

# Covering Australia



and beyond



**Bartlett**  
Covering Australia



## History

In 1956, a sail maker by the name of Cliff Bartlett began repairing tarpaulins in the lounge room of his family home. From this humble foundation, the Bartlett business was born.

Continual growth based on a total commitment to service and quality, along with ongoing re-investment in new technologies have seen Bartlett stand the test of time, today being a leader within the industry.

## Bartlett Factories & Product Divisions

The Bartlett Business has developed considerably in recent years and is now represented in several markets with various Bartlett divisions. This growth has seen the development of new production facilities and showrooms to best meet the needs of our diverse customer base.

### General Section Factory

The Bartlett 'General Section Factory' is located at 172 Ring Road Ballarat and comprises 3500 sqm of production space.

The following divisions and their products are manufactured and serviced at this facility:

- Agricultural Products
- Water Products
- Transport Products
- Safety & Defence Products
- Winery Products
- Onsite Lining
- Commercial & Recreational Products
- Manufacture Under License Customers
- Contract Fabrication

## Mission Statement

"We are a family company who continuously strive to be the leading manufacturer of innovative quality products in the conversion of synthetic and canvas fabrics. We will achieve this by leveraging our reputation as the leading innovator in the manufacture of quality welded fabric products."





# Bartlett Blinds

Our Bartlett Blinds factory is where production of the extensive range of sunblinds, awnings and patio blinds takes place. It is also home to our sales team and impressive showroom with all styles of awnings on display.

The Bartlett Blinds factory is located at 16 Grandlee Drive, Ballarat and comprises 1600 sqm of production space.



# Bartlett Custom Canvas

Our Custom Canvas division supplies custom made products such as ute covers, trailer canopies, boat covers, caravan annexes as well as providing general repairs to the local Ballarat and surrounding market.

This division represents what the C.E. Bartlett company was all about in its beginnings and allows us to maintain the roots of the business despite obvious growth and development over time.

The Custom Canvas factory is located at Shed 1 Mentay Way, Ballarat and comprises 650 sqm of production space.



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Our Tank Liner division was formed into a 50/50 joint venture partnership with BlueScope Water in 2007. This division manufactures tank liners for various bolted steel tanks, existing concrete tanks, existing corrugated iron tanks and underground tanks. These liners are used all over Australia and in many overseas countries.

The BlueScope Bartlett Liners factory or 'Tank Liner Factory' is located at 172 Ring Road, Ballarat alongside our General factory. This facility comprises 2300 sqm of production space.



- » Grain Bunker Covers
- » Pit Silage Covers
- » Haystack Covers
- » Flexiflume™
- » Pumpline™
- » Dam & Pond Liners
- » Enviroliners

*'GrainCorp has been using Bartlett to fabricate grain bunker covers for many years due to their proven ability to deliver quality products at a decent price. Bartlett is able to meet very demanding delivery times which are vital in the grain industry. Bartlett work with us to ensure that the covers are delivered where and when they are meant to be, to satisfy our customers needs.'*

Our range of Agricultural products provide our customers with the ability to protect, preserve, contain and transport valuable commodities. We take enormous pride in our ability to adapt existing products and develop new products to meet the ever changing needs of Primary Producers and Public Companies.

The challenges are always new, but the underlying theme remains the same; to seek the most efficient, practical and innovative way to combat the elements, protect precious goods, harness nature's resources and provide benefit to our customers on the land.





- » Roll Tarps
- » Side Curtains
- » Hoop Tarps
- » Cap Tarps
- » Bin Tarps

*"We rely on Bartlett to supply all of our truck tarps. They supply quality tarps to suit the ever changing specifications of all truck bodies. The Bartlett team provide reliable turnaround times and excellent customer service."*  
*Michael Davey – Balray Manufacturing*



For more than 50 years we have been manufacturing quality truck tarps to protect the nation's livelihood in transit. Today, the quality of a Bartlett transport tarp ensures we are acknowledged as the best by our valued customers.

Our BartTarp range is manufactured from UV stabilised PVC, PVC Mesh or high quality canvas and our tarps are renowned for their strength, durability and first-class workmanship.



Wine Press  
 Membranes for all  
 makes and models  
 of Presses

*'In an industry where the quality of our processing equipment is vital to our success, we choose to use Bartlett replacement membranes for our wine presses. Bartlett membranes are of extremely high quality and give us peace of mind at Vintage time with the knowledge that our presses will not have down time due to a failed membrane.'* – Andrew Peace Wines



Don't risk your vintage! Only a Bartlett Membrane will do. Bartlett wine press membranes are standard equipment for many Australian made presses and replacement equipment for European presses where they often exceed the Original Equipment Manufacturer's specifications.

Using quality fabrics and world-class manufacturing techniques, we can produce a custom made membrane to suit any make and model of pneumatic wine press.



- » Canvas Tarps
- » Flexitanks
- » Safety & Road Rescue Equipment
- » Disaster Tarps
- » Rescue Dummies
- » Portable Altitude Chamber (PAC)



Our vast range of products extends to the Safety & Defence sectors. We are regularly called upon by public utilities, government bodies and Defence Forces to assist in developing products to address their needs.

