



everyday

OUR STORIES OF STRENGTH



JULY 2013

IN THIS ISSUE:

- › Shifting Into Top Gear
- › New Director Appointed To The Board
- › One Company Supplies The Dairy Industry
- › Hamilton Consolidation Strengthens Local Business
- › Focus On Steel Quality
- › Kicking It With The Crusaders
- › Pulling Our Weight At Mystery Creek
- › Going To New Lengths
- › Steel & Tube Welcomes New Roofing Manager
- › Building A Retail Hub In Kapiti
- › Roofing Capacity Expands In Christchurch
- › New Resource Offers Entire Residential Range
- › Steel & Tube Brings Cable Trays And Ladders To New Zealand
- › New Site Goes Live
- › Publications To Be Revitalised
- › Life Saving Initiative Gets Exposure
- › Trade Shop Competition Winner Announced

“One Company continues to gain momentum and deliver on its promises.”



Shifting Into Top Gear



Health & Safety has always been a primary focus at Steel & Tube and a personal passion of mine. We constantly strive to create

safe environments for our staff, customers, contractors and visitors.

Some time ago, we identified a small number of critical activities within the business that had the potential to cause serious harm or fatalities. This prompted us to develop the *Killers & Life Savers* programme, which highlights the activities and life-saving rules to protect all stakeholders on our sites. Since it launched, several organisations have expressed interest in the programme for their own safety journeys, which we are pleased to support.

One Company, Steel & Tube's transformational project to strengthen and revitalise our business, continues to gain momentum and deliver on its promises. More and more customers are taking advantage of the benefits of One Company and sourcing their complete project, and on-going steel requirements through Steel & Tube. At the same time, we're working to strengthen our product literature and market presence. You may have noticed our major website upgrade and its range of exciting new features. We've also launched a myriad of fresh new product catalogues and data sheets to accompany our products.

Another key aspect of One Company is the consolidation of our facilities in areas around New Zealand. Our newly extended facility in Hamilton enables us to combine our reinforcing, roofing and distribution operations (steel, stainless, piping, chain & rigging and fastenings) onto a single site. The improvements enhance customer convenience and create a base to support

the region's vital dairy industry and other key sectors. Similarly, our supply-chain changes continue to provide better service and greater certainty for customers when purchasing products.

These improvements are particularly important in Canterbury and I'm pleased to report our commitment to the rebuild is stronger than ever. We've expanded the capability of our Christchurch-based wire processing facility to meet demand and similar investments in our commercial roofing and reinforcing operations are on track. However, the rebuild is challenging many industries and the steel industry is no exception. As you may know, the issue of steel quality and compliance to appropriate standards, particularly for imported steel, has raised concerns within some government agencies (read more about this topic in 'Focus On Steel Quality'). This is a serious issue and Steel & Tube works hard to guarantee that each product we supply complies with all relevant codes and standards. Each sheet of seismic mesh, for example, carries a tag linked to its certification, manufacturing and quality control data, which can trace the product long after it has been installed.

Finally, it gives me great pleasure to announce Steel & Tube has entered into a three-year partnership with the Crusaders. We're thrilled to invest in Canterbury people and to associate Steel & Tube with a team that is so closely entwined with the fabric of the local community.

D W Taylor

Chief Executive Officer

New Director Appointed To The Board

We're pleased to announce the appointment of Anne Urlwin to the Steel & Tube Board of Directors.



Anne joins the Board to replace Steve Hamer, Chief Executive of One Steel Distribution at Arrium, who resigned in October 2012 following Arrium's divestiture of its shareholding in Steel & Tube.

Anne is a professional director, chartered accountant and business consultant with

more than 20 years' experience in directorships ranging across infrastructure, technology, health, finance and the primary industries. She is currently Chair of Naylor Love and director of Chorus, Southern Response Earthquake Services and OnePath New Zealand.

As a director, chair and deputy chair, Anne has held non-executive roles with organisations ranging from start-ups to mature enterprises in the private, public and non-profit sectors. She is a member of the College of Chartered Accountants and the New Zealand Institute of Chartered Accountants, and is a Fellow of the Institute of Directors in New Zealand and the New Zealand Institute of Management.

