



# Our Buying Group

**How independent Hardware, Tool, Industrial  
& Building Supplies retailers benefit.**



## **Who are we?**

Hardware & Building Traders (HBT) is a buying group created for independent Hardware and Building Supplies retailers. Industrial & Tool Traders (ITT) is a sub-group of members specialising in tools, fasteners and industrial equipment.

We commenced operation in January 1997 (formerly called Heavy Building Traders) with 13 member stores. Since then we have grown quickly and as at December 2016 our members operate over 630 retail stores located throughout all the States and Territories of Australia.

At the same date we had deals in place with over 390 National and local suppliers and the list continues to grow.

All members are independently owned and operated businesses. And whilst HBT has fostered a strong culture of support and co-operation between its members, we restrict our formal role to that of a buying group.

## **What are we trying to do?**

For our members – Lower buying prices and higher margins. Full-stop.

For our suppliers – Build volume.

As a not unimportant side-benefit, our regular member meetings provide an excellent informal forum for the exchange of ideas and information between members. Store owners seem to really look forward to the meetings.

Our suppliers also enjoy these meetings as an opportunity to present new products and build personal relationships.

## **Who are our members?**

We seek members with a strong retail operation and a strong trade customer base. We want to work with our members to assist them in being a dominant force in their immediate marketplace.



Our members include DIY stores, strong trade building supplies, tool specialists, welding and fastener outlets as well as some plumbing, rural, and foam & rubber retailers.

The stores in our group are mostly strong, well-established traders whose trade area does not conflict with that of another member.

There is a strong regional component to our membership list and this tends to reflect in a friendly informal approach to the way we work.

## **How are we set up?**

We run very lean with a minimal yet highly professional administrative structure.

Our Executive is composed of store owners (members) who are responsible for approving all membership and supplier matters. They hold an Executive meeting or video conference each month to administer the group.

The admin team at head office is small, helpful and handles all the paperwork. We also have a buying office in Melbourne.

At the time of writing the Executive is:

Mitch Cameron	02 4472 4629
William Abi-Arrage	02 9624 6465
Steve Sanders	08 8842 2675
Dave Kent	02 6362 7011
Mark Rohde	03 5443 9077
Chris Moorfoot	03 5967 1003
Jeff Grillmeier	07 4982 4844
Trevor Willis	08 8947 8400
Wayne Littler	03 6442 1033
Mike Franz	0412 913 340
Richard Ford	07 3813 0644



HBT is a private company owned by the people who set it up and run it. It is managed to benefit the member stores by lowering their buying prices. We aren't a typical buying group. You don't have to buy shares or take any responsibility. All you have to do is sit back and enjoy good deals and plenty of valuable interaction with your peers. There's none of the bureaucracy or politics that groups like this sometimes suffer from. We hold two member conferences each year and whilst attendance is not compulsory, those attending find them very beneficial.

## How do we work with suppliers?

Our Executive negotiates deals with suppliers, which once signed off are included in our deal directory. This is posted to our 'Members Only' section of the website, and in many cases the suppliers price list and credit application form is also included for your convenience.

In addition to member rebate information, deal terms such as settlement discounts, delivery arrangements and advertising support are agreed by HBT, but left to the individual member to implement with the supplier concerned. Where commercial circumstances require, suppliers may offer differential pricing to individual members, but still under the umbrella of the agreed deal.

Each member is responsible for ordering and making payment directly with each supplier.

Supplier deals provide a member rebate which depending on the category varies anywhere between 1% and 15%. HBT collect these rebates on a quarterly basis and distribute to each member along with a full reconciliation. In addition to a member rebate, suppliers pay a 1% admin rebate which HBT retains to cover running costs; this is why we have NO ongoing member fees whatsoever. **HBT does not guarantee payment by members to suppliers.** We also promote collated buys and special bonus offer months from selected suppliers.

## What about GST?

You pay GST on your membership fee and we'll send you a tax invoice when we receive your application.

All rebates paid by suppliers are the subject of a private ruling from the ATO. In effect you get a Tax Invoice relating to the administration rebate retained and an Adjustment Note for the member rebates and LTI's.



## **Service Deals**

In addition to 'normal' supplier deals, HBT has negotiated a number of service deals which enable members to save on a wide range of business costs (e.g. credit and fees, POS systems, stationary etc.)

## **How do you become a member?**

Simply complete our application form and send it to us.

Once approved by the Executive, you will be sent our plain English membership agreement to sign and an invoice for your one-off membership fee.

