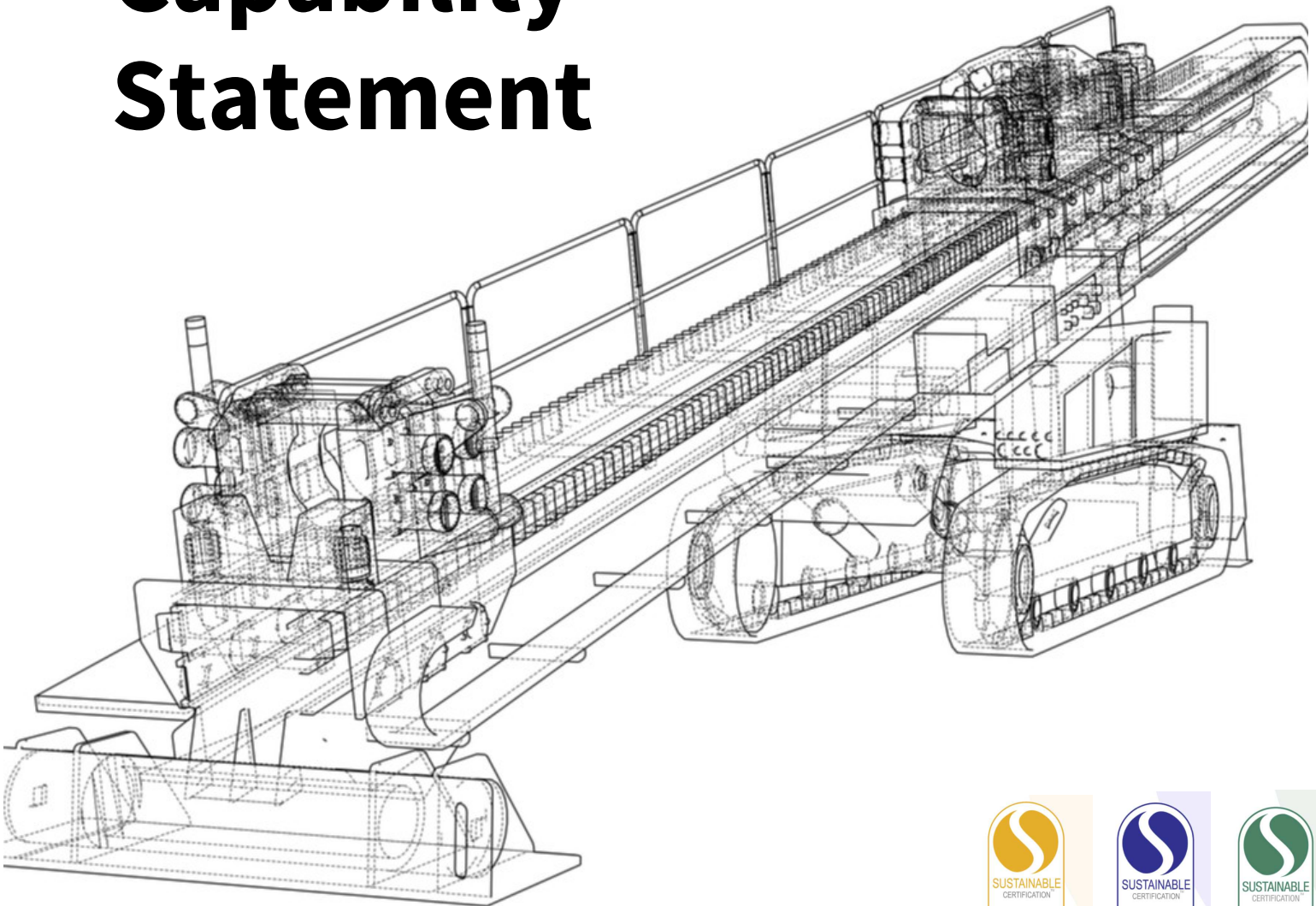




Capability Statement



L & M Trenchless Pty Ltd | 2021



Who We Are

L & M Trenchless Pty Ltd is an Australian Proprietary Limited Company, incorporated in 2011 and jointly owned by Louis Pulo, our Managing Director and Melissa Pulo, our Company Secretary.

Louis Pulo is a highly respected leading expert in the industry and has more than 30 years of experience in the horizontal directional drilling (HDD) and civil works industries, managing medium to large businesses across these fields. Louis holds Drilling Operations Certificates III and IV, and most importantly a Diploma of Drilling Operations.

Melissa Pulo comes with an aptitude for analytical skills, is self-motivated, and possesses exceptional foresight, strong industry knowledge and remarkable interpersonal skills. Louis and Melissa have built their business together from scratch and have worked tirelessly, as a unit, to achieve the success L&M Trenchless Pty Ltd enjoys today.

The L & M Trenchless Pty Ltd team comprises industry specialists, qualified and experienced professionals to ensure that up-to-date knowledge and capability are always available to advise/assist our clients/contractors in any situation.

What We Do

Our business is Horizontal Directional Drilling

Over the last 2-3 decades, Louis has forged strong commercial ties with small businesses and Tier 1 companies and continues to expand **L & M Trenchless Pty Ltd's** professional network until this day. Since then, we've accomplished numerous projects in the telecommunications/construction industries, providing outstanding quality workmanship to all our clients.