Chair of the Steel & Tube Board, Sir John Anderson, says he is delighted to welcome Ms Urlwin and looks forward to her involvement with the company. He also thanked Steve Hamer for his outstanding service on the Board over a 12-month period.

Anne Urlwin's appointment became effective on 1 June 2013.

The Steel & Tube Board now comprises Sir John Anderson (Chair), Dean Prichard, Janine Smith, Rosemary Warnock, Anne Urlwin and Dave Taylor (Executive Director).

One Company Supplies The Dairy Industry

Steel & Tube has won the contract to supply farming technology giant Waikato Milking Systems on the construction of its new Hamilton premises.

The company says the 3,900m² project is part of a plan to consolidate all its business units onto a single site.

Building on an existing supplier relationship, Steel & Tube approached Waikato Milking Systems and explained how One Company could greatly benefit the project by providing complete, one-stop product solutions and substantial supply chain advantages during the construction of the new premises. The dairy-tech business saw the value of One Company and Steel & Tube's structural steel, roofing and reinforcing products were specified in the construction of the \$12-million project, which is scheduled for completion in November 2014.



This sign outside Waikato Milking Systems' new development on State Highway One near Hamilton publicises the project's main partners.

Steel for Waikato Expressway

Steel & Tube has been engaged to supply crucial steel components to the Ngaruawahia road bridge section of the Waikato Expressway.

The design of the road bridge uses distinctive V-shaped piers to support the bridge's main spans, which are formed using six large structural steel beams. The beams were manufactured in Hawke's Bay using 400t of Steel & Tube's Grade 350L15 steel plate. Each beam is approximately 40m long and weighs over 50t. As well as supplying the plate for the structural components, Steel & Tube also fabricated and supplied an additional 250t of reinforcing steel for the project.

When complete, the four-lane 140-metre road bridge will cross the Waikato River at Ngaruawahia, approximately 18km north of Hamilton. It will be a crucial link in the Waikato Expressway, which is anticipated to become the region's primary transport corridor when it opens in 2019.



Two trucks were required to manoeuvre the first of six structural steel beams for the Ngaruawahia road bridge section of the Waikato Expressway.

Focus On Steel Quality

As concerns mount over the quality of imported steel finding its way into New Zealand, Steel & Tube's attention to quality, consistency and compliance has provided the construction industry with some welcome reassurance.

Steel construction has become a popular solution in the Christchurch rebuild, thanks to new seismic engineering techniques and steel's outstanding performance in the recent earthquakes.

But developers and building owners are being warned to be wary of some steel products fabricated offshore, which may not comply with New Zealand standards for welding, painted coatings and steel compliance. Such products may not only run afoul of a raft of legal, building warranty and compliance issues, they can undermine the value, structural integrity and safety of any project that uses them.

When selecting steel, it is vital to use a supplier that openly provides evidence to prove product is genuine, traceable and compliant, says Peter Donohue, Steel Group Product Manager at Steel & Tube.

"We have systems in place to trace the origin and genuineness of all our steel products, including mill certification providing product grade, mechanical properties, chemical composition and third-party accredited testing laboratory," he says.

He adds that Steel & Tube constantly monitors its supply chain and reviews its compliance processes to ensure the quality, consistency and reliability of steel are never compromised.

By working closely with Steel Construction New Zealand and local and international steel mills, Steel & Tube is leading the distribution chain with supply of steel, mesh and allied products to suit the changing codes and standards, such as the new seismic requirements in the New Zealand Building Code.

"Our ability to offer seismic-rated products to the market along with steel beams, columns, structural-steel sections, reinforcing and mesh that can be certified is critical in the post-earthquake environment," says Mr Donohue.

Ultimately, it is about providing certainty and surety to our customers in the construction industry.

Hamilton Consolidation Strengthens Local Business

In the latest move to strengthen and enhance its national branch network, Steel & Tube has consolidated its three Hamilton facilities into a single, centralised business.

