




BUILDING NEW TRADITIONS

**BRICKWORKS**  
BUILDING PRODUCTS

 australbricks

 australmasonry

 auswesttimbers

 bristilerroofing

 eurekatiles

## MANAGING DIRECTOR'S MESSAGE



### **Customers first**

At Brickworks we understand the importance of relationships. That's why we treat people with the utmost respect.

Through a commitment to outstanding service and quality we strive to create satisfied and loyal shareholders, customers, staff and suppliers.

Enthusiasm is one of our greatest business assets. Brickworks' distinctive culture and systems encourage a working environment where achievement and creativity flourish. We pride ourselves on being easy to do business with.

### **An outstanding business**

To achieve better than average profits an organisation needs to be ahead of the competition. Brickworks remains the industry leader in terms of its facilities, service standards, and value-for-money products. We intend to keep it that way.

### **A historic tradition**

Over the course of its 70-year history, Brickworks has earned a well-deserved reputation for excellence and reliability. We are proud of that history, as well as the achievements of companies that recently joined the group.

Iconic brands such as Bristile and Metro Brick in Western Australia, Nubrik and Eureka Tiles in Victoria, Hallett Bricks in South Australia and Bowral Bricks in New South Wales, will be familiar to millions of people throughout Australia.

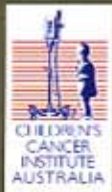
All these companies have a long and distinguished manufacturing tradition of their own, and emphasise Brickworks' position as the leading force in the Australian and New Zealand clay products industry.

### **Dedication and innovation**

Through the effort and dedication of our people, Brickworks will maintain its market dominance. Our business will continue to grow through innovation – and by recognising and seizing new opportunities.

### **Community initiatives**

Brickworks is proud to support the work of the Children's Cancer Institute Australia for Medical Research. The Institute is the only independent medical research institute in Australia dedicated to research into the causes, cure and prevention of childhood cancer.



Welcome to Brickworks Building Products.

*Lindsay Partridge*

# AN AUSTRALIAN **SUCCESS** STORY

## Unmatched quality

Brickworks was established in 1934 and listed on the Australian Stock Exchange in 1961. Through a process of sustained growth and strategic acquisitions the group is now Australia's largest and most profitable manufacturer of bricks.

Following the acquisition of Bristile Ltd in July 2003, Brickworks became a truly national company. Today we operate in all states, manufacturing bricks, pavers, floor tiles, concrete and terracotta roof tiles, retaining wall blocks and other masonry products.

Brickworks is a major force in Australia's *building and construction industry*, generating direct employment for approximately 1500 people. We enjoy strong and profitable partnerships with an extensive network of subcontractors and suppliers.

Brickworks rewards loyal customers and shareholders, while maintaining its manufacturing tradition. With over 2750 ordinary shareholders, the future looks bright.

## Our future

Our expanding network of sales distribution centres provides consumers with ready access to an attractive range of products. We continue to identify new export markets as overseas demand grows.

The recent acquisition of Auswest Timbers and GB Masonry underpins our long-term strategy to create an organisation with

Trading under the national brand names of Austral Bricks, Eureka Tiles Australia, Auswest Timbers and Bristile Roofing, we service both Australian and overseas markets. By promoting these brand names we will continue to develop a geographically-diverse operating structure in Australia and overseas.

## A progressive employer

As a progressive employer, Brickworks invests as much in its people as it does in its products and services. Our well-established and structured graduate program is tailored to maximise individual potential and meet career aspirations.

We provide rotation throughout the organisation, mentoring, ongoing management development and discipline-specific training. We select graduates who are flexible, career oriented and have the potential to become future managers and technical specialists.

From sales and advisory staff, to plant managers and technical staff, you can be assured our people are highly trained and qualified.

## R&D leadership

A strong commitment to research and development enables Brickworks to maintain its position as the industry leader in product innovation, traditional lines and manufacturing technology.



fully-integrated building product and supply capabilities.

We continually improve our operations, profitability and return on investment by maintaining robust sales and increasing productivity and efficiencies.

Enhancing the strength of our core business are a solid investment portfolio, waste management operations, and an ongoing program of land and property realisation. Brickworks' substantial property holdings are a valuable legacy of our historic involvement in brick manufacturing. As these assets are divested or developed over the next decade they will play an increasingly vital role in our strategic plan.

