



A Sonepar Company

# CAPABILITY STATEMENT

We Know  
*Electrical!*



# We Know Electrical!

LAWRENCE & HANSON IS AUSTRALIA'S MOST RECOGNISED ELECTRICAL WHOLESALER WITH A STRONG HERITAGE AND OVER 170 BRANCHES.

Since 1886 we've been supplying quality products to customers across multiple market sectors, including residential, commercial and industrial.

'We Know Electrical' and strive to be the wholesaler of choice for knowledge, customer service, digital business solutions, consistent pricing and stock availability.



## AVAILABLE STOCK

We know how important it is to have available stock every time you visit one of our branches, so we stock a consistent range of your everyday items from leading industry brands that are certified to Australian Standards.



## DIGITAL INNOVATION

We pride ourselves on being at the forefront of innovations especially when it comes to digitalising the way you run your business. We have a range of digital solutions that can improve your day-to-day efficiencies and let you focus on the things that really impact your business, servicing customers.



## EXPERT ADVICE

We know how quickly things change in this industry and we're here to assist your business to adapt and move into new growth areas. We not only train our own staff but have access to a wide range of training and education solutions that can assist you and your business, ensuring you're always up to date with latest products and services available.



## CONVENIENT NETWORK

Our National coverage means no matter where you are, we are there too! We have branches strategically located across the country to ensure we're never too far away to service your next job. Finding a local branch is easy, just visit our branch locator on our website.



## YOUR PRICE

We know you want your price to be the right price every time you shop with us. We're working hard so that you can trust us to provide you with consistent pricing no matter the size of your business or the market you operate in.

## WHO IS SONEPAR?

Sonepar is an independent family-owned company with global market leadership in B-to-B distribution of electrical products, solutions and related services. Assisting customers in a wide range of markets and drawing on the skill and passion of its 46,000 associates, Sonepar has sales of €22.4 billion (as of December 31, 2018). Through a dense network of 170 operating companies spanning 44 countries and 5 continents, and the digital solutions developed, the Sonepar Group delivers greater service and enhanced customer relations every day. Sonepar's ambition is to become "La Référence" - the standard-setter for all its stakeholders.





## WHY PARTNER WITH LAWRENCE & HANSON?

- Our people know your market and the issues you face on a day to day basis
- We take a proactive approach and offer solutions rather than just taking orders
- Over 130 years experience with a reputation for being reliable and trustworthy
- National network of over 170 branches
- eCommerce solutions including webshop, ERP integration and App technologies
- Easy to work with across our business with a single point of contact
- Localised source of expert advice, technical & logistical support backed by a nationwide network

**"OUR PEOPLE KNOW YOUR MARKET  
AND THE ISSUES YOU FACE"**

# OUR APPROACH

Servicing the needs of Australian industry for 130 years, we're proud at Lawrence & Hanson to supply our customers from these sectors...



COMMERCIAL



UTILITIES



INDUSTRIAL



MINING



OIL & GAS



FACILITIES  
MAINTENANCE





## QUALITY PRODUCTS, QUALITY SUPPLIERS

At Lawrence & Hanson, we're focused on the B2B supply of electrical, industrial & safety products and the associated services to industry in the Asia-Pacific region. We source our products from in excess of 9,000 suppliers and currently have over 500,000 lines in our ERP system.





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## OUR PEOPLE MAKE THE DIFFERENCE

At Lawrence & Hanson, we strongly believe Our People Make the Difference.

We invest in our people to ensure we deliver great service.

Our 1200+ employees receive ongoing training to provide you with the best service possible.

We've been an RTO in years gone by and now partner with Swinburne University to ensure our people are recognised for their training accomplishments.

**"WE INVEST IN OUR PEOPLE TO  
ENSURE WE DELIVER GREAT SERVICE"**



## FROM HUMBLE BEGINNINGS

In 1885 Alfred Lawrence, as an adventurous junior clerk, became Australian representative for the giant British General Electric Company and was soon to found the electrical company that would bear his name for a century and more.

Lawrence had been asked to go to Australia soon after joining the company. The work failed to satisfy his ambition and in 1886, Lawrence moved to Sydney. It was here that on 19 November, he opened the doors for trading of 'Alfred Lawrence, Electrical Merchants, Engineers & Importers' in Wynyard Street.

In 1889 Alfred Lawrence was introduced to Arthur Jerry Hanson by a mutual friend. Arthur Hanson brought a much needed energy and acute accounting & business acumen to complement Lawrence's practical knowledge of all things electric. That year 'The Lawrence & Hanson Electrical Company' was set up in Wynyard Street.

Their big break came when opening their store in Melbourne in 1906. That year with the arrival of The Great White Fleet, 16 Battleships of the United States Navy, the city was lit up with incandescent lamps to welcome them and Lawrence & Hanson supplied the goods.

Four years later, deals with large global organisations were sealed such as the partnership with Dutch lamp makers Philips – making the Lawrence & Hanson Electrical Company the first agents in Australia to distribute their lamps.

Well over a century later, Lawrence & Hanson branches continue to supply Philips products to Australian Electrical Contractors.

# Lawrence & Hanson





## SPECIALISED LIGHTING SOLUTIONS

Specialised Lighting Solutions is a national leader in providing lighting solutions for virtually any application. From design, audit, supply, project management and maintenance of lighting services. Specialised Lighting Solutions specialise across retail, commercial, hospitality, healthcare, education, industrial, government and the entertainment market.