Combining its reinforcing, roofing and distribution facilities enables Steel & Tube Hamilton to offer customers more convenient account management and an enhanced level of customer service. With the businesses now closely aligned under One Company, the move made sense, and the new facility has already begun to see market and operational gains.

"The new single-site is an incredible move forward. We have a great team, a great product offering, great customers and now we have a fantastic new environment," says Dean Reid, Area Manager, Hamilton.

"The key to our success is teamwork. Our team is excited about growth with both existing and new customers as well as penetrating new market sectors."

The Waikato region is heavily focused on primary industries, dairy in particular, but there is also growth within the structural, manufacturing and infrastructure market segments.

"We continue to strive towards becoming the supplier of choice to local industries and we look forward to being the best we can be based on outstanding facilities, excellent products and a strong organisational base."



Steel & Tube has consolidated its Hamilton reinforcing, roofing and distribution businesses into a single new facility.

Super Partners

We're excited to announce that Steel & Tube has a three-year partnership deal with the Crusaders.

Steel & Tube has a long history of commitment to the Canterbury region and the sponsor partnership is an opportunity to support the local community and give something back to the people of Canterbury in a difficult time.

"We are delighted to partner with Steel & Tube," says Crusaders' Chief Executive Officer, Hamish Riach. "As businesses, both the Crusaders and Steel & Tube are well-established brands in the New Zealand market and by partnering we are 'stronger in every way'.

"On behalf of everyone at the Crusaders I would like to thank Steel & Tube for the commitment and support your business has given us. Your support is never taken for granted and I know I speak for all involved when I say thank you for helping to make this 18th Crusade possible. As sponsors, you make the difference."

The Crusaders' winning formula of teamwork and strength in the face of adversity embodies the attitude in Canterbury and reflects Steel & Tube's own One Company culture and dedication to building a stronger city.

"Steel & Tube is totally committed to building a stronger Christchurch and community that has supported us for the last 59 years of business," says Christchurch Area Manager, Dave Allingham.

www.crusaders.co.nz



Kicking It With

Lucky Christchurch children had the chance to meet players from the Crusaders and develop their game at Steel & Tube's recent Crusaders Kids' Skills Session.

The evening was a fantastic opportunity for the families of Steel & Tube's customers and staff to spend time with players from the Crusaders and participate in fun skills' sessions where players shared training tips and drills to help the kids improve their game.



Israel Dagg leads his team through the under/over drill.

The skills' sessions proved very popular, with Crusaders Israel Dagg, Sam Whitelock, Luke Romano and Robbie Fruean – three of whom are current All Blacks – put the children through their paces leading in warm-up and ball-skill exercises. Kids of all ages also had the opportunity to ask the players questions, collect autographs and pose for photographs with their heroes.

"Thank you for a great night," says Bruce Jessep from AgResearch in Christchurch, who attended the evening with his son Charlie. "It was a great opportunity for big and small kids to rub shoulders with some Crusaders – they're a great inspiration and ambassadors for rugby. Charlie enjoyed it very much."



The question and answer session provided a great opportunity to find out what gives the Crusaders an edge and what they have for breakfast!

The Crusaders



Above: Burgers and ball drills made for lots of smiles.
Below: Luke Romano signs autographs for his smallest supporters.

As well as the Crusaders, Steel & Tube put on other attractions to keep the kids entertained, including face painting and a barbecue with burgers, lollies and cool drinks to keep them full of energy. Each attending children also received a goodie bag and there were several spot prizes given away on the night.

Nearly 220 people attended the two-hour event, which was held earlier this month at Middleton Grange School in Christchurch's central suburbs, with 114 children aged from 5 to 16 years taking part in the evening's event. While the kids enjoyed themselves, it was a great opportunity for Steel & Tube staff to engage socially with customers and give something back to the local community.

But, as much as everyone enjoyed the evening, it was particularly special for two young attendees. Finley and Rowan celebrated their birthdays with a 'team' photo taken with Crusaders' players.

