

# Have you considered National Precast?



- Network with other precasters and suppliers.
- Promote your business better.
- Ensure your employees are up to date.
- Learn about best practice.
- Get new leads for work.
- Influence the codes and standards that affect your business.



# MARKETING...

see you and your projects up in lights

We get you out there via:

- Printable case studies
- Editorials in industry publications
- Videos
- Presentations at industry conferences & exhibitions
- The National Precast website
- National Precast specifier newsletters



*"We don't tend to do a lot of marketing, so it's great to be able to give out National Precast case studies on our projects to potential clients"*  
 – Claude Pincin, S.A. Precast  
 (member since 1995)



*"As a small company it's not always easy to get promoted into industry publications. The editorials National Precast puts on the website and gets into newsletters and magazines really helps get us out there"*  
 – Des Pawelski, Asurco Contracting  
 (member since 1992)



*"Presenting at seminars and conferences reinforces our position as an industry leader"*  
 – Peter Healy, Hollow Core Concrete  
 (member since 1990)



# KNOWLEDGE...

get your staff up to date

Meetings, site visits, factory tours, newsletters and our many other resources provide you with relevant information on:

- Best practice
- Safety
- Standards & codes
- Legal & commercial issues
- Industry events



*"We get the information that isn't written in the standards and codes"*  
 – Cathy Inglis, Austral Precast (member since 2010)



*"I feel more confident dealing with contracts because of what I've learned at meetings"*  
 – Kevin Crompton, Ultrafloor (member since 1997)

# ADVICE...

## technical, legal & insurance support



Get help with:

- Contracts
- Disputes
- Insurance claims
- WorkCover
- Security of Payments
- Payment for offsite goods
- Standards & codes
- Safety
- Best practice



*"It's comforting to know the answers I need are only a phone call away. Getting advice from one of the best construction lawyers in the country is invaluable"*

– John Hewitt, Hanson Precast  
(member since 1990)

**Formal Instrument of Agreement**

Supplier: [Insert client name]  
[ABN XX XXX XXX XXXX of xxxxxxxx Drive, XXXXXXXXXXXX NSW 2200 ("Purchaser")]

Buyer: [Insert precast supplier name]  
[ABN XX XXX XXX XXXX of xxxxxxxx Street, YYYYYYYYYY NSW 2100 ("Supplier")]

**RECITALS:**

1. In the request of the Purchaser, the Supplier has submitted a tender or quotation for the supply of precast concrete products (collectively "Goods") pursuant to the Supplier to the Buyer.

2. The Supplier has accepted the offer.

3. The parties wish to formalise their agreement in accordance with the provisions of the Formal Instrument of Agreement.

**IT IS AGREED:**

1. In this agreement, words and expressions shall unless otherwise indicated have the same meaning as in the respective paragraph's term of Reference "Definitions" of the Standard Conditions of Contract referred to below.

2. The Buyer's Standard Conditions of Contract (Standard Conditions) shall be deemed to form, with effect and as if included, part of the Formal Instrument of Agreement.

3. Schedule 1: Goods Description

4. Schedule 2: AS 4801-2002 Concrete Conditions of Contract

5. Schedule 3: Insurance and Warranties

6. Schedule 4: Payment Terms

7. Schedule 5: Conditions

8. Schedule 6: General Provisions

9. Schedule 7: Contract Particulars

10. Schedule 8: Contract Particulars

**EXECUTED AS AN AGREEMENT** on the ..... day of ..... 20.....

Signed for and on behalf of .....  
Signature: ..... Name of Signatory: .....  
Witness: ..... Name of Witness: .....

Signed for and on behalf of XXXXXXXXXXXXXXXX PTY LIMITED (ABN XX XXX XXX XXXX)  
Signature: ..... Name of Signatory: .....  
Witness: ..... Name of Witness: .....



# BUSINESS DEVELOPMENT...

## get qualified leads

Grow your business through:

- Tender invitations
- Builders', architects' & engineers' enquiries
- Be part of our exhibition stands and talk to builders, architects & engineers
- Use the National Precast Member logo and get the recognition your business deserves



*"Being sent invitations to tender makes it easy... the work comes to us!"*

– Alberto Ferraro, PERMAcast  
(member since 2011)

*"Getting involved with the National Precast stand at exhibitions gives us new leads and lets us talk face to face with architects and builders"*

– John Curry and Chris North, Quatro Design  
(member since 2012)



*"We're small but our membership has opened up opportunities for larger projects"*

– Michael Waeger, Waeger Precast  
(member since 2006)



# NETWORKING...

make the RIGHT connections

Our events let you:

- Make industry contacts
- Form genuine friendships
- Get help and advice
- Generate new sales leads
- Learn from industry leaders



*"I've made some great friends, which makes it much easier to pick up the phone when I want to bounce an idea off someone else"*  
 – Brent Hardy, Duggans Precast  
 (member since 1991)



*"Every time I go to a meeting I come away with something that helps me run my business better"*  
 – Bill Wright, MJB Industries  
 (member since 2011)



*"We didn't have enough shop drawing resources; I mentioned it at one of the meetings and came away with 3 great contacts"*  
 – Jason Walsh, Delta Corporation  
 (member since 1990)



