

Fraser & Mountain
Pty Ltd

and

F&M Commercial
Maintenance Pty Ltd

Company
Profile

“Experience goes a long way”

Company History

For 100 years Fraser & Mountain has successfully operated in the plumbing and air-conditioning industry. Established in 1907, Fraser & Mountain opened business in the basement of the Commercial Bank of Australia building in Flinders Lane Melbourne.

Back then, the companies operations covered both plumbing and maintenance works. Installations were carried out by plumbers travelling by pushbike with specially fixed toolboxes riding to various sites throughout Melbourne.

In 1938, Ray Peterken purchased the company and continued operations. Ray's intuition led him to convert his Ford sedan into a utility; he removed the rear body and was also forced to add a coal burner due to the shortage of petrol.

The war years saw Fraser & Mountain's work move into the Military Services, installation of hot water systems and building ventilation was the beginning of Fraser & Mountain's entry into the Mechanical Services industry.

Following the companies Post War growth, Fraser & Mountain were forced to move from their Flinders St basement into premises located in Weston St, Brunswick. Further growth saw the company move to its current location in Clarke St, Brunswick East.

In 1962 Geoff Peterken, Ray's son, joined the company as an apprentice plumber. During 1967 Ray Peterken was diagnosed with Asbestos related cancer and passed away two years later in 1969.

Geoff and Fraser & Mountain's loyal employees were able to continue operations, and then in 1981 Graham Brunning joined the company. Graham's experience in Mechanical Services added further support to Fraser & Mountain's knowledge. Geoff also saw a need to expand the refrigeration and service section of the business. Martin Morey joined the company and developed F&M Commercial Maintenance, Fraser and Mountain's Service Department.

In 2005 David Greig joined the company allowing Graham to retire from the industry. The company is currently owned and operated by Geoff, Martin and David.

Company Resources

Fraser & Mountain has maintained a long-term stable workforce of over 70 personnel. Many staff have more than 20 years employment with the company, younger staff are continually introduced, ensuring continued knowledge development.

The company employ's Estimating, Engineering, CAD Drafting, Sheet-metal, Specialist Welders, Plumbing, Commissioning, Refrigeration, Controls and Maintenance staff.

Off site pipe fabrication and welding of mild steel, stainless steel, and copper can be provided including sheet metal fabrication.

We operate a fleet of 15 modern service vehicles. All staff are licensed and fully qualified. A 24-hour emergency breakdown service is provided.

Company Key Personnel

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|---------------------------|---------------------------|
| Safety Manager | Geoff Peterken (Director) |
| Commissioning/Service | Martin Morey (Director) |
| Estimating/Administration | David Greig (Director) |
| Service Manager | Marc Loecherer |
| Construction Manager | Trent Ayres |
| Estimator | Ben Tirant |
| Project Manager | Nick Randone |
| Engineer | Robert Fenwick |
| Factory Supervisor | Wally Hanna |

Company Facilities

Fraser & Mountain operate from well-established office and factory facilities in Brunswick East, Melbourne.

Our manufacturing offers modern ductwork and steel fabrication services. We also provide in-house engineering, drafting, installation, commissioning and maintenance of all mechanical services plant.

The company operates occupational health and safety, quality management and environmental systems. We also comply with all building industry requirements and are party to appropriate industry enterprise agreements.

Our Service department has operated for more than 25 years. In 2004 the department began trading as F&M Commercial Maintenance Pty Ltd, enabling us to be more flexible in providing the complete package of building maintenance. Services include Plumbing, Refrigeration, Air-conditioning, DDC, Analogue and Pneumatic Controls and Electrical Services.

Financial Capacity

Fraser & Mountain is privately owned and managed. The company owns its facilities in Brunswick East and operates under a positive cash flow.

The turn over for the 2008/2009 financial year will exceed \$17,000,000.00 and a return of profit after tax is expected. The Companies bank is Westpac Banking Corporation located in Brunswick. Currently there is no liability to the bank other than a number of short-term lease/purchase agreements.

Fraser & Mountain has a long history of stable financial ratings combined with reasonable profit return. During 2005 Fraser & Mountain received accreditation from D&B business awards for business performance, placing us in the top one percent of companies in Victoria.

If required a copy of our financial report can be provided upon request.

Company Projects

Fraser & Mountain is well known for its expertise in the University and Institutional sector of the industry. The company has completed a wide range of projects from Laboratories, Hospitals, Shopping Centres, Health Care, Pharmaceutical, Communications and Commercial Projects.

Personal management and commitment ensures quality projects are delivered successfully. Some recent projects are:

- University of Melbourne - Bio 21
- RMIT University
- Australian Unity
- Parliament House
- Network Pacific
- Epworth Hospital
- Safeway
- CSL/ Pfizer
- Freemasons Hospital
- Monash University
- Austin Hospital
- Henkell Brothers
- Ormond College

Conclusion

Our company can offer personal planning, design and installation of a wide range of Mechanical Services systems.

We have experienced people committed to providing reliable service.

Our goal is to achieve growth, good service and quality without compromising our existing long-standing relationships.

For further information please telephone David or Martin on (03) 9387 9933 or Email Martin at martin@fandm.com.au

Thankyou for taking an interest in our company.

