

easysteel[™]
A FLETCHER BUILDING COMPANY

Fletcher Reinforcing[™]
Structured for strength

Cyclone[®]
SINCE 1983



Winter Issue 2013

offcuts

GM Update

These are exciting times for us all!

As you may have heard, Easysteel and Fletcher Reinforcing have joined back together under one team. This gives us the opportunity to grow both businesses and invest in products and services to ensure the on-going high level of service both brands offer. This creates a major steel distribution, processing and reinforcing business and reconfirms our total commitment to the NZ steel industry.

Over time we expect to be able to bring significant synergies from the integrated business but importantly will still maintain strong and distinct brands. Each business will continue to have specialist resource focused on each market's specific needs.

The integration is expected to bring the following benefits for our customers:

- An increase in branch network, in particular for Fletcher Reinforcing
- A broader range of products and services nationwide
- Scale to increase resources and investment in both brands including technical knowledge
- Stronger distribution, procurement and logistics capability

Naturally some changes will take time to evolve. In the short term please be assured your usual contacts are unchanged. If there are changes to this

in the future we will communicate these to you as soon as possible.

We are also celebrating the 90th anniversary of Fletcher Easysteel this year. The company had a solid start in 1923, later becoming part of the wider Fletcher Group and being named Fletcher Steel and Engineering Companies Ltd, in 1954. Fletcher Reinforcing has its roots from this splitting of the companies and so will be celebrating its 60th anniversary in 2014. See the article in this addition with some great images from the Fletcher Archive. We will update you shortly with our exciting plans to celebrate both these milestones.

The Waterview Connection in Auckland is a project that Fletcher Reinforcing has been supplying since its start last year. We have pulled out some key facts and figures from one section, to show the expertise and major project experience that Fletcher Reinforcing brings to the combined business.

Whilst these changes are happening, we will not lose focus on the challenges the market still presents to customers of both brands. The Christchurch rebuild has its own challenges for all of us and I want to reassure everyone that we are committed to investing in both our sites in the city over the coming years to ensure consistency of supply.

So as we enter the Winter period, I want to welcome the Fletcher Reinforcing team and all their customers on board. It



is an exciting opportunity for all involved to create a strong and vibrant company to serve our customers for a long time in to the future.

Best regards,

Marc Hainen
General Manager
Fletcher Easysteel & Fletcher Reinforcing

Case Study – Waterview



The NZTA's Waterview Connection project will deliver 5km of 6-lane motorway through and beneath Auckland's western suburbs, linking State Highways 16 and 20 to complete the city's Western Ring Route by 2017. Delivering the Waterview Connection is the Well-Connected Alliance comprising the NZ Transport Agency, Fletcher Construction, McConnell Dowell, Parsons Brinkerhoff, Beca, Tonkin & Taylor and Japanese construction company Obayashi Corporation.

As part of the approach to the tunnel entrance at the Southern end of the connection, the Alliance designed in the use of Diaphragm Wall construction. This required a varying depth of reinforcing cage as the road approaches the tunnel entrance, ranging from ground level down to 31 metres at the deepest point. Fletcher Reinforcing engaged early with the Well-Connected Alliance to look at providing new solutions for the challenge of splicing

reinforcing steel up to the 40mm diameter that the engineers required. We were able to offer the Ancon BT metric threading system which has been a proven system around the world for mechanical splicing, specifically in diaphragm wall applications in the UK over several years. This built on previous experiences in major infrastructure projects supplied by Fletcher Reinforcing in Auckland. The Auckland team at Fletcher Reinforcing embraced the challenges presented to them by the Alliance and were ready to start supplying finished cages on time in January 2013. At the peak of demand in February, the prefabrication yard in Otahuhu was buzzing with a large team of steel fixers working at speed in order to deliver to the required schedule. Once prefabricated, the cages were a regular sight leaving early in the morning, led by pilot vehicles to escort them through the traffic.

On site, Fletcher Reinforcing supported the Alliance by supplying its own team of steel fixers, removing unnecessary worry on the part of the project managers. Both out at site and back at the production facility, health and safety was a major consideration. Some key learnings were developed through the

project and any concerns were addressed quickly. By April, over 900 Tonnes of New Zealand made Pacific Steel reinforcing bar had been cut, threaded, coupled, fixed and fabricated into over 100 individual cages. The heaviest was 35 tonnes and approximately 31 metres long.

