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JOHN SAMPLE GROUP
A CORNERSTONE OF INDUSTRY SINCE 1921



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QUALITY ENGINEERED SYSTEMS

JOHN SAMPLE GROUP

In our fast-paced modern world, certain values set some companies apart. We recognise & value our customers, our suppliers, and our employees.

The Sample family runs organisations of character & longevity.

JSG aims to be the world's best provider of solutions to industrial end users that increase operational efficiency and safety, lengthen asset lifespan, and reduce ecological damage.

ABOUT US

John Sample Group's portfolio is now highly diversified, with commercial interests that extend into markets both locally, and across the world.

The John Sample Group operates out of a head office facility located in Sydney.

Our domestic operation, JSG Industrial Systems, is currently focused on our distribution business which provides quality industrial solutions to a variety of industrial & natural resource sectors.

JSG Industrial Systems has regional offices strategically positioned throughout Australia, ensuring that local support is provided to all of our customers, wherever it is needed. The John Sample Group portfolio includes a number of international operations:

PT JSG International & PT Intecs operate out of Jakarta in Indonesia; JSG Industrial South Africa & International Engineered Products (IEP) are located in Cape Town South Africa; JSG Industrial Pte Ltd in Singapore; and JSG Industrial Ltd in New Zealand.

Today, around the world, the John Sample Group of companies is proud to employ over 700 staff.

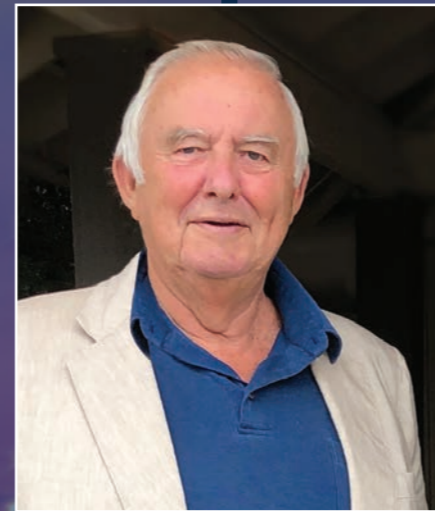
JOHN G. SAMPLE

Since the 1970's John Sample has been the Executive Chairman and Chief Executive Officer of all the business operations in his family's portfolio, which was originally founded by his grand-father George H. Sample back in 1921.

In 1972, he was one of the seven founding members of the Sydney Chapter of the Young Presidents Organisation (YPO), and today remains an active member of YPO Gold. Over the years, he also assisted in establishing YPO Chapters throughout the Asian regions. John is recognised as an entrepreneur and an innovator.

Over the past years, he kept pace with trends in modern business as he regularly attended the Harvard Business School with colleagues from the YPO. This has provided fresh insight from prominent world leaders in business, and created the chance to establish new relationships with other business people from around the globe.

Most importantly though, it represented a forum to seek out new business opportunities which can be integrated into the group's portfolio.



JOHN G. SAMPLE

OUR VISION

John Sample Group, since 1921, has been a reputable family-owned business leading the market in the supply and distribution of automotive, electronics and industrial systems.

We now aim to be the world's best, Australian-owned innovator and supplier of engineered industrial systems & services that increase asset lifetime, reduce operational risk, and protect the environment & community.

To achieve our goals, we invest in relationships with our clients and suppliers, developing our people, and instilling our family values in all that we do.

OUR MISSION

Design, develop and supply engineered industrial systems which increase asset lifetime, reduce operational risk and contribute to environmental sustainability.

Provide products and services which meet the current and future needs of a variety of global sectors including mining, transportation, agriculture, marine, energy, food & beverage, construction, and manufacturing.

Encourage, nurture and develop our people to play their part as integral members of the extended Sample family and deliver lasting value to our customers, suppliers and communities.

Make a positive impact in the communities in which we operate, including Africa, East Asia, South East Asia, and Oceania, through the support of medical advancement and the preservation of endangered animal species such as Koalas and the Sumatran Tigers.

OUR VALUES

RESPECT

Respect is demonstrated by the way in which we treat each other and the environment. True strength requires respectful treatment.



TRUTH

When the truth is spoken without fear of consequence, innovation and better judgement prevail. Truth should be sought without ego or selfish gain.



DISCIPLINE

Disciplined behaviours create a more functional system, which in turn creates a safer, cleaner and more profitable environment.



INTEGRITY

Be what you say and portray yourself to be. Uphold your promises and commitments.



SELF-MOTIVATION

Competition against others can take you to the top. Competition against yourself will take you far beyond. The human spirit is a power-source of energy.



SELF-IMPROVEMENT

Continual improvement in your skills and personality requires courage, discipline and effort. The benefits far outweigh the struggle.



HUMILITY

Confident people, too often, succumb to arrogance. Humility ensures that confidence has longevity, so long as deep insecurities are overcome.



COLLABORATION

Together the challenge is easier to surpass. And, the challenge surpassed together brings us closer to one another.



WE EMPOWER
OUR PEOPLE TO
BUILD AND GROW
OUR BUSINESS

A 100 YEARS OF TRADING

An integral part of Australian business since the inception of George H. Sample & Son in 1921.

