

TOTAL

CONSTRUCTION

SELF STORAGE CAPABILITY STATEMENT



▲ TOTAL CONSTRUCTION CRANE, STORAGE KING DEAGON



▲ KENNARDS SELF STORAGE CLEVELAND



▼ STORAGE KING ROBINA

▲ STORAGE KING EPPING



▼ STORELOCAL PACIFIC PINES

▲ STORELOCAL BERRINBA: IN PROGRESS



BUILDING SELF STORAGE FACILITIES
CONCEPT TO COMPLETION SINCE 1994

CORE VALUES



Accountability

We do what we say we will do.

Reliability on one another is important to us.



Integrity

We do what we know is the right thing.



Mentorship

We seek to develop individuals within TOTAL, to reach their full potential.



Respect

We care for one another and have respect for all our stakeholders.



Collaboration

We collaborate and work as a team with all our stakeholders.



Ingenuity

People are empowered and supported to solve problems and make smart decisions.

STORELOCAL:
PACIFIC PINES QLD



CORE PURPOSE

“To make a positive difference in people’s lives through excellence in construction”

We hold a licence to build in every state and provide **Self Storage solutions** right across **Australia**



OUR OFFICE LOCATIONS

QUEENSLAND

13/16 Metroplex Avenue, Murarrie QLD 4172

NEW SOUTH WALES

Northern Rivers

9A George Street, North Strathfield NSW 2137

VICTORIA

165 Cremorne Street, Cremorne VIC 3121

TOTAL is one of the most trusted construction companies in Australia. With the capability to deliver, concept to completion.

Since our inception in 1994, TOTAL has grown each year. Currently employing over 160 qualified employees we have a national turnover of over \$250 million.

Our key focus is to maintain a positive ongoing relationship amongst our clients, confirming our reputation as a builder that exceeds expectations.

Our diverse range of skills across feasibility studies, design, engineering and construction, enables us to challenge established methodologies and effectively deliver from concept to completion.

We are committed to delivering quality projects that comply with all statutory obligations and **incorporate:**

- Detailed analysis.
- Multi-disciplines during the Design and Construction phases.
- Quality, safety and environmental management into all aspects of the business.
- Effective communication of our policies and procedures to all stakeholders.
- Appropriate training and awareness to all staff.

We are **Australian owned** and proud of our diverse specialist skilled team.

THE TOTAL APPROACH

WHAT WE DO

TOTAL collaborates with our clients to manage the end to end construction and refurbishments of Self Storage facilities on greenfield and brownfield sites, for multi-site operators, private equity and family owned businesses.

WE'RE SPECIALISTS IN



Conducting rigorous feasibility studies



Formulating strategies to mitigate identified risks



Consulting with specialist architect teams to achieve maximum net lettable areas



Successfully repositioning assets in brown field sites



Devising engineering and fire solutions



Coordinating council and other approvals

▲
STORELOCAL:
PACIFIC PINES QLD - STAGE 2

PIONEERS, TRAIL BLAZERS... SELF STORAGE CONSTRUCTION SPECIALISTS.

OUR BEGINNINGS

TOTAL's first Self Storage building project was a collaboration with Kennards Self Storage at Erina, NSW in 1994. The success of this partnership led to the continuous build by TOTAL of over 100 Kennards Self Storage projects throughout New South Wales, Queensland, Victoria and South Australia.

TOTAL'S IMPACT ON SELF STORAGE IN AUSTRALIA

As an early pioneer in Self Storage constructions, we were part of the collaboration to help challenge and change the thinking of building codes and council control plans which allowed the designs and feasibilities to be more aligned with Self Storage requirements including parking, structural loading, fire services and many other elements that suit the uniqueness of Self Storage builds. These changes, subsequently eased approval processes and propelled the Self Storage building industry in Australia.

SELF STORAGE TODAY

With over 200 Self Storage projects completed, totalling over half a billion dollars in contract value, we continually sharpen our Self Storage intelligence, experience and capability.

With or without plans, TOTAL delivers feasibility studies and concepts. Our clients value this intelligence to inform investing decisions at the initial planning stage of a project.



DESIGNING
& BUILDING
SELF STORAGE
FACILITIES

CONCEPT TO
COMPLETION

SINCE
1994



Our experienced delivery teams & approach ensures maximised net lettable design, efficiencies, speed to market and client profits.

