



everyday

OUR STORIES OF STRENGTH

OCTOBER 2015

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“When combined with the expertise and dedication of our staff, I’m proud to say that Steel & Tube’s manufacturing capability now sits at the forefront of the New Zealand steel industry.”



In August I had the privilege of escorting Prime Minister John Key and more than 100 of our key customers on a tour of our flagship new Savill Drive processing facility.

For more than 90 minutes the Prime Minister spoke to customers and staff, asked questions about our products, and inspected the new plant and equipment. He was clearly impressed by our staff, the range of capabilities, and the many ways in which our products are used in the country’s most iconic building and infrastructure projects.

The opening of the new facility marks a key milestone in the \$30 million reinvigoration programme designed to extend our distribution and processing capabilities, improve efficiency and enhance customer service.

The programme began with the opening of our new purpose-built Palmerston North complex, which saw processing, distribution and stainless operations come together under one roof, and continues with the completion of our Highbrook and Savill Drive facilities in Auckland.

When combined with the expertise and dedication of our staff, I’m proud to say that Steel & Tube’s manufacturing capability now sits at the forefront of the New Zealand steel industry.

At the same time, we’re also expanding our capability, product and service offering through acquisitions: in August S&T completed the acquisition of Manufacturing Suppliers Ltd (MSL), also known as Fortress Fasteners and, in September, Canterbury-based Aquaduct NZ Ltd, which manufacture large bore long length polyethylene pipe.

These acquisitions complement our 2014 purchase of the company that now trades as S&T Stainless and enrich our overall product offering.

In the coming months, our customers will increasingly be able to benefit from a stable of best-in-class S&T companies with an extended product and service offering. It’s about making it easier for you to do business with us.

Both the reinvestment and acquisition programmes are components in a broader, long-term strategy to grow and position S&T as a viable and sustainable kiwi business for the future.

As experts in our field, we pride ourselves in being able to offer a consistent customer experience, advising, sourcing and supplying your complete project and ongoing steel requirements. Evidence of this can be seen in several iconic building and infrastructure projects around New Zealand.

For example, S&T’s expertise and supply chain capability helped fabricate the stunning 14-metre stainless steel façade on New Plymouth’s Len Lye Centre, one of the most iconic pieces of architecture in the country. Our innovation and technology also ensured we played a key role in Auckland’s Waterview Connection project, one of the country’s largest and most complex infrastructure developments. And the current redevelopment of Burwood Hospital is the largest public health project in this country’s history.

We are excited and extremely proud to be a part of these projects and to do our bit to support New Zealand’s economic growth and development. The success of these projects, and the ongoing investment and reinvigoration strategy that supports them, is clear in our strong 2015 financial results.

Throughout the year, the business continued to maintain its earnings, an outcome which is particularly pleasing given the economic challenges of the second half of the year. It is positive momentum we mean to maintain through the coming year.

On behalf of S&T, I would like to thank you for your ongoing support and business throughout 2015. As our long-term strategy and investments begin to bear fruit, I look forward to continuing to provide you with innovative solutions, so that together we may help grow, sustain and revitalise the cities, towns and communities in which we live.

Dave Taylor
Chief Executive Officer



Steel & Tube Acquires Leading Fastenings Business

Steel & Tube completed its acquisition of Manufacturing Suppliers Ltd (MSL), also known as Fortress Fasteners, and related companies in August.



“This acquisition is consistent with our strategy of consolidating our position in existing markets and growth through acquisitions,” says Dave Taylor, CEO of S&T.

“In acquiring MSL we can further extend our business as New Zealand’s pre-eminent fastenings company, providing expertise and a wider range of specialist steel knowledge and solutions to all sectors of the New Zealand economy.”

The acquisition complements the purchase of Tata Steel (Australasia) Ltd in April 2014, which has now re-branded as S&T Stainless.

He adds that the acquisition of MSL is great news for S&T’s customers, who will benefit from a stable of

best-in-class S&T companies with an extended product offering and combined purchasing power.

However, it will be business as usual for MSL, which will continue to operate under its own brand from all of its existing locations.

MSL is one of the largest fastenings companies in New Zealand with eight branches nationwide, around 100 employees, and over 10,000 product lines. It enjoys a strong following within the manufacturing and building industries and is backed by its Fortress brand, which has earned a reputation for quality and reliability.

“The acquisition is a good fit for both companies,” says Dave, “and we’re looking forward to taking our business to a new level.”

