

## INTERNATIONAL BUILDING INDUSTRIES LIMITED

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## **NSX ANNOUNCEMENT**

The Directors of International Building Industries Limited trading as IBL would like to announce that SEP Logistics, a 100% owned subsidiary of IBL, has signed a contract with a new Licensed Branch Distributor (LBD) to apply the Shell Flintkote Waterproofing Range of Products. The new LBD will have access to specialized equipment that will entitle them to apply the product in a unique method that is highly desired in the marketplace.

This is a significant event for both SEP Logistics and IBL as it is the first significant sale for sometime. The new CEO, Martin Callaghan, has undertaken extensive work in restructuring the companies within IBL to enable it to take full advantage of the Shell Flintkote Waterproofing range of products.

This sale is a product of the restructuring and represents the first step in the strategy to increase the volumes of product sales and develop a national brand identity. Logistics also aims to deploy another 5 new trailers over the July/August.

The company is also in the process of re contracting the existing LBD's who had originally signed up to distribute Liquid Rubber, but due to quality issues with the Liquid Rubber product had lost confidence with the product and consequentially the company.

The Shell Flintkote range of waterproofing products is superior in range to Liquid Rubber and offers many more opportunities to the applicator in the form of depth of application solutions, backup and supplementary documentation.

These qualities will be made available to existing distributors and also to our latest distributor who is currently finalizing their technical training and will take possession of the trailer at the end of this week.

This is a very positive announcement for the company and we are very pleased and excited that the processes that have been put in place over the last few months are starting to bear fruit.

For Further information please call 1800 5554 2906





Shell

## **IBIL**



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