80%

of our business is from **RETURNING CLIENTS.**

They choose **TOTAL** for our:

- ▶ **Consistency**
- ▶ **Flexibility**
- ▶ **Reliability**
- ▶ **Capability**



30 years of experience resolving multiple Self Storage challenges



Self Storage is an important component of our business at **60% of all operations & expected to grow**



Currently contracted to design and build **\$100 million p.a. Self Storage projects**



ECI:
Early Contractor Involvement
= Identify risks
= Develop strategies to mitigate risks
= Minimise exposure to cost escalations
= Quicker to market



Design & delivery leader



Maintain great partnerships with

- Architects
- Engineers
- Certifiers
- Material Suppliers



Pioneered methodology producing the most feasible facilities



National consistency in service and delivery

THE TOTAL PACKAGE

TOTAL has the people, processes and experience to ensure the successful delivery of your Self Storage project.



Early Planning

Our strategy is to plan early and engineer issues out of a project with a culture that is driven to find solutions and mitigate the risks. Our objective is to deliver projects with minimal impacts and complete the works defect free.



Safety In Design

TOTAL has an obligation to understand the Safety in Design process that design teams undertake. We take the responsibility to raise issues throughout the course of construction so we can highlight major risks and suggest methodologies that reduce risks as we see them.



Client Focused

Our reputation of being client focused and reliable has resulted in a long list of projects with repeat customers. In fact, 80% of our business is repeat. We ensure complete flexibility, tailoring our services to our clients and offering numerous project delivery models.



Value Engineering

50% of our projects are Design and Construct. With every project, we look for innovations to improve the 'buildability' and offer value engineering solutions, to ensure the best possible outcome for our clients.



Live Environments

Working in a live environment is our forte. We understand the factors which could have a detrimental impact on an operational facility and take the necessary precautions to eliminate safety risks as well as minimise noise, dust and vibration.



Financially Secure

TOTAL has a 30 year history of being financially secure. We have built a solid balance sheet. TOTAL has been audited by various financial organisations; all of whom support our business in its ability to construct long-term.



Experienced Delivery Teams

Each team member is empowered to think practically and innovatively to deliver a faultless end-to-end solution for our clients.

TOTAL IN-HOUSE SUPPORT



WE LISTEN



WE ASK QUESTIONS



WE EVALUATE



WE PROVIDE SOLUTIONS



STORELOCAL BERRINBA:
IN PROGRESS

EARLY CONTRACTOR INVOLVEMENT

Early Contractor Involvement (ECI) with TOTAL enables a project to establish indicative budgets and designs derived from similar live and past projects.

Essentially we develop the building and fit out scope of works and help identify potential project hurdles early on. The full life cycle of any project, from project feasibility through to construction and fit out can all be mapped out and de-risked when the builder is involved from inception.

ECI can also provide an understanding of compliance requirements that need to be satisfied prior to construction commencing.



Project Feasibility

- Document project requirement.
- Site Investigation.
- Budget estimate and high level program.
- Review 'buildability' and sunken capital cost.



Concept Design

- Determine project requirements.
- Develop sketch designs.
- Detailed schedule of finishes and utilities.



Detailed Design

- Architectural and structural development.
- Services design and reticulation.
- Design co-ordination.



Tender Detail

- Generate trade briefs.
- Authority applications.
- Terms of engagement.



Mobilisation

- Detailed communication.
- Construction documentation.
- Site safety.



Final As Built

- Site documentation and training.
- Completion certificate.
- Asset management.

STORAGE KING BRENDALE:
IN PROGRESS

SAFETY, QUALITY & ENVIRONMENTAL

TOTAL is committed to operating incident and injury free across all our projects.

Work Health & Safety

At TOTAL we create a positive safety culture and have developed a robust safety and risk management system which seeks continuous safety awareness and improvements.

The Executive Management Team is focused on a company-wide safety strategy which inspires, motivates and empowers employees and subcontractors to behave safely and ensures a 'safety excellence' attitude throughout our operations.

We are committed to:

- Incorporating occupational health & safety management into all aspects of the business.
- Providing appropriate safety training and awareness to all staff.
- Complying and exceeding all statutory obligations.

Lost Time Injury Frequency Rate

Constantly maintained below industry average.

Quality Management System

TOTAL's Business Management System manages all aspects of the business in accordance with the ISO 9001 - Quality Management Systems.

Our quality policy is designed to ensure that we continually improve the quality of our product, services and business as measured by our objectives and targets.

