

**KULBARDI**  
SUPPORTING THE **N**ATION

# *Capability Statement*

1300 551 042 | [www.kulbardi.com.au](http://www.kulbardi.com.au)



## *Our Vision*

**To be a market leader in supply, service and contribution.**

With a passion and purpose in servicing Australia's workplace needs, we want the Kulbardi name to be synonymous with exceptional service and value that gives back to Indigenous Australia.

## *Our Purpose*

**To exceed and inspire by giving back.**

Service comes in many forms but we promise to exceed our client's expectations by being an integral partner in the supply of their workplace needs and assisting them to meet their corporate and social objectives.





# About Kulbardi

Kulbardi was established in 2013 by Kim Collard, a proud Ballardong-Whadjuk man of the Noongar Nation. As a leader in enterprise and community development, Kim was inspired to establish Kulbardi based on a corporate model that gave back to his people. With this inspiration and determination in hand, Kim Collard nurtured and expanded Kulbardi to now be Australia's "largest Indigenous business in the workplace supplies industry."

Kulbardi supplies to a diverse range of industries, including, Local, State and Federal Government, mining, construction and beyond. Kulbardi carries over 15,000 product lines ranging from well-known household brands, and economical alternatives. We are also proud to carry our own Indigenous brands – Bibbulmun in office products, Wirra in personal protective equipment and Akurra (a partnership with leading Australian clothing brand Bisley) in workwear – sales of which all contribute to giving back to Indigenous Australia. So, whether your work place needs stationery, promotional products, technology, furniture, PPE, workwear, janitorial, kitchen and canteen supplies, Kulbardi has everything you need from one convenient source, located all around Australia. With an easy to use website offering Punch-Out or if it's full EDI capabilities are your preference, Kulbardi is ready to make purchasing all your workplace needs simple and worry free.

Kulbardi is available and ready to be your Indigenous sourcing partner and assist your business in achieving your Corporate Social Responsibility (CSR) policy, fulfilling obligations under the Indigenous Procurement Policy (IPP), and contributing to your commitments pursuant to your Reconciliation Action Plan (RAP).

## Supply Nation Certified Supplier

Supply Nation Certified Suppliers are businesses that are majority Aboriginal and/or Torres Strait Islander owned, managed and controlled.

As a Certified Supplier since 2015, Kulbardi works with Supply Nation along with procurement teams from corporate and government agencies to help fulfil targets and shape the rapidly evolving Indigenous business sector. Over this time, Kulbardi is proud of its many achievements, growing to become the largest Indigenous business in the workplace supplies industry.

Kulbardi are also members of NSWICC, FACCI, Onslow Chamber of Commerce, Port Hedland Chamber of Commerce, Karratha Chamber of Commerce and Kinaway Chamber of Commerce.



Kulbardi Team across the country



## Supplier Diversity and Indigenous Engagement

Supplier diversity is a business practice that encourages organisations to purchase goods and services from minority owned businesses. By supporting Kulbardi your organisation will be satisfying your Corporate Social Responsibility (CSR) policy, contributing commitments to your Reconciliation Action Plan (RAP) and fulfilling obligations under the Indigenous Procurement Policy (IPP).

Purchasing from Kulbardi allows your organisation to facilitate the integration of Indigenous businesses into your supply chain and help generate pride, independence and financial stability within our Indigenous communities.

Indigenous engagement and supporting supplier diversity provides a flow-on effect to local Indigenous communities across Australia, including;

- Increased employment prospects
- Training and development opportunities
- 'Bridging the Gap' between Indigenous and non-Indigenous life expectancy
- Furthering the process of Reconciliation
- Contributing to a sustainable Indigenous business enterprise and
- Supporting and contributing to the Bibbulmun Fund, designed to build capacity in local communities and produce long term, sustainable outcomes

---

## Reconciliation Action Plans

Reconciliation Action Plans (RAPs) are about strengthening relationships, trust and respect between Aboriginal and Torres Strait Islander people and the wider community. The aim is to inspire and encourage all Australians to create a vision for reconciliation, contribute to bridging the gap and build a better Australia.

