRODUCT" AWARD.
- 1989 INVENTED THE FLEXISHAFT SKYLIGHT SYSTEM MAKING SKYLIGHT INSTALLATION SIMPLE AND INEXPENSIVE.
- 1990 NEW CORROSION PROOF MASONRY PRODUCTS DEVELOPED AFTER THE NEWCASTLE EARTHQUAKE.
- 1991 ABEY SINKWARE INTRODUCED MARKING THE BEGINNING OF OUR PRESENCE IN HIGH END MARKET FOR KITCHEN PRODUCTS.
- 2002 ABEY BECOMES EXCLUSIVE DISTRIBUTOR OF THE WORLD LEADER GESSI TAPWARE RANGE.
- 2007 ABEY INTRODUCES BARAZZA APPLIANCES AND REVOLUTIONISES THE COOKTOP INDUSTRY.
- 2013 GARETH ASHTON TAPWARE RELEASED WITH OVERWHELMING SUCCESS.
- 2014 NEW SPEED CLIP SYSTEM INVENTED WHICH REDUCES INSTALLATION TIME.
- 2016 GARETH ASHTON TOILETS, BASINS AND BATHS ARE ADDED TO THE COLLECTION MAKING IT A "COMPLETE BATHROOM LOOK".

"MAY YOU LIVE IN INTERESTING TIMES"



ABEY AUSTRALIA A WHOLLY AUSTRALIAN OWNED COMPANY

VICTORIA
Abey Head Office
57-81 Abey Rd
Cobblebank
Ph: 03 9747 7777
Selection Gallery
335 Ferrars St
Albert Park
Ph: 03 8696 4000

NEW SOUTH WALES
Selection Gallery
1E Danks St
Waterloo
Ph: 02 8572 8500

QUEENSLAND
Office
33-35 Blue Eagle Dr
Meadowbrook
Ph: 07 3440 5500
Selection Gallery
94 Petrie Tce
Brisbane
Ph: 07 3369 4777

NORTHERN TERRITORY
Ph: 1800 809 143

SOUTH AUSTRALIA
Ph: 1800 809 143

TASMANIA
Ph: 1800 809 143

WESTERN AUSTRALIA
Selection Gallery
12 Sundercombe St
Osborne Park
Ph: 08 9208 4500

abey.com.au
abeytrade.com.au

**INNOVATION
IN EVERYTHING**



SINCE 1956 ABEY AUSTRALIA
HAVE BUILT THEIR BUSINESS
AND REPUTATION ON INNOVATION
AND QUALITY.



From the outside, many businesses may look the same, sell similar products and provide similar services. But like humans, every business has its own unique corporate fingerprint that distinguishes and sets it apart from its competition.

The diversity of the Abey business spans across interconnecting industries within the building sector. Like a two sided coin, each face offers a different image, it's own distinct personality, yet shares the same DNA, offering unique and innovative products for its distinct trade and designer focused customer groups.

INSPIRATION
INNOVATION
DESIGN
MANUFACTURE
MARKETING
DISTRIBUTION

THE TRADESMAN'S CHOICE



MANUFACTURING LOCALLY FOR MANY AUSTRALIAN BUSINESSES HAS BECOME A THING OF THE PAST.

GLOBAL COMPETITION HAS MEANT MANY PRODUCTS ARE NOW BEING IMPORTED BUT OFTEN NOT SUPPORTED LOCALLY.

Abey see this as an opportunity as they have been able to not only compete with these cheap imports on price, utilising automation and lean manufacturing processes, but their products are of a higher and more consistent quality and conform to our Australian building Standards and importantly offer the support that others cannot.

By constantly developing their own unique patented products locally, Abey assure the viability and longevity of their manufacturing business. Today Abey Trade products are sold and supported nationally in all major Hardware, Plumbing and Building merchants.



THE DESIGNER'S CHOICE



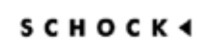
ABEY INTRODUCED THEIR FIRST DESIGNER RANGE OF PRODUCTS TO THEIR PRICE LIST IN THE EARLY 1990S.