The Specialised Lighting Solutions breadth of service offering is unique and unmatched in the Australian lighting market.

[www.slsgrp.com.au](http://www.slsgrp.com.au)



## PACIFIC DATACOM

Pacific Datacom operates in a dynamic marketplace, ranging from LAN/WAN voice, video and data cabling networks through to wireless, access control, process control and telemetry systems. Our specialist staff have the technical skills and expertise to help provide tailored solutions for your needs across Finance, Government, Education, IT, Medical, Resource, OEM and SOHO market segments.

[www.pacificdatacom.com.au](http://www.pacificdatacom.com.au)



## SOLAR + SOLUTIONS

Solar + Solutions are committed to continually delivering next generation renewable energy products through a global reach of specialist sourcing channels across the world.

We aim to remove the complexities surrounding renewable energy discussions and provide you with a direct solution to suit your requirements across the residential, commercial and industrial sectors.

[www.solarsps.com.au](http://www.solarsps.com.au)



## INDUSTRIAL AUTOMATION

Lawrence & Hanson are a Certified Industrial Automation Distributor for Schneider Electric.

Schneider Electric automation, control products and solutions cover the breadth of the industrial, infrastructure and building sectors – from programmable relays to motion controllers and interface modules, for applications from simple machines to complex process systems.

[www.lh.com.au/industrialautomation](http://www.lh.com.au/industrialautomation)

Certified  
Industrial Automation  
Distributor

**Schneider**  
Electric

 **Industrial** by **I&H**  
A Sonepar Company

# eBUSINESS

Lawrence & Hanson offer a wide range of eBusiness solutions to help improve the efficiency of your business.

## eBranch

### eBRANCH WEBSHOP

As a customer, you can browse our catalogue, view detailed product information, compare products, order items, convert quotes and also take advantage of various self service functions to help streamline and manage your business interactions with us. Our webshop is fully responsive meaning you can use it comfortably and easily on mobile devices such as smart phones and also tablets all with various screen sizes.

### AUTOMATED DATA EXPORT

We have various options to have invoice and/or price data files automatically generated for customers.

- Customer price file export + import into simPRO
- Invoice data export + import into simPRO
- Invoice data export in CSV format or TXT format

### PUNCHOUT & OCI

This facility enables your internal purchasing staff operating within your ERP (eg. SAP, JDE, etc) to CONNECT to our eBranch online catalogue. Whilst on our site the purchasing staff can search / browse / view product detail / add to cart and ultimately RETRIEVE the cart back into your ERP as a draft requisition.

### eINVOICING

We offer a range of consolidated invoicing options with invoices available daily, weekly, monthly.

Various consolidated invoicing formatting options are also available, and additionally we can accommodate some special reporting requirements (eg. Spend reports, brand reports).

Consolidated invoicing further assists in reducing transactional costs associated with procurement.

### EDI (ELECTRONIC DOCUMENT INTERCHANGE)

We support the electronic interchange of various documents. Generally speaking most EDI integrations with our customers focus on Purchase Orders and/or Invoices, however we also have support for Purchase Order Acknowledgements (POA) and Advanced Shipping Notices (ASN).

Additionally, our support for these document exchanges directly via Ariba, is steadily evolving.

# AUTOMATE YOUR RESTOCK

## VENDING SOLUTIONS

### Adjustable shelf height and tray configurations

Adapts to a wide range of item sizes and shapes.

### Broad range of dispense accessories

Reduces the need for repackaging.

### Supports a wide range of user ID

Choose from barcode, magnetic strip, RFID proximity cards or keypad entry.

### Reporting Capabilities

Track costs and usage across inventory, employees, departments etc.

### Heavy-duty construction

Engineered for harsh industrial environments.



# BRANCH IN A BOX

## THE STOCK YOU WANT, WHERE YOU WANT IT, WHEN YOU WANT IT!

Lawrence & Hanson can offer a fully stocked and air-conditioned shipping container delivered to your project site.

All stock is barcode labeled on the shelves and given a bin allocation for ease of identification.

Quick & simple Barcode Scanning Technology allows for ease of product issue process.

Self Service Kiosk with software designed to allow employees to record what they are issuing to themselves via touch screen.

Branch in a Box is the ideal solution for remote project locations.





**"TAKING COST OUT OF THE SUPPLY CHAIN WHILST DELIVERING SERVICE"**

## SUPPLY CHAIN SOLUTIONS

As a leader in the supply and distribution of industrial consumables, Lawrence & Hanson offers more than just product. We are committed to taking cost out of the supply chain whilst simultaneously delivering service levels to support our customer's goals of greater efficiency and competitiveness.

Our supply chain combines state-of-the-art logistics, eCommerce and an expanded range of products and services to reduce Total Cost of Ownership to industry.

- Contract Implementation Program
- Storeroom Management
- Customised Web Shop
- Flexible Inventory Solutions
- Value Plus Program
- Integrated Supply
- Dedicated Account Management
- Transaction Card
- Extensive Reporting Options
- National and International capability
- On-Site Facilitators
- Electronic Ordering

## OUR NETWORK

With a network of over 170 branches, Lawrence & Hanson have Australia covered.

Whether it's metropolitan cities, regional centres or the more remote parts of the country, your business will benefit from the reach and capability of our branch network.

More coverage means no matter where you are, Lawrence & Hanson are there too.



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# Lawrence & Hanson



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