Revenue Breaks \$500m Barrier

Steel & Tube continues its steady upward trajectory, with the latest results reporting a record lift in sales. **The key full-year results to 30 June 2015 are:**

\$502m	\$21.4m	\$33.3m	\$23.9m	\$0.10
REVENUE INCREASED	PROFIT AFTER TAX	EARNINGS BEFORE INTEREST	NET OPERATING CASH FLOW	FINAL DIVIDEND
14 percent to \$502 million, compared with \$441 million in 2014	Increased 20 percent to \$21.4 million, compared with \$17.9 million in 2014	And tax (EBIT) increased 24 percent to \$33.3 million, compared to \$26.8 million in 2014	Increased 94 percent to \$23.9 million, compared to \$12.3 million in 2014	Increased to \$0.10 per share, compared to \$0.09 in 2014

The results show the business continues to maintain its earnings and revenue momentum.

Dave Taylor, CEO of S&T, says this is evidence of the company’s ongoing reinvigoration strategy, strengthening its core business and operational excellence through strategic investments.

“The results are particularly pleasing when viewed against the economic challenges of the second half of 2015, which saw overall growth moderate, ongoing volatility in the global steel environment and a softening of raw material and finished steel prices,” he says.

“Despite these issues, construction continued to perform strongly and our stainless business achieved as we expected. I’m also pleased with the quality of the company’s recent acquisitions, which further strengthens our product and service portfolio for customers,” he adds.

“S&T remains in very strong shape and we look forward to taking the business to a new level in 2016 and beyond.”

Detailed financial results and performance analysis can be found in the 2015 Shareholder Review, which is available at www.steelandtube.co.nz/investor/report/annual.



Young Crusaders fans learn from the professionals at the 2015 Crusaders Kids' Skills Session.

Kicking It With The Crusaders

Lucky Christchurch kids test their ball skills with the professionals.

Steel & Tube invited staff and customers from around the Canterbury region to bring their children along to the 2015 Crusaders Kids' Skills Session.

A large group including kids aged between 3–16 years, attended the early evening event, which was held at Addington Raceway's Spectators event centre in Christchurch. Now in its third and final year, the Skills Session continued to be a huge hit with kids and their families, and is a highlight for S&T staff who took part.

The fun event was a chance for kids to meet some of the Crusaders, ask questions, pose for photos, collect autographs and test their skills in a lively outdoor training session with the players. It was also a great opportunity for S&T staff and customers to share experiences outside their professional environments.

Six players – Israel Dagg, Johnny McNicholl, Matt Todd, Scott Barrett, Tom Taylor and Tom Sanders – ran the kids through a series of drills designed to sharpen line-out, agility and ball handling skills.

The question and answer session also proved popular, with the players fielding some curly questions from kids keen to learn more about their heroes. Face painting and goodie bags were available, and food and drinks kept everyone's energy levels high.

Several prizes of a Crusaders jersey or rugby ball signed by the players were also drawn on the night.

The prize winners were:

Jersey winners

- › Neil Grant (Christchurch Ready Mix)
- › Darren Kerr (JB Joinery)

Ball winners

- › Andy Broomhall (Think Water)
- › George Stevenson (Structure Wise)
- › Damien Cook (Spanbuild)

For a glimpse at the young Crusaders fans in action, check out this short video of the event <http://steelandtube.co.nz/corporate/news/2015/kicking-it-crusaders-2015>.



Focus On The Future

Three years of property planning and investment comes to fruition as Steel & Tube prepares for the future.

Steel & Tube has reinvested in several new and updated facilities as part of our long-term strategy to reinvigorate and enhance efficiency, ensure best-practice and strengthen our core business.

The \$30 million reinvestment programme provides S&T with state-of-the-art equipment and enhanced processing, manufacturing and supply chain capabilities that enable us to deliver unparalleled customer service and the best steel products and solutions in the country.

This year, the reinvigoration programme saw the launch of three purpose-built facilities – two in Auckland and one in Palmerston North.

Prime Minister opens flagship facility

New equipment greatly enhances capability as Auckland's flagship Steel & Tube site opens for business.

Prime Minister John Key joined staff and more than 100 key customers at the opening of S&T's new flagship facility – the Savill Drive wire, reinforcing processing and rural bulk store plant in Auckland.