George Sample was a pioneer in the automotive industry, acknowledged as the first entrepreneur to import after-market spare parts for the burgeoning car industry in Australia.



George H. Sample



George W. Sample



John G. Sample



1921

George H. Sample & Son formed selling GJ Motor products

1927

The group was appointed the distributor for Blackhawk Manufacturing Company from Wisconsin USA.

This partnership saw Blackhawks high quality tools on sale to workshops throughout Australia.

George Sample then setup a factory in Mascot, where Blackhawk & Enerpac were manufactured locally.

The relationship with the automotive sector was maintained with a number of subsidiary companies such as Vane Electrical Instruments, Auto Lab Industries, Gee-Jay Motor Products, & Sample Engineering.

1946

The group gained the Australian distribution rights for Hewlett Packard, which was run by the Sample Electronics division. This relationship remained until 1967.

1966

JSG Industrial Systems was formed in 1966, when the group acquired the agency for Lincoln Industrial, Hunter Wheel Alignment Systems & Sunnen Honing.

1967

Hewlett Packard purchased Sample Electronics to establish their own operation in Australia.

1970

John G. Sample became the Executive Chairman and Chief Executive Office of all the business operations

in his family's portfolio, which was originally founded by his grand-father George H. Sample back in 1921.

1997

The group was appointed the exclusive Australian distributors for Aprilia SpA. This was followed by our appointment to represent Moto Guzzi SpA in 2003.

After the Piaggio Group purchased both Aprilia SpA & Moto Guzzi SpA, the Sample family continued to represent these iconic Italian brands until 2016, when they divested their interest in the Automotive industry.

2011

The group turned its focus on the Industrial division and looked to expand its operations globally with a series of strategic business ventures starting from the opening of PT JSG International Sales and Warehouse branch in Jakarta, Indonesia.

2012

The group invested in the creation of the Muster brand through a joint-venture business International Engineered Products (IEP) out of South Africa,

which provided the most advanced technology in Fire Suppression for mobile and fixed assets.

2013

The group expanded its business in South Africa and formed JSG Industrial South Africa.

2018

The group embarked on extending its reach towards the South East Asian region creating JSG Industrial PTE LTD based in Singapore,

2019

JSG Industrial New Zealand was formed in Auckland.

2021

In February 2021, John Sample Group re-located into brand-new premises based in Milperra, New South Wales.

In April 2021, John Sample Group marked 100 Years of business.

OUR BUSINESSES

JSG INDUSTRIAL SYSTEMS & INTERNATIONAL OPERATIONS

JSG INDUSTRIAL SYSTEMS - AUSTRALIA

JSG Industrial Systems has developed a range of engineered systems to maximise productivity, reduce downtime, decrease operational costs, provide high resale value and help lift company profits.

Since its inception in 1968, JSG Industrial Systems - Australia has been the proud supplier of Lincoln Industrial products, and more recently the world-renowned SKF Lubrication brand. Over time, we have been recognised as experts in lubrication products and solutions for industrial applications, and today assist in the ongoing development of products through field testing and technical analysis.

The infrastructure developed to support the lubrication business through the 1980's, allowed JSG Industrial Systems to expand their range of products and engineered systems into many other product lines including flow management and fire suppression systems, therefore offering further cost reduction measures to industry. In today's modern economy, the management and preservation of mobile and fixed assets are more important than ever.

Part of JSG Industrial Systems success has been the building of key relationships over the years with well-known suppliers, many of which are manufacturers in USA, Europe, China and South Africa.

JSG INDUSTRIAL SOUTH AFRICA

Based in Cape Town - South Africa, JSG Industrial South Africa markets and distributes the Muster Fire Suppression products & other industrial products such as flow management systems and instrumentations throughout Africa.

JSG INDUSTRIAL SINGAPORE

JSG Industrial Singapore distributes and supports the SKF & Lincoln industrial lubrication products within Singapore. Additionally, it markets & distributes our Muster Fire Suppression products & other industrial products throughout Singapore, Philippines, Vietnam, Malaysia, Laos & Thailand.

PT JSG INTERNATIONAL INDONESIA

PT JSG International opened in 2011 in offices located in Jakarta Indonesia. Today, PT JSG International is the importer of SKF & Lincoln products, Muster Fire Suppression products & other industrial products sold through a wide network of distributors throughout Indonesia. The business now employs over 30 local staff who provide sales & technical support.

JSG INDUSTRIAL NEW ZEALAND

To support the fast-growing New Zealand market, JSG Industrial New Zealand was established in 2019 in Auckland. The branch was founded to meet the increased demand for Industrial Lubrication Management, Fire Suppression Systems and Flow Management Systems within various industries across New Zealand.

INTERNATIONAL ENGINEERED PRODUCTS (IEP)

Based in Cape Town South Africa, (IEP) was formed in 2012. This subsidiary is responsible for the design, manufacture & compliance of Muster Fire Suppression products for our global markets.

