



CNW Electrical Wholesale

CAPABILITY STATEMENT



The Leading Independent



CNW Electrical Wholesale

WHAT WE DO

CNW Electrical stands out as a leading provider of top-quality electrical products, thanks to our strong partnerships with world-renowned suppliers. With more than 60 stores nationwide, we guarantee unmatched service across Australia, offering products sourced both locally and globally.

As a leading independent and family-owned company, our focus on excellence and putting customers first has established us as a trusted name known for exceptional quality and service.



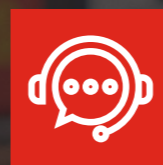
SUPPLY CHAIN EXCELLENCE

We understand the importance of having stock available whenever you visit our branches. That's why we consistently stock a range of your everyday items from leading industry brands, all certified to Australian Standards.



DIGITAL INNOVATION

We take pride in leading innovation, particularly in digitalising your business operations. Our suite of digital solutions is designed to enhance your daily efficiencies, allowing you to concentrate on what truly matters: servicing your customers and making your business grow.



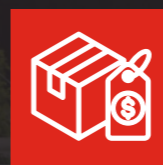
EXPERT SUPPORT

We understand how fast the industry evolves, and we're here to help your business adapt and discover new growth opportunities. It's not just our staff who receive training; we also offer a broad spectrum of training and educational resources for you and your business. This ensures you're always in the loop with the latest products and services, keeping you one step ahead.



AUSTRALIA NETWORK

Our national coverage ensures that no matter where you are, we're right there with you! With branches strategically placed across the country, we're always within reach to support your next project. Finding a local branch is simple - just use the branch locator on our website.



PRICING

We understand how important it is for you to get the right price every time you shop with us. Rest assured, your price remains consistent, regardless of the location or branch you choose to shop at. You can count on us for stable pricing, no matter the size of your business or the market you're in.



WHO WE ARE

In 1952, the foundation of CNW Electrical Wholesale was laid by three visionary owners, Cameron, Nielsen, and Walters, on Stanley Street in East Brisbane. Their pioneering spirit marked the beginning of a legacy that would grow to become a cornerstone of the Australian electrical wholesaling industry.

By 1982, the baton was passed to Brian and Greta Webb, who brought CNW under the wing of the BGW Group. With over five decades of experience, Brian Webb steered the company with a clear focus on service, understanding its critical role in the business of electrical wholesaling.

The Leading Independent is more than just a business motto; it's a principle that extends to our broader societal contributions. From sponsoring local sports teams to aiding aspiring electricians, CNW has always been there when it counts, championing the belief that everyone deserves the opportunity to succeed.

Today, CNW has evolved into a national organisation with branches spanning across Australia. Despite our growth, we remain a proudly Australian, family-owned and operated company, built on the foundational values of service, community support, and the empowerment of Australians at every level.

At the heart of CNW is a commitment to supporting the Australian community.



THE **ESSENTIAL** RANGE

Our commitment at CNW is to ensure that you have access to all the specialised products you need, right off the shelf.

Our stock strategy is designed around market trends, emerging technologies, and our strong supplier partnerships. No matter which CNW branch you visit, you can trust that we'll have all the essentials you need. On the rare occasion we don't have the stock for your specific product, our knowledgeable team is ready to offer alternative solutions, ensuring you're always equipped to tackle your projects without delay.



OUR PEOPLE

At CNW Electrical, we attribute our excellence to our greatest asset – our people. CNW stands out in the industry due to our committed team members, whose dedication and expertise are the cornerstone of our success. We foster a culture of nurturing, emphasising continual learning and community engagement.

This approach has not only allowed us to build strong customer-centred environments both within and beyond our branches but also fosters extensive industry knowledge within our team, so you can be assured that you are in reliable and experienced hands.



CONSISTENCY

At CNW, our expertise in electrical materials management sets us apart. We offer quality, cost-effective, and innovative solutions, supported by extensive domain knowledge and exemplary service. Our track record in managing major projects and materials is unmatched.

This excellence has led some of the industry's largest companies to choose us for blanket supply agreements.



