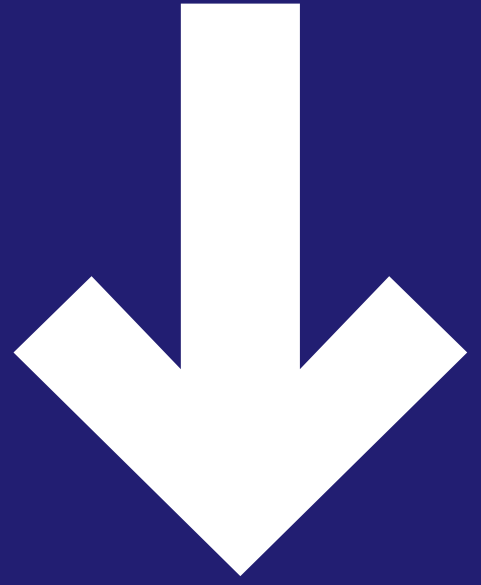




signs banners & flags



capability statement

23rd July 2019

THANK YOU

Thank you for giving us this opportunity to present our new company Signs Banners and Flags to you.

We can provide the level of quality and experience you deserve with the individualised attention that you would not receive from larger signage firms.

We will work one-on-one with you to create a unique product inline with your branding, and if required update your branding with one of our skilled designers.

We pride ourselves on our ability to put forward constructive and creative ideas towards all our design and construction.

The benefit of utilising Signs Banners and Flags is that we have both extensive design and production experience in all areas of signage.

The arrival of new technology over the last few years has meant that not only do we have the ability to be more creative with our signage designs, there is the machinery available to produce them in a cost effective manner.

In this document you will find, our processes, project examples and information about us.

I look forward to creating your future signage products with you.



WHO ARE WE

ABOUT US

Sign Banners and Flags has over 20 years of experience designing, manufacturing and installing signs throughout Perth and WA. Our experienced qualified tradespeople will ensure that your branding and professional business image that 'PUSHES the BOUNDARY STANDS OUT and POPS.

Our development has been organic from an original background in signs and graphic design to include branding, e-marketing online solutions and webdesign, which has come about organically incorporating an inclusive branding, design, signage, printing and e-marketing thought collective.

Signs Banners and Flags, have you covered for all your, design, signage printing and branding needs across WA Metropolitan suburbs and Rural WA. Whatever your requirements, including office and shop front signs, window signs, illuminated LED signs, digital signage

Our broad selection of signs provides numerous options for both temporary and permanent signage that will grow your business and enhance your image.

Don't wait give our friendly sales representatives a call at Signs Banners and Flags.

WHY US

WHAT MAKES THE DIFFERENCE

Signs Banners and Flags specialise in quality concept, design and workmanship. Our friendly salespeople can offer expert signage advice to increase your organisations image and that all important “first impression”. We pride ourselves in the ethos that nothing sets the scene like beautifully designed and crafted signage.

At Signs Banners and Flags it is important for us that your buying experience with us is enjoyable, and we work very hard to ensure you are getting the best value from us in every aspect of your signage purchase. Our staff are highly experienced and specialists in their own fields, we also have qualified and experienced Signage Graphic Designers, Web Designers to fulfil your design requirements. Experience and systems count. To ensure that your signage is delivered on time we operate advanced project management software with client access for regular clients.

We come to you. We offer a full personal service rather when required. Our signage team are always on the road and can pop in to help you decide on what will suit you and your budget.

We use quality products only. There is a large difference between the quality of a cheap product and a quality product. We often see signs that we have quoted given to another firm over \$100 or even as little as 2 or 3% only to be called back in 18 months later to do a replacement. Always, get quotes on like for like.

We can help in this regard by giving you the names and brands for the products we are using on your specific job. We also guarantee that your signage will be made with these products

3M **ARLON**

 **AVERY
DENNISON**

PROCESS DELIVERY & SERVICE

OUR PROCESS

We follow a strict process achieving quality products and happy clients. Based on a feedback loop of continuous improvement we seek feedback, feeding it back into our systems.

CONSULTATION

DESIGN & QUOTE

PRODUCT SAMPLES

MANUFACTURE

INSTALLATION

PRODUCT SUPPORT

WE LISTEN COLLABORATE THEN ACT

Our processes leave plenty of space for collaboration and adjustments.

