



STONEY PINCH QUARRY “ROCK SOLID”

CAPABILITY STATEMENT

LAST UP DATE 8 February 2016

Stoney Pinch acknowledges the First Peoples of the Riverland and Mallee region as the traditional owners and custodians.

Contact Details

Registered Business Name	Stoney Pinch Pty Ltd
Registered Address	174 Fullarton Road Dulwich 5065, Adelaide, SA
Postal Address	PO Box 692 Renmark SA 5341
Establishment Date	May 2007
Board of Directors	James Chappel Sheree Chappel
Managing Director	James Chappel
Company Officer	Sheree May Chappel
Telephone	(08) 8586 5990
Facsimile	(08) 8586 5998
Email address	admin@stoneypinch.com.au
Internet address	TBA – under development
Stoney Pinch Pty Ltd Australian Company No. (ACN) Australian Business No. (ABN)	125 154 038 88 125 154 038
Stoney Pinch Unit Trust Australian Business No. (ABN) Tax File No	80 526 870 063 861 589 684
Stoney Pinch Quarry Australian Business No. (ABN)	54 130 651 285
Tax File Number (TFN) Stoney Pinch Unit Trust	861589 684
Financiers	National Australia Bank
Business Banker	Amy Harwood
Accountant	Simon Hillier
Geologist	Tony Mason

Introduction and Company Overview

This is the third Business Plan prepared for our Business – 2007, 2010 and 2014.

This Plan focuses on our future strategies to maximise opportunities arising from up-coming major infrastructure projects in the Riverland. These projects are Federal Government funded under the “Living Murray Project” including the Sea to Hume Fishway Program and Navigable Pass Upgrades. Over \$200 mill is budgeted to be spent over the next 5 years on these projects.

Stoney Pinch has an excellent reputation as a reliable supplier of hard rock, and other services, to Government infrastructure projects. This is evidenced by the recently completed \$60mill Chowilla Environmental Regulator which resulted in over \$1mill work to Stoney Pinch.

Hard rock is a niche market controlled exclusively by Stoney Pinch – we hold the only non-calciferous, hard rock quarries in the Riverland

In February 2015 the Company opened a new hard rock quarry which will secure supplies of hard rock for the next 20 years. In the words of the Murray Darling Basin Authority *“the MDBA fully supports the extension of Stoney Pinch’s mining licence and would be pleased to procure stone from the local area as it is beneficial to both the MDBA and the community as a whole”*;

SPQ specialises in the trade of earthmoving, supplying both products and services; consisting of quarrying and earthmoving, rock, sand, gypsum, rubbish removal, loader work, rock crushing and site clearing – including removal of trees and vines.

The business operates from a Depot located at 484Bookmark Avenue, Renmark West as base from which to operate the business. The site is well suited for use as a retail outlet for Stoney Pinch products supplying fruit blocks, home gardens, construction and industrial users.

We have recently expanded the retail side of the business to supply Garden Supplies to domestic gardeners with a wide range of non-perishable products including mulches, sand and metal, manures and compost mixes.

Stoney Pinch holds an Extractive Mineral Lease (EML6443) to quarry rock and sand – typically coarse yellow dune sand. In about April 2015, the company uncovered an ancient beach, thought by geologists to be about 3 million years old .

The find is a deposit of fine, white, pure silica, with a low iron content, estimated by Geologist Tony Mason to be 5,900,000 tonnes of low iron sand.

Prospective uses include top dressing sports fields, synthetic turf filler, glass manufacture, fracking proppant, filtration media, optical glass, fibre optic cable and solar panels.

In February 2016, the Company registered an 8,000 ha Exploration Licence covering the EML 6443, 5059, the Cooltong Conservation Park and crown land. This licence will allow exploratory drilling designed to plot the extent and dimensions of the deposit.

Mission Statement

Vision

To be a recognised supplier of choice for hard rock products and earthmoving services in the Riverland of South Australia.

Mission

Stoney pinch Quarry and Earthmoving strives to be the industry bench mark for all other to follow.

By providing innovative construction solutions and creating long term partnerships with our customers, we aim to ensure the best value for our clients whilst ensuring business growth and sustainability through continues improvement and environmental awareness.