INTEGRITY

Integrity is the cornerstone of our consistent, responsible, and sustainable project outcomes. At CNW, we take pride in our reputation for fairness and reliability. We deeply value the long-term relationships we've built with our suppliers, customers, staff, and communities, understanding that these relationships are key to our mutual success.



FINANCIAL STRENGTH

Being a part of the BGW Group enhances our capabilities significantly. It gives us the financial strength, experience in sourcing, and global buying power necessary to manage materials for the world's most significant projects.

This backing ensures we can meet the demands of any project, regardless of scale, with confidence and reliability.

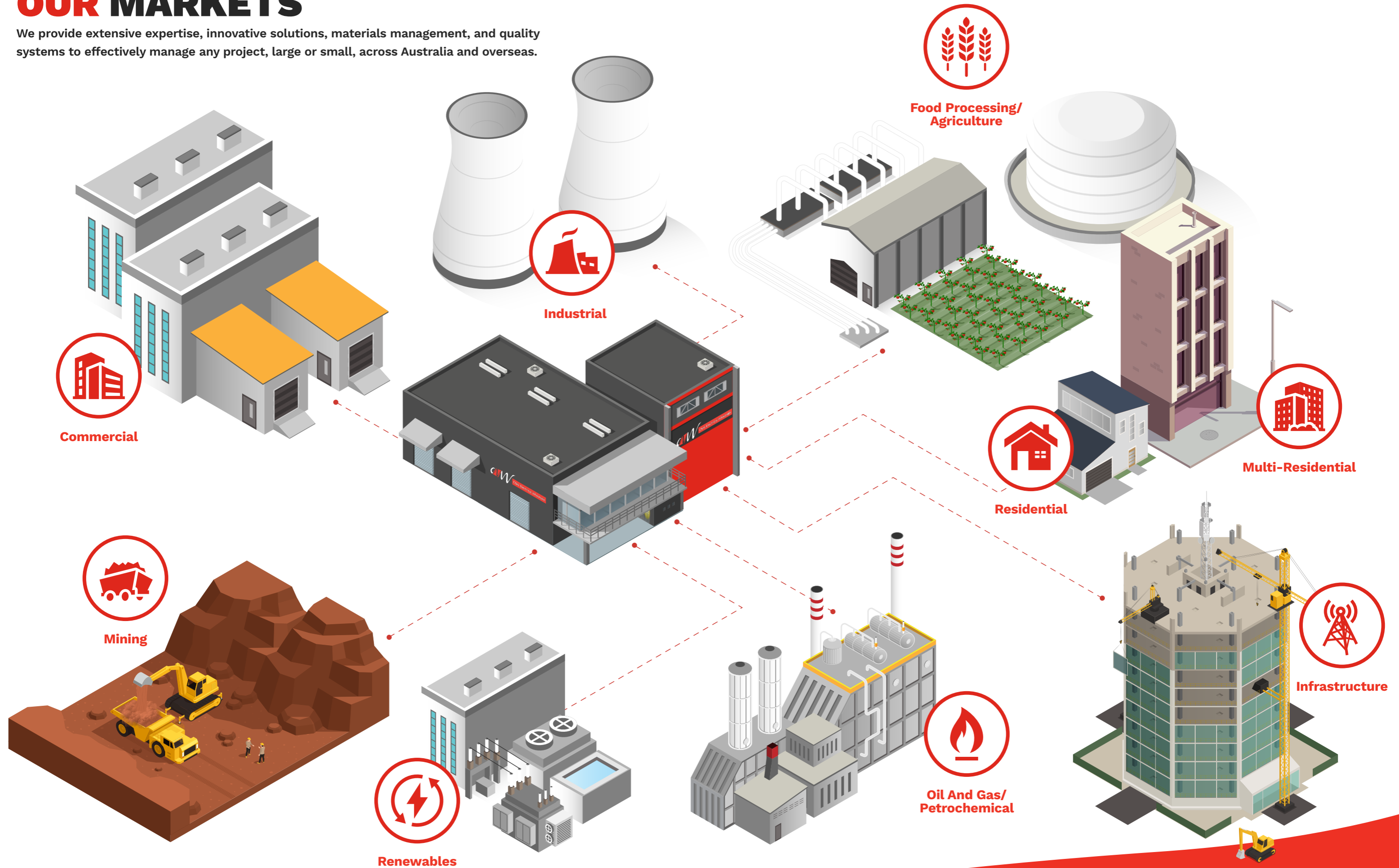
EXPERIENCE

Your Partner for Success

At CNW, we distinguish ourselves through a blend of unparalleled experience, unwavering integrity, and robust financial strength, laying the foundation for our leading position in electrical materials management.