RAPs are strategic plans that set minimum requirements for businesses to build on the core pillars of Relationship, Respect and Opportunity. There are four types of RAPs; Reflect, Innovate, Stretch and Elevate, each one designed to suit an organisation at different stages of their reconciliation journey.

Reconciliation Australia (RA) is the governing body that oversees the development, implementation and monitoring of the RAPs.

## Indigenous Procurement Policy

The Indigenous Procurement Policy (IPP) stimulates Indigenous entrepreneurship, business and economic development, providing Indigenous Australians with more opportunities to participate in the economy. The policy aims to increase the Commonwealth's Indigenous procurement in three ways:

1. Annual targets for the volume and value of contracts to be awarded to Indigenous enterprises by the Commonwealth and each portfolio.
2. A Mandatory Set Aside (MSA) to provide Indigenous enterprises with the opportunity to demonstrate value for money before a general approach to the market.
3. Indigenous participation targets to be mandated in high-value contracts wholly delivered in Australia valued at \$7.5 million or more in specified industry categories, known as the 'mandatory minimum requirements' (MMR).

The current mandatory minimum spend under the Indigenous Procurement Policy is 5%.



Sharna Collard, Chris Collard and Kim Collard proudly bringing Kulbardi and Kooya Australia Fleet Solutions together

## Aboriginal Procurement Policy

The Aboriginal Procurement Policy (APP) sets targets for the number of State Government contracts awarded to registered Aboriginal businesses, and mandates Aboriginal participation requirement for certain contracts. The APP seeks to support business and employment opportunities for the Aboriginal community.

State Agencies award a specified percentage of their total contracts to registered Aboriginal businesses in each financial year. The state agency targets apply to all contracts for goods, services, community services and works.

STATE	TARGET
AUSTRALIAN CAPITAL TERRITORY	2% of the financial year's addressable spend
NEW SOUTH WALES	3% of the total number of NSW Government contracts for goods and services
NORTHERN TERRITORY	5% of the total number of NT Government contracts awarded to Aboriginal Business Enterprises
QUEENSLAND	3% of the financial year's addressable spend
SOUTH AUSTRALIA	Contracts up to \$550K per project can be awarded to Indigenous businesses without a tender
TASMANIA	NA
VICTORIA	1%
WESTERN AUSTRALIA	3.5% of the number of awarded contracts



The word 'Kulbardi' represents the Magpie in the Noongar language. The Noongar are the Indigenous people and original inhabitants of the South West of WA. The magpie is an intrinsic part of Kulbardi's branding on a symbolic level – with the colours of the magpie (black and white) representing both Indigenous and non-Indigenous businesses coming together and working as one.