"Thank you for a fantastically run and well-organised event, and especially for going the extra mile for Rowan's birthday," says Marcus Davison from piping-services company Purge Rite. "It meant a lot to him and I don't think I have ever heard the phrase, 'This is the best birthday ever!' said so many times in one night."



Young Crusaders' fans paint their faces in the traditional red and black. **Right:** Finley Ocheduszko-Brown celebrates his birthday with the big boys of rugby – from left, Sam Whitlock, Robbie Fruean, Israel Dagg and Luke Romano.

Pulling Our Weight At Mystery Creek

Steel & Tube drew thousands of visitors to Hamilton's Mystery Creek last month to attend our Fieldays exhibition and witness the sheer strength and power of the tractor pull competition.

The largest and most important agribusiness event in Australasia and the 45th annual New Zealand National Agricultural Fieldays was packed with a range of new products and technologies and attracted more than 125,000 visitors.

Steel & Tube had a strong presence at the event again this year. Visitors to our exhibition area had the opportunity to check out a wide range of new and existing rural products, discuss their requirements with our team and in the comfort of our marquee.

Always a crowd favourite, the Steel & Tube Tractor Pull competition put on another impressive display with plenty of mud, noise and grunt to keep visitors and families entertained. For the first time, a new Tractor Pull Corporate Challenge event also gave exhibitors the opportunity to get behind the wheel and test their skills. In a hard-fought contest, Steel & Tube edged into first place with drivers Aaron Navanau from our roofing team in Hamilton, Chris Smith from Oikoumene Forest Ltd and Nathan McBeth from our National Merchant team, nosing ahead of Husqvarna in second and Gough in third places.



The **Steel & Tube Tractor Pull** was a roaring success at Fieldays this year with exhibitors behind the wheel of these heavily modified monsters.





Dwayne Pipe



"Can you guess Dwayne Pipe's weight?" Back-of-the-programme calculations and mental gymnastics paid off for five lucky winners.

Guess Dwayne Pipe's Weight Competition

Another popular attraction this year challenged visitors to correctly guess the weight of Dwayne Pipe. A strong, dependable type, Dwayne cut a striking figure outside the Steel & Tube marquee in gumboots, signed Chiefs' jersey and bespoke headwear courtesy of Steel & Tube's clever chain & rigging machinists. The competition was fierce and amazingly accurate, with five winning entries less than 200 grams shy of Dwayne's 25.98-kilogram weight.

The following winners at 26kg can redeem \$500 worth of Steel & Tube products from their local branch:

- › Name withheld – Waiuku, Auckland.
- › Karl Steiner – Rotorua.
- › Arvind Lahoty – Auckland.

We decided each of the following entries were so close they deserved a prize too:

- › Kevin Thompson – Wairarapa.
- › Antony Reymer – Ohaupo, Hamilton.

***Congratulations** to all our competition winners. If you missed Steel & Tube at Fieldays this year, you'll have another chance to join in the excitement in 2014.*

Mystery Creek Fieldday Facts

- › One of the world's premier agricultural and agribusiness expos.
- › Held at Mystery Creek Event Centre, Hamilton.
- › 12-15 June 2013 – 4 day event.
- › 2013 was the 45th year of the event.
- › There are 98 acres of exhibitions.
- › There were 125,000+ visitors in 2012 and 125,127 in 2013.
- › Theme 2013 "Getting Down to Business in the Global Economy".





Mark Waterman joins Steel & Tube as National Manager, Roofing.

Steel & Tube Welcomes New Roofing Manager

Steel & Tube welcomes Mark Waterman to his new role as National Manager, Roofing.

Mark joined the company in January 2013 and is based at our roofing National Support office in Highbrook, Auckland.

Mark began his career in steel in Australia with John Lysaght Ltd and Metal Manufactures Ltd. He moved

to New Zealand in 1991 to join Fletcher Challenge Ltd before moving on to the Warehouse Group and PlaceMakers, where he spent the last 12 years as a joint-venture owner-operator and in other senior management roles.

“It’s an exciting time to be joining Steel & Tube,” says Mark. “I am very much enjoying working with the company’s roofing team across the country and meeting with our customers.”