Environmental Management System

TOTAL conducts business in a manner that protects the quality of the environment in our communities with an emphasis on using preventive measures.

Our Environmental Management System conforms to the relevant legislative and regulatory requirements, Codes of Practice and to ISO 14001 Environmental Management Systems.

Target for Environmental Performance

Recycle a minimum of 90% of waste generated. This approach ensures that we are able to consistently maintain the high quality building and development standards synonymous with TOTAL.



CLIENT SNAPSHOT

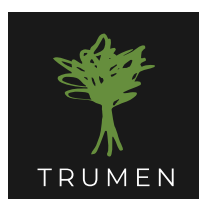
ABACUS



**Kennards
Self Storage**



**swift
STORAGE**



OUR PROJECTS

ABACUS GROUP



ABACUS

PROJECT VALUE
\$9.5 million

CONTRACT TYPE
Design and Construct

LOCATION
Robina QLD

Project Description

TOTAL successfully completed the Design and Construction of a new 5 storey Self Storage facility for Abacus Property Group at Robina. The 10,000m² floor area has 699 individual storage units, operated by Storage King.

The ground conditions required 13.5m deep bored piers for the substructure. The superstructure included a slab on ground, concrete columns, suspended concrete slabs, structural steel girts for the external cladding and metal roofing. The lift shafts and stairwells are protected by block work for structural requirements and stability.

The external of the building has different types of metal cladding, louvers and some feature CFC cladding providing aesthetic appeal.

The ground floor office is fitted out with a reception, meeting room, staff amenities and an array of display cabinets.

Overcoming Challenges

Access and control to multi-storey construction is always a challenge. This project had a unique challenge of being built in close proximity to the main rail line which required pre-construction approval. The 5th level floor concrete pour required a concrete pump with a 63m boom reach. The Luffing Tower Crane over sail approval had to be managed with the neighbouring properties. All the site challenges were overcome through a high level of safety control, detailed planning and programming.

OUR PROJECTS

SELF STORAGE CONCEPTS



PROJECT VALUE
\$6.5 million

CONTRACT TYPE
Design and Construct

LOCATION
Pacific Pines QLD

Project Description

TOTAL was awarded the contract to Design and Construct a new 3 storey Self Storage facility for StoreLocal in Pacific Pines, Queensland.

The facility incorporates 497 units with the construction comprising a ground floor suspended slab with fire rated concrete and steel columns and reinforced concrete columns to level 2.

Overcoming Challenges

Collaboration with the consultant team and client was required to achieve agreement on the final specific design.

Identifying unfavourable site conditions and restraints with rock below ground level we incorporated changes to the ground level design. This entailed approval from Queensland Fire and Emergency Services for the design change.

The eastern side of the build is adjacent to the Pacific Motorway requiring all aspects of the build to be carefully planned and monitored.

Innovations

We included a siphonic drainage design due to the elevations of the site. Roof water will run into a detention tank with slow drainage. We also revisited the structural design component to achieve small foundations. Material changes provided both cost savings and benefits to the client.

KENNARDS SELF STORAGE



PROJECT VALUE
\$6 million

CONTRACT TYPE
Design and Construct

LOCATION
Cleveland QLD

Project Description

TOTAL were contracted to Design and Construct a new 4 storey Self Storage facility in Cleveland Queensland.

This Stage 1 build houses 504 Self Storage units of varying sizes.

The scope comprised of a solid concrete slab ground, walls and columns, portal framed interior and the 3 tonne cladding synonymous with Kennards Self Storage's corporate branding.

Overcoming Challenges

Although located in Wind Region B, the client was keen to future-proof the building by catering for Wind Region C, requiring a 20% increase in structural integrity.

OUR PROJECTS

UNIVERSAL SELF STORAGE FUNDS MANAGEMENT



PROJECT VALUE
\$8.5 million

CONTRACT TYPE
Design and Construct

LOCATION
Jindalee QLD

Project Description

TOTAL was commissioned to Design and Construct a new Self Storage facility located in Jindalee 15 km south west of Brisbane.

This building comprises five levels including lower-ground and four levels above ground.

TOTAL constructed the facility with a combination of concrete tilt up and block work structural walls, traditionally reinforced concrete floor slabs and metal cladding.