L & M Trenchless Pty Ltd's flagship projects include the rollout of the National Broadcasting Network (NBN), in which it has been involved since the program's inception; drilling for the laying of the optic fibre cable for some of the first sites located in Gilgandra in northern New South Wales. Presently, L & M Trenchless Pty Ltd installs approximately 800m of conduit and network per week. Since then, our business has continued to flourish, providing infrastructure for gas, electricity and communications distribution in metropolitan and regional NSW, and the ACT.

Our principal clients include Visionstream (formerly Thiess Services and Silcar) and Broadstream (formerly Transfield Services), one of which named **L & M Trenchless Pty Ltd** 'The Most Preferred Drilling Contractor in NSW', and awarded us distribution territories to manage in our own right. We are proud to say, that throughout all of these projects, we have delivered output to specification, on time or sooner, and without any incidents.

L & M Trenchless Pty Ltd continues to invest in technology, work health & safety, quality assurance and environmental management to maintain our highly regarded reputation and position of strength in the industry.

Where We Do it

Our principal office & depot is located at **137 Park Road, Wallacia, NSW 2745.**

L & M Trenchless Pty Ltd operates throughout NSW, VICTORIA, ACT, with some of its projects being undertaken in regional NSW, with the majority throughout Sydney, Central Coast, Illawarra Region, Blue Mountains, Regional NSW & ACT. Just as our business and staff numbers have grown over the years, so have our competencies and business relationships.

How We Do it

As a company, **L & M Trenchless Pty Ltd** is focused on its core values, efficiency and the delivery of high quality, medium to large Horizontal Directional Drilling (HDD) and Civil Work projects to our Tier 1 delivery Partners.

- **Our Vision:**

We aspire to continue to be leaders in trenchless underground network infrastructure installation, through the use of innovative equipment, advanced engineering techniques and excellence in field work, without compromising on safety and without disruption to or degrading of the environment.

We will provide the best possible service to our clients and produce high quality results, using up to date equipment and innovative strategies to best meet their project needs. We will maintain our position through excellence in industry capabilities and trenchless technology, by offering certified and credible services, expertise & skill. Our client satisfaction will always be our professional hallmark!

- **Our Purpose:**

Our services are to use innovative directional drilling technology to install underground infrastructure with minimal surface disruption and minimal need for environmental restoration. Our services are utilized in the installation of infrastructure for the distribution of electricity, gas, water, communications among other utilities, as well as wastewater and drainage.

- **Our Core Values:**

Competence

At **L & M Trenchless Pty Ltd**, we are committed to ensuring our people are competent to carry out work required effectively and are capable of meeting requirements with competence levels that meet and surpass current WHS legislation. We have developed a Competency Monitoring System, to assist and produce documentation when required to support this assertion. We work in conjunction with a qualified verifier to create and maintain this system.

Safety

At **L & M Trenchless Pty Ltd**, we truly believe that Work Health and Safety (WHS) is an integral part of our business performance which is why we are strongly committed to achieving a high level of competence in this aspect of our business. **L & M Trenchless Pty Ltd** always complies with its statutory duties as a minimum requirement. Our aim is to be 100% compliant and safeguard the WHS of our employees.

At **L & M Trenchless Pty Ltd**, WHS management is a prime responsibility of line management; from the Managing Director and at every level all the way to First Line Supervisors.

L & M Trenchless Pty Ltd takes safety seriously and is accredited to ISO 45001:2018 Safety Management Systems standard.

Quality

We are fully committed to quality and are always updating and pursuing programmes to achieve best practices at all times. **L & M Trenchless Pty Ltd** possesses the capacity to respond to client requirements with a level of service and competence, unique of its kind and ahead of the competition. The development of our Quality Management System demonstrates the commitment to excellence that is manifest in and at the forefront of our work and client outcomes.

It is our policy at **L & M Trenchless Pty Ltd** to continually improve the quality and reliability of our service to ensure that we meet our client needs and all legislative requirements. The achievement of improved quality is the result of the total involvement of our management and all staff. We strive to improve our capabilities and achieve excellence, through education and training in all of our operations.

L & M Trenchless Pty Ltd is accredited to the ISO 9001:2008 Quality Management Systems standard and conducts regular internal audits throughout the year to ensure that we continue to meet Industry standards and practices. In addition, all our systems and processes are audited by an external independent organization to confirm that we remain compliant with our quality accreditation.



Notable Work

1. NBN Co

End to End build, installation of communication conduits, Trenchless & open cut



2. Northconnex

Installation of electrical & communication conduits, Trenchless & open cut



3. Endeavour Energy

Installation of Electrical Network Conduits & excavation of jointing bays, Trenchless & Open cut



4. Ventia

Installation of potable water mains, Trenchless & open cut



5. Lendlease

Northern Road Upgrade, installation of communications & electrical conduits, Trenchless & Open cut



6. Downer

End to End build, installation of communication conduits, Trenchless & open cut



7. Acciona

Trenchless Installation of 1.5kms of fire main installation in Pacific National - Major Container Terminal Hub at Chullora whilst still in operation. Also, Excavation of hydrant location points.



More of our Core Values

- Health & Safety
- Customer satisfaction
- Honesty and Efficiency
- Loyalty & Commitment
- Reliability & Consistency
- Experience & Industry Knowledge
- Engineering Excellence
- Dependability & Open-mindedness
- Service to others
- Innovation & Creativity