Going To New Lengths

All the elements of Steel & Tube’s One Company approach came together to deliver one of our biggest roofing projects ever.

When Goodman Property wanted a high-quality roofing solution for the construction of a major new 1,400m² warehouse and distribution centre for Mainstream Freight, several aspects of our business got involved.

Our National Support roofing team worked closely with the project architect, Jonathan Walker, to check the design and

ensure we could transport the length of material required, while the critical planning, production and delivery phases of the project were managed by the Auckland roofing team.

The roofing specification required our new ST963 roofing profile to be produced and delivered in several lengths, with the longest sheets reaching over 42 m. Some materials also specified Mainstream’s brand colours, so we co-ordinated directly with NZ Steel to source and apply the correct paints for the project.

The team also worked with Kiwi Roofing to co-ordinate the supply and fit of the materials and arrange transport requirements with the local roading authorities. We also involved long-length transport specialists, Multi-Tranz, who used a jinker (self drive/steer unit under the trailer) because of product length. Each pack of four sheets weighed just under a tonne, which meant that several trips and a crane were required to unload the materials

on site. The process took a great deal of planning and Health & Safety was paramount to ensure everyone remained safe while the operations took place.

Thanks to the efforts of the Auckland roofing team and Steel & Tube’s One Company approach, the project was a complete success, from the tender process last year, through to the planning, production and logistics of delivering the materials to the site. The team are rightfully proud of their achievement and, as a result of their work, we have now secured larger project requiring even longer roofing lengths.



To find out more about ST963, visit www.steelandtube.co.nz



Building A Retail Hub In Kapiti

A major new retail development presented a challenge to Steel & Tube's production and logistics capability in Wellington.

The Kapiti Landing Business Park is one of the most significant economic developments on the Kapiti Coast for several years. The Paraparaumu-based retail complex is anticipated to attract several big-box retail outlets and numerous smaller chain stores, and to create around 8,000 new jobs in the region.

Steel & Tube has worked closely with the development since the launch of the Business Park, a relationship that includes the latest project – a 6,700m² structure to house a New World supermarket, Smiths City, Kitchen Things and two other retail outlets yet to be announced.

"For this particular project, we supplied everything – the netting, paper, insulation, fasteners, roofing, cladding, everything that they needed," says Danie Mars, Steel & Tube's Roofing Manager, Wellington. "However, there were a few interesting production and logistical challenges for the team along the way."

He says that with just under 7,000m² of roofing and 3,000m² of cladding, the building required a significant volume of steel.



From left: Mark Waterman, S&T National Roofing Manager; Danie Mars, S&T Wellington Roofing Manager; Craig Grant, Premier Roofing; Clifford Fergusson, S&T Wellington Despatch Officer.



Steel & Tube and Premier Roofing at the Kapiti Landing Business Park's latest big-box retail development. Note the boom and spreader bar used to protect the long roofing lengths during lifting.

"The project specified one of Steel & Tube's ColorSteel® roofing profiles called ST7, which we could manufacture in Wellington and truck up to Paraparaumu," says Danie. "However, because it contains a large supermarket, the building required sheets that were 27m long. That's one of the longer sheet lengths we've produced on our roll-former in Wellington."

Prior to delivery, the team adapted the load bays of the transport vehicles to accommodate the size and volume of the sheets and arranged special road permissions and pilot-escort vehicles because of the extra-long load lengths.

"Then, when we got to the site, we used a lifting boom to spread the load along the length of the sheets to protect them from damage," he says. "That meant using a very wide spreader bar extended to its maximum to cover as much of the length as possible. Every sheet was eventually lifted and placed without a problem."

The Wellington team completed production and delivered its last load of major components and roofing materials to the site in April and the building is on schedule to open to its retail tenants in the coming months.

"It has been by far the biggest project going on in the Wellington region at the moment," says Mr Mars. "It has been a fantastic project to work on and I feel very lucky to have been involved."

