

TSI is on a winning formula

AFTER just six years of business, Tropical Safety & Identification (TSI) has been awarded the number one single branch location from two major national safety suppliers, Brady and Paramount's ProChoice.

And if that wasn't enough of an achievement, they have also been awarded the third-biggest single branch for both in Australia.

These are certainly major achievements for a 100% locally owned business which is up against the big national safety suppliers.

Yet it comes as little surprise to Tropical Safety & Identification's general manager, Pete Mizen.

"Our staff is customer-focused and each has a strong commitment to meeting deadlines.

"Safety is a highly specialised area and the TSI team knows our products inside and out, with a wealth of experience behind them.

"Bowen Basin is one of the southern hemisphere's strongest industrial regions, but the safety market is very competitive and the industry relies on the service aspect as much as they do products and pricing," he said.

This month, Tropical Safety expanded into Paget's Terminus Business Park on Caterpillar Drive beside Hastings.

The new facility is four times the size of their previous ware-



AWARD WINNERS: Pete and Amanda from Tropical Safety are meeting the needs in a wide range of industries.

PHOTOS: TONY MARTIN 180211/371

house behind Australia Post on Bridge Road and gives TSI the ability, in terms of storage, to easily handle supply from small

businesses through to filling large mining supply contracts, directly from within Mackay's major industrial precinct.

Blazoned over the new showroom's doors is the TSI Guarantee, "We will give you cost savings on volume buying" and their ra-

pidly expanding customer base is taking advantage of it.

Tropical Safety & Identification has held the record for the largest single order at Brady Australia for more than two years.

The nearest competitor is \$200,000 behind that \$440,000 sale.

With sales of this size, TSI has been able to negotiate better pricing and extends this on to their customers.

Adding to the Brady and ProChoice recognitions, Tropical Safety & Identification is the region's accredited Absorb Environmental Solutions agent and the major Ritemate clothing distributor.

Last Friday's Opening Day gave visitors the opportunity to inspect displays of the latest safety products and talk directly to the suppliers.

The official dinner that followed in the new display room and Safe-T Warehouse was well attended with national supplier CEOs and national managers in abundance, some tipping that in the not too distant future Tropical Safety could be in the running to take out number one honours in Australia.

Guests supported RACQ CQ Rescue on the night with a charity auction raising \$3405 in donations to support the local emergency service. For more information visit www.tropicalsafety.com.au

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Leanna Marsh from Tropical Safety

PHOTO: 180211/377



Tropical Safety has a big range of stock.

PHOTO: 180211/386



Customer Barry Menzies from JJ Richards talks to suppliers Scot Abernethy and Greg Roehrig.

PHOTO: 180211/383

LJH Commercial

INDUSTRIAL (for sale or lease)

- 11 Juliet St, Mackay for lease 432m2 office/workshop under roof. On site secure car parking, plus hard stand. Additional 52m2 block shed. NOW AVAILABLE
- Unit 2 Terminus Business Park, Paget (for lease) Warehouse: 258sqm, A/c showroom: 30sqm, Mezz: 72sqm, Total Area: 360sqm
- Unit 15 Terminus: (for sale or lease), Warehouse: 530sqm, A/c showroom: 75sqm, Mezz: 128sqm, Total Area: 733sqm
- Unit 1/35-43 Iridium Drive, Paget (for sale or lease), Warehouse: 259sqm, A/c Office: 70sqm, Mezz: 65sqm, Total Area: 348sqm
- Unit 9 Site Business Park, Margaret Vella Drive, Paget (for sale or lease), Warehouse: 210sqm, A/c Office: 95sqm, Mezz: 95sqm, Total Area: 400sqm
- Unit 1, 44 Central Park Drive, Paget (for sale or lease) with provision for 10t crane, Warehouse: 585sqm, Mezz a/c office: 80sqm, Total Area: 665sqm
- Unit 2, 44 Central park Drive, Paget (for sale or lease) with provision for 10t crane, Warehouse: 750sqm, Mezz a/c office: 84sqm, Total Area: 834sqm
- 25 Lester Hansen Street, Slade Point (for lease), Warehouse: 650m2 (provision for 10t crane)
- 13-19 Turbo Drive, Paget (for sale or lease), Warehouse: 1294sqm, A/c Office: 168sqm, Total Area: 1460sqm

Commercial (for sale or lease)

1. Sydney Street CBD (for lease), 100sqm a/c office or retail
2. 85 Sydney St 463m2 A/C office (CBD). Car parking on site. Total area 1527m2. For Sale by expression of interest.
3. Sydney Street, Mackay CBD (for sale or lease), 300sqm a/c office
4. Brisbane Street CBD (for lease), 254sqm office
5. Discovery Lane, North Mackay (for lease), 90sqm cafe/retail
6. Transport Avenue, Paget (for lease), 50sqm cafe + 50sqm Alfresco dining
7. The Avenue, Evans Avenue, North Mackay (for lease), Restaurant 146sqm, Commercial office/retail 200sqm, Commercial office/retail 100sqm
8. Moranbah Medical Centre Building Freehold for sale on 9.2% net yield with 5 x 5 year lease

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