Signage is an opportunity for a business to or property to express who and what they are. Signage is tacit symbolism of what we wish to convey.

It is therefore paramount that both the client, design team and manufacturing team are speaking the same design language before the first manufacturing processes commence.

OUR SPECIALIST KNOWLEDGE

Our sign industry knowledge spans 4 decades. Starting in the early 90's we have worked on some of Perth's most prestigious projects as well as your every day signs.

We work to ensure that every person, product and company we work with will supply exceptional service and products inline with our company philosophy.

PREVIOUS PROJECTS

PROJECT EXAMPLES

Over the years we have been involved in many projects at various different companies.

Some of these are standout projects involved in other areas not necessarily internal development signs but perhaps development sales suites or internal commercial fitouts.

HIGHLIGHT DEVELOPMENTS

BRAGOR

Design and construct

M24

Product design and construct

Norup Wilson The Precinct On Ogilvie

Design and Construct



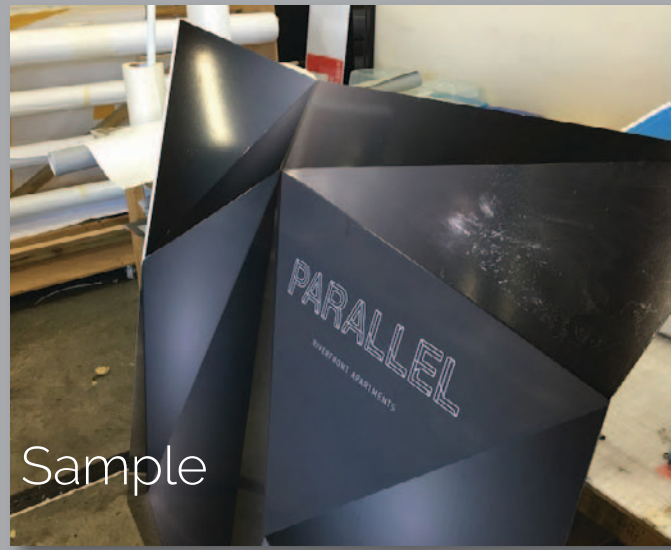
PREVIOUS PROJECTS

HIGHLIGHT SALES SUITES

108 Stirling
Construct
MARINA EAST
Construct
PARALLEL
Design input and construct
26 Charles
Construct



Final Product



Sample

BUSINESS MATTERS - T & C's

Who Are We:

Signs Banners and Flags 171 Beechboro Road South
, Embleton WA 6062. Phone 08 9468 8900 Mobile
0400748166. ABN: 96 247 339 593

Estimate:

This is an estimate based on Signs Banners and
Flags best determination of the amount of work
needed to complete the project to your satisfaction.
Additional edits or work beyond the scope outlined
in this proposal will be billed at an hourly rate of
\$125 plus gst

Quote

This quote is valid for 30 days unless otherwise
specified or agreed upon.

Payment Terms

Jobs over \$500 and no account – A 50% deposit
is required and a deposit invoice will be sent once
you have accepted this quote. Note no work will
commence until payment of the deposit has been
made.

Jobs under \$500 and no account – Full payment
prior to the commencement of work is required
and an invoice will be sent to you once you have
accepted this quote. Note no work will commence
until payment of the deposit has been made.

Account clients – please note that our payment
terms are not superseded by those of your own
company. The payment terms we quote are those
with which we wish to trade.

Payment options and terms – We accept cash
cheque, direct debit, Visa or Mastercard. Payment
terms are as quoted if the client does not adhere to
the production schedule and the project is delayed
Signs banners and flags reserves the right to claim
progress payments.

**Debt recovery costs and penalties for late
payment** – All debt recovery costs will be at the
expense of the purchaser. All goods remain the
property of the Signs Banners and flags until paid
for. A penalty surcharge of 10% will be levied on all
overdue accounts. The Signs Banners and Flags
reserves the right to register any outstanding debts
on the Personal Properties Security Register.

Artwork

Signs Banners and Flags require vectorised EPS
versions of your company logo and lettering. No
work will commence until correct artwork is provided
and no production will commence until approved
artwork is provided. Any artwork supplied by Signs
banners and Flags is owned by Signs banners and
Flags and cannot be copied or reproduced in part
or in full without written permission from Signs
Banners and Flags. While in the preliminary stages
of design several drafts of artwork for the clients'
signs may be produced, once the final design has
been chosen, only the final design will be kept on
our system. Any other drafts are the copyright of
Signs Banners and Flags and will be deleted from
our system.