# INFLUENCE...

make your voice heard



Improve and drive our industry by working with others to influence:

- Workcover authorities
- Safe Work Australia
- Standards committees
- Roads authorities
- Allied industry & professional associations



*"Being part of the industry's peak body puts me at the front of the game"*  
 – Ian Coulter, Precast Concrete Products  
 (member since 1990)



*"We were experiencing an overly prescriptive approach by specifiers.... the association went into bat for us and helped get it sorted"*  
 – Glenn Degenhardt, Humes  
 (member since 2004)



*"Representing National Precast on a standards committee lets me improve my sector"*  
 – Tony Kruf, Central Coast Septics  
 (member since 2014)

# Who we are...

In 1990, a small group of precast manufacturers joined together to start National Precast. We have grown to become the peak body for the Australian precast concrete industry... the industry's recognised voice... comprising members both large and small, in all product categories, and across all states. We are an energetic group of individuals, passionate about precast, working vigorously to continue the remarkable growth of precast and represent its interests.

## Become a member of National Precast and take your business to the next level...

Enjoy the many member benefits and share in the achievements that come from working with other precasters – not as competitors, but as peers. Take charge of your future. Work with us, as we lead the boom in precast.

Together we are strong... and from strength we can achieve change.

***Don't be left out!***

## Precaster memberships and Provisional Precaster memberships now available!

We know that you will love the experiences and benefits that come from being a Precaster member. But we also understand that it can be difficult to fully appreciate the real benefits until you experience them first hand.

If you are interested but not yet sure about applying for Precaster membership, we invite you to apply for a **Provisional Precaster** membership, to let you see what full Precaster membership can do for your business.

Provisional Precaster membership offers many of the benefits of Precaster membership for a substantially reduced fee.



*This is an association that is vibrant and productive, members really get value for money!*

– Richard Lorenzin, Hanson Precast  
(member since 1990)



# Fees & terms

## Provisional Precaster membership

Maximum membership term – 2 years. Excludes some marketing (e.g. case studies, videos and job leads) and influence (e.g. voting rights, nominating for Board and Standards committees) benefits.

Provisional Precaster Small (<30 employees and operating in only one state)	\$2,500pa (ex GST)
Provisional Precaster Large (>30 employees or operating in multiple states)	\$6,000pa (ex GST)

## Precaster membership

Precaster membership fees are based on your ex-works turnover\* for the previous financial year.

Fee Category	Previous financial year's ex-works turnover*	Fee (\$) ex GST
1	0 – 2,500,000	2,500
2	2,500,001 – 5,000,000	5,000
3	5,000,001 – 10,000,000	10,000
4	10,000,001 – 15,000,000	15,000
5	15,000,001 – 20,000,000	20,000
6	20,000,001 – 30,000,000	25,000
7	30,000,001 – 50,000,000	30,000
8	Over 50,000,001	35,000

\* Your Fee Category (and therefore turnover range) is held in strict confidence by the CEO and accounts personnel and is not divulged to any others.

## How to apply...

Applying for membership involves downloading an Application Pack for either:

- Precaster membership (consisting of the Precaster Membership Application Form, confidential Fee Declaration Form and Credit References Form), or
- Provisional Precaster membership (consisting of the Provisional Precaster Membership Application Form and Credit References Form),

from [www.nationalprecast.com.au](http://www.nationalprecast.com.au).

**Please fill out the forms and send them to us. On receipt, we will organise an inspection of your factory. Your application is then considered by the Board of Directors.**

**And if you would like to chat with us, please call any one of our Precaster members (details on our website) or our CEO Sarah Bachmann on (08) 8294 0833, or email [exec@nationalprecast.com.au](mailto:exec@nationalprecast.com.au).**



NATIONAL PRECAST...

*Influencing, connecting people and knowledge, facilitating solutions.*

# Product Disclosure Statement: Provisional Precaster & Precaster Membership



## Benefits:

### Connect

- Opportunity to attend quarterly Members' Meetings, Dinners & Socials (you and your staff)

### Learn:

- Receive member newsletters
- Educational presentations at quarterly Members' Meetings
- Precaster project presentations at quarterly Members' Meetings
- Site & factory visits
- Purchase publications at member rates

### Grow:

- Tenders & leads – *Precaster members only!*
- 5 case studies pa – *Precaster members only!*
- Marketing products at member rates (eg additional case studies, editorials, videos and websites) – *Precaster members only!*
- Use the member logo to promote your membership

- Website listing, dedicated page, logins for you and your staff
- Promotion on the National Precast website & social media – *Precaster members only!*
- Editorials in industry publications – *Precaster members only!*
- Exposure in architect/engineer/builder newsletters – *Precaster members only!*
- Present at industry conferences & exhibitions – *Precaster members only!*
- Participate in the National Precast DesignBUILD stand – *Precaster members only!*

### Influence:

- Vote at the AGM – *Precaster members only!*
- Nominate for the National Precast Board – *Precaster members only!*
- Participate in project working groups
- Nominate for Standards committees – *Precaster members only!*
- Contribute to industry advocacy

## FEES:

<b>Provisional Precaster:</b>	Provisional Precaster Small (<30 employees and operating in only one state)	\$2,500pa (ex GST)
	Provisional Precaster Large (>30 employees or operating in multiple states)	\$6,000pa (ex GST)

**Precaster membership:** Precaster membership fees are based on your ex-works turnover\* for the previous financial year.

