

Company

2024

profile

Supporting science since 1952

Supplying research, laboratory and analysis
equipment for over 70 years

Nothing but the best

Delivering & servicing the worlds leading
laboratory and industrial equipment



Established 1952



John Morris
GROUP

Welcome to The John Morris Group



Karl Wyzenbeek
Director & Business
Development (Operations)

Norbert Wyzenbeek
Chairman &
Non-Executive Director

Sharon Wyzenbeek
Non-Executive Director

Andre Wyzenbeek
Director & Business
Development (Sales)

Founded in 1952, the John Morris Group has expanded guided by a policy which excludes all equipment except those of the highest quality. Our commitment to quality extends to our recruitment process and team, our state-of-art facilities and the service we provide to our customers.

Today we are recognised as one of Australia's and New Zealand's leading distributors of a range of specialised scientific and engineering equipment sourced from the world's leading manufacturers.

Why John Morris

- **Quality Products From Respected Brands**
We exclusively sell and support a portfolio of industry leading scientific & engineering equipment, consumables & instruments
- **Oceania Wide Office Network**
Local sales & service personal in every capital city of Australia & New Zealand. 10 locations and over 100 employees
- **Preventative Maintenance and Breakdown Repair**
Factory trained services engineers offering rapid onsite or in-house repairs anywhere in Australia, New Zealand & Pacific Islands
- **Over 70 Years Privately Owned and Family Operated**
Family owned & operated, providing stable reliable platform for our customers, suppliers and team
- **State-Of-The-Art Facilities and Operating Systems**
Advanced ERP, CRM (Salesforce), Web and in-house facilities to support our partners & customers
- **ISO9001 Certified & Electrical Compliance**
Every instrument sold is electrically tested and checked prior to delivery. ISO9001 certified for over 30 years
- **Factory Trained Team**
Product managers & service engineers regularly attend & receive factory training
- **Leading Customer Service and Support**
All enquiries & calls are monitored for quality purposes. Targeted response time under 2 Hrs



Company History

Since the 19th Century the Wyzenbeek family has operated a successful scientific and medical supply company. The company was originally established in Holland, however during the period 1940 to 1944 the company remained closed. A decision was taken in 1948 for the family to emigrate to Australia. The Dutch business was sold and in November 1950 the family arrived in Sydney with the purpose of re-establishing the company.