## Brand leader

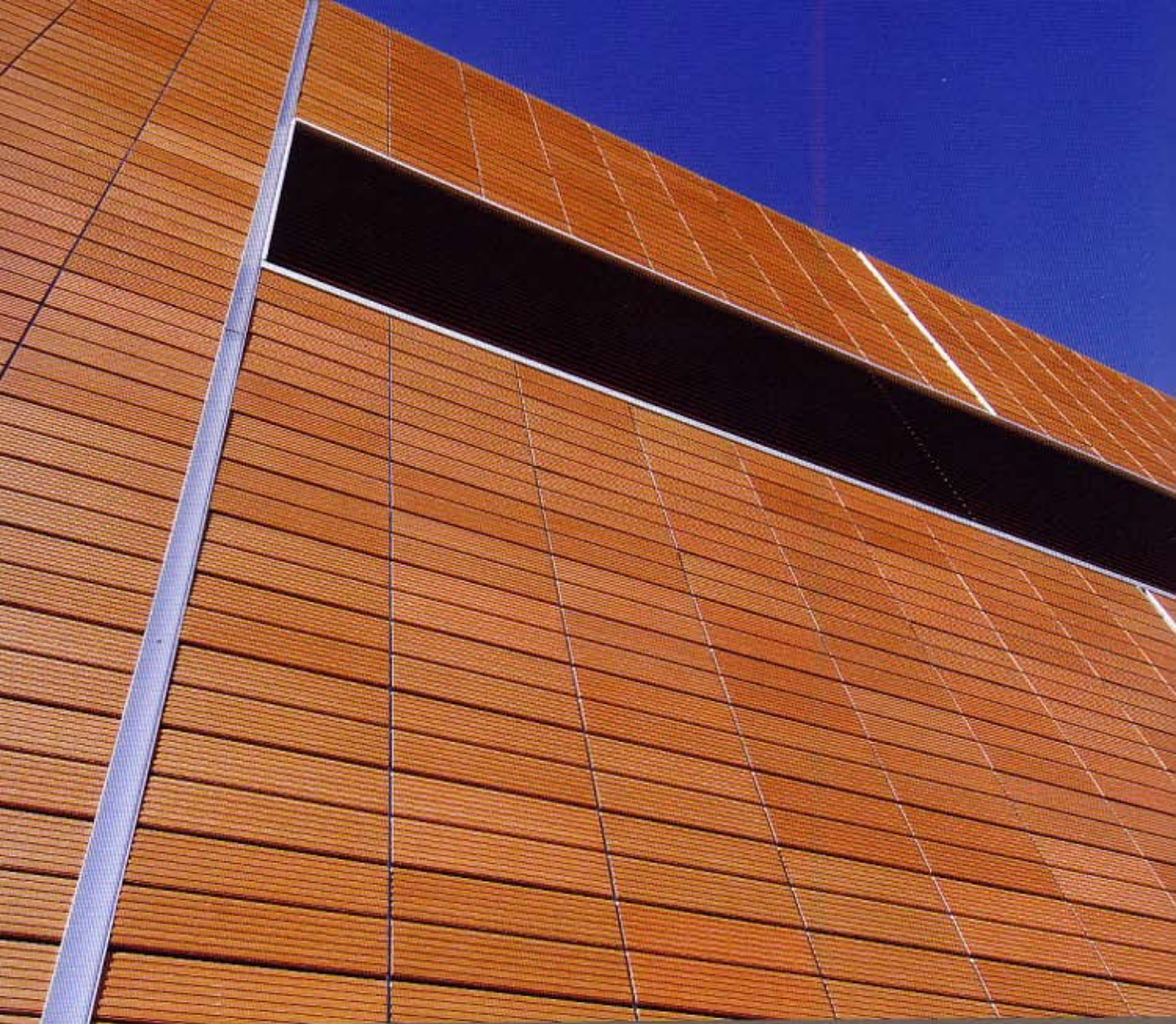
Known and respected throughout Australia and overseas, Brickworks enjoys an unrivalled brand presence ahead of its competitors.

Brickworks invests substantially in R&D capacity. Our plants are highly automated with an increasing emphasis on the installation of robotic technology used to streamline the manufacturing process. A fully automated, state-of-the-art plant at Wollert in Victoria is due to open early in 2007.

## Customer oriented

Brickworks is about helping customers make the right buying decision. In fact, much of our business is either repeat or referral by customers satisfied with our products and service ethic.

Brickworks' team of professional, experienced, and friendly staff – located at sales and display centres across Australia – provide accurate and informative advice. It's never too much trouble at Brickworks – we're here to help.



...Budo (de) als former  
Olympic Park Authority