Electrical, mechanical and hydraulic services were all delivered. Works also included office and showroom fit out, service connections for all staff amenities including tea room, meeting rooms and offices. Also 5 sets of stairs, 3 of which are fire protected, 2 blockwork lift shafts, with 1 servicing

4 levels and the other servicing all 5 levels. Joinery was delivered for all staff amenities and display cabinets the height and length of two walls.

The front entrance of the office is comprised of glass, with feature glass walls surrounding the main office. The external build has a variety of cladding finishes designed for aesthetic appeal and includes a cladded panel section above the front office entrance.

TOTAL worked closely with the client, suppliers and sub-contractors to value engineer the building as the design documentation evolved. This process delivered savings on the original Guaranteed Maximum Price, with the resultant savings shared transparently with the client.

ABACUS PROPERTY GROUP



ABACUS

PROJECT VALUE
\$10 million

CONTRACT TYPE
Design and Construct

LOCATION
Epping VIC

Project Description

This 3 storey, 10,444m² Self Storage facility was designed and built by TOTAL to accommodate Self Storage units, office space on the ground floor and car parking.

Originally intended as a lightweight structure, post tender clarifications required a full redesign to a complete concrete structure, ensuring further future proofing of the construction.

The facility has been fitted out with 755 storage units of varying sizes and is finished with Storage King's corporate signage and landscaping.

Overcoming Challenges

Inground rock posed an issue on this project, which was mitigated through consultation and collaboration with the Design team.

The client requested a new goods lifts in lieu of a hoist, presenting initial challenges with unit layout and structure incorporating new band beams.

Innovations

All internal building services were installed at a high level to mitigate the risk of encountering rock.

TOTAL hosted workshops with consultants to further collaborate and develop efficiencies in the storage floor layout, travel routes and potentially increase lettable areas for the client.

OUR PROJECTS

KENNARDS SELF STORAGE



PROJECT VALUE
\$8 million

CONTRACT TYPE
Design and Construct

LOCATION
Springvale VIC

Project Description

TOTAL successfully delivered the Design and Construction of 3 new Self Storage buildings to complement the existing facility at Springvale.

The scope comprised of the demolition of an existing building and concrete pavements to make way for a new 2 level building to the south and 2 single storey buildings to the eastern boundary of the site creating approximately 220 additional Self Storage units of varying sizes.

The buildings were erected on concrete ground slabs with footings and piles enabling vehicle access to all points of the buildings.

The 'shell' was constructed using a combination of structural and light steel framing.

The mezzanine floor in the main building has light steel framing. The internal fire wall in Building 2 and the boundary walls in buildings 3 and 4 were constructed with either core filled blockwork or with a 'Speed Wall' prefab system. The remaining external walls and roof have been sheeted with metal cladding.

A passenger and goods hoist was installed in Building 2 to service the mezzanine level.

As with all live working environments, the safety of our team as well as clients of the existing Self Storage facility was paramount at all times.

ABACUS PROPERTY GROUP



ABACUS

PROJECT VALUE
\$2.5 million

CONTRACT TYPE
Design and Construct

LOCATION
Clayton VIC

Project Description

TOTAL was engaged to deliver the Design and Construction of a new mezzanine level and fit out of a warehouse at the existing Storage King facility in Clayton Victoria.

The scope of works included a new office area and external storage units. To expedite the program and minimise disruption, the work was split into 3 sections:

- > Alteration of existing external car park for new standalone 'ranch style' storage units;
- > Strip out of existing office space for new office display area with storage units on the first floor; and
- > Construction of new mezzanine floor with passenger and goods lift and a complete 2 level storage fit out within the existing portal frame.

Overcoming Challenges

Although completed 5 weeks ahead of program, handover was delayed due to authority issues. Through collaboration and the solid working relationship between the Design team, building surveyor and sub-contractors, these issues were resolved swiftly during the contract program.

Delivered during lock down restrictions TOTAL maintained program and critical trade management via segregated work zones. Our team adhered to a robust COVID-19 Safe Management Plan, daily temperature testing and the provision of hygiene stations at all access and egress points.

Innovations

TOTAL replaced the documented boundary block wall with Speed Panel providing the fire rating required and eliminated the need to construct a footing along the boundary.

OUR PROJECTS

KENNARDS SELF STORAGE



PROJECT VALUE
\$10 million

CONTRACT TYPE
Design and Construct

LOCATION
Hawthorn VIC

Project Description

This project encompassed the conversion of a linen service site into a premier Kennards Self Storage facility.