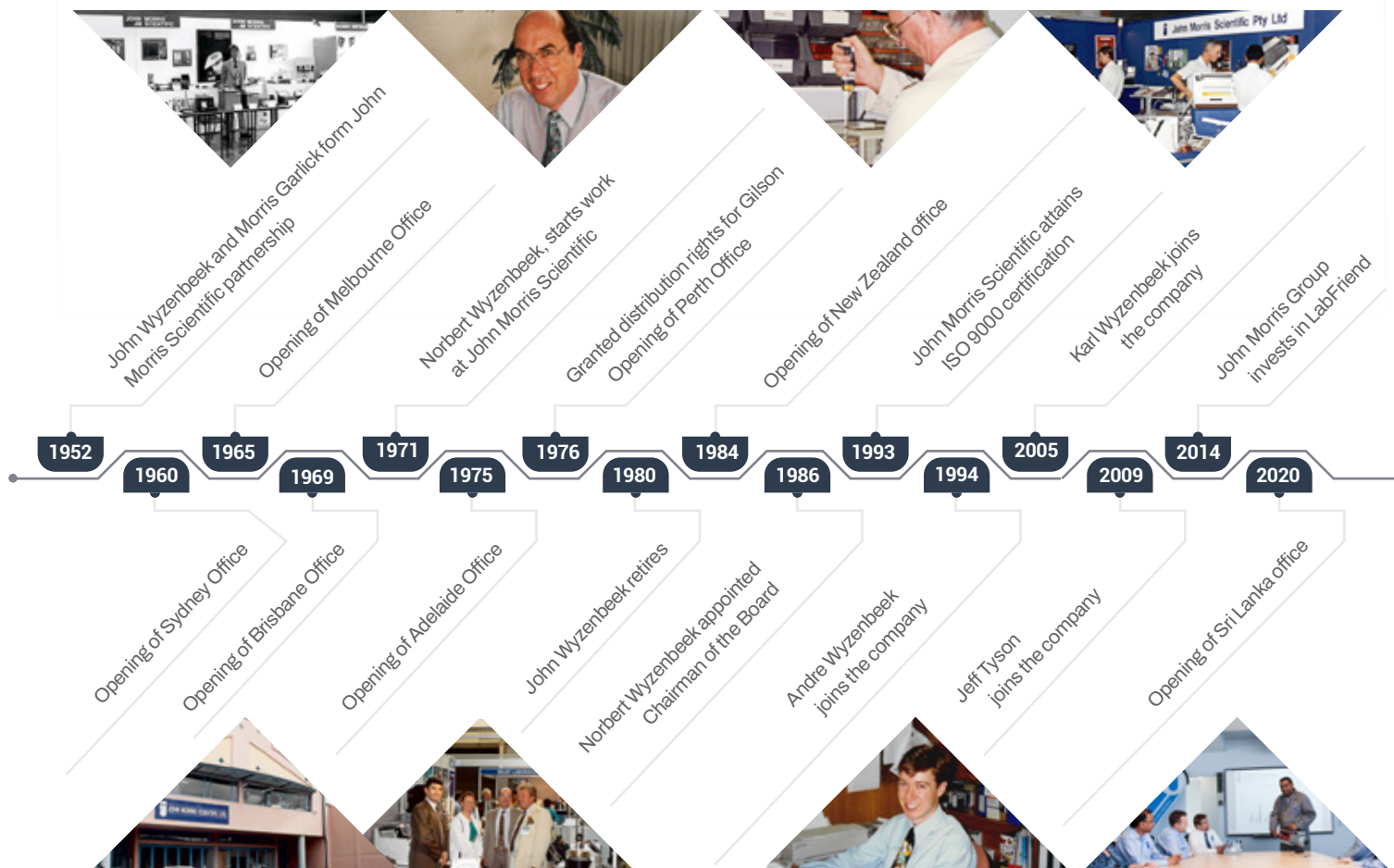
In 1952, John Morris Scientific Pty Ltd was founded as a partnership between John Wyzenbeek and Morris Garlick. In 1954 the company was purchased by the Wyzenbeek family.



Hetty Wyzenbeek & John Wyzenbeek (1963)

Norbert Wyzenbeek, (John's son) joined the organisation in 1971 and holds the role as Chairman to this day. Norbert's sons Andre (joined 1994) and Karl (joined 2005) are company directors and actively involved in the day-to-day operations of the company.

For 70 years and three generations the company has remained privately owned and prospered.



Oceania-Wide Service & Support

Breakdown Repair

Repair services available across Australia & New Zealand



- Factory trained service engineers
- All engineers equipped with iPads for remote job tracking
- In-house and onsite repair options available
- Large inventory of common spare parts kept in stock
- Loan instruments and demo units in stock
- Automated service reminders

Preventative Maintenance

Comprehensive service agreements



- Exchange wear and tear components
- Perform minor repairs and cleaning
- Conduct mechanical and electrical safety testing
- Ensure equipment operates to factory specification
- 20% off breakdown repairs outside of scheduled visits
- 15% off spare parts required during preventative maintenance

Pipette Service & Calibration

All major brands and models



- NATA & ISO Certified calibration facilities
- All pipette brands
- Single channel, multi-channel & fixed volume
- The only certified Gilson Centre of Excellence for calibration in our region
- Nationwide onsite (your premise) calibration services
- Guaranteed with a minimum 3-month warranty
- Rapid turnaround times

Installation, Training & Customisation

Delivering end-to-end solutions



- Our team is equipped to assist customers from early design phase configuration through to end-user training
- We offer a range of customer training seminars including product use, product safety and product maintenance
- Experienced in the delivery of large scale projects involving the coordination of 3rd party contractors and logistics