Our Portable Altitude Chamber (PAC) allows safe descent of trekkers suffering Acute Mountain Sickness (AMS), whilst our Flexitanks are used by the Australian Defence Force and Fire Fighting Authorities as temporary storage of water for a range of purposes.

We have also developed a unique range of Safety & Road Rescue products which are in use daily by SES and other Road Rescue Authorities.





# Bartlett

Commercial Products

- » Tunnel Shelter Covers
- » Bladder Tanks
- » Pillow Tanks
- » Banners
- » Marquees & Show Tents
- » Shade Sails

The Bartlett range of commercial products allows us to act as a preferred supplier to many customers who on-sell a specific item or a range of products to end users.

We are called upon by signwriters to supply custom made promotional banners for imaging, plumbers to supply bladder tanks for storage of water under buildings or decking and builders for roofing liners or custom designed tarps. We also custom manufacture large shelter covers, marquees and shade sails.

It is our ability to adapt and custom design products for our commercial customers that keeps them coming back.




# Bartlett

Recreational Products

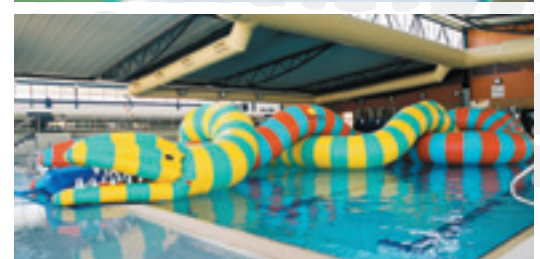
- » Cricket Pitch Covers
- » Earth Balls
- » Jumping Cushions
- » Custom made inflatables

*'Our replacement jumping cushion from Bartlett's was manufactured swiftly and ensured that we had very minimal down time.'*

*'The Bartlett team provided us with a quality product at a very competitive price and I would recommend a Bartlett Jumping Cushion to anyone in the tourist park industry.'*

*Ron Cregan -  
Big 4 Nelligen Caravan Park*

Our range of recreational products is testament that like our customers we too love to have fun! Our recreational products are used by sporting clubs, holiday resorts, pony clubs, extreme sports enthusiasts and many other associations and clubs.





# Bartlett Blinds

- » Automatic Sunblinds
- » Straight Drop Blinds
- » Panel Blinds
- » Fixed Guide Blinds
- » Folding Arm Awnings
- » Wire Guide Blinds
- » Verandah Blinds
- » Wall Section Blinds
- » Roof Systems
- » Fully Motorised Systems
- » Shop Front Canopies

*Bartlett Blinds consistently produce a high quality range of blinds and awnings with a large range of fabrics available. They offer a variety of blind styles and components, with the ability to manufacture within a short period of time and pricing to suit the agent and the customer. Warranty and backup is also a large factor in my reason to continue to choose Bartlett Blinds as my blind supplier.*

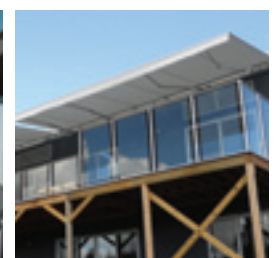
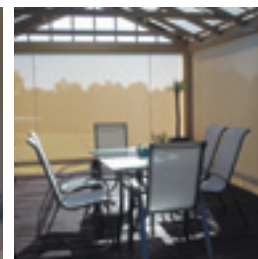
*Mark Heald - Warrnambool Shade & Canvas*

‘keep cool in summer & entertain all year round’



Bartlett Blinds is a national market leader in the manufacture of external awnings, providing exceptional quality and service for over 50 years.

We supply through our extensive group of resellers Australia wide. Our product is made using only the best quality materials and we are committed to giving you the best service and after sales support possible. Regardless of the application, Bartlett Blinds have a product to suit your needs.







# Bartlett

Custom Canvas

*"We have relied on Bartlett Custom Canvas supplying our Custom made Caravan Annexes for all styles of vans since 1976. They provide us with quality canvas goods at competitive prices and their service and workmanship is exceptional. Custom Canvas supply over 95% of our annexes and we are proud to have the Bartlett name associated with our annexes."*

*Scott McPherson - Jayco Ballarat (formerly John & Catherine Davis Outdoor Centre)*

C.E. Bartlett's separate Custom Canvas division is a specialised and custom designed production facility that provides quality custom made to measure products. From general fabric repairs to all styles of caravan annexes suited to your requirements, Custom Canvas has your custom fabric manufacturing needs covered!



# Bartlett

Onsite Lining

*"Bartlett provided us with a quality product and great service in an extremely difficult environment. I would happily recommend Bartlett to any organisation and look forward to the next project we undertake with the Bartlett team."*

*Matthew James - Watpac Civil*

The Bartlett Onsite Lining Division operates nation wide installing permanent liners required in various industries and for a range of reasons. Whether for a Golf Club's irrigation dam, lining kilometers of open channels or fulfilling EPA requirements for sludge lagoons or landfill sites, our dedicated lining team can install a liner onsite for any application.





'Since 2005 C.E Bartlett has produced all the Track Trailer tents, awnings, wheel covers and universal storage products. Upwards of 20 individual canvas products are made exclusively for Track Trailer. Utilising the highest quality materials the Bartlett team continually supplies our products on time, with a quality guarantee. We are continually improving our products to maintain our good standing as an industry leader. The team at Bartlett's work hard to design new canvas items, whilst frequently developing and upgrading existing canvas products. In my time dealing with the Bartlett team I've found them to be extremely friendly and professional to deal with.'

Lloyd Waldron - Marketing Manager - Track Trailer

### Manufacture Under License

We are the production arm for many clients who utilise us to manufacture under license for them. Being flexible to meet our client's needs is important and we continually search for ongoing improvements. We are able to fabricate from an existing design or help develop something new. We work on specific projects for customers and enjoy a confidential, trusting, ethical and open relationship. We work with our customers to develop a product from concept to completion that can be marketed under our client's brand.

### Contract Manufacture

Contract Welding and Sewing

*Don't say no to your customer, ask us!*

Bartlett can also help you enjoy a low cost solution to ease your production capacity overloads and technical constraints by offering contract welding and sewing.



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BlueScope Bartlett Liners is a joint venture business that provides tank liners for wholesale and retail customers.

*Specialised Tank Services (STS) have been purchasing tank liners from C.E. Bartlett (BlueScope Bartlett Liners) since 1992. As a family owned and operated company, what struck me all those years ago was the level of product knowledge and genuine interest and enthusiasm for their customers and their products.*

*These days we still find the same level of knowledge and service despite operations being on a much larger scale.*

*As our business has expanded and developed with a specific focus on tank repairs and supply our reliance on BBL liners as well as our volume of orders has significantly increased.*

*STS has had a great relationship with CE Bartlett / BBL since 1992 and I look forward to many more years to come as together we provide quality solutions to liquid storage needs.*

Richard Holloway  
Director  
Specialised Tank Services



# Export

Bartlett enjoy a strong international presence with many years experience in export to diverse countries all over the globe.

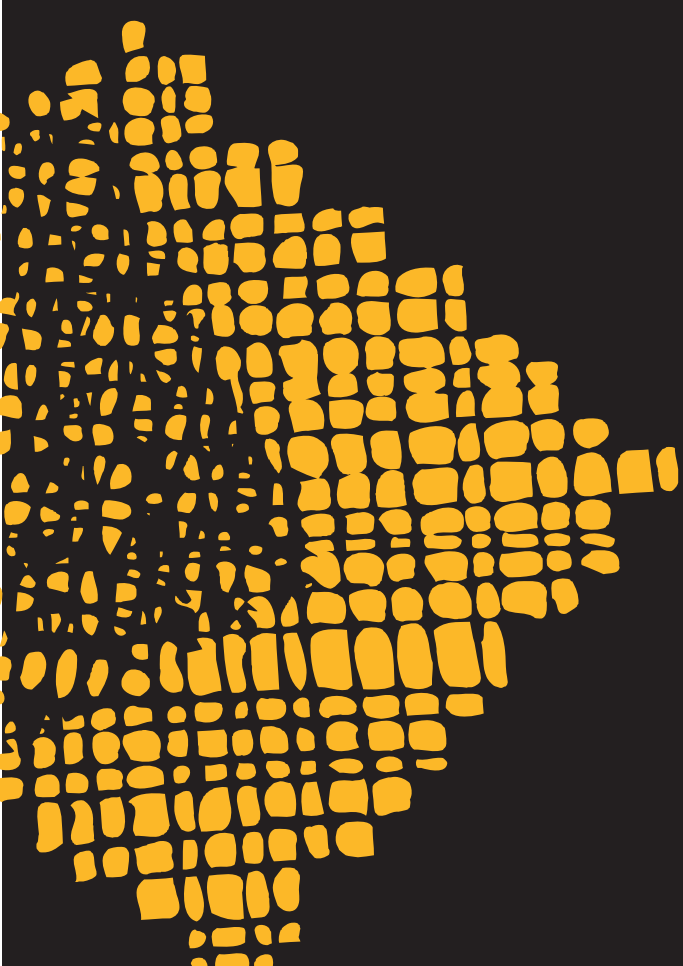
Increasingly, we find our existing and specialist product solutions have global application. In some cases, we see the strategic need to appoint overseas distributors or agents and continue to expand this initiative for our products. In other cases we have chosen to develop new markets ourselves.

Our global profile has been enhanced through international trade shows and the internet.

**[www.bartlett.net.au](http://www.bartlett.net.au)**

In addition to our standard products which have international application, our design and development capability allows us to design niche products for defined markets. Materials are sourced locally or can be imported for fabrication and conversion.

Our long history has enabled us to develop strong relationships with our international customers and we are focused on building partnerships through the delivery of outstanding service.





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