OUR MARKETS

We provide extensive expertise, innovative solutions, materials management, and quality systems to effectively manage any project, large or small, across Australia and overseas.





Integration Hub



Exceptional Service



E-Commerce Capability



Sophisticated Supply Chain Solutions



Simplified Procurement



Quality & Safety



Global Expertise



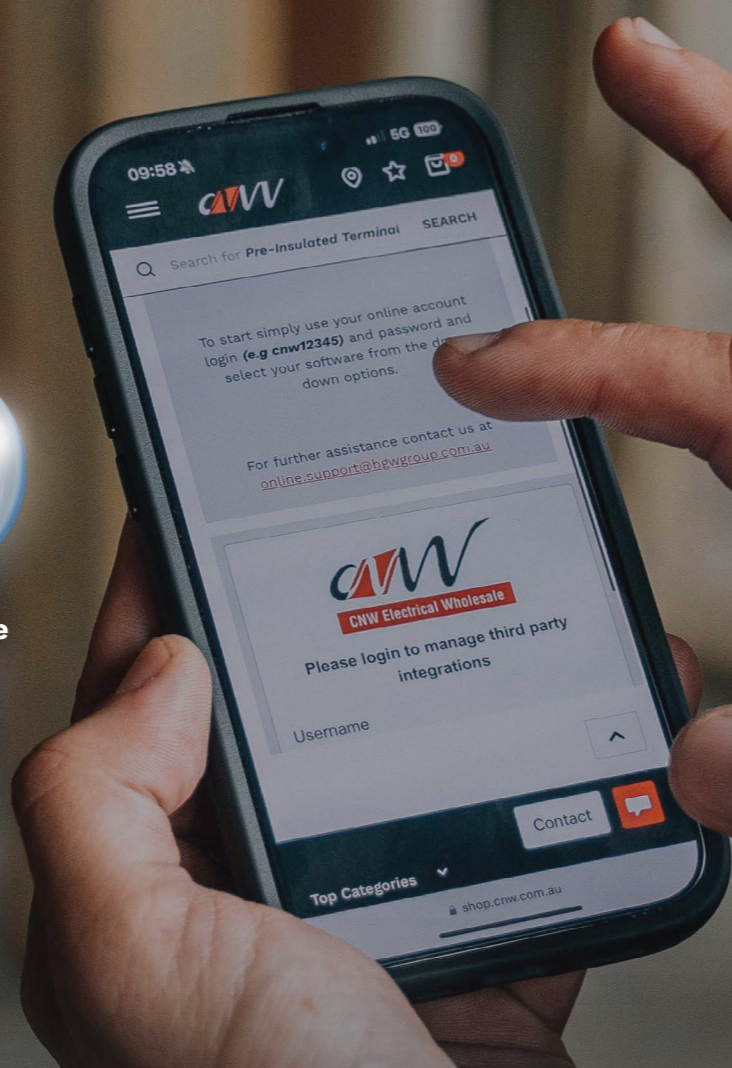
Supplier Consolidation



National Distribution Network



Customised Reporting



ENHANCING CUSTOMER SOLUTIONS WITH DIGITAL CAPABILITIES

Where efficiency and accuracy are crucial, CNW Electrical Wholesale's B2B e-commerce platform innovates to meet the dynamic needs of growing businesses. Our platform enhances the traditional online shopping experience with intuitive design for easy navigation and order placement, through to industry leading functionalities.

Equipping your business with essential tools to thrive in a competitive environment, CNW is committed to providing a secure, flexible, and comprehensive online solution.

AUTOMATED DATA EXPORT/S

We provide various options for generating invoices and catalogue pricing files for customers on demand, whether it be direct or via our Integration Hub.

