



COUNTRYMAN SAFETY

AN INTRODUCTION TO COUNTRYMAN SAFETY





Who is Countryman Safety?

Countryman Safety is an **Indigenous-owned** and **operated** venture, Managing Director Lawrence Hillary is a **Yamatji** man from the Nanda language group in the Mid-West of Western Australia.

Lawrence brings a wealth of experience including extended periods in policing, native title and fisheries.

Since 2016 Lawrence has been managing indigenous business's and passing on the real world benefits that Indigenous enterprises bring to Aboriginal people and their communities.

Countryman's national team share the vision that successful Indigenous business's have a social responsibility to generate positive flow on benefits for Aboriginal individuals and communities.

Lawrence's professionalism and commitment to making Countryman Safety a trusted and reliable safety supplier is complimented by our national capability partner that has been operating in Australia for over 30 years.

Countryman's customers have the benefit of a national supply chain that has serviced some of the biggest mining, construction and rail projects in the last three decades.



What We Do

Countryman Safety are a distributor of premium PPE and Work wear through our national network of branches across Australia. We have a very strong focus in managing and customising workwear and corporate wear.

Lawrence Hillary
Managing Director



Mission

Countryman Safety aims to create positive outcomes for our customers, our staff and Indigenous Australians.

Vision

Countryman Safety believes social change and reconciliation can be achieved through supplier diversity and successful indigenous enterprises.

This is why Countryman Safety has set the goal of becoming Australia's largest indigenous industrial safety supplier with a commitment to cultural change and inclusion.

“commitment to
cultural change
and inclusion”

Supply Nation Certified



Supply Nation certification is an official recognition that confirms a business as Indigenous-owned, managed, or controlled. This certification promotes economic development within Indigenous communities by fostering connections between Indigenous businesses and procurement opportunities.

Triple Certification



Countryman safety is one of the few Indigenous companies that has the industry recognised triple ISO accreditations.



This comprehensive certification demonstrates the Countryman's commitment to maintaining high standards in quality, environmental sustainability, and workplace safety.



Key Capabilities

Countryman Safety takes great pride in our valued partnership with Safeman Australia, a distinguished leader in the safety equipment and workwear industry for the past three decades. As one of the largest independent suppliers of safety equipment and workwear in Australia, Safeman Australia's reputation for excellence aligns seamlessly with our commitment to quality and expertise.

At Countryman Safety, we firmly believe that PPE and workwear extend beyond mere commodities. Our focus is on delivering tailored solutions that precisely match the unique needs of your workforce. With our extensive capabilities and expertise, we stand ready to provide expert guidance and ensure that we not only meet but exceed your expectations.



Countryman Safety Warehouse (Kewdale, WA)

National Presence

Countryman Safety takes pride in its extensive national coverage, with strategically located facilities in major cities such as Perth, Darwin, Sydney, Melbourne, and Brisbane. This widespread presence is not only a testament to our commitment to serving customers across the country but also a key strength that significantly enhances our service capability.



Distribution & Logistics

Countryman Safety boasts a well-structured supply chain and logistics network, ensuring on-time product delivery to our customers. Our proficient inventory management practices, including accurate forecasting and proactive restocking, allow for uninterrupted supply to meet project demands.

In-House Resources

Countryman Safety's edge lies in its access to a diverse array of in-house resources that significantly bolster the efficiency of its supply chain operations. These internal assets are pivotal in ensuring a streamlined and highly responsive supply chain. Our branches are equipped with cutting-edge machinery, enabling prompt responses to market demands.

- Embroidery
- Heat Press
- Fit-out Facility



Fit-out Facility (Kewdale, WA)



Inhouse Embroidery

PPE Specialisation

Countryman Safety's expertise extends beyond merely selecting and distributing PPE and workwear. We also play a role in providing ongoing training and education to ensure that our customers are proficient in the proper use of PPE. Additionally, we stay vigilant, keeping ourselves informed about the latest advancements in PPE and workwear technology and evolving safety standards and practices, including:

- Gas Detection (service & repair)
- Respiratory Fit Testing
- Hearing Fit testing

B2B Solutions

Countryman can tailor a B2B solution to suit your business. Total Apparel Management System (TAMS) is our custom designed full punch out online catalogue that maintains employee records, access to orders at any time and control functions to manage usage and cost.



Site Specific Solutions

Supplying remote sites can be challenging, we like to think outside the box and can tailor a package to suit our customers ever changing needs.

- Vending machines
- On-site fit outs
- Safety toolbox talks
- Respiratory Fit Testing
- Safety audits
- Container Facility management

Knowledge & Experience

Drawing upon our extensive industry experience, we specialize in providing goods to diverse major sectors, notably focusing on mining, oil and gas, construction, infrastructure, and rail industries.

Additionally, Countryman Safety boasts a profound understanding of various types of PPE, safety clothing, footwear, headwear, eye & hand protection, tailored to meet the specific safety needs of each industry.

Buying Power

Leveraging our extensive network of suppliers and proficient importing channels, Countryman Safety is well-equipped to provide our customers with highly competitive pricing.

Our strategic relationships with trusted suppliers enable us to source high quality PPE at favorable rates, ultimately translating into cost savings for our customers.

Community Engagement

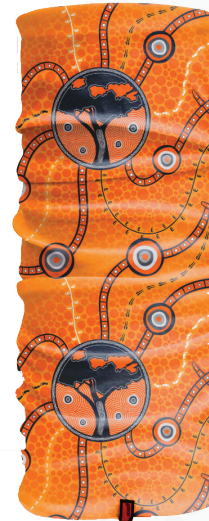
As an Indigenous business who understands the purpose and intent of the Indigenous Procurement Policy, we are committed to supporting community programs and initiatives that make a difference in indigenous communities.

The Westerman Jilya Institute for Indigenous Mental Health

In the year 2023, **The Westerman Jilya Institute** and **Countryman Safety** forged a partnership with a shared mission: to *raise funds and awareness for Jilya's research and scholarship programs.*

Following extensive brainstorming sessions, both Jilya and Countryman Safety collaboratively devised an innovative approach—an art competition tailored for Indigenous artists. The objective is to inspire the creation of an artwork that can be reproduced to convey their joint commitment to supporting Indigenous individuals in their journey toward becoming qualified psychologists.

Subsequently, Countryman Safety will leverage these artistic creations to adorn safety workwear, effectively spreading awareness about the significance of Indigenous mental health while simultaneously generating funds to support the initiatives of the Westerman Jilya Institute.



Product Customisation

Whilst understanding our individual customer needs is a key part of our service offering, understanding every customer has their own individual origin story and identity is another pivotal piece of how Countryman Safety supports our customers.

Countryman Safety has Workwear and PPE offerings which offer our customers a unique opportunity to visually tell their story and provide their staff with a point of difference using RAP artwork or similar to distinguish their team on any project site.





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