Roofing Capacity Expands In Christchurch

A new dual-level roll-forming machine to be installed at Steel & Tube's Christchurch production facility will expand our capacity to manufacture metal roofing profiles for the Christchurch rebuild.

The investment comes in response to Canterbury's growing demand for high-quality steel roofing products, such as Steel & Tube's new versatile commercial profile, codenamed ST963.

Especially designed to resist stresses at the top of the rib, increase stiffness and resist buckling, ST963 is easier to work with and offers a wider cover-to-strength character than any comparable profile on the market.

The new plant is scheduled to begin production of ST963 and ST900 (another commercial profile) in the coming weeks and is part of a substantial investment to strengthen Steel & Tube's wire-processing, roofing and reinforcing capability in the region.

New Resource Offers Entire Residential Range

Steel & Tube's full range of residential products has been captured in a single, easy to use resource.

Designed as a handy one-stop reference, the Stronger Homes brochure provides must-know information about Steel & Tube's complete range of residential solutions.

The brochure offers a concise summary of compliance, reference and recommended usage data and enables customers to quickly select the most appropriate product for their purpose. The resource will appeal to architects, designers, building professionals and anyone else looking for a wide range of compliant product from a single supplier with a track record for providing high-quality materials and expertise.

A special version of the brochure has been released for the construction industry in Christchurch, emphasising the strength of Steel & Tube's capability in the region.

Steel & Tube has a long history of supplying steel products to the New Zealand residential construction industry and we have grown and evolved our range to meet the requirements of our customers and increasingly stringent building standards. With over 55,000 products and more than 700 staff based at 40 locations nationwide, Steel & Tube can supply all steel requirements for residential construction.

To request a copy of the brochure or to discuss our residential offering further, contact our team on **0800 478 335**. Alternatively, you can pick up a copy from your local Steel & Tube branch or download it from www.steelandtube.co.nz/publications/S&T_Residential_Product_Solutions_2013



Steel & Tube Brings Cable Trays And Ladders To New Zealand

EzyStrut

Steel & Tube has introduced an innovative range of cable trays, pipe supports and wire suspension systems into the New Zealand market.

EzyStrut manufactures a comprehensive range of strut, cable and support systems for the commercial, industrial electrical and plumbing industries. As Australian market leaders, EzyStrut has entered an exclusive agency agreement with Steel & Tube to bring their complete product range to New Zealand.

"Steel & Tube customers will already be familiar and have worked with competing products for many years," says Jared Cottle, National Specialist Pipe & Cable Supports. "However, by bringing EzyStrut's range of cable trays, mesh baskets, ladders and other products to New Zealand and combining them with our innovative range of Sikla support systems and Zip-Clip wire suspension systems, we have created a truly remarkable combination and a real point of difference in the New Zealand market."

Whether your project requires a light-duty product to support a number of smaller cables, such as data cabling, or a medium-to heavy-duty solution for power or mains cables, Steel & Tube now offers a complete cable-support solution to accommodate every application.

New Site Goes Live

Steel & Tube has released major upgrade to its online presence.

The new website has been completely redesigned and rebuilt as a gateway to Steel & Tube and is a major resource for all users to access a variety of refreshed content, plus several new interactive components designed to make the site easier to use.

The single new website emphasises Steel & Tube's unified approach under One Company and makes it much easier to locate the latest information about our products and services, industry expertise and national branch network.

As well as a complete brand overhaul, navigation has been greatly improved and a powerful new search function targets the most relevant results and provides direct access to technical information embedded in our product documentation library. Simple news and alerts on the homepage make it easy to learn about our latest product and service developments.



We have also launched a dedicated investor centre. Linked to the New Zealand Stock Exchange, it tracks how we're performing as a top-50-listed company and provides a single location for investors and customers to access corporate publications and other management and governance materials.

The site's fundamental rebuild combined with the new tools and technical information ensure it to be a valuable resource for our customers.

Visit our website to see what's new – www.steelandtube.co.nz

Publications To Be Revitalised

Hot on the heels of its new website launch, Steel & Tube has announced a programme to refresh its publications.