"Fletcher Reinforcing offered the Alliance a total package for this stage of the Waterview connection project. They brought solutions to a very complex design of reinforcing cage and worked with our engineering team at every stage to ensure QA requirements were met fully. Any issues that occurred on site were addressed quickly with a 'can-do' attitude to avoid any negative impact. Even when program timeframes were reduced, the team at Fletcher Reinforcing coped well to adjust resources to ensure the project ran to plan. Overall, this was a well run project by the Auckland team who showed a commitment at every stage to make sure we achieved a result ahead of the original program."

– Matt Zame | Foundation Works Manager | The Well-Connected Alliance



Page 40 of this story is a good one...

Dennis Page commenced work with Fletcher Steel in 1973 and completes 40 years service later this year. Dennis started in the reinforcing division before moving to the position of foreman of the reinforcing shop. When this division closed he moved into the merch store. After being promoted to store manager, he then moved in to the office environment as a phone salesman, following that he became a Territory Manager out on the road, a position he has held for the past 25 years.

Dennis enjoys his time at Easysteel and has worked with many different characters over the years and seen many changes.

His customers have become friends, and it is with many of these people whom he shares a lot of interests outside of his work environment. Dennis enjoys all sports, with his main interest being motor sports, although he finds time for other things such as fishing and gardening. Dennis is the proud owner of a Honda ST 1300 motor bike and is a current member of the Ulysses Motor Bike Club. Dennis enjoys the companionship of his fellow riders, many of whom are customers or people from associated trades with similar interests.



The "Big F" is 90 this year!

Easysteel has its origins in structural steels and steel fabrication, In 1923, as the Vulcan Steel Construction Company, these services were provided for the Fletcher Construction Company during the building of the Auckland University College. On completion of this contract the company continued servicing the needs of Fletcher Construction in structural and reinforcing steel and developing similar services with other customers.

In 1954 as part of a reorganisation of the Fletcher Group, Fletcher Steel and Engineering Companies Ltd. was formed (yes – selling Lathes and Milling machines is part of what we used to do). This was also when Fletcher Reinforcing was split in to a stand alone company. From here the merchandising side of the business has grown into the EasySteel of today and Fletcher Reinforcing has grown in to New Zealand's largest supplier and installer of reinforcing structures.

Still known to many as Fletcher Steel or "the Big F" we have a very proud history, and as we look back over these years through the

records, vision statements, philosophies etc. not a lot has changed.

Steel is our business – Customer success is our success

Our people and their desire to have customers wanting to choose Easysteel as their first port of call is what we are and have always been about.

As we enter the next stage of our company's history, joining back up with Fletcher Reinforcing, we look forward to a bright future being able to offer you a full range of steel products, and supply and install of reinforcing solutions.



FLETCHER EASYSTEEL

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Caption?



Fletcher Steel livery. 1960

Lyttelton Engineering

State Of The Art Plate Rolls Installed At Lyttelton Engineering

Lyttelton Engineering has installed and commissioned a new set of state of the art CNC controlled plate rolls, believed to be the most sophisticated in the South Island.

Supplied by the Turkish company Akyapak, a giant machinery manufacturer, the machine weighs 25 tonnes and can roll 3 metre wide plates up to 32mm thick. As well as cylinders, it also has the capability to create cones, rounded rectangles and ellipses.

The machine has 4 rollers for greater accuracy and due it's size, has been placed in a large pit in the workshop floor to enable the operator to work at the optimum height.

The plate rolls will be used to form shells for a variety of fabricated steelwork including boilers and pressure vessels, tanks, pile casings, land rollers and special architectural shapes.

Lyttelton Engineering is one of the largest and longest established engineering firms in Canterbury, founded in 1953 and employing 80 staff. It specialises in heavy fabrication and machining, boiler manufacture, industrial site work and ship repairs.

For more information please visit www.lytteng.co.nz

Easysteel are proud to be a major supplier to Lyttelton Engineering.



Health & Safety

Easysteel's Golden Rules

Easysteel's **Golden Rules** are the latest initiative by Easysteel's Safety Management team to improve the way we manage risk across the business each and every day.