Sales Strategy



Territory Managers

Field sales representatives providing customer account management and a focus on sales above the value of \$10,000

- KPI of 15 customer meetings per week
- Working to achieve territory and brand budgets
- Attending trade shows, morning teas, and seminars

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Product Managers

Technical sales experts providing product knowledge, application support and training to customers and sales teams

- Technically qualified specialists
- Regularly attending manufacturer training
- Allocated sales budget for assigned portfolio

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Service Engineers

Factory trained service engineers providing preventative maintenance, breakdown repair, installation and commissioning

- Service centres in Perth, Melbourne, Sydney, Brisbane and Auckland
- Customers receive automated service due reminders
- Team working off iPads for real time in the field reporting

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Internal Sales

Providing rapid and professional customer service via phone, email, and website real time live-chat

- All customer enquiries are ticketed and tracked.
- Targeting sub 2 hour solution time
- All quotations are followed up and status monitored

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Leadership Team



Norbert Wyzenbeek
Chairman



Karl Wyzenbeek
Director (Operations)



Jeff Tyson
General Manager



Andre Wyzenbeek
Director (Sales)



Andrew Baker
Marketing Manager



Alan Moon
Finance Manager



Billam Poulier
General Manager (Sri Lanka)



Gabriel Antoun
Service Manager

Service Engineers: 13

Service Admin: 8

Service Managers: 2



Paul Vranich
Sales Manager

Territory Managers: 20

Product Managers: 14

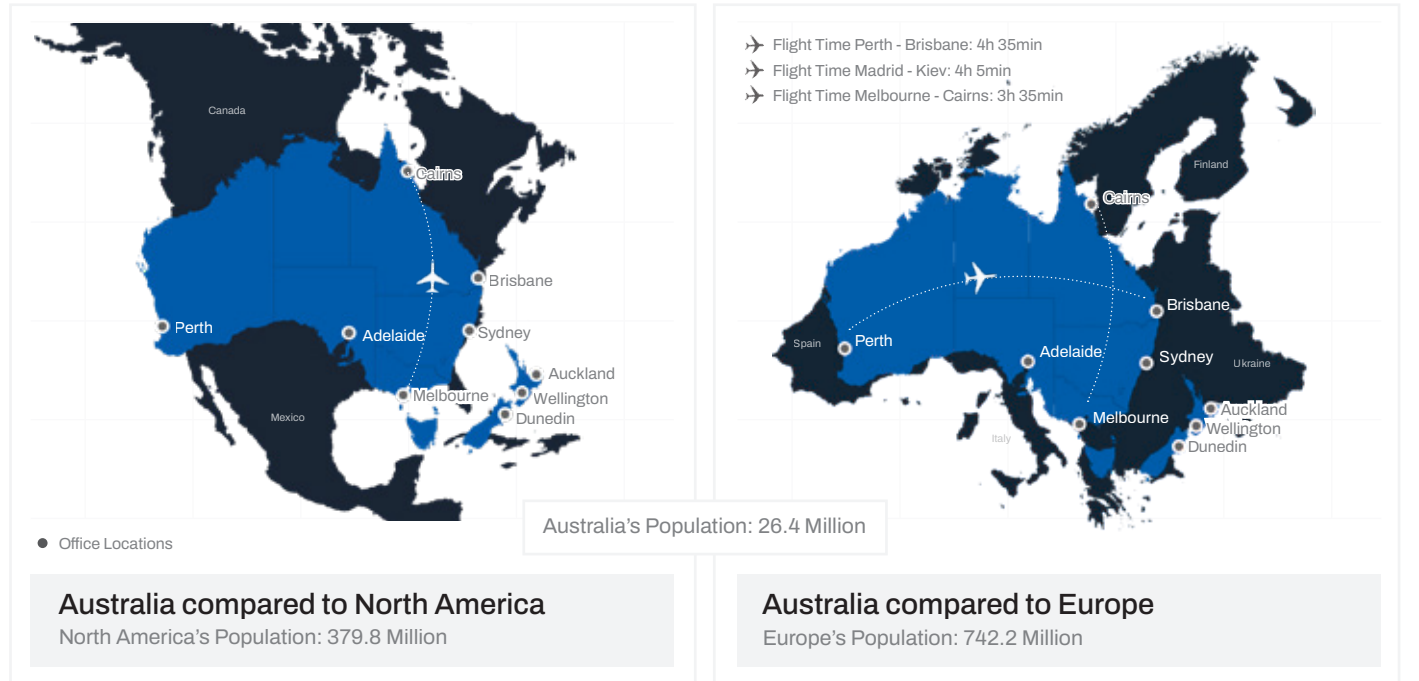
Internal Sales: 8

Company Size

Sales	45
Service	23
Marketing	4
Accounts	7
Logistics	6
IT & Developers	9
Management	9

Total Employees 103

Market Size - Geographic Comparison



Trusted By Leading Organisations

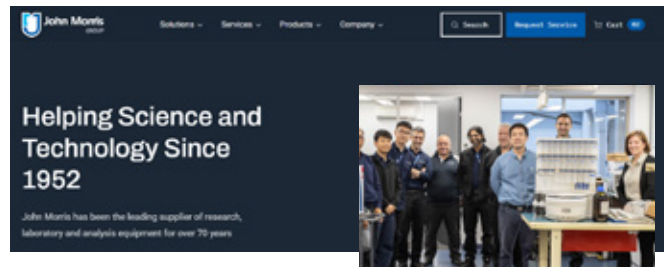
Academic	Petrochemical	Government	Health	Food & Bev.	Industry

Sales & Marketing Activity



Trade Shows & Exhibitions

Attending over 100 tradeshow & exhibitions per year



Discover The Benefits of John Morris

Solution Development Product Quality After-Sales Support Flapgate Calibration

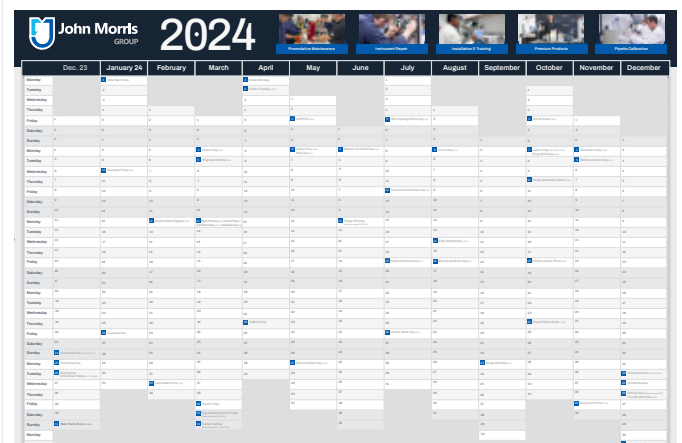
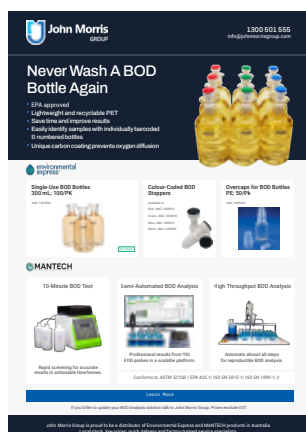


Helping You Make The Best Choice

Our team can help you design a solution from concept through to delivery. Analysing your requirements, we work alongside leading manufacturers to deliver

