



COMPANY **PROFILE**



BAIR
SOLUTIONS

Business / Infrastructure
Procurement Services and
Supply Solutions

COMPANY PROFILE

BAIR Management Solutions is a procurement and consultancy services company with substantial experience in assisting organisations in Papua New Guinea and across the Asia Pacific in managing and streamlining their day to day operations.

BAIR offers commercial procurement services and supply solutions as well as expert consultancy for non-process infrastructure including project management, compliance, policy writing and certification.

We are committed to sourcing the best products for our clients and our well established supply chain relationships, which spread across the Asia Pacific region, have been developed based upon an important blend of quality, price and speed of access.



Quality

BAIR IS COMMITTED TO SOURCING ONLY QUALITY MATERIALS THAT OFFER THE MOST DURABLE AND LONG-TERM SOLUTIONS FOR YOUR REQUIREMENTS.

We take time to understand your needs and unique circumstances and will establish a supply chain solution based on these parameters. In this way, you are able to be confident of both the quality and suitability of all that we supply.



Price

WE OPERATE WITH A TRANSPARENT PRICING STRUCTURE WHICH MAKES BAIR'S PROCUREMENT SERVICES EXTREMELY COMPETITIVE.

This transparency also guarantees that you know exactly what you are paying for and can be confident that the bulk of your investment is being directed towards the quality products you require rather than to the sourcing process.



Speed

THE STRENGTH OF OUR SUPPLY CHAIN RELATIONSHIPS AND THE EXTENSIVE REACH OF OUR NETWORK MEANS THAT WE ARE ABLE TO OFFER FAST TURNAROUND AND DELIVERY OF ORDERS.

BAIR is a nimble organisation, with experienced negotiators who have a thorough understanding of international purchasing processes, import requirements and freight and forwarding logistics, resulting in the faster delivery of products to your door.

We work collaboratively with land owner groups to better support their contracts and their clients and provide them with full access to the worldwide market which both generates cash flow for the land owners and reduces operating costs for their clients.

Our experience in handling and negotiating international supply chains spans over 25 years and includes management of, and procurement for, the building and ongoing maintenance of international military, commercial, mining, oil and gas and disaster relief camps. We can source all required infrastructure for the establishment of camps including storage, camp kitchens, electrical and plumbing equipment and also assist with sourcing supplies for the day to day operations once established such as bulk food orders, security and transport.



WHY OUR PROCUREMENT SERVICES ARE RIGHT FOR YOU

OUR CLIENTS UNDERSTAND THAT UTILISING OUR PROCUREMENT SERVICES RESULTS IN AN OVERALL REDUCTION IN COSTS AND PERSONNEL REQUIREMENTS. THEY BENEFIT FROM THE SUPPORT AND EXPERTISE OF OUR EXPERIENCED PROCUREMENT SPECIALISTS AND HAVE IMMEDIATE ACCESS TO PROVEN AND WELL ESTABLISHED SUPPLY CHAINS.

Also, importantly, outsourcing procurement means that our clients can focus on their core competencies without distraction.

Procurement services are the perfect solution for organisations who:

- want access to quality goods from a range of markets;
- have no internal competencies in sourcing a wide range of products;
- want immediate access to supply chains without the delays of sourcing and establishing their own;

- want to avoid distracting staff from their core employment focus;
- want to benefit from savings in time and money by dealing with a one stop supply solution;
- need a supplier specialising in remote location services; and
- want the confidence of knowing they can access the right product and receive the advice to support this.

Established supply chain solutions

We identify the best suppliers in the marketplace and build strong relationships that provide long term, ongoing value for our clients. This process and the strength of the resulting relationships ensures the best outcomes for our clients and also provides assurance that goods and services are purchased in a way that is ethical and safe.

Remote specialisation

BAIR understands the unique characteristics of operating a business or establishing a camp in a remote location. The products we source are robust and suitable to the PNG climate and our relationship with DEUGRO International Freight Forwarders ensures that we can safely and swiftly transport your goods from door to door, regardless of your location.

We offer factory direct solutions to support operations in mining, military, oil and gas and more.



Global connections

BAIR works with clients to deliver the right materials and services on time at the best prices.

Our international procurement partners are based all around the world, with particular focus on international partnerships in China, Malaysia, Thailand, New Zealand and Australia.

To be able to offer the best price we wish to advise that we do not offer credit account facilities.

BAIR Management Solutions is a turn key solution that can provide any sort of facility or maintenance body with whatever is required to support our clients' operations.

From day-to-day materials and long-term assets to complex services and site infrastructure, if you need it, we can source it.

At all times we focus on quality of goods, value for money and speed of delivery. We have joint venture agreements in place for logistics supply from Thailand, Malaysia, China, New Zealand, Australia, Libya, Greece and Middle East locations.

WHAT WE SUPPLY



Catering

THERE IS
NO LIMIT TO
WHAT WE
CAN SOURCE
FOR YOU.
SOME RECENT
CONTRACTS
HAVE
INCLUDED:

- Storage systems including food grade pallets and stainless steel shelving
- CAMBRO full supply storage for safe food transport solutions in the field
- Dry Storage Containers 20" and 40"
- Catering consumables, hair nets, aprons, paper goods bulk orders
- Uniforms and all PPE requirements
- Kitchen production (HD) equipment



Storage

- Storage systems including food grade pallets and stainless steel shelving
- Cold Storage Container 20" and 40"
- Dry Storage Containers 20" and 40"
- Hazmat Containers "custom"



Transport

- BAIR SV MAX Truck Tyres and Land Cruiser Tyres all-terrain, high quality, cheapest costs
- Full range of dogs, chains, clips, straps, rachets
- TRIANGLE Tyres China
- Popular brands on request



Plumbing

- Irrigation pipe supplies to hot water systems
- All plumbing supplies from bathroom upgrades to full pipe and fitting installation requirements



Electrical

- Electrical fittings, fixtures, spares
- Electronics including TVs



Security & Safety

- Uniforms and full lists of PPE
- Security equipment, uniforms, protection equipment
- Full range of PPE equipment
- Sole distributor (PNG) for FTECH Workwear - cutting edge workwear for maximum performance and safety



Building

- Flat pack prefabricated camp and facility buildings
- Turn key plug and play containerized camp facilities



Fluid & Pumping

- Pumps
- Waste water treatment plants to potable water plants / RO or other



Remote/Camp Accommodation

- Bedding supply full range with room fit out solutions
- Flat pack camp supply options including turnkey fit out
- Laundry operations, equipment and spares

CONSULTANCY

WE ALSO OFFER SPECIALIST CONSULTANCY SERVICES TO PROVIDE SUPPORT TO YOUR BUSINESS, INCLUDING BUSINESS MANAGEMENT SUPPORT FOR LANDOWNER GROUPS.

- Business management support in maintenance and construction contracts to active Land Owner groups
- Audits
- Kitchen training
- Food Safe Policy review and writing for certifications
- Policies writing:
 - Waste water, environment
 - standard ISO 14000, potable water, camp compliance systems, building and infrastructure, IT and communications, fire risk, fire systems installation to site, assessments and recommendations
 - Inspections
 - Certification to ISO standard

GLOBAL SUPPLY CHAIN PARTNERS

IN ORDER TO BEST SERVICE OUR CLIENTS AND MEET THEIR NEEDS IN TERMS OF GOODS OR INFRASTRUCTURE, WE EITHER UTILISE EXISTING SUPPLY CHAIN RELATIONSHIPS OR DEVELOP NEW NETWORKS.

Some of our established supply chain partners include:



Preferred Agent distributor for PNG in Mobile Gold trommel operations and equipment supply