A Golden Rule is a short statement that articulates the behavioural standards that Easysteel expects ALL employees, contractors, suppliers & visitors to follow to ensure that Critical Risks are managed.

As we work in an environment and operate equipment where a moment's lapse in concentration or inattention to the task could result in serious injuries, we have identified our Critical Risks – these are the risks that could potentially result in a serious injury or fatality. From this we have developed a set of eight rules which we believe if followed will keep our people safe so they make it home at the end of each day.

Critical Risks are often managed by controls that rely heavily on individual actions and/or behaviours and therefore require constant vigilance and focus.

In order to maintain this focus on our Critical Risks, and the behaviours necessary to manage them, we have created Easysteel's Golden Rules.

1. Never work or move under a suspended load
2. Always wear full PPE
3. Never override or interfere with any safety device
4. Only operate equipment you are trained & authorised to use
5. Always isolate damaged or faulty equipment
6. Always report near misses, incidents & hazards immediately



7. Always establish & maintain exclusion zones
8. Always secure & stored items safely

If you remember nothing else remember these!

The team at Easysteel are happy to discuss our Golden Rules with you and how you can implement them in your business. Please contact your local branch for more information.

Profile sockets

Talk to your local Easysteel branch on our current special price* for Profile sockets and Half sockets. Sizes held in stock are as below:

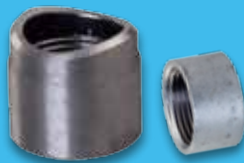
Profile Sockets

Profile Sockets 20NB THR X 40NB Run pipe	Profile Sockets 32NB THR X 80NB Run pipe
Profile Sockets 25NB THR X 32NB Run pipe	Profile Sockets 32NB THR X 150NB Run pipe
Profile Sockets 25NB THR X 40NB Run pipe	Profile Sockets 40NB THR X 50NB Run pipe
Profile Sockets 25NB THR X 50NB Run pipe	Profile Sockets 40NB THR X 65NB Run pipe
Profile Sockets 25NB THR X 80NB Run pipe	Profile Sockets 40NB THR X 100NB Run pipe
Profile Sockets 25NB THR X 150NB Run pipe	Profile Sockets 50NB THR X 65NB Run pipe
Profile Sockets 32NB THR X 50NB Run pipe	Profile Sockets 50NB THR X 100NB Run pipe

Half Sockets

10NB Black Half Sockets	50NB Black Half Sockets
15NB Black Half Sockets	65NB Black Half Sockets
20NB Black Half Sockets	100NB Black Half Sockets
25NB Black Half Sockets	

*While stocks last.



Time Arc 160

DC Inverter MMA Welding Machine

SPECIFICATIONS: The Time Arc 160 is a completely portable DC Arc Inverter welder which has an operating range of 30 to 160 amps and is capable of welding with electrodes 2.0 - 4.0 mm. This machine has a variable amperage control on the front panel. It is supplied complete with a starter accessory kit which includes - welding cables, electrode holder and earth clamp. **Dimensions:** LxWxH 375mm x 155mm x 290mm. **Weight:** 8 kg.

FEATURES: Portable, high efficiency, energy saving and noiseless; Good arc-striking, strong welding penetrability; High Duty Cycle; Weldable thickness 1.5 - 5 mm.

Time Arc 160 Inverter & Blade variable shade 9-13 helmet
\$755* incl GST
 *Until end of July 2013.



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 Fax: 03-343 0320

DUNEDIN
 26 Orari Street
 PO Box 34, Dunedin
 Ph: 03-456 1750
 Fax: 03-343 0320

HAMILTON
 Ellis Street, Frankton
 PO Box 828, Hamilton
 Ph: 07-846 2700
 Fax: 07-846 2708

HAWKES BAY
 1100 Omaha Road
 Hastings
 Ph: 06-873 9036
 Fax: 06-879 6880

INVERCARGILL
 54 Tweed Street,
 PO Box 957, Invercargill
 Ph: 03-211 0696
 Fax: 03-218 2318

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 40 Beach Road
 Richmond, Nelson
 Ph: 03-543 8215
 Fax: 03-544 3118

NEW PLYMOUTH
 50 Corbett Road
 Bell Block
 New Plymouth
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 Fax: 06-755 2099

PALMERSTON NORTH
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