The process will review and update Steel & Tube's extensive range of print and online publications, including product catalogues, service offerings, technical guidelines, discussion documents and corporate communications.

As well as aligning the literature with our new brand, the changes will introduce a range of improvements designed to strengthen the literature with the latest technical data and enhance usability to make it much easier for customers to quickly access the information they're looking for.



The first documents to undergo the renewal process are completed and have already been released onto the new Steel & Tube website, with the remaining publications expected to be completed by the end of the year.

Offered in galvabond steel as standard, the range is also available in other finishes, including hot-dipped galvanised, zinc plated and powder coated, as well as 316-grade stainless steel and aluminium, all manufactured to comply with the latest Australian and New Zealand standards, and held and stocked in New Zealand.

EzyStrut have an onsite galvanising bath at their manufacturing plant in Adelaide, enabling Steel & Tube to bring product into New Zealand already hot-dipped galvanised. With no additional processing by a third-party galvaniser, this creates a huge advantage for our customers and a competitive edge in the market.

For more information and to view the load capability, simplicity and versatility of the EzyStrut range, visit www.steelandtube.co.nz.



Life Saving Initiative Gets Exposure



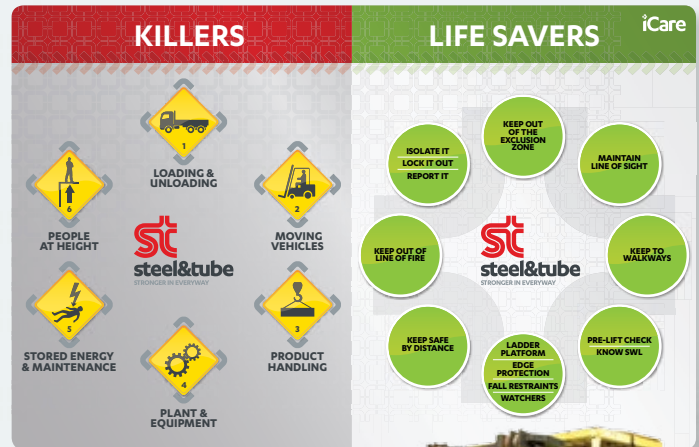
The success of Steel & Tube's *Killers & Life Savers* programme has attracted the attention of external organisations.

National infrastructure operator KiwiRail proactively approached Steel & Tube to learn more about the programme as they were considering developing something similar for their own safety systems.

At the invitation of the Accident Compensation Corporation (ACC), the programme was also presented at a recent ACC employer's seminar, which attracted over three hundred registrants.

Now approaching its first anniversary, the *Killers & Life Savers* programme was developed by Steel & Tube in response to six activities within the business that carry the greatest potential to kill or cause severe irreversible disability. Designed to have a strong impact, the programme uses straightforward language and striking graphics to identify hazards and enforce a set of rules to mitigate them – the so-called killers and lifesavers. It is a key element in a much wider culture of health and safety encouraged by our organisation.

Steel & Tube will respond to all enquiries about the programme, which have ranged from requests for a copy of the programme's literature to discussions on the development and implementation process.



Walletcards offer constant reminder of the programme messages.



Jim Hughes, Steel & Tube Area Manager – Palmerston North presenting Damian Mulchay – Director of Total Sheetmetals with his new iPhone 5.

Trade Shop Competition Winner Announced

Congratulations to Total Sheetmetals from Palmerston North, winner of Steel & Tube's inaugural national Trade Shop competition. The winning company receives a new Apple iPhone 5.

The competition ran in selected Steel & Tube Trade Shops around the country and was drawn by Dave Taylor, Chief Executive of Steel & Tube, on 21 June. A second national competition is now underway, with all customers who spend \$100 or more on selected products at Steel & Tube in-store from 15 June – 15 July eligible to enter the draw.



PO Box 30543
Lower Hutt 5040
+64 4 570 5000
www.steelandtube.co.nz

Contact us

Please contact your Account Manager, local Steel & Tube office or email info@steelandtube.co.nz

For specific locations and phone numbers, please visit our website.