Fee Category	Previous financial year's ex-works turnover (\$) ex GST	Fee (\$) ex GST
1	0 – 2,500,000	2,500
2	2,500,001 – 5,000,000	5,000
3	5,000,001 – 10,000,000	10,000
4	10,000,001 – 15,000,000	15,000
5	15,000,001 – 20,000,000	20,000
6	20,000,001 – 30,000,000	25,000
7	30,000,001 – 50,000,000	30,000
8	Over 50,000,001	35,000

\* Your Fee Category (and therefore turnover range) is held in STRICT CONFIDENCE by the CEO and accounts personnel and is not divulged to any others.

## Terms:

- Membership of National Precast is in accordance with the Constitution of National Precast Concrete Association Australia Limited (email [exec@npcaa.com.au](mailto:exec@npcaa.com.au) to request a copy).
- When claiming membership, members must notate their category of membership (i.e. Precaster member, Provisional Precaster member) and can only use the National Precast logo supplied for their specific membership category.
- Provisional Precaster membership has a maximum term of 2 years.
- Precaster applicants must have been engaged in production of factory precast concrete for a minimum of 2 years.
- Application is subject to satisfactory completion of a certification inspection (refer [www.nationalprecast.com.au](http://www.nationalprecast.com.au) for certification criteria).
- Dedicated website page for Precaster members includes logo, 500 words & images; dedicated website page for Provisional Precaster members includes logo and 100 words.
- Member discounts will be set by National Precast and are subject to change.
- Nominations to Standards committees (Precaster members only) are subject to a nominations and approval process.
- Nominations to the Board of Directors (Precaster members only) are subject to a nominations and approval process.
- A minimum term of 12 months membership applies to new membership applications. New memberships may be prorated.
- Membership is automatically renewed for a further 12 months each year on 1st July. Resignations must be submitted in writing and fees will be payable until such written advice is provided.
- Each year after membership is renewed all Precaster members are required to submit a Fee Declaration Form that has been signed by an independent accountant/auditor in order to verify their fee type.

# Membership Application Form



## MEMBERSHIP TYPE:

Precaster membership       Provisional Precaster membership

## APPLICANT DETAILS:

Company Name: \_\_\_\_\_ ABN: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Email: \_\_\_\_\_

Address: \_\_\_\_\_

Suburb/Town: \_\_\_\_\_ Postcode: \_\_\_\_\_

Postal Address (if different to above): \_\_\_\_\_

Suburb/Town: \_\_\_\_\_ Postcode: \_\_\_\_\_

Telephone: (\_\_\_\_\_) \_\_\_\_\_ Website URL: www. \_\_\_\_\_

## FEES:

Fees are calculated based on your ex-works turnover. Your financial records will not be included in either the factory certification inspection or in the board review process. This information will be treated as STRICTLY CONFIDENTIAL by the CEO and accounts staff. Please circle your fee category on the table below.

Fee Category	Previous financial year's ex-works turnover (\$) ex GST	Fee (\$) ex GST
1	0 – 2,500,000	2,500
2	2,500,001 – 5,000,000	5,000
3	5,000,001 – 10,000,000	10,000
4	10,000,001 – 15,000,000	15,000
5	15,000,001 – 20,000,000	20,000
6	20,000,001 – 30,000,000	25,000
7	30,000,001 – 50,000,000	30,000
8	Over 50,000,001	35,000
Provisional 1	Small Precaster (<30 employees, operating in only one state)	2,500
Provisional 2	Large Precaster (>30 employees, operating in more than one state)	6,000

## CREDIT REFERENCES:

Company 1: \_\_\_\_\_ Company 2: \_\_\_\_\_ Company 3: \_\_\_\_\_

Contact: \_\_\_\_\_ Contact: \_\_\_\_\_ Contact: \_\_\_\_\_

Telephone: \_\_\_\_\_ Telephone: \_\_\_\_\_ Telephone: \_\_\_\_\_

Email: \_\_\_\_\_ Email: \_\_\_\_\_ Email: \_\_\_\_\_

(Please tick) I have read and understood the *Product Disclosure Statement: Provisional Precaster & Precaster Membership*.

Signed: \_\_\_\_\_ Position: \_\_\_\_\_

Name: \_\_\_\_\_ Date: \_\_\_\_\_

**Please send this Membership application form, together with a \$500 cheque payable to National Precast Concrete Association Australia (or proof of bank transfer to National Precast Concrete Association Australia BSB 032 060 Account 138964) to National Precast, Suite 2, 13 Brighton Rd, Glenelg SA 5045. This will apply towards your first year's fees, to cover precertification evaluation.**

## How did you hear about National Precast?

Website       Social Media       Referral (by \_\_\_\_\_)       Other (please specify) \_\_\_\_\_