**Standard HBT Stores: \$2,500**

**Industrial & Tool Traders (ITT): \$1,500**

These amounts include GST. You pay nothing further. There are no annual membership fees, as the group meets its costs from the 1% administration fee paid by suppliers.

## **What are my obligations as a Member?**

Simple:

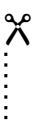
1. Pay the joining fee.
2. Be "fair dinkum" in supporting all the deals you possibly can. Minimum desirable purchases per annum are \$250,000.

## **Further information**

We have attached:

- Membership Application Form.

Just give us a call if you'd like to know anything more.



## Membership Application

### General Information

Trading Name \_\_\_\_\_

Registered Name \_\_\_\_\_

Store Principal \_\_\_\_\_ ABN \_\_\_\_\_

### Contact Information

Contact for correspondence \_\_\_\_\_ Position \_\_\_\_\_

Email \_\_\_\_\_ Website \_\_\_\_\_

Store Address \_\_\_\_\_

Suburb \_\_\_\_\_ State \_\_\_\_\_ Post Code \_\_\_\_\_

Postal Address \_\_\_\_\_

Suburb \_\_\_\_\_ State \_\_\_\_\_ Post Code \_\_\_\_\_

Store Phone \_\_\_\_\_ Store Fax \_\_\_\_\_

Mobile Phone \_\_\_\_\_ After Hours Phone \_\_\_\_\_

Secondary Contact Name (Optional) \_\_\_\_\_ Position \_\_\_\_\_

### Store Information

➤ No. Of Employees (Fulltime equivalent): \_\_\_\_\_

➤ Square Metres under Roof: \_\_\_\_\_

➤ DIY \_\_\_\_\_ % Trade \_\_\_\_\_ %

➤ How long has your business been in operation for? \_\_\_\_\_ years

➤ Please describe what you consider to be your main geographic trading area: \_\_\_\_\_  
\_\_\_\_\_

➤ Turnover Band

<\$500k

\$500k – \$1million

\$1million – \$3million

\$3million – \$8million

>\$8million



Please indicate which of the following product categories you wish suppliers to know are relevant for you:-

- |  |  |   |
|--|--|---|
| <input type="checkbox"/> Auto Products       | <input type="checkbox"/> Hardware                | <input type="checkbox"/> Paint          |
| <input type="checkbox"/> Building Products   | <input type="checkbox"/> Homewares               | <input type="checkbox"/> Plumbing       |
| <input type="checkbox"/> Electrical Supplies | <input type="checkbox"/> Industrial Supplies     | <input type="checkbox"/> Power Tools    |
| <input type="checkbox"/> Garden Supplies     | <input type="checkbox"/> Outdoor Power Equipment | <input type="checkbox"/> Rural Supplies |
| <input type="checkbox"/> Hand Tools          | <input type="checkbox"/> Outdoors & Camping      | <input type="checkbox"/> Timber         |

What other groups or organisations are you a member of?

- |                                      |   |                                       |
|--------------------------------------|---|---------------------------------------|
| <input type="checkbox"/> AIRR        | <input type="checkbox"/> Hardware Association | <input type="checkbox"/> NRI          |
| <input type="checkbox"/> AIS         | <input type="checkbox"/> HBG                  | <input type="checkbox"/> Paintplace   |
| <input type="checkbox"/> AUSbuy      | <input type="checkbox"/> Home                 | <input type="checkbox"/> Paintrite    |
| <input type="checkbox"/> BIGA        | <input type="checkbox"/> Inspirations Paint   | <input type="checkbox"/> Plumbtec     |
| <input type="checkbox"/> Bywise      | <input type="checkbox"/> ISG                  | <input type="checkbox"/> Synergy      |
| <input type="checkbox"/> CPS         | <input type="checkbox"/> Makit                | <input type="checkbox"/> TABMA        |
| <input type="checkbox"/> CRT         | <input type="checkbox"/> MBA                  | <input type="checkbox"/> Thrifty Link |
| <input type="checkbox"/> CSS         | <input type="checkbox"/> Mitre 10             | <input type="checkbox"/> Tradesmart   |
| <input type="checkbox"/> Other _____ |   | <input type="checkbox"/> True Value   |

**Bank Details for Rebate Payments**

BSB: \_\_\_\_\_

Account No: \_\_\_\_\_

Account Name: \_\_\_\_\_

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

Full Name: \_\_\_\_\_

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

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

**Contact for Rebate Reports (if different)**

Full Name: \_\_\_\_\_

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

Fax to 02 4472 1516

Or email to [buyinggroup@hbt.net.au](mailto:buyinggroup@hbt.net.au)  
Or mail to PO Box 1375, Batemans Bay  
NSW 2536