Dave Taylor, CEO of S&T, and Roger O'Neill, General Manager of Processing, escorted the Prime Minister and his entourage on a tour of the high-tech operation. Mr Key viewed processing activity on the new Austrian EVG Model GE 12 mesh welder, a new Italian shearline, an off-coil bender and the ladder machine used for the Waterview

Connection project, and several other significant pieces of machinery.

"It is great to have you with us today to celebrate the opening of this building. Its completion marks a key milestone in our \$30 million reinvigoration programme to develop a range of operational capabilities and efficiencies that deliver an improved level of service for our customers," said Dave Taylor.

"It is tangible evidence of our strategy to grow and position S&T as a viable, sustainable business for the future; one that is fully able to support the Government's ongoing commitment to infrastructure development.

"Our latest-model mesh welder enables us to expand our mesh range to include seismic and specialist construction meshes, which could previously only be produced at our Christchurch facility," he said. "It is an exciting addition to our operations, which future-proofs our capacity to service the North Island's expanding construction requirements."

The Savill Drive facility consolidated two existing Auckland-based wire and reinforcing processing plants on Maurice and Cryers Roads under one roof in Otahuhu. The company carefully designed the purpose-built 10,000-m² building to maximise floor area and streamline the logistics of storage, manufacturing and transport spaces. Raw product arrives at one area of the building and moves through the processing lines in a workflow designed to optimise handling and increase capacity.

The new Italian shearline system, with advanced reinforcing steel shearing capabilities, also underpins S&T's capacity for expected growth volumes in the residential, civil and commercial infrastructure sectors over the next five years.

"With the opening of this facility, we're very proud to boast that S&T's manufacturing capability now sits at the forefront of the New Zealand steel industry."

Three join in Highbrook

S&T maximises efficiency by bringing coil, purlins and roofing closer together.



S&T gave its Auckland-based purlins and coil processing plants a new home in March, with full plant installation near completion. The new purpose-built facility sits next to our existing hub of roofing operations on Business Parade North in the Highbrook Business Park.

The new facility's location was chosen for its proximity to key transport routes and other S&T operations that enable us to optimise our warehousing and supply chain logistics.



Prime Minister John Key opens the new facility and spends time with S&T staff.

This year, the reinvigoration programme saw the launch of three purpose-built facilities – two in Auckland and one in Palmerston North.

We also redesigned the manufacturing plant from the ground up. Our new automated production and handling systems, along with investment in higher-performance equipment sets the platform for the future.

In part, that gain comes from a new US-built Red Bud slitting line, which operates at double the speed of older machines and produces a higher-quality finished product with a significant improvement in efficiency. Hands-free threading also means operators can automatically feed coil into the machine without touching the material, a key safety consideration.

“The market is constantly looking for improved product quality and advanced quality assurance systems with reduced lead times,” says Roger O’Neill, S&T’s General Manager of Processing. “We expect to see a steady increase in demand for coil slitting over the next five to ten years. The Red Bud allows S&T to meet that demand, respond to shorter lead times and expand our product range and quality.”

He adds that the new Highbrook site reflects S&T’s commitment to innovation, customer

service and whole-of-product solutions, and helps ensure we remain New Zealand’s leading steel supplier.

Built on trust

A high-spec new facility in Palmerston North builds on relationships with the local community.



S&T consolidated its Palmerston North-based reinforcing, distribution and stainless steel operations into a new building in just seven months.

The new facility is also a testament to the depth of S&T’s product portfolio – from the reinforced foundations to the high-strength metal roofing, it’s built exclusively from S&T product.



The 6,200 m² facility includes six 8 tonne gantry cranes, and the chain and rigging operation features a mobile loading and off-loading wire rope unit that provides a faster, less labour intensive service that is safer to operate. The building also features a daylight harvesting system, which reduces energy consumption by dimming electric lighting when natural light is available.

“The larger facility has the space and equipment we need to handle product more efficiently, while the convenient, open-plan administrative areas provide staff and customers with new opportunities to interact and build relationships,” says Jim Hughes, Area Manager of Palmerston North.

“Our new location, still in the heart of the industrial area with good traffic flow, means customers can more easily access our nationwide capabilities while taking advantage of local and specialised knowledge.”

New Trade Shops Offer Best-in-class experience

Customers who visited one of Steel & Tube’s new facilities may have noticed another element in our property improvement plans – upgraded Trade Shops.

These purpose-built environments provide customers with the best-possible experience. We used the latest industry research to improve store layout, introduce consistent signage and branding, and provide easier and more convenient access to a wider range of products and services.