PT INTECS INDONESIA

This joint-venture was formed in 1998 to expand the local support for the entire JSG Industrial Systems range, across all industrial, natural resources and manufacturing sectors in Indonesia. With the head office located in Jakarta, and 21 site offices, PT Intecs now employs over 450 staff.

AUSTRALIAN OPERATIONS

Head office - Sydney

- Operations
- Warehouse/workshop
- Customer service
- Engineering/product management
- Corporate Services
- Export sales team

Eight branch offices

- Sales offices
- Warehouses



Sydney Head Office



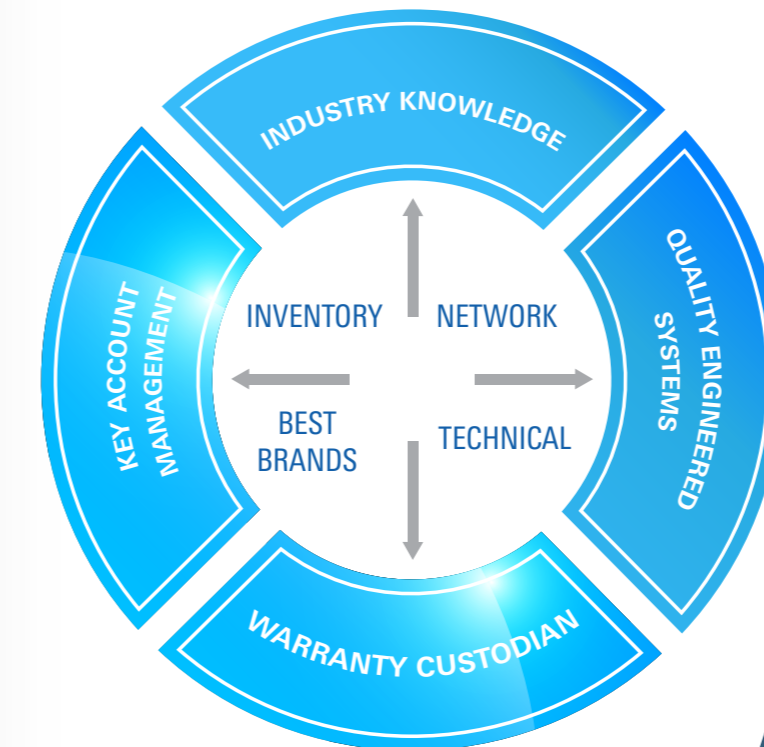
OUR BUSINESS MODEL

INVENTORY: Comprehensive product range close to where the action is.

NETWORK: Strategic network of industry partners (services & installation).

TECHNICAL: In-depth product & solution technical knowledge.

BEST BRANDS: Global high quality product from well-known brands.



OUR PRODUCTS & SOLUTIONS

JSG Industrial Systems has developed a range of engineered systems to maximise productivity, reduce downtime, decrease operational costs, provide high resale value and help lift company profits. Part of JSG Industrial Systems success has been the building of key relationships over the years with well-known suppliers, many of which are manufacturers in USA, Europe, China and South Africa.

LUBRICATION SYSTEMS

To succeed in a competitive marketplace, machinery is pushed to its maximum productivity level. This trend in output production makes protecting your machinery absolutely vital. An Automated Lubrication System from quality manufacturers such as SKF Lincoln & Trico will quickly return your investment - increasing productivity & increasing profits.

INSTRUMENTATION & FLOW

At JSG Industrial Systems, we understand flow measurement and how important it is to the transfer and measure important and expensive fluids such as fuels, oils, chemicals, water and other mediums accurately with minimum downtime. JSG provides access to quality products and systems from well-known brands such as Kobold, All-Flo, Flomax, Faicom and Cobra.

FIRE SUPPRESSION

Muster Fire Suppression Systems offer a range of fully monitored solutions that combine the latest technology with a simple design, and quick to connect wiring system. The in-built accuracy of the Muster Fire Suppression System is controlled using state-of-the-art intelligent pressure sensors.

Looking ahead,
we have a commitment
to providing industrial
solutions that embrace
technology and
contribute to sustainable
environmental initiatives



WHY JSG

- Intimate understanding of customer requirements
- Talented people with in-depth product knowledge & expertise in Lubrication, Flow and Fire Suppression:
 - Design bespoke engineered systems and produce them
 - Efficient and effective customer support service
- Efficient logistics allowing effective movement of goods at lowest cost to provide added value to customers - stock the right products and components in the right locations
- Establish, educate, supply, manage & support a network of capable dealers/distributors to provide quality products and services to end-users:
 - Provide wide coverage in critical remote locations
 - Hold inventory at strategic locations close to the end-user
 - Have technical ability to advise, supply, install and service products/systems to keep mission-critical equipment running
- Marketing - strategically identify & qualify business opportunities and implement programs to deliver growth across the various market segments
 - Promotional programs to extend reach and deliver messaging to users
 - Thought leadership activities across traditional and digital platforms
 - Joint branding activities with suppliers and channel partners
- Sales team - work hand in hand with distribution partners to deliver on opportunities & drive market and product growth. We are committed to our business - culture of knowledge, focus and delivery - we do what we say!