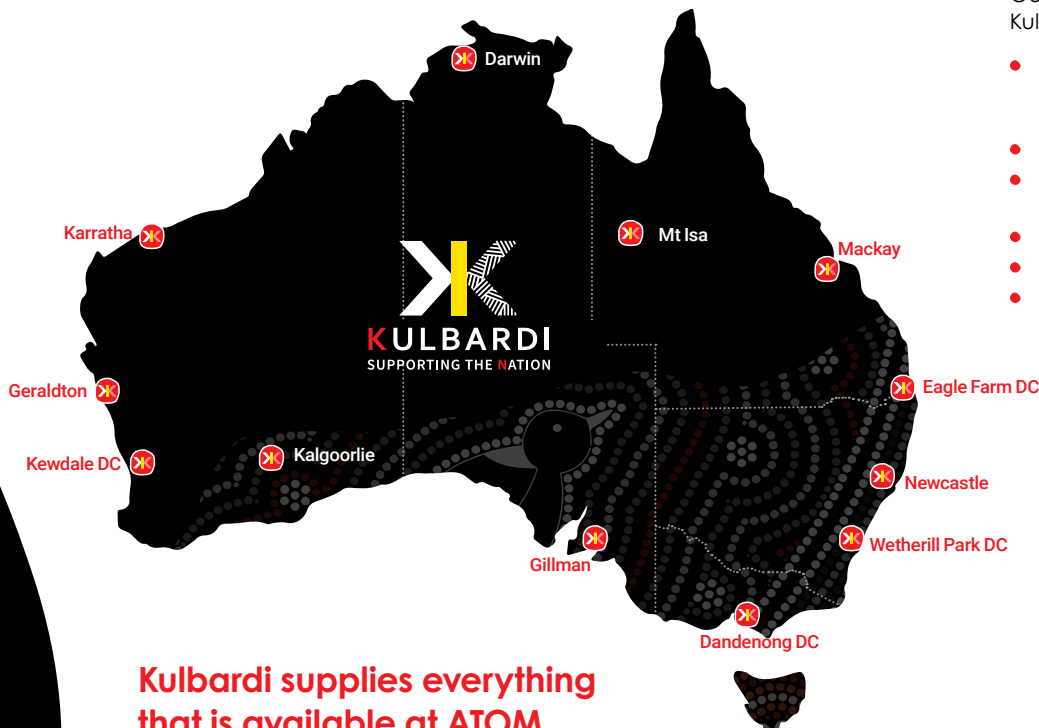
# We're In Your State, and so are our products.

## Kulbardi's Partnership with ATOM

In 2021, Kulbardi entered a Third-Party Logistics (3PL) agreement with ATOM, Australia's fastest growing Industrial and Safety Supplier.

The partnership with ATOM has provided Kulbardi national distribution capability giving Kulbardi instant access to service more regions than ever before.

Kulbardi is now able to source and deliver products more quickly and efficiently to ensure customer satisfaction and business operations are uninterrupted.



Our relationship with ATOM grants Kulbardi access to:

- Wider distribution capabilities, including offshore and regional locations
- Over 1,000,000 products nationwide
- More competitive pricing due to an increase in our buying power
- Expert advice in Safety, PPE & Tools
- ATOMIC inventory control solutions
- Additional Indigenous-sourced products

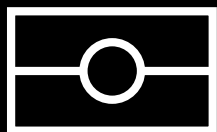
Scan to view  
our locations



**Kulbardi supplies everything  
that is available at ATOM.  
Ask us how.**



## Reasons to Choose Kulbardi



Largest Indigenous Owned Workplace Supplies Business



A percentage of all sales from Kulbardi flows back into the Bibbulmun Fund



Shop over 15,000 products, 24/7

## Our Range



### Office Products

Anything your office could need, Kulbardi can get it to you. Whether it is stationery supplies such as copy paper, notebooks, diaries, pens and pencils, printer cartridges, or equipment such as calculators, guillotines, POS and cash registers, corkboards, pinboards and whiteboards, scanners, printers and projectors.

Kulbardi offers the brands you know and love, along with Indigenous stationery brand Bibbulmun.



### Technology

The right technology can be critical to business and Kulbardi is ready to help you do succeed. Kulbardi's technology offerings include laptops, computers and monitors, data storage and protection, IT equipment and accessories, telephones and more.



### Furniture

Whether you're setting up a new office, expanding or reconfiguring an existing one, Kulbardi has the expertise, buying power and logistics support to make it a worry-free experience. Our experienced team, backed by a wealth of in-house and external resources will ensure you have the right products for your space.

Kulbardi offers an extensive range of furniture including but not limited to desks, workstations, filing and storage solutions, floor protection, reception counters and cable management solutions.

We also offer chairs and seating including our exclusive Six Seasons furniture range, developed with Indigenous artist Kevin Bynder



### Promotional Marketing

Kulbardi can help you stand out from the crowd with branded merchandise that leaves a lasting impression on your customers, staff and prospects. Our team of branding specialists work closely with you to develop a promotional marketing plan that will align with your branding, messaging and business objectives. We pride ourselves on meeting your requirements on time and within your budget.

We have the latest promotional products and apparel for your campaign, event or program. As proud members of the Australasian Promotional Products Association, Kulbardi are at the forefront of industry developments and are constantly looking for innovative activations to represent your brand. We can also custom-make merchandise which is limited only by your imagination.



### Workwear

Kulbardi offers a huge range of quality of hi-vis workwear, office wear and event apparel. We service all kinds of industries from mining to finance, retail to transport, and hospitality to health care. We'll work with you to develop a uniform range that upholds your brand identity as well as keeps your staff looking sharp and safe.

Working with trusted suppliers you will have peace of mind knowing that your uniforms are of excellent quality, adhere to safety standards, and will be delivered in a timely manner.

Once your uniform range has been agreed upon and all artwork is approved, ordering is easy via your personalised Kulbardi online store, complete with contracted pricing and multi-level access for difference job-roles or locations. Staff can even buy their own uniforms with a credit card payment option.



### Personal Protective Equipment

Nothing is more important than safety. Kulbardi can provide you with expert advice and leading products to ensure every single person is in safe hands. Our dedicated team can give you access to PPE from head to toe including safety footwear, gloves, glasses, hard hats and safety clothing, along with sun and hot weather protection – sunscreen, hats, electrolyte drinks.



### Janitorial & Facilities

Our Team is ready to assist you in keeping your co-workers safe and healthy. We work with industry leading suppliers and manufacturers to ensure the best products are available with the right support and advice.

Our janitorial services cover:

- Hand Hygiene – washroom solutions, towels, soap, hand sanitisers
- Office Hygiene – hand sanitisers, tissues, bin liners, antibacterial wipes
- Warehouse and Workshop - spill kits, industrial hand cleaning, anti-fatigue mats
- First Aid – First Aid kits, replacement items, Automated External Defibrillators (AED)
- Safety Data Sheets (SDS formerly called MSDS)
- Dispensers – hand towels, chemicals
- Janitorial and Cleaning Solutions – cleaning chemicals, mops, buckets, wipes



### Print Management

Letterheads, envelopes, business cards, stationery ... if it's printable, Kulbardi can do it. We even print banners, signage, ticketing and security printing, POS collateral, annual reports and more. Talk to us and you'll be pleasantly surprised by the range of print services Kulbardi can provide. We'll even help you design your artwork in accordance with any brand guidelines you may have.

Ordering your print items is simple with your personalised Kulbardi online store which provides a central location for all your approved business artwork, templates and customisable documents. The process is straightforward and produces an instant electronic proof you can rest assured that only approved artwork will go to print.



### Kitchen & Canteen

Kulbardi has all your kitchen essentials to make stocking your worksite even easier. From coffee, tea and other hot and cold beverages to food, snacks, hampers, milk, juice, water, and even kitchenware and equipment.

# Indigenous Brands

## Bibbulmun

Bibbulmun is more than a brand, it is a pathway to be able to come together to create and sustain partnerships for mutual growth.

Bibbulmun is a unique range of Indigenous branded products that enables businesses, organisations and consumers to "give back."

The Bibbulmun product range currently includes premium office stationery, kitchen/canteen products and washroom supplies.

The name 'Bibbulmun' represents 1 of 14 clans of the Noongar Nation of the South West of WA and the Bibbulmun peoples' dialect belongs to the oldest linguistic clan. Bibbul, meaning 'paper bark' in the Noongar language, reflects the life-giving connection between our ancient land and its many uses.



The Bibbulmun range contributes part-proceeds to the Bibbulmun Fund and is identified by the distinctive magpie icon. The black and white colours of the magpie represent both Indigenous and non-Indigenous businesses coming together to make a difference to the lives of Indigenous people.