Each Trade Shop offers its own mix of trade-show and retail-based design, with physical displays that enable customers to handle a range of popular and high-value products. A team of trained customer service staff is available to assist customers with any technical or logistical queries they may have.

S&T plans to upgrade Trade Shops when sites are refurbished across the country including our smaller, regional S&T sites, but we selected a few locations, including those undergoing a substantial

upgrade and refit, to pilot the new design. Two of these locations – Palmerston North and Nelson – serve as our flagship stores, where we enhance and fine-tune the customer experience even further.

We’ll use these stores as a blueprint to guide our design, layout, shelving, signage, staff training and product display decisions as we upgrade our other locations in the coming months.



TradeShop

Rural Events Reach Thousands

Steel & Tube exhibited at the New Zealand National Agricultural Fieldays®, Central Districts and Southern Fieldays again this year, rural events which attracted thousands of visitors.

The popularity of New Zealand National Agricultural Fieldays® continues to grow. Now the largest agri-business event in the Southern Hemisphere, the event drew more than 1,000 exhibitors and over 126,000 visitors to Hamilton's Mystery Creek Events Centre during the course of the four-day event.

Once again, S&T was a prominent sponsor and exhibitor, with an extensive range of rural products for visitors to check out, including roofing, steel, stainless steel, chain and rigging, and our range of Hurricane products. Our team of experts were also on-hand to answer questions, discuss requirements and provide advice for a range of rural solutions, including gates and fencing, pipe and fittings, and roofing and cladding used on sheds and other rural buildings.



The tractor pull and fencing competitions, which S&T were proud to sponsor again in 2015, proved very popular and delivered an impressive and captivating spectacle that kept families entertained throughout the event.

‘Dwayne Pipe’ reprised his role outside the S&T exhibit, although he’d added a few pounds since last year. The ‘Guess Dwayne Pipe’s Weight’ competition attracted 147 entries and was won by 10-year-old Kade Robinson, whose guess was just 300 grams shy of Dwayne’s 190.3 kg.

South Island alternative

While it lacks the sheer scale of its northern counterpart, the South Island Agricultural Field Days is equally important to our mainland customers and is an impressive occasion in its own right.

This year, the biennial event attracted more than 400 exhibitors and over 27,000 visitors to Kirwee in a three-day period.

S&T was there again this year, with a wide range of rural, fencing, roofing, chain and rigging, steel and stainless steel products on display. We also provided Hurricane wire product to support the ‘All About Fencing’ competition, which showcased fencing equipment and techniques from several New Zealand suppliers.

The highly competitive event was a great opportunity to demonstrate the use and capabilities of our Hurricane range.



Always popular with families, the S&T tractor pull and fencing competitions attracts hundreds of spectators to this year’s New Zealand National Agricultural FieldDays®.

These events provide S&T with a unique opportunity to engage with our rural customers, promote the quality and diversity of our products and solutions, and build relationships with the rural business community and the rural sector in general.

Many of our customers also choose to exhibit at these agri-business events, which are a wonderful opportunity for S&T to provide them and their customers with additional support, technical advice and expertise.



S&T shared exhibition space at the South Island Agricultural Field Days with Heartland Sheds in their new 25 metre facility, which was built using products from our rural roofing and cladding range.

Collaboration Yields Unique Design Solution

An adaptable product and bespoke design solution meet Whakatane Hospital’s strict refurbishment requirements.

Whakatane Hospital campus has seen ongoing enhancements over the years, but some of the buildings require significant overhaul and seismic upgrades to meet current New Zealand building standards.

A new hospital redevelopment – codenamed ‘Project Waka’ – includes the refurbishment of some existing structures, and the construction of a new hospital building on the Whakatane campus.

S&T provided an extensive pipe support solution for the refurbishment based on our versatile range of Sikla support products.

sikla

The project presented a particular challenge because of the need to retro-fit the system in the hospital’s main pump room. Our technical team worked with Sikla’s engineers to design a bespoke framing system that complies with the hospital’s load-bearing specification and stringent seismic requirements, and is compatible with the pump room’s modified environment.

“Our customers love the adaptability of Sikla’s Framo 80 modular support system. It’s Meccano-like bolted assembly minimises the need to fabricate supports, which reduces on-site assembly time,” says Jared Cottle, S&T Product Manager for the Sikla range. “Framo’s bolted construction also allows easy on-site adjustment, removing any requirement for off-site fabrication – it’s a very versatile solution.”