We can also provide reporting as required.

EDI (ELECTRONIC DATA INTERCHANGE)

We support the electronic exchange of various documents, with the majority of our customers' EDI integrations focusing on purchase orders.

With these digital capabilities, CNW enhances efficiency, accuracy, and ease of procurement for our customers.

PUNCHOUT

We can support your PunchOut catalogue requirements, allowing your internal purchasing team to connect directly to the CNW online catalogue. We are also available to connect via the SAP Ariba network. While on our site, purchasing staff can search, browse, and view product details, add items to their cart, and retrieve the cart back into the ERP as a draft requisition.

FAVOURITES

Our innovative favourites function meets the needs of all customers. Say goodbye to searching entire catalogues. With your online account, you can create and search multiple lists of popular products. Set up lists for different project stages by locking in quantities, or save time by importing lists directly into your favourites, making purchasing seamless.



ACCESS TO **LEADING** BRANDS

At CNW Electrical, our focus is offering an extensive range of products from all leading, renowned brands. With products meticulously chosen by our experienced commercial team. This rigorous selection process guarantees that each item meets our high standards of excellence and reliability, ensuring they are perfectly suited for any project big or small.

By choosing CNW Electrical, you gain access to a curated selection of top-tier electrical products and brands, ensuring your projects are equipped with the best the industry has to offer.



NATIONAL **FOOTPRINT**

Our strategic network of stores is thoughtfully positioned to serve both metropolitan and rural areas, ensuring comprehensive coverage for all our clients. Each store is staffed with specialists who bring a wealth of knowledge across various sectors, including commercial construction and mining, guaranteeing expert advice tailored to your specific project needs.

Our stores don't just operate in isolation; they function as stockists for each other, granting you access to our entire inventory network. This interconnected system ensures that no matter your location, the materials and expertise you need are readily available.





ACCREDITATIONS AND CERTIFICATIONS

CNW Electrical Wholesale has been certified to International Quality Standard for 27 years, originally registered 13/3/1995 and is currently certified to the current standard ISO 9001:2015.



CNW Business Management System in an integrated Quality and Safety system that includes all branch operational and safety procedures. The business management system and selected branches are audited annually by certifying auditors BSI.

The following programs ensure all branch locations are compliant to the business management system: Internal Audit (Branch Operation Evaluation) – audits conducted annually by external auditing company RGIS. Criteria includes business, quality, environmental and safety compliance to business management procedures.

Operation Review – quarterly reporting reviews to ensure branches are managed within indicators as set by management.

- **COMPLIANCE SCHEDULE** – branch maintenance and compliance schedule for all the compliance programs
- **STOCK COUNT PROGRAM** – monitors monthly counting and annual stock take results
- **TRAINING** – ensures all new and existing staff are up to date with all annual training requirements
- **SUPPLIER AUDIT PROGRAM** – all suppliers are audited for quality compliance, Australian and Safety Standards, business ethics and modern slavery compliance
- **INCIDENT & RETURN TO WORK PROGRAM**

PROJECT MANAGEMENT & MRO

(Maintenance, Repair and Operations)

We support the entire life of a project, from initial design and construct, right through to ongoing maintenance and repair, which maximises your return on investment.





YOUR IDEAL PARTNER FOR ADVANCED SWITCHBOARD SOLUTIONS

Specialist Electrical Solutions (SES) is a proudly Australian-owned company renowned for delivering innovative and comprehensive electrical solutions tailored to any project. Our extensive expertise covers sectors including construction, infrastructure, mining, industrial, oil and gas, defence, water and sewerage infrastructure, and data centres across Australia, the Pacific Islands, and Southeast Asia.

SES specialises in bespoke engineering and equipment solutions, including containerised switch rooms, HV and LV power distribution switchboards, motor control centres, and dynamic rotary UPS control and power panels. Our dedicated capabilities in the design, manufacturing, and installation of advanced switchboards make SES the ultimate partner to meet your project's unique electrical requirements.

WHY SES FOR YOUR PROJECTS?