Website & Blog

Regularly updated website with new products, articles & news

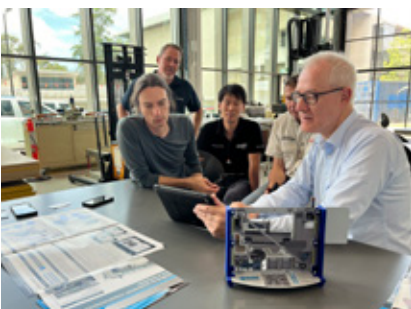


Print & Email Marketing

Minimum of two email campaigns per week to targeted lists

Annual Wall-Planners

Laminated large wall planners distributed to customers each year



Product Demonstrations

Hands on with the equipment



Sponsored Events

Lunches, Morning Teas & Awards



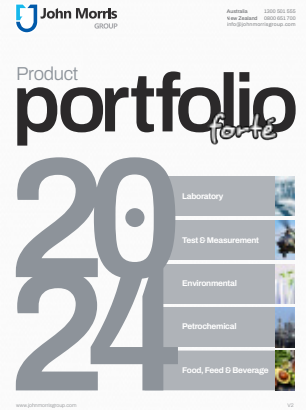
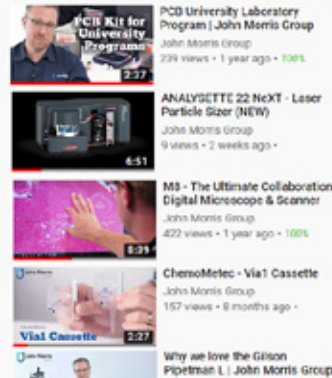
Seminars

Training certificates given to attendees



In-House Video Production

Filmed and produced inhouse by our team. 'How to' videos, unboxing videos & product launches



Catalogues

Industry based



In-House Training Centre

45 person training room suitable for customer & team seminars, events & product training

	50.000+	Contacts
	5000+	Followers
	1000+	Subscribers
	1000+	Followers
	400+	Followers

Social Media

Actively managed



Merchandise

For customers & partners

Premium Suppliers



General Laboratory

Heating, cooling, mixing, shaking, dispensing, separating, pumping, milling & drying



Test & Measurement

Automotive, aerospace, biomedical, civil, rock, energy & rail applications



Petrochemical

Cold & hot properties, density, distillation, elemental analysis, viscosity, fuel, GC,



Environmental

Water quality, air quality & plant health



Food & Beverage

Fat, moisture, sugar, fibre, texture, protein & extraction



Industrial Chemistry

BOD, COD, wet chemistry, XRF, XRD & reactors



Life Science & Diagnostics

Clinical, osmolality, cell line development, biochemistry

Office Locations



Sydney

61-63 Victoria Avenue,
Chatswood, NSW 2067



Brisbane

7/53 Metroplex Avenue,
Murrarie, Qld 4172



Melbourne

93 Whitehorse Road,
Deepdene Victoria, 3103



Adelaide

Local Territory Manager



Perth

5/4 Brodie-Hall Drive,
Bentley, WA 6102



Cairns

Local Territory Manager



Dunedin

Local Territory Manager



Auckland

18 St. Benedicts Street,
Eden Terrace, NZ, 1010



Wellington

Local Territory Manager



Colombo

Level 12, Tower 1, Orion
City, Sri Lanka

Corporate Head Office

Registered Business Name: John Morris Scientific Pty Ltd
Trading As: John Morris Group
Australian Business Number: 81 001 768 396
Head Office Address: 61-63 Victoria Avenue, Chatswood, New South Wales, 2067, Australia

Telephone: +61 2 9496 4200
Email: info@johnmorrisgroup.com
Web: www.johnmorrisgroup.com

Established: 1952
Directors: Norbert Wyzenbeek (Chairman), Sharon Wyzenbeek, Andre Wyzenbeek, Karl Wyzenbeek
General Manager: Jeff Tyson (Company Secretary) - jtyson@johnmorrisgroup.com

Bankers: Commonwealth Bank of Australia
Branch Code (BSB): 062-000
Account Number: 1432-2402
SWIFT Code: CTBAAU2S

Auditors: Mazars Pty Ltd - www.mazars.com.au
Address: PO Box 1994, North Sydney, NSW, 2059 Australia
Mazars DUNS Number: 759419133

Quality Assurance: SAI Global - ISO9001: 2023
NATA ISO/IEC 17025 (accreditation Number 4283)