The products included a modest array of quality laundry troughs and sinkware, with an aim to capture a small percentage of market share.

Initially these were sold through plumbing merchants then hardware stores and eventually through white goods and specialty designer stores. Within this highly competitive retail environment Abey have strived to become one of the top 2 leading distributors of sinkware in the country.

To fulfil the market needs, Abey have developed offshore manufacturing partnerships as well as distributor status of unique high end international brands. This provides Abey the ability to control and maintain stringent design, quality and product support standards for their Australian customers.

Today Abey's designer range extends to include unique high end architectural products for the kitchen and bathroom. These unique niche market products are on display in Abey's national designer showrooms. Exclusive facilities that provide Abey the ability to trial and display new products to gain valuable feedback from designers, group buyers and end user customers. Enabling Abey to gain a unique understanding of the ever changing needs of customers and end users.



PROUDLY FAMILY OWNED



An energetic third generation family owned organisation, Abey have forged ahead through constant development of their business by being in touch with their customers and end users, constantly seeking out the world's best products, developing new and innovative ways to enrich and satisfy customer's needs.

Geoff Anderson
Managing Director

Ashley Anderson
Marketing &
Operations Manager

Trent Anderson
National Sales Director

Graeme Hill
Finance Director

(left to right)

INNOVATION IN EVERYTHING

INNOVATION CAN TAKE MANY FORMS.

When it comes to designer kitchen and bathroom products, aesthetics is the key focus. whereas for benign trade products functionality is the prime ingredient.

Chairman Geoff Andersons' quest throughout his career has been to constantly be on the lookout for that better mousetrap, and so with that

mindset has orchestrated a flow of innovations over many decades. A trained tool and die tradesman Geoff has an intimate understanding of manufacturing processes, thus nurturing a focus on innovation and re invention of existing products to make them even better and easier to use.

Abey's state of the art design facilities and machine shop enables Abey to move quickly in developing the tools and dies they need in their manufacturing business. Creating

new and innovative products that are of the highest quality and designed to make things easier and safer for installers.

This Innovation DNA has flowed through to all areas of the business. Whether it required designing and manufacturing locally or sourcing the best the world has to offer, Abey's goal is to always provide their customers the highest levels of service, product quality and truly innovative solutions.

LOOKING FORWARD

ABEY'S CORPORATE DNA HAS HELPED GROW THE COMPANY FROM A SMALL BACKYARD OPERATION IN 1953, TO THE MAJOR NATIONAL COMPANY IT IS TODAY.

These solid principals provide the foundations for continued growth despite the fluctuations and changes within the modern marketplace. While the future will never be totally clear, Abey's path will be one of continuously honing skills, utilising their growing industry intellect, focusing on it's customers, listening and reacting to their needs, pro-activating initiatives, developing efficiency solutions and growing their brand through "Innovation in everything they do".



ABEY'S HERITAGE



The year the Olympic Games came to Melbourne, Australia, the company expanded their operations by acquiring a small factory in Airport West, Victoria, where they began manufacturing safety belt components for passenger vehicles.



Aged 23, Geoff Anderson joined the company as a toolmaker and the company then began manufacturing a new range of products for the hardware and plumbing industry in the form of masonry, plumbing and timber connectors.



Abey revolutionised the plumbing industry by inventing a new "Bolted Clipping System", winning the prestigious "Best New Product" award, gaining national acceptance throughout the plumbing industry and still being sold and copied to this day.



Abey took the information gained by the devastating Newcastle earthquake and developed a unique new range of corrosion resistant stainless steel masonry products – a concept which is now recognised worldwide.

Further growth saw the company expand into four factories in the area and expansion to other states. With sales offices and warehousing in the key capital cities of Queensland, New South Wales, and Western Australia and distribution networks to all other states and regional areas.



Having developed the market, Abey acquired an opposition US company based in Queensland that manufactured flexible plumbing connectors. A product category that Abey pioneered, promoted and made an industry standard.



Abey is made the exclusive Australian distributor of the world's most acclaimed designer Italian Tapware company Gessi. The first of many top International brands to join Abey's distribution umbrella.



Abey open their first Designer Showroom in Brisbane. The showroom quickly proved to be an essential ingredient to authenticating Abey as a serious player within the high end designer products market and bespoke showrooms in Melbourne, Sydney and Western Australia soon followed.



Abey introduce an innovative new product Airflex to their trade products.



Abey are appointed exclusive distribution of High end quality German Schock sink and tapware.



Abey upgrade to a new and bigger showroom in Sydney.



Strategic move by Abey to design, import and introduce their Gareth Ashton range of tapware targeting the commercial builder market.



New release of the Abey Speed Clipping range for the plumbing industry which was an upgrade reinvention of their original "Bolted clipping system" that was first invented in 1979 - 35 years on.



Abey's new designer showroom opens in Western Australia.



Another innovation from Abey after much research and specialist design input, are their Acoustic Clamps for the Commercial Plumbing industry. Providing significantly superior sound deadening properties and considerable cost savings.

Installation of state of the art Horizontal Powder Coating Machine enables Abey to stay on top of streamlining production and enabling Abey to compete on price with low cost, often inferior imports.

1953 1956 1965 1967 1975 1979 1989 1990 1991 1997 2000 2002 2005 2006 2007 2009 2011 2012 2013 2014 2015 2017 2018 2019 2020

Foundation year – company then known as A&B Tool and Die Manufacturers. From modest beginnings they began manufacturing press tools for the automotive industry (Ford, GMH)



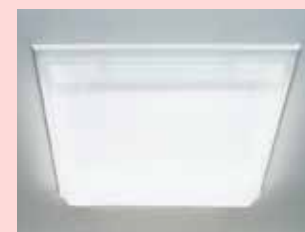
Further expansion their operation they acquired a warehouse in Airport West adjacent to their manufacturing facilities.



Seeing an opportunity in the marketplace Abey began its first imports program selling twin skin Duravent products.



Abey invented their unique Flexishaft Skylight System which made skylight installation simple and inexpensive by eliminating the need for solid light shaft construction and gaining greater light reflection through the flexible shaft.



Abey develop their own branded sinkware to gain a small niche market share in the high quality stainless steel kitchen and laundry sink market. The success of this initial venture led Abey to become a market leader within this field, offering the largest range of products in the marketplace.



Abey moved their Head Office, manufacturing and warehousing into state-of-the-art facilities in Melton, now Cobblebank, west of Melbourne. The relocation enabled Abey to amalgamate their Victorian divisions, within 10,000 sq metres of architecturally designed factory and warehouse space. The facilities are located on 10.5 ha. (26 acres) of available land space, providing ample area for growth.



With major retailers importing cheap products directly from China, Abey take the bold step to co-manufacture sinkware in China. This partnership enables Abey to maintain control of the design and quality of their products, reduce costs yet still offer local product support. Abey open their very first designer Showroom in South Melbourne.



Italian company Barazza joins Abey's stable of exclusive designer brands with revolutionary appliances and kitchen products.



Another Italian Tapware brand, Armando Vicario joins Abey as their distributor to target commercial projects.



Chambord Kitchen Sinkware are added to Abey's international stable of high end quality international brands.



Abey expands its range of bathroom products to include Toilets and Basins.



Striving for greater production automation output, Abey took the bold move to introduce robotics to their powder coating system.



Abey introduced the next generation flexible water connectors "High Class Hookers" to their range of plumbing products which solves the burgeoning issue of corrosion and water leakage.



Stainless Steel wood burning flue kits have also been introduced into Abey's range flueing products



To help reduce their carbon emissions and offset external their electricity consumption, Abey have installed a vast solar panel array on their warehouse roof for greener a cleaner manufacturing business.