**WIRRA**  
PROTECTS LIFE



## WIRRA

WIRRA (pronounced WIDDA) is a uniquely Australian-inspired safety brand specialising in personal protection equipment (PPE). The brand takes its name from Wirra, a place for new life, giving life to others and providing protection from the harsh elements. Understanding the safety landscape

in Australia, WIRRA draws on decades of experience in sourcing quality safety products to suit.



## Akurra

The dreamtime story of the Akurra shares how the many great land formations, rivers and lakes were formed by a great serpent who moved through the land.

Working with renowned Australian brand, Bisley Workwear, Akurra is proud to be Australia's first Indigenous sourced workwear brand. With confidence and assurance, Akurra workwear is designed for workers shaping Australian industry.

The growing Akurra range currently includes workwear, hi-vis workwear, women's workwear and wet weather gear, and is proudly size inclusive.



## Indigenous Collaboration

### Six Seasons Furniture Range

The Kulbardi Six Seasons furniture range has been developed in collaboration with Indigenous artist, Kevin Bynder.

His collection of uniquely designed fabrics tells a story of the Noongar seasons.

Not only do proceeds from your purchase get donated to the Bibbulmun Fund, your purchase also provides royalties to Kevin Bynder, another way Kulbardi supports the Indigenous community.



A percentage of all sales of Indigenous designed products goes directly back to the artist

### Promotional Marketing

Kulbardi can help you stand out from the crowd with branded merchandise that leaves a lasting impression on your customers, staff and prospects.

Not only can we put your branding on products, we also collaborate with Indigenous artists to bring promotional material to life.

Like all of our other products, a percentage of sales from promotional marketing material flows back into the Bibbulmun Fund.





## Vending & Inventory Control

Go beyond food and drink. Enter a new way to control your workplace consumables.

### Track, Control & Manage Stock

Managing procurement and inventory just got easier. With our inventory machines, supported by cutting-edge, user-friendly software, you'll streamline real-time stock management and reporting. Our vending software provides comprehensive insights for overseeing staff stock usage, monitoring inventory consumption to minimise waste—all accessible via a secure online portal. Additionally, you can track high-value items, monitor item check-ins/outs, and receive automated maintenance alerts.

Moreover, our cloud-based inventory management software automatically alerts Kulbardi when stock levels drop below a set minimum, ensuring consumable supplies are always replenished promptly. Say goodbye to last-minute purchase orders, stock shortages, and expensive rush deliveries.

### Reduce Consumption

With Kulbardi vending machines managing stock access and providing advanced reporting capabilities, customers typically experience a 25-30% reduction in consumables usage. Our vending solutions align consumption with actual demand.

Easy stock replenishment means you no longer have to buy large quantities of your critical products to ensure you don't run out, thereby reducing capital expenditures and resolving storage concerns. When we say "the sooner you start, the sooner you save", we mean it.

### World-Leading Technology

Using Cloud Software, there is no need for onsite installations or IT department maintenance. Just a power point and wired or wireless internet connect is all that is needed, simplifying integration into your workplace even easier.




**REDUCE  
COSTS**



**REDUCE  
WASTE**



**REDUCE  
INVESTMENT  
IN INVENTORY**



**Our commitment to the environment and ongoing sustainability is always evolving. As we continue to grow as a business, so does our need to be greener than ever.**

Kulbardi's position in relation to the environment and sustainability is based around three things;

- 1. Ensuring that our people and our staff are socially conscious and aware of best practice within our environment**
- 2. Making sure that our own business can sustain what it sets out to do – this is done through strategic planning and execution by the whole company**
- 3. Making sure we are in tune with our customers' expectations, particularly as we work together to reduce our carbon footprint**

Kulbardi sees and understands the need to choose and adapt a more sustainable workplace practices that is why we have the following targets in place.

**Further  
Reducing Energy  
Consumption**

**Increase the  
percentage of  
products that  
are made  
from recycled  
materials**

**Reducing Amount  
of Waste Ending  
Up In Landfill**

# This platform dovetails into (and transcends across) four other areas of focus for us:

## 1. The Workplace

We are very conscious of the work environment and the impact it has, day-to-day, on our employees. Our whole team plays a big part in providing a safe work environment, the development of the culture and engagement of personnel, training and learning to ensure our people have career paths and opportunities and celebrating and reward their efforts for a job-well done.

Kulbardi also acts from the heart and encourages environmentally friendly work practices. Some examples are outlined below:

### OFFICE PRODUCTS

- Recycled products are utilised by every Department where possible
- Toners are recycled through Planet Ark
- Purchasing biodegradable chemicals

### PAPER RECYCLING

- Reduced in-office printing and using 100% sustainably sourced FSC Climate Active Carbon Neutral paper when printing is required
- Printing in duplexes where possible and waste placed into recycling bins
- Confidential documents are cross cut shredded and then placed into recycling bins for collection

### COMPUTERS & BUILDING

- Operating out of warehouses that not only run off solar power, but also return energy to the grid
- PCs are all shut down completely at night
- PCs and laptops are set to shut down to sleep mode after 10 minutes of inactivity
- Printers and copiers are shut down completely at night
- Memos and reports are emailed where possible rather than hard copy
- All rest room lights are on sensor control
- Office lights are turned off as each Department leaves the building
- All air-conditioners are pre-set and cannot be tampered with

### CANTEEN

- No disposable cutlery or crockery is available for use in staff rooms — china and stainless steel is provided and utilised
- Toilet rolls are made from recycled paper

### ORDERS

- All packing cartons used are recycled
- Each order is carefully assessed in order to select the correct size packaging
- Plastic wrap for pallets is recycled
- We pro-actively encourage our customers to receive larger orders rather than constant smaller deliveries allowing for less carbon emissions
- Encouraging the use of our carbon neutral copy paper range
- Encourage the use of re-manufactured toner cartridges
- With product packaging, we recommend ordering larger pack sizes which results in less packaging disposal

### VEHICLES

- Our Kulbardi badged delivery fleet consists of multiple vehicles (plus couriers when required). These vans are regularly upgraded to Company standards thereby reducing the impact of greenhouse emissions.
- Consolidation of all orders minimises the number of kilometres travelled

## 2. The Marketplace

Many of our suppliers are now sourcing products ethically, which in turn, delivers value and peace of mind to our customers as we all gain a better appreciation of the supply chain in a global market.

Kulbardi also encourages our clients to be environmentally friendly and to choose environmentally friendly products. The key thing here is to order in the optimum levels so “re-packing” is not required. This does not mean that all items must be purchased in box quantities but we can assist the customer by consolidating their orders on line which does reduce the number of cartons required.

These products are easily recognisable either by the Earth Saver or Planet Saver icon that is attached to the product in our Online Ordering System.

## 3. The Wider Environment

Our focus here is on green products, reducing gas emissions within our delivery fleet, having a “green” building when it comes to power usage and our packaging and recycling programs that we have in place.

Kulbardi has a partnership with Visy who collect in excess of 90% of our cardboards and plastics, primarily from warehouse use and the office environment. As an extension to this internal initiative, we like to assist our customers to execute a “take back” service in two ways:

1. Remove unwanted boxes from the desktop environments i.e. corridors, walkways, etc. and place waste in the waste bins on-site (this is very popular within the CBD as many clients receive “rebates” from the volumes of waste they generate).
2. We remove the waste from site and re-use what we can in our own operations and/or have broken cartons collected and will discuss with you, your specific requirements.

Kulbardi has also partnered with Planet Ark to offer a used battery collection service for our customers. Customers not longer have to seek their own alternate solution to battery recycling, with boxes installed on site, collected periodically by Kulbardi and recycled through local collection centres.

## 4. Our Community

We are currently embarking on a community partnership program and our business has formed a committee to decide which part of the community they would like to help. All our staff will have a say in which type of service they wish to assist with and our objective is two-fold:

1. To assist that particular community with whatever they need – it may be labour, donations, distribution needs, etc.
2. For our staff to have an appreciation of those less fortunate than themselves

We acknowledge that we may not be as advanced as the huge, multi-national companies but ensuring that we grow within our means, working with our own people and the community is very much a part of ensuring we will be there in the future!

## 5. Environmental Statement

Kulbardi's commitment to the environment is demonstrated through the supply of a range of commonly ordered stationery products that conform to either biodegradability or are made from recycled materials, with the aim being to offer clients a high-quality range of products that have as little impact on the environment as possible.

Given that we do not manufacture any goods whatsoever, we follow the published guidelines from our Manufacturers in relation to product sustainability. Generally, the criterion is that the product has been made from recycled products and/or can be recycled and turned back into a usable item.

The complete life cycle of the items is also evaluated and the disposal of many products correctly allows for the best possible sustainable outcome. From the paper you use to the pens you write with, Kulbardi aims to offer clients an environmentally friendly alternative.

At Kulbardi we care for our environment. One way of doing this is by addressing the issue through supply arrangements with suppliers like Designtec that produces 100% Carbon Neutral paper and Paper One who meet the strict ISO 14001 guidelines and supply products like Evolve, 100% recycled A4 copy paper, through to Planet Ark's toner recycling program helping to re-use cartridges in a more user-friendly environment like the manufacture of Furniture and out-door decking.

**We have a responsibility and obligation to demonstrate responsible environmental protection in all our activities and our motto is:**

**... Reduce, Re-use and Recycle**

## Woort-koorly Boya *"Give Back Money"*

The Bibbulmun Fund was established by Kulbardi Founder & Executive Chairman, Kim Collard, in Western Australia in 2015. Since then, the community fund has invested over one million dollars towards Aboriginal community projects across Australia. The name 'Bibbulmun' represents 1 of 14 clans of the Noongar Nation of the South West of WA. Bibbul, meaning 'paper bark' in the Noongar language, reflects the life-giving connection between our ancient land and its many uses.

### The Bibbulmun Fund selects and prioritises projects that support:

- Entrepreneurship – projects offering new opportunities for Aboriginal enterprise and entrepreneurial leadership.
- Aboriginal Ownership - projects that are designed, owned and delivered by Aboriginal Australia, for Aboriginal Australia.
- Meaningful Outcomes – innovative projects that have long-term sustainability, impact and regional relevance.
- Collaboration – inclusive and co-operative projects that leverage support from collaboration partners.

A percentage of all sales from Kulbardi flows back into the Bibbulmun Fund.



## Kulbardi & The Bibbulmun Fund Supporting the Nation



Kim Collard awarded West Australian of the Year Award - Aboriginal Category



Kulbardi gives back to Indigenous artist Kevin Bynder



Supporting the Adelaide Crows Indigenous STEM Program



Kim Collard receives Curtin University's Community Service Award



Bibbulmun Fund awarded First Nations Philanthropy Award 2024



Kulbardi awarded RioTinto's Care, Courage & Curiosity Award



Kim Collard giving back in the Kimberley supporting Flood Relief Projects



Kulbardi wins Roy Hill Emerging Business of the Year 2022 Award



Bibbulmun Fund supports the Pinnacle Foundation Scholarship

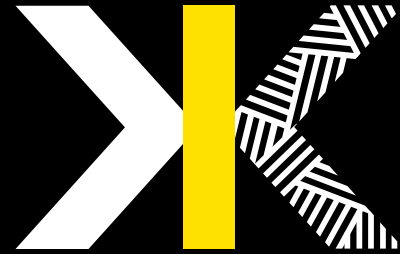


Kim Collard giving back in the APY Lands

### Current Projects

Scan the QR Code to read more about the Bibbulmun Fund's current projects





**KULBARDI**  
SUPPORTING THE **N**ATION

# *Capability Statement*

1300 551 042 | [www.kulbardi.com.au](http://www.kulbardi.com.au)