



CAPABILITY STATEMENT

ABOUT

AJ Baker & Sons are a fourth-generation, family-owned company, established in 1920, we are an Australian leader in commercial refrigeration. AJ Baker & Sons design, install, service and maintain a wide variety of self-contained plug-in and remote refrigeration cabinets, ice machines, air conditioning and ventilation systems for supermarkets, fast food chains, the hotel industry and small to medium-sized commercial projects.

We are the Australian supplier for brands such as Bonnet Neve, Eurocryor, Iarp, AHT, Criocabin, and Manitowoc equipment.

We have a proud history and are evolving to ensure our strong presence is maintained in the Australian refrigeration industry.

Our company is overseen by the Chairman of Directors, Peter Baker and Managing Director, Mike Baker.

Company Directors, Brendan Krummel and Claus Mecklinger are also in the leadership team and provide continuity of our successful family philosophy for now, and well into the future.

VISION

We aspire to be the best in Australian commercial refrigeration and air-conditioning, sustain new technologies and maintain our success while striving to achieve our objectives, working hard to maintain our position at the forefront of new and dynamic technologies such as the use of CO₂ designs.

We have a respected national presence that has afforded AJ Baker & Sons blue chip sales and relationships with major companies such as ALDI, Drakes, IGA Distribution/Metcash, Foodworks, Spar, Big W, Hungry Jacks and McDonalds. Woolworths Group including: Dan Murphy's, BWS and the Coles Group including: First Choice, Vintage Cellars and Liquorland.

We have the knowledge, service and support to keep up with the continuing advances in technology required by our customers.

All team members of the AJ Baker family are fully committed to providing the highest level of service and care that only a family business can offer.

VALUES

Our valued customers are our priority and we strive to provide the highest quality service.

We are constantly improving and developing by building up our branch network to provide optimum service to our customers.

Excellence	Sustainability
Innovation	Employee Development
Safety	Respect
Customer Service	



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SPECIALIST ENGINEERING AND INNOVATION

AJ Baker & Sons have extensive experience with all major Australian Supermarket Design Briefs, including Transcritical CO₂ Booster Systems, Hybrid R134a/R744 designs and in full liquid recirculation CO₂ Systems. As well as our experience in CO₂, we have many years of experience with standard HFC R404A/R507A style refrigeration installations.

Having a close affiliation with EPTA, we continue to draw on the expertise of current and innovative engineering design trends used throughout their global network and pass this onto our clients. We custom build or import refrigeration compressor rack systems to client specifications used in supermarkets.

We have extensive experience in converting refrigeration plants from one refrigerant to another especially in regards to piping design and setting up the system to gain efficient outcomes. We have in-house knowledge and expertise in building specific air conditioning and air handling plants for retail applications.

Our in-house drafting team uses the latest PC and plotter equipment with Autocad software to enable us to produce accurate drawings in several formats, from concept through to installation. The drafting team prides itself on being a market leader in all areas of refrigeration and air conditioning drafting and is well positioned to cater for all future drafting needs of the client.

We are researching new software options such as REVIT, BIM (Building Information Modeling) and other 3D modelling programs, allowing the client to fully visualize their supermarket layout.

FOODSERVICES EQUIPMENT

Based at our South Australian branch in Dry Creek our food services team design and fit commercial kitchens working closely with the food, beverage and hospitality industry enabling us to identify and provide solutions for the specialist requirements of commercial kitchens and food & beverage retail outlets.

Offering custom design, build and installation of food preparation and display areas, commercial cater / ware-washing and other equipment required to operate in a commercial environment.

Our team of engineers, draftsmen and technicians provide innovative design solutions to suit your requirements.

PROJECT PLANNING

We thrive on inclusion with the project process from inception through to final hand over. Engaging our team in the start-up stage of your project allows us to provide services such as: Assist client Project Managers with Project Services Coordination meetings.

Provide refrigeration case drainage layouts. Confirm refrigeration requirements with the builder at design stage.

Procure capital equipment for suitably timed delivery to site. We recognize that planning is a necessary tool for successful project control.

By having close communication with the client and customer, we ensure they are on top of any project design changes.





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OUR TEAM

With our national foot print, we have industry experts close to you, covering all aspects you need to take the stress out of your business. We can design, construct, install and provide you with a “turn- key” solution.

We are recognized Australia-wide for delivering a superior level of after sales service and support to all our customers.

We service a large portion of the industry ranging from small pubs and clubs right up to distribution centres and supermarkets. We have a fleet of fully equipped installation and service vans, manned by qualified refrigeration and air conditioning tradesmen.

Our technical service and extensive spare parts division operate around the clock with a network of highly qualified personnel to ensure you get the optimum performance out of your refrigeration equipment. We maintain the highest standard in after sales service to ensure you are always up and running.

THE FUTURE

Some of the exciting and innovative programs currently being undertaken by AJ Baker & Sons include:

Alternative Refrigerants (Co₂ and hydrocarbons)

Energy Efficient Development

Transcritical Co₂ Booster Systems

Rack Technology Development

Epta Blue – Closed Water Loop Systems

Integrated A/C & Refrigeration Systems

We are proud to be celebrating our 100th year in the industry in 2020, a testament to our company philosophy of being a family-owned business, striving to provide the very best of service and the finest materials and quality of workmanship at a competitive cost to our clients.



REFRIGERATION | AIR CONDITIONING | CASE SALES | FOODSERVICE EQUIPMENT