Tailored Engineering Expertise

SES provides customised design support, automation and software development, ensuring each solution precisely matches your project's specifications. We can also provide reporting as required.

Comprehensive Switchboard Solutions

We deliver end-to-end switchboard services, from initial design and manufacturing to professional installation and ongoing maintenance, ensuring reliability and operational excellence.

Dynamic Rotary UPS Systems

SES is uniquely positioned to supply and support dynamic rotary UPS systems with their associated control and power panels, providing superior reliability and continuous power protection critical to data centre and infrastructure operations.

Proven Sector Experience

With significant focus and proven performance in energy, mining, defence, water/sewerage infrastructure, and particularly data centres, SES brings unmatched industry knowledge and reliability to every project.

Partner with SES to ensure your switchboard projects benefit from industry-leading expertise, innovative engineering, and exceptional service standards, tailored to the precise demands of top-tier construction firms.



PREMIER CABLE SOLUTIONS PROVIDER

Cablemakers delivers superior-quality cable solutions, sourcing from industry-leading manufacturers and trusted suppliers, ensuring reliability, precision, and timely, cost-effective delivery.

We cater to sectors including mining, industrial, commercial, residential, and major infrastructure projects. With direct-to-site distribution, Cablemakers optimises efficiency, reduces downtime, and enhances productivity.

EXPERT CABLE MANAGEMENT FOR MAJOR PROJECTS

Cablemakers provides advanced, streamlined cable management solutions:



INVENTORY MANAGEMENT

Precise stock control using advanced tracking systems, reducing delays and shortages.



OPTIMISED USAGE

Software-driven cable length optimisation, minimising waste and lowering costs



CUSTOM LABELLING

Clear cable labelling for easy identification, accelerating installations.



PARALLEL REELING

Multiple cables combined on single reels, simplifying cable pulling and speeding up installation.



RFID TECHNOLOGY

Real-time cable tracking for enhanced accountability and project visibility.



PROACTIVE SUPPORT

Continuous monitoring and adaptation to evolving project demands.



CERTIFIED TESTING

Onsite cable testing and inspections compliant with AS/NZS standards and project-specific requirements.

Partner with Cablemakers for innovative cable solutions tailored to meet your project's demands effectively.



**WHOLESALE
ELECTRIC ASIA**

GLOBAL REACH, LOCAL EXECUTION

EMPOWERING COMPLEX PROJECTS
ACROSS THE ASIA-PACIFIC REGION.

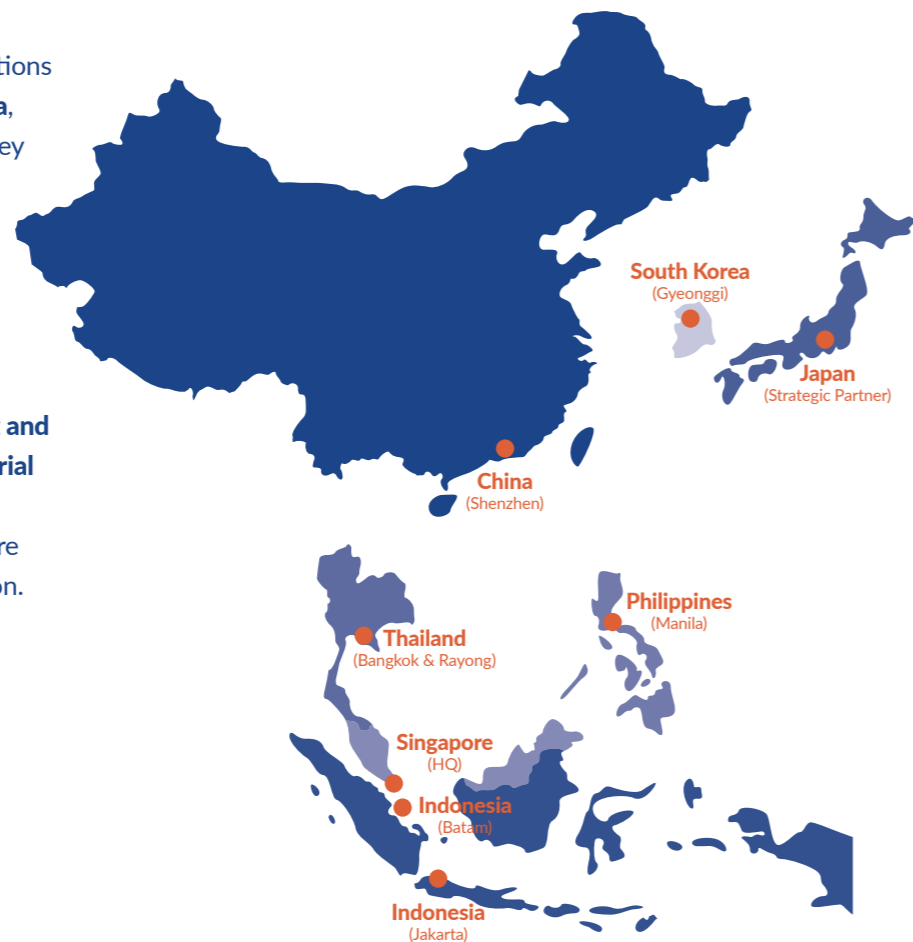
Through our joint venture **Wholesale Electric Asia (WEA)**, CNW delivers the scale, experience, and supply chain strength to varying complexities required.

WEA unites three of the world's largest independent electrical wholesalers, backed by a combined revenue exceeding **USD \$1 billion**. This alliance provides our clients with direct access to international procurement channels, robust inventory solutions, and project delivery support across borders.

Headquartered in **Singapore**, and with operations spanning **Thailand**, the **Philippines**, **Indonesia**, **China**, and **South Korea**, WEA has played a key role in delivering landmark projects including **INPEX LNG**, **Gorgon LNG**, **Carnival Pacific Explorer**, **PTTEP International Cable Supply**, and the **Singapore Tunnel MTR**.

Whether your needs are **Design Engineering Support**, **Material Take-Offs (MTOs)**, **Project and Site Maintenance Material Supply**, or **Industrial UPS Site Maintenance**, our extended global outreach and embedded local presence ensure seamless delivery from planning to completion.

This is global capability, delivered locally— with precision, performance, and partnership at the core.



OUR INDUSTRIES

WEA excels in providing solutions to your Asian & Global facilities via our Global Investor Partners. We collaborate via our proprietary CMMS (Construction Materials Management System) platform for various industries such as, airports and ports, defence, infrastructure, oil/gas and marine, transportation and mining and industrial.



**Airports &
Sea Ports**



**Global Construction
Projects**



**Global LNG Projects
& Module Yards
Coordination**



**Military & Defence
Contractors**



**Chemical,
Pharmaceutical &
Refineries**



**Mining &
Minerals**



**Offshore Oil, Gas &
Marine Projects**



Renewables



Transportation



Data Center Solution

ELECTRICAL & PLUMBING. ONE SUPPLY PARTNER. NATIONAL REACH.

The Service Leaders in Plumbing

More than just a supplier, we support a variety of customers, from self-employed plumbers, to large contractors (including industrial projects), as well as retail customers who are building or renovating. Our experienced staff go the extra mile to support every client in the way that best suits them and their project.

 <p>Founded in 1947</p>	 <p>37 Stores Nationwide</p>
 <p>100% Australian Owned</p>	 <p>Specialises in plumbing, bathroom, kitchen, and laundry solutions</p>



PLUMBING EXPERTS

As part of the BGW Group, CNW and Samios offer a streamlined, end-to-end supply solution that simplifies procurement across both electrical and plumbing packages. Customers benefit from unified account management and invoicing, reducing administrative complexity and improving project efficiency.

With a national footprint supported by strong local branch networks, we provide reliable service and on-the-ground support wherever it's needed. Our proven track record as a trusted supply partner spans major projects across construction, healthcare, education, mining, and industrial sectors. In addition, clients gain access to technical expertise, tailored Material Take-Off (MTO) services, and custom support designed to meet the demands of large-scale, multi-trade developments.



Trust Your Local Plumber





CNW Electrical Wholesale



CNW Electrical Wholesale



CNWElectrical



cnwelectrical