High Level Goals

- Grow turn over to > \$2mill / increase tendering output / recruit and train a 2nd tem
- Retain, expand and reward our loyal, hard-working and dedicated staff.
- Implemented a funded CAPEX Plan for a major plant upgrade
- Create 3 new Mineral Leases, white sand, gypsum and limestone
- Complete the SCIMS process and accreditation
- Become ISO 9001 and AS 4801 accredited

4.3 Values

Company Values:

- Work in a safe manner to ensure the wellbeing of our staff, customers and community
- Promote respectful and ethical conduct at all times
- Commitment to achieving the very best environment outcome providing a sustainable future for our staff, customers and families
- Sense of ownership and pride
- Unashamedly “Hands on Management” and proud of it

Core Competencies and Achievements

CORE COMPETANCIES

1. James Chappel – General Manager / key man – experienced and respected operator
2. Ben Wilkinson – Operations Manager – highly experienced Project Construction Management in the civil construction industry
3. Supply of hard rock to SA Water / MDBA Projects
4. Pipeline trenching
5. Supply of pipeline bedding sand – bedding down of pipelines
6. Road construction and maintenance
7. Levee bank construction and maintenance
8. Vine and orchard work – tree and vine removal, block preparation
9. Lay down pads construction and maintenance

CORE ACHIEVEMENTS

1. Bank E Regulator – supply and placement of rock for Bank E Fish ladder on the River Murray
2. Chowilla Environmental Regulator – supply of rock for amour protection of infrastructure
3. Chowilla Environmental Regulator and Pipeclay Regulator – construction of access roads
4. DEWNR / NRM Board – construction of levees and earth bank regulators
5. SA Water “Stone Dumping Barge” – supply of rock for maintenance work at locks and weirs
6. Growers – tree and vine removal and block preparation

SPQ VALUE PROPOSITION

DIFFERENTIATED VALUES (DV)

1. SPQ hard rock has a much longer working life for river based infrastructure than competitor's limestone – refer testimonials from SA Water and the Murray Darling Management Authority.
2. Roads and lay down pads constructed by Stoney Pinch last longer than our competitors – refer testimonials from Sam Pearce, Builder and from Alan Mattner – Senior Project Construction Manager.

VALUE PROPOSITION

SPQ builds roads that last, especially roads that are subject to inundation.

SPQ provides a high quality service long after job construction.

SPQ is the only supplier of hard rock in the Riverland for river infrastructure projects.

SPQ is dedicated to the clients needs above and beyond any expectations.



Management Profiles

James Chappel (Director, Snr Plant operator)

James is highly regarded as one of the best operators in the region with over 20 years experience especially working remote sites or difficult jobs where a specialist operator is required. James has completed numerous projects for SAW and has a sound knowledge of local soils and material including road construction and Maintenance with the quality of work standing the test of time.

Ben Wilkinson (Operations Manager/Project Manager)

Ben has worked on a number of large projects for SAW, MDBA and DEWNR as site construction manager including the Quality delivery of some of the largest infrastructure projects in the Riverland. Ben is fully conversant with Government policy and procedures. This combined with respected close working relationship with the first people of the Riverland, native vegetation knowledge and exemplary stakeholder management ensures a smooth project delivery.

John Chappel – Business Advisor / Improvement

Extensive experience in business administration and management in a wide variety of fields – including farming, grazing, caravan-park, forestry, aged care and light engineering. Ten years Manager / Executive Officer of the South Australian Pastoral Board.

Assists the business with mining lease application and compliance, native title, government relations, finance and banking.

Sheree Chappel – Director / Sales and Public Relations

Sheree plays the lead role on marketing, promotions and public relations. Now with 8 years experience with Stoney Pinch Quarry and Earthmoving.

Barbara Binder – Finance and Office Administration.

Experienced in office administration, bookkeeping and accounting processes. Responsible for payroll, creditors, debtors, records and general office administration.

Linton Bock (Snr Plant operator/Mechanic)

Linton is a long serving and highly regarded operator and qualified diesel mechanic with over 20 years experience in all facets of civil construction, mining and earthmoving. As well as being responsible for the maintenance of all plant and equipment, Linton is the leading hand for all construction projects.

Garry Jones (Operator)

Garry has worked in the Civil construction/Mining Industry for over 16 years. Garry is an experienced Excavator and Front end Loader operator. Clients often request Garry by name such is his reputation for quality and customer service.

Daniel Pitman (Operator)

Daniel is the newest member of our team and is an experienced Truck and Front End Loader operator. Daniel is an experienced concreter with over 15 years' experience.

CONSULTING EXPERTS

Tony Mason – Geologist (MAIMM)

Tony Mason has a geology degree from Melbourne University and a post graduate degree in Mineral Economics from Macquarie University. He has more than 40 years' experience in mineral exploration and development, including 16 years in mineral sands in the Murray Basin.

Tony provides geological advice and prepares Technical Evaluations in support of mining lease applications.

Peter Cale - Ecologist

Peter Cale is the Manager/Ecologist for the Australian Landscape Trust's Riverland operations. Calperum & Taylorville Stations (340,000ha) and the McCormick Centre for the Environment. His includes restoring Semi-arid woodland and RAMSAR wetland communities and managing the 'critical habitat' of the endangered Black-eared Miner.

Peter provides ecological advice and prepares Expert Ecology Reports in support of mining lease applications.

Carl Dorsch – Chemical Engineer - BSc, BE, CEng, FIChemE

Mr. Carl William Dorsch, has 25 years' experience in the hydrocarbon sector having been involved in drilling, completion and production operations. Mr. Dorsch has a career involving various hard rock, oil & gas and other mining projects in Australia and Internationally. He is a Chartered Chemical Engineer.

Carl is being commissioned to develop pathways to market of our fracking sand for use as fracking proppant in the oil and gas fields.

Clients by Industry/Sector

Civil Construction

Leed
SMB
York Civil
Bardavcol
Oliver Kelly Construction
Riverland Earthmovers

Government

SA Water
Murray Darling Basin Authority
Department of Water, Environment and Heritage
Renmark Paringa Council

Local Business

Almond Co.
Think Water
Cavalier Homes
AgriExchange Pty. Ltd
Todium Transport

Wineries

Angove Pty Ltd
Kingston Vineyards Pty Ltd

Corporate Horticultural Clients s

Select Harvest
CMV Farms
Aroona

Growers

RIJAMI PTY LTD
Sourtzis Family trust
Seven Fields
JAKAD Almonds Pty Ltd
Lacton PTY LTD
Rancho Paringa PTY LTD
Australian Vintage LTD
Pike River Fresh
Nutwood
Omega Orchards
Harold W Cottee Orchard
Albanese Brothers - Pike River
Lowana Fruits
Kingston Vineyards
Sam Pearce
Nelwood

Products/Services

Core Business

The core activities of the business are:

- quarrying, crushing and grading of Stoney Pinch stone and delivery to various sites for SA Water along the River Murray, including numerous creeks, ana-branches and Lake Victoria
- heavy machinery services to the horticultural industry in the Riverland district, particularly specialising in tree removal
- Civil works – specialised road construction
- Sand mining, marketed to house sites and for numerous other purposes (sourced from mines, registered with PIRSA Resources)
- Remote works

Complementary enterprises

Stoney Pinch Quarry also derives revenue from:

- gypsum mining, sieving and delivery to fruit blocks
- pipeline work
- road work
- demolition and disposal
- collection and disposal of almond waste
- retail yard sales

FUTURE OPPORTUNITY – FINE WHITE SAND (possibly fracking proppant quality)

Stoney Pinch holds an Extractive Mineral Lease (EML6443) to quarry rock and sand – typically coarse yellow dune sand. In about April 2015, the company uncovered an ancient beach, thought by geologists to be about 3 million years old.

Extracts from Technical Evaluation by Tony Mason (MAIMM), Consulting Geologist, October 2015.

Since starting rock extraction on the site of the old workings Stoney Pinch intersected fine white sand below the rock layer.

The sand is fine grained, well sorted, very clean and consistent across the 5 known locations sampled....The base of the sand has not been intersected in any of the current exposures and the author assumes that the actual thickness of the high quality sand is at least 6 meters.

A sample of the sand from Pit 1 was collected and submitted to LabSA for construction material testing. The grain sizing is very fine and uniform with 98 % of the sand passing a 300 micron screen.

The geologist determined an "Indicated Resource" of 970,000 on tenement EML 6443, owned by Stoney Pinch.

Stoney Pinch has engaged a company Research Connections, an arm of AusIndustry, to investigate and report on the highest and best uses for this product.

Other prospective uses include glass manufacture, paints, grouts and golf course bunker sand.

Safety Record

Last update	30 November 2015
Days in business	2,981 days
Last Lost Time Injury	none in 2,981 days
Number of recorded incidents	3
Number of Workcover claims	nil
Workcover Rate	4.2%

Associations

Civil Contractors Federation – member

CCF provides members with effective business tools and management systems, as well as practical advice in areas such as taxation, industrial relations, workplace health and safety, human resources and environmental compliance.

Cement, Concrete, Aggregates – Australia - member

CCAA is the peak body for the heavy construction materials industry

CCAA members operate cement manufacturing and distribution facilities, concrete batching plants, hard rock quarries and sand and gravel extraction operations throughout the nation. CCAA membership is made up of the majority of material producers and suppliers, and ranges from large global companies, to SMEs and family operated businesses.

CCA represent members' interests through advocacy to government and the wider community; assistance to building and construction industry professionals; development of market applications; and a source of technical and reference information.

The role of CCAA is to support the maintenance of the overall industry operation by:

- Building an understanding of industry and its role with stakeholders
- Maintain existing and develop new markets for members' products
- Advocate for and influence the application and use of members' products
- Influence development of codes and standards
- Demonstrate the industry's sustainability credentials
- Encourage collaboration and networking across the industry
- Supply and share information to support the industry

Quality

Small Contractors Integrated Management System (SCIMS)

Stoney Pinch Pty Ltd maintains a Small Contractor Integrated Management System (SCIMS). A sub-set of SCIMS is environmental outcomes and monitoring. The proposed quarry will come under the SCIMS program to monitor and record impacts of quarrying activity.

SCIMS is set up to reduce risk exposure, define project processes, improve project outcomes, improve efficiency and deliver cost savings.

SCIMS is an Integrated Management System that substantially implements the Quality Management (ISO 9001), Health & Safety (AS/NZ 4801) and Environmental Management Systems (ISO 14001). SCIMS also helps Contractors satisfy State legislation with respect to environment protection and health & safety through continuous improvement and ownership by staff.

AusIndustry – Business Evaluation

In October 2015, SPQ was accepted into their Business Entrepreneurs' Business Evaluation Programme. A 2 day face to face evaluation has been carried out on site and several recommendations were made.

It is a Commonwealths Government funded program (1:1) and the full implementation of SCIMS is high priority that has come out of it.

SPQ management views this as a privilege and opportunity for business improvement and growth.

Social Responsibility Statement

Environment

Stoney Pinch will engage the services of the Australian Landscape Trust to advise and provide rehabilitation expertise and advice regarding rehabilitation and closure of mine sites.

The objectives of rehabilitating mining sites are:

- Return a native vegetation community appropriate to the geology of the area; and
- prevent the site degrading adjacent areas by being a source of weeds.

Overburden and topsoil stockpiles are used to generate low, broad dunes (30-50 cm high) that will provide viable sites for the establishment of plantings and future natural recruitment.

Once the new dunes are constructed, they should be planted with appropriate species under portable irrigation for the first summer.

Whenever possible existing mature trees and shrubs are retained as these provide a significant seed source for natural recruitment on the site once quarrying operations have been completed.

Employees

We value dedicated hardworking staff and reward performance. In seven years we have not one resignation or lost time injury.

Community Participation

Stoney Pinch is a strong supporter of the Renmark Community through activities such as:

- a gold sponsor of the Renmark Rovers Football Club
- supporter of the Renmark Netball Club
- supporter of the Renmark Horse and Pony Club
- Past member of the Renmark Apex Club - still provides support to the club

Governance & Risk Management Practices

Governance:

Record Keeping and Reporting:

- Maintain an accurate set of MYOB accounts, reconciled monthly
- Quarterly BAS returns lodged on time at the ATO
- Annual Financial Statements and Tax Returns prepared by a certified Chartered Accountant
- Keep accurate employment records, PAYG and Superannuation entitlement records
- Maintain up to date debtors listing
- Maintain up to date creditors listing
- Keep accurate account of unpaid creditor and debtor invoices / accounts
- Prepare monthly compliance reports for the Directors and Bank, including:
 - Debtors listing
 - Creditors listing
 - ATO portal statement
 - Profit and Loss Statement for the month with Year to Date
 - Balance Sheet Statement
 - Keep accurate work site safety records

Risk Management

Stoney Pinch Pty Ltd maintains a Small Contractor Integrated Management System (SCIMS).

SCIMS / Stoney Pinch processes require:

- Job Safety Analysis to be prepared and signed off prior to commencement of major jobs
- Operators to maintain Start Up Procedure Records books
- ensure no public injuries and or deaths resulting from unauthorised entry
- ensure no traffic accidents that could have been reasonably prevented
- ensure no adverse impacts to adjacent land
- ensure no disturbance to Aboriginal or European artefacts without approval
- ensure no clearance of native vegetation without approval
- ensure no new introduction of weeds or feral animals
- ensure that the existing soil quality and quantity is maintained
- ensure that all domestic and or industrial waste is removed from work sites

Management Systems and Policies

Stoney Pinch Quarry is an owner/operator small contracting business that provides services to private clients, authorities and other contractors. Our work is mainly performed at locations defined by our clients. The majority of our work is of a repetitive nature and our system is based on this.

Company OH&S Quality & Environmental Policies & Objectives

SPQ Work Health & Safety Policy was developed to safeguard the health, safety and welfare of our employees, contractors and members of the public by providing, so far as is reasonably practical, as safe working environment, safe plant and equipment and safe systems of work.

SPQ Environmental Policy was developed in order for environmental impacts for all projects to be identified and appropriate measures implemented to ensure minimal environmental damage and compliance with relevant legislation.

SPQ Quality Policy was developed so that we will consistently provide a product or service that meets the needs and requirements of its customers, by providing procedures and guidelines to work within so that we will always ensure consistent quality outcomes.

It is the policy of SPQ:

- work with our customers to provide services that meet their needs
- developing long term relationships to ensure the best outcomes for our customers and our company
- to deliver our jobs to customers on time, to requirements and on budget
- ensure that all works have been constructed in accordance with the clients requirements,
- identify and manage the risks associated with our work
- to provide a safe and healthy workplace, including depots, workshops and work sites
- strive for continued improvement of service delivery regarding waste, rework and customer satisfaction
- comply with relevant authority, regulatory and statutory requirements
- provide the necessary resources and commitment to ensure our policies and objectives are met

Our objectives are to:

- satisfy our client's requirements
- increase our profit through reduced rework and waste

- increase our client base and repeat work from existing clients
- have zero workplace accidents or incidents
- ensure our suppliers and subcontractors operate with the same objectives in mind
- communicate with the people involved in our works to enable the above
- minimal environmental impact

Partnerships

Regional Development Authority

Contact: Mark Bell

Position: Business Development Manager

The RDA-Riverland promotes the following vision and mission:

A vibrant, resilient region that capitalises on change, embraces sustainability and provides aspirational living investment and working environment.

The key strengths, challenges and opportunities of the region are encompassed in the regional priorities and key strategic actions, which relate to:

- *Regional diversification*
- *A strong economic base*
- *Regional infrastructure that facilitates growth*
- *A region that capitalises on digital opportunities*
- *Strong stakeholder relationships*

Relationship between RDA and Stoney Pinch

Mark provides James and Sheree Chappel with mentoring support, business improvement advice and benefits of clustering with like businesses in the Riverland.

Riverland Earthmovers

Contact: Peter Ellis

Position: Principal

Website Extract

Pipeline Installations, Excavations & Tree Pushing, Roadworks & Earthmoving, Sand Supplies.

When you have a big job to do you need a company with a big reputation and that's Riverland Earthmovers. Peter Ellis from Riverland Earthmovers knows the

Riverland and he knows that Riverland people want the job done well, they want it done on time and they want a fair price. Don't muck around - call Riverland Earthmovers first!

Relationship between Riverland Earthmoving and Stoney Pinch

Stoney Pinch and Riverland Earthmoving often join forces to tackle large jobs when one or the other require additional support to carry out and complete a contract.

Ruston Engineering

Contact: Peter Ruston

Position: Principal

Mission Statement

Ruston Engineers is to become a provider of well engineered, reliable & cost efficient services to the Australian Agricultural & Horticultural industries. We recognize the importance of "Made in Australia" & strive to source material from like minded suppliers.

The ability to adapt product performance, cost & specifications to suit client demands, our focus on long-term company growth & employee job satisfaction has enabled J & J Ruston Engineers.

Relationship between Riverland Earthmoving and Stoney Pinch

Stoney Pinch and Ruston's often join forces that require a combination of engineering and earthmoving services.

In July 2015, Ruston Engineering, Stoney Pinch, Riverland Earthmovers and Scherer Contractors, joined to cooperatively deliver engineering services, earthmoving works and supply of sand to the 16.3m Renmark Irrigation Trust 3ip Project, comprising:

- E Main Duplication
 - Begarra Re-lift Stations
 - Main Pumping Station Upgrade
 - AR Re-lift Station Upgrade
 - Telemetry on Irrigation and Main Lines.
-

Testimonials



Regional Operations
RIVER MURRAY OPERATIONS

**SOUTH AUSTRALIAN
WATER CORPORATION**

RIVERLAND

28 VAUGHAN TERRACE
BERRI, SOUTH AUSTRALIA

POSTAL ADDRESS:
PO BOX 546, BERRI SA 5343

TELEPHONE (08) 8595 2222
FACSIMILE (08) 8595 2218
ABN: 69 336 525 019

19 August 2013

Tony Siviour
Chief Executive Officer
Renmark Paringa Council
PO Box 730
Renmark SA 5341

Dear Mr Siviour

RE: Support for extension of Stoney Pinch Quarry Licence

The River Murray Operations section of SA Water is currently undertaking a range of projects along the River Murray that require large volumes of good sized, hard rock. This is used for a variety of works, ranging from construction of major infrastructure to repair of erosion holes at the Locks and Weirs.

I have been advised that one of our major suppliers, Stoney Pinch Quarry, is close to exhausting the rock on their existing lease and has applied for a new quarry licence.

Being able to source rock locally is very important to SA Water, both to the cost of the projects but also from being able to support local business. Stoney Pinch Quarry is one such supplier.

SA Water supports the extension of the Stoney Pinch Quarry licence and will continue to purchase stone from them if their lease is extended, benefiting both the cost of projects and the local economy.

Please let me know if there is anything else that SA Water can do to support this valuable local company.

Yours truly

A handwritten signature in blue ink, appearing to read "Brenton Erdmann", with a long horizontal flourish extending to the right.

Brenton Erdmann
Manager River Murray Operations



Regional Operations
RIVER MURRAY OPERATIONS

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Yours truly

A handwritten signature in blue ink, appearing to read "B Erdmann", with a long horizontal flourish extending to the right.

Brenton Erdmann
Manager River Murray Operations

Alan Mattner

Project Manager Chowilla Environmental Regulator and Ancillary Structures

To who it may concern;

During the 5 years of construction of the Chowilla Environmental Regulator and Ancillary Structures, Stoney Pinch Quarry provided services such as road construction and general earthworks services and supplied and delivered in excess of five thousand tons of high quality quarry products to sites.

During that period road works that they had constructed were inundated by flowing flood waters and the flood recession revealed the roads to be in good condition confirming the integrity with which they were built.

In the final phases of the project Stoney Pinch were subcontracted to rehabilitate all the roadways and blocking banks and install rock ramp crossings in several locations as well as a general tidy up.

I have rarely in my 40 years on sites experienced such a good outcome with so little supervision from my team. I therefore have no reservations in recommending Stoney Pinch Quarries for all aspects of earthworks as generally required by a large civil engineering project.

Alan Mattner

Senior Project Construction Manager



R E N M A R K

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PO Box 1795
Renmark S.A. 5341

ABN: 18 326 416 816

Ph: 08 85863133
Ph/fax: 08 85863100
Mobile: 04 17849058

Email: smpearce@riverland.net.au

22/04/09

To Whom It May Concern:

Stoney pinch Pty Ltd – Owners James and Sheree Chapple have completed various excavating and earth moving work for our building company over the past few years.

The work that has been done has included excavation of building sites, build up and rolling of house pads achieving compaction results that were suitable for the engineers and general earthworks.

Some of this work required a high degree of accuracy which they have achieved easily and competently.

We believe Stoney pinch Pty Ltd have a high level of skill in this field and have no hesitation in recommending them.

Kind Regards

Sam Pearce