Copying of copyrighted artwork can result in fees
for artwork or other compensation.

Only the final design approved artwork will be
produced. If there are any errors or omissions in this
approved artwork then the cost of reproduction will
be at the clients' expense. Once artwork and the
quote is approved you are agreeing to our terms
and

conditions of sale and instructing us to proceed with
this proposal as per the approved artwork.

The artwork is charged out at \$115 plus GST per
hour including any changes being made. An artwork
checking fee of \$45 plus GST per file. By accepting
this quote you acknowledge that artwork costs will
be borne by you. If your artwork is not sufficient for
print

it will be returned to you for changes.

Insurance

Workers Compensation insurance is covered for all
our tradespeople and office staff. We have public
liability insurance to A\$10,000,000.

Material Warranty

All metal and paint workmanship is covered by
a 12-month guarantee; all additional materials
and components in our quote are covered by the
manufacturer warranty. Globes and fluorescent
lamps are not included. After 12 months the warranty
is as per the manufactures product warranty and
does not include the cost of remanufacturing,



BUSINESS MATTERS - T & C's

removal or installation.

Specific assumptions and allowances

Electrical – Our price does not include the supply of electrical feeds to location. It is your responsibility to arrange for the supply of electricity to the location.

Other fees – Council fees, engineers drawings, shut down of power, covering of power lines, provision of spotters and traffic

management fees or charges other than specified in the quote will be charged as an extra cost. We do not guarantee Council applications will be approved.

Working Hours – All work is quoted for normal trading hours unless specified, and any works required out of hours will be charged accordingly.

Installation – Signs will be installed into the ground using standard rapid set concrete and backstays where required. Poured concrete and base plates will be specified in the quote if required. The installation cost is based on having easy access to the site and into sandy ground. It is the clients' responsibility to ensure that the sign location is free from electrical plumbing or telecommunications obstructions and if any damage occurs as a result of a lack of information will be at the clients' expense.

Freight and installation rates include travel to site. Our quote does not include the hire of an elevated work platform unless specifically stated.

Our price assumes that all surfaces for which a digital print are to be applied must be pre-finished with an oil

based enamel for optimum adhesion at least 7 days prior to installing.

Induction – our price does not include any induction fees or time any induction expenses or security demands will be charged in addition to our quoted costs.

If security is required on site during any stage of the installation this cost has not been included in the quote and will be charged as additional to the client.

Site Access – It is assumed that any access equipment (cherry pickers, HIAB, cranes) quoted for sign installation will be able to access the

sign location(s) from the nearest paved or sealed surface. Access to the site must be available as and when required.

If we are required to come back to the site at an alternative time after agreeing timeframes then additional costs will be incurred.

In preparing submissions from provided documentation no site visit will be undertaken. Information, as provided in the tender/quote, has been the core base for all costing. Site inspections will be undertaken after appointment to reconfirm all details prior to manufacture as required.

Measurements – all pricing is based upon measurements provided in site surveys. Where these have not been provided, dimensions are as assumed and detailed in the quote or site-specific pricing schedules provided. Should these dimensions vary pricing will be affected accordingly. Colour matching – colours will be matched as closely as possible to corporate colours.

Reinstatement works – digging of holes for concrete footings may remove or damage associated gardens/grass. We will tidy and make good the area but are not responsible for the replacement of gardens or grass. No allowance has been made for reinstatement works.

Structural integrity – we have assumed that all existing sign structures and buildings have the required structural integrity to support the new signage.

Part orders – pricing has been submitted on the full scope of work being awarded in its entirety if only part of a quote is ordered for signage the price may increase.

Variations

During the course of job changes to the scope of the work may occur. If this is the case changes to the design construction or fixing details either prior to commencement or during the manufacture must be communicated in writing by the client and may incur additional costs.





THIS PROPOSAL CONTAINS INFORMATION THAT IS PROPRIETARY TO THE DESIGNER. NO PART OF THIS PROPOSAL MAY BE DUPLICATED OR USED FOR COMMERCIAL PURPOSES WITHOUT THE PRIOR CONSENT OF SIGNS BANNERS AND FLAGS. THIS PROPOSAL IS VALID FOR 30 DAYS. ONLY.