Spanning two titles, the facility contains 640 units within the 5,500m² footprint, including temperature controlled units for wine cellaring and a range of various shapes and sizes to cater for multiple different storage needs.

Works included ensuring the safety of existing services for internal demolition, extensive surveying and piling work to support the new structure.

The two new floors were constructed with concrete and structural steel. The large span roof incorporated a drainage system to cater for large volumes of rainwater. The building was fitted with PTI access control systems, CCTV cameras and alarm systems.

A vertical hoist and two large new lifts were included in the scope ensuring a range of materials could be moved from the ground floor up and through the 2 new levels.

Flooring is a mixture of sealed concrete, epoxy and carpet allowing for the traffic-ability of Kennards' trolleys and are durable enough to withstand continuous traffic.

Completed with Kennards Self Storage's trademark orange and blue, providing strong branding presence, overlooking the Monash Freeway.

Overcoming Challenges

Detailed planning was required to resolve technical challenges of building 2 new floors at 2,000m² each over the existing ground floor slab.

SENTUMAR PTY LTD



CLIENT

SENTUMAR PTY LTD

PROJECT VALUE

\$11 million

CONTRACT TYPE

Design and Construct

LOCATION

Taren Point NSW

Project Description

Engaged to construct a Storage King Self Storage facility at Taren Point, the core of the structure consisted of suspended slabs, structural steel and metal roofing.

Overcoming Challenges

The land was classified with soil contamination being largely in the form of methane gas. The project team were required to engage a consultant to manage the process of soil remediation taking 4 weeks.

Extensive work was also necessary on the façade. It was critical to ensure that scaffolding and mobile equipment had sufficient work space to allow other programmed works to continue and not be affected.

Innovations

Post tensioned slabs with joints were utilised to avoid the use of a welded membrane. This saved the client \$250,000 along with reducing TOTAL's time spent during the remediation process.

OUR PROJECTS

STORAGE KING



PROJECT VALUE
\$9 million

CONTRACT TYPE
Design and Construct

LOCATION
Chipping Norton NSW

Project Description

Over a 8000m² footprint, this Self Storage project consisted of the Design and Construction of a 4 floor facility, containing 281 storage units of various sizes, as well as 2 additional buildings with 19 units and a mezzanine floor.

The reinforced concrete columns support the post tensioned slabs on 3 levels, the metal roof is supported on steel purlins. Colorbond sheets used on the façades are supported on steel girts.

Overcoming Challenges

The excavation was a challenge as the soil was not Virgin Excavated Natural Material and was classified as General Solid Waste. However, this was managed by mobilising a good qualified contractor.

Innovations

Many innovative ideas were incorporated to save costs and time including converting tilt up panels to precast and masonry walls on Buildings A, B & C.

The initial design concept for piling was at 300 piles. TOTAL engaged in value engineering and reduced the number of piles to 150.

KENNARDS SELF STORAGE



PROJECT VALUE
\$5.9 million

CONTRACT TYPE
Design and Construct

LOCATION
Macquarie Park NSW

Project Description

TOTAL was awarded the contract for the Design and Construction of a new 5 storey 7,482m² Self Storage facility with 2 goods lifts.

The base structure is a concrete post tensioned frame with a structural steel roof portal frame, which was clad in Colorbond to match Kennards' corporate colours.

The first three floors of the facility were fitted out with 291 storage units, the upper levels remain vacant for future development.

The whole construction included both wet and dry fire systems.

Innovations

This new facility is located at the rear of Kennards Self Storage's head office which included an existing operational storage facility. TOTAL worked within a live environment which meant daily coordination and planning with Kennards operational personnel. All materials handling was either by crane or materials hoist. Client access was reconfigured on days where cranes were used or concrete pours took place.

The adoption of a post tensioned structure with the inclusion of Bondek floor plates ensured a quick and efficient construction.

OUR PROJECTS

KENNARDS SELF STORAGE - IN CONSTRUCTION



PROJECT VALUE
\$11.5 million

CONTRACT TYPE
Design and Construct

LOCATION
Minto NSW

Project Description

Currently under construction this Self Storage project is the second iteration TOTAL has been commissioned to build on this site.

The original Self Storage building was built in 1987 for Neville Kennard. Fast forward 35 years and we have demolished the original building and are now building this 5 storey showpiece.

With a 1,600m² build footprint, the new facility will include storage units, showroom, loading dock, corporate store, meeting room and amenities.

Overcoming Challenges

TOTAL are effectively collaborating with the client's management team to implement the 'Kennards Technical Specifications' during the design process.

TOTAL's project team are managing the project Design and Construction under tight delivery schedules and are strategising the progressive authorisation approvals during the achievement of successive milestones.

OUR AWARDS



OUR AFFILIATIONS



CERTIFICATIONS



TESTIMONIALS

ABACUS

STEVEN LAST

GENERAL MANAGER,
DEVELOPMENT
ABACUS GROUP



To any prospective clients contemplating a partnership with Total for their construction needs, I endorse them.

TOTAL stands out for its industry acumen, ingrained culture of collaboration, and adaptability—qualities that are invaluable in today's ever-evolving construction landscape.

Our experience working with Total spans multiple states, and throughout these engagements, we have consistently encountered teams characterised by integrity, professionalism, and a commitment to excellence.

Our collaboration with Total transcends the bounds of individual projects and we view it as a long-lasting strategic alliance. I can confidently assert that our business has derived significant benefits from this partnership, and I have every reason to believe that other clients will share in these rewarding experiences.



SIMON DEGARIS

CEO,
StorHub Australia



I have been acquainted with Bill Franks and Steve Taylor of Total Construction for the last 15 years and in each setting, I've worked with the Total team I have found them professional, responsive, proactive, and helpful.

They have tremendous experience in self storage construction which is obvious, however it is their pre-construction advice and consulting where I have found them extremely helpful to me in my roles over the last 15 years and especially now with our developments with StorHub.

Value engineering and creative construction methods are a particular strength of the team. Their knowledge and professionalism are second to none.



JON PERRINS

FOUNDER,
UNIVERSAL SELF STORAGE
FUNDS MANAGEMENT



I choose to work with Total for their standout knowledge of the Self Storage Industry,

they have the background and the experience, and I have dealt with them for a number of years in other businesses and as an owner for several builds and projects that are currently in the pipeline. Total are great in the way they collaborate.

They are open and talk about solutions. A deal is a deal with them, they get through problems faster and we get through builds quicker. With our North Lakes Coomera and Pimpama projects Total exceeded our expectations, great quality projects, delivered on time and to budget.

I have recommended Total in the past and will continue to do so.



STEVE GIRDIS

SENIOR DEVELOPMENT
MANAGER,
STORELOCAL



At our first tender meeting, Total arrived well prepared and demonstrated a thorough understanding of the project concept and brief.

Total took the time to explain their processes and point out key features of their design and building.

Total always collaborate, are willing to cost, engineer and present alternative options to address unexpected challenges that present themselves through the building process.

StoreLocal provide the builder scope to fill in the design gaps. Total's ability to interpret, design and build exceeds our expectations.

Total's site teams take great pride in their work, something that stands out when our StoreLocal team and partners visit sites. Their estimating team are knowledgeable and inexhaustible.

Total Construction bring the benefit of many years of experience building self-storage facilities to StoreLocal builds. They complete the builds on budget and ahead of programme. StoreLocal regularly recommend Total as facility development partners... without hesitation.



SAM KENNARD

MANAGING DIRECTOR,
KENNARDS SELF STORAGE



I would like to thank you again for the hard work you and your team have put into the successful completion of our Brookvale Centre. Your strong attention to keeping and improving the schedule is the major reason for the timeliness of completion. You have brought a great deal of experience that has been invaluable in a project of this size and is a key reason for its success. I am extremely proud of the centre and have enjoyed working with you to get it built.

Total Construction has been working closely with Kennards Self Storage since 1994 and has successfully completed self-storage facilities worth in excess of \$80 million.

Given the absolute need to complete these projects on time and on budget, they have played a key role in the successful growth of our company.

OUR EXECUTIVE TEAM

At TOTAL we pride ourselves on our experienced team to ensure that we deliver what we promise and add value on our projects.



STEVE TAYLOR
MANAGING DIRECTOR

Based in our Sydney office, Steve provides corporate guidance for the company on all strategic and financial issues. Steve adopts a hands-on approach and works closely with key stakeholders. He is a founding shareholder of TOTAL and has extensive experience across all sectors of the building industry.



BILL FRANKS
DIRECTOR

A registered builder in New South Wales, Victoria, Queensland, South Australia and Western Australia with extensive experience, Bill ensures our compliance with all operational and corporate regulations. Bill is also a founding shareholder of TOTAL with over 30 years experience in the building industry across residential, commercial and industrial sectors.



SIMON HINNEBERG
CHIEF OPERATING OFFICER

With over 30 years experience in senior management roles for international tier 1 contractors in Australia, New Zealand and the United Kingdom, Simon leads TOTAL's operations with a wealth of industry knowledge and experience. Establishing the Queensland office in 2010, Simon has significantly grown the operations in this state as General Manager. As Chief Operating Officer for TOTAL, Simon provides national leadership and strategic vision to oversee all operations whilst driving continued sustainable competitive growth.



KAREN JACOBS
GROUP GENERAL
MANAGER CORPORATE
SERVICES

An MBA graduate and integral member of our Executive Management Team, Karen provides strategic leadership for our corporate services functions and drives the people strategy at TOTAL. Karen empowers our teams to continually seek ways to fulfill our purpose of making a difference to people's lives through excellence in construction, whilst also increasing productivity, innovation, personal development, improve safety and achieve quality outcomes.



GUY FINNIS
GENERAL MANAGER
- VICTORIA

Guy has over 25 years in the construction industry, working in Design Manager, Project Manager, Construction Manager and General Manager roles. His project portfolio includes projects in the health, commercial and industrial and residential sectors, new constructions, refurbishments and fit outs. Guy's strength is his strong collaborative nature, and his ability to bring the best out of people and projects.



JEREMY MCKENZIE
GENERAL MANAGER
- QUEENSLAND

Drawing on over 20 years experience in the construction Industry, Jeremy leads multiple teams for optimal outcomes. Managing all aspects of TOTAL's construction throughout our Queensland operations, Jeremy focuses on people management, whilst overseeing estimating, safety, financial management, client relations, growth and commercial optimisation.



ROB BLYTHMAN
GENERAL MANAGER,
ENGINEERING CONSTRUCTION
GROUP

Rob has more than 30 years experience in senior management roles across a variety of industries including Construction, Telecommunications and Broadcast in the Asia Pacific region. Rob's major strength is in developing opportunities, preparing and implementing sales and marketing strategies and building strong relationships with clients at all levels.

CORPORATE SOCIAL RESPONSIBILITY

We are dedicated to learning, informing, supporting and participating in a variety of initiatives to bring about positive change to our communities, environments, employees and other stakeholders.

Community

We provide paid community leave, supporting our employees requests to participate in social causes in their local communities.



St Mary's House of Welcome - VIC



Foodbank - NSW

Annually TOTAL hosts workshops for Seven Hills High School students, giving them a greater insight into working within the construction industry. They participate in site tours, talks with apprentices, contractors, Directors and a variety of employees. We sponsor students to obtain a White Card, provide guidance on resume writing and interview skills whilst widening their exposure and knowledge of different trades and roles in construction.



Seven Hills High School students

We also proudly support the following local charities and community groups:



MATES in Construction

TOTAL regularly participates in awareness campaigns and initiatives for Mates in Construction, we hold 'Fly the Flag' morning teas, BBQs & Toolbox Talks in our offices and on several sites to raise awareness for Suicide Prevention.

Social Procurement

We regularly purchase from the following organisations to generate social value beyond the value of the goods and services bought:



Fruit2Work: Registered charity, not for profit social enterprise providing employment opportunities for former inmates.



Who Gives a Crap: Providing eco-friendly bathroom supplies with carbon neutral delivery and 50% of profits donated to charity partners.



St John Ambulance: First Aid training from a registered charity.



Mental Health First Aid Australia:

Through this not-for-profit health promotion charity we train our employees in Mental Health First Aid.



Fab Little Bag: Sustainably made from plants, sealable sanitary disposable bags provided in every office and on site to prevent products being flushed, saving our oceans.

Sustainability

Through internal expertise, construction methodologies and technologies, TOTAL applies sustainable practices across all our projects and offices.

We have delivered Green Star awarded buildings, setting the standard for healthy, resilient, positive buildings and adding value to our client's investments.

Further initiatives to reduce our carbon footprint and waste include:

- Minimising waste and digital waste
- Minimising demolition where design permits
- Maximising reuse and recycling of demolished and excavated materials
- Safe paint removal methods.

Employee Support

We provide a complimentary employee assistance program for all employees and their families to have confidential access to caring health professionals 24/7.

TOTAL
CONSTRUCTION

***‘Making a positive difference
in people’s lives through
excellence in construction.’***



STORAGE KING
TAREN POINT, NSW

SYDNEY

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