He says that the ability to provide value-add solutions that meet customers’ specific requirements, in this case by collaborating with Sikla’s engineering team, is very satisfying.

“It’s about working with them, understanding their needs and helping them achieve their goals,” says Jared.

Building A Work Of Art

The design of an iconic new art centre pushed Steel & Tube's stainless steel capabilities into uncharted territory.

The Govett-Brewster Art Gallery in New Plymouth has a stunning new addition.

The Len Lye Centre is a multi-million-dollar complex dedicated to New Zealand artist Len Lye. The Centre provides new facilities to display and curate the gallery's large collection of work by the artist, who was renowned for his painting, kinetic sculpture and experimental films.

The international significance of the collection called for a gallery befitting the powerful and memorable experiences generated by Lye's art and ideas. Like his work, it had to be an exploration of innovation and technology.

The lead contractor asked S&T to work with a handful of expert fabricators and installers to bring the building to life. S&T products were used throughout the build, from the foundations, floor slabs and structural walls, to the unique exterior.

Around 200 tonnes of reinforcing bar, mesh and steel were used to construct the building's foundations and internal structural. S&T also supplied over 560 m² of ComFlor® composite steel deck flooring system, which offers the extended floor spans and open spaces the centre needed to develop and display Lye's larger kinetic sculptures.

However, by far the biggest challenge was the Centre's most visible tribute to the artist – a stunning 14 metre high stainless steel façade. The design called for 540 sheets of mirrored stainless steel, at sheet widths wider than manufacturers anywhere in the world could produce.

"In the early days of the design we worked closely with the fabricator as alternative finishes and grades were considered. Our team assisted with much of the technical know-how," says David Van Beusekom, S&T Stainless Product Manager.

The striking stainless steel façade of the Len Lye Centre in New Plymouth.

The lead contractor asked Steel & Tube to work with a handful of expert fabricators and installers to bring the building to life.

"We then collaborated with manufacturers in the UK, Japan and Taiwan, to secure a supply of stainless in the lengths we needed," he says.

The result, which formally opened to the public in July 2015, is a sophisticated and attractive building that mirrors Lye's spirit of light, movement and technology.

"It is an iconic piece of architecture and one S&T is very proud to have helped make possible."

For more information on the Len Lye Centre, visit www.govettbrewster.com.

Updated Brochure Aids Residential Construction

Steel & Tube's range of residential products and solutions has been captured in a single, easy to use tool for residential construction.

The *Building Stronger Homes – Residential Products Solutions* brochure provides property developers, residential developers and builders with a useful overview of S&T's wide range of products suitable for residential construction.

The highly visual resource offers a concise summary of compliance, reference and recommended usage data, and enables customers to quickly select the most appropriate range of products for their purpose.

The tool divides products into three categories:

- Reinforcing steel, seismic mesh, and structural beams and posts
- Scaffolding pipe, stainless steel, profiled metal fencing and fasteners
- Roofing and cladding, custom flashings, rainwater solutions and clear profiled sheeting.

All products in *Residential Product Solutions* can be purchased through S&T's nationwide network of branches or our merchant partners.



To request a copy of the brochure or discuss our residential offering further, contact our team on 0800 478 335. Alternatively, you can pick up a copy from your local S&T branch or view it online at www.steelandtube.co.nz/flip/residential-product-solutions.

Sponsorship Supports The Metals Industry

Steel & Tube was proud to sponsor Metals Week, the premier event in the metals industry calendar.

The biennial event which ran from 31 August to 4 September 2015 offered a diverse line-up of activities to celebrate, educate and inspire those working in the metals industry.

This year's schedule of master class speakers, excellence awards, product exhibitions and technical seminars highlighted metals innovation, stimulated the imagination and encouraged a new approach to the use of metals in New Zealand. Organised and facilitated by the member associations of Metals New Zealand, Metals Week is one of the principal events for metal designers, fabricators, educators and other metal-industry professionals.

As New Zealand's leading provider of steel products and solutions, S&T plays

a prominent role in our metals industry. We believe it's a role that carries great responsibility.

Our involvement with Metals Week reflects our commitment to growing the New Zealand metals industry. As well as helping make the event possible, we provided technical expertise and product knowledge to support other exhibitors and attendees.

At a strategic level, Dave Taylor, S&T's CEO, serves on the Metals New Zealand executive. This group of industry leaders contributes their time and experience to guide the industry toward becoming a prosperous, vibrant, sustainable and socially responsible contributor to the New Zealand economy.



S&T's ComFlor® – Composite steel deck flooring, was a finalist in the HERA Industry Awards: Metals Industry Exporter of the Year.

This award recognises outstanding developments in export success of HERA member companies or member companies of associated sector organisations. A clear overall increase in export sales over the last few years needs to be demonstrated including evidence of an export marketing strategy.

To find out more about ComFlor® visit: www.comflor.co.nz



Eight-year-old Stu Parry's love of science needed room to grow. Enter S&T and the *My Dream Room* makeover team.

Dream Room A Reality

One Wellington child's dreams recently came true, thanks to Steel & Tube, many other product sponsors and a new TV show called *My Dream Room: Kids Edition*.



The series, which aired on Choice TV in July, gives eight lucky Kiwi kids who submitted their makeover ideas the opportunity to recreate their bedroom or rumpus room in any design and style that they choose.

Each transformation takes place over a single weekend, with an interior designer, builder Cocksy, and a production team pulling the makeover together, before they reveal their completed creation to the lucky child and their family.

In episode 3, S&T's piping products helped create a dream room for Stu Parry, an eight-year-old with a passion for science and cactuses, but a lack of space to experiment and display his treasures.

Stu's vision was to transform his room into a "cactus-growing science haven", complete with flexible desk areas, built-in shelving and storage spaces, and a dedicated area to display his favourite cacti.

Following Stu's specifications for an industrial laboratory theme, S&T provided piping and fittings for the shelving units, cut them to length and delivered them to Stu's home, where the TV production team put the room together.

The S&T team who worked on the project say they were thrilled when the opportunity arose to help Stu and his family. While making over eight-year-olds' bedrooms might not be our core business, it was a wonderful way to give a little back to our local community.

"It's amazing, I love it! I absolutely love everything about it," said Stu when the big reveal finally arrived. "It is the best thing that has ever happened to me!"

You're welcome Stu, enjoy your new room.

If you'd like to see the episode, but missed it when it aired, it's available for a limited time at <http://choicetv.co.nz>. Just look for On Demand > My Dream Room: Kids Edition > Series 1 > Episode 3.

Lectures Close The Design Gap

Steel & Tube's support of a popular architectural lecture series leads to new opportunities.

The Auckland Winter Lecture Series is a programme of educational events for architects. On three consecutive Thursday evenings in July, designers from around the region gather to hear presentations on recent feats of architectural and engineering brilliance.

Organised by the Auckland chapter of the New Zealand Institute of Architects and hosted by Jasmx, the event aims to provide a forum for architects in Auckland to share and discuss projects of interest, network and be inspired. The talks often deal with prominent, topical or controversial projects.

Enthusiasm for the talks grows every year. On the first evening this year, more than 250 designers crammed into Jasmx to hear top architects talk about the Len Lye Centre in New Plymouth, the SKYHY apartment block on the Khyber Pass and the Sky Path foot and cycle-way over the Auckland harbour bridge.

S&T is a keen supporter of the lecture series – this is the eighth year we have provided sponsorship, signage and logistics to help make the event possible – but this year we had another connection.

“S&T was closely involved with the design, fabrication and installation of the Len Lye Centre, particularly the stainless steel architectural façade, which was a major topic of discussion on the night,” says Ray Liebenberg, National Specification Manager with S&T.

“That’s what our involvement with the lecture series is all about. It is an opportunity for S&T to engage with the design community and support the designers who specify our product and make unique designs like the Len Lye Centre possible.”

Ray also organises another series of talks he has dubbed the Roadshow. This educational programme brings leading engineers, architects and materials experts to speak to regional design communities.

He has recently taken the Roadshow to Canterbury and Whangarei, but given the level of interest in the project and S&T’s involvement, his latest stop was New Plymouth and the Len Lye Centre.

“My guest speaker for the evening was Steve Scott, Managing Director of Rivet, the company that installed the stainless steel façade,” says Ray.



S&T invited Steve Scott, Managing Director of Rivet, to discuss the installation of the Len Lye Centre’s stainless steel façade with the New Plymouth design community.

“The talk was very well received and helped address a few concerns from the audience, such as the durability and maintenance of the stainless, glare factors and the potential for vandalism.”

He says unlike the lecture series, the Roadshow’s smaller size and format means it can address more technical and engineering-related topics as they arise, which are often of particular interest to S&T’s customers.

“I often use the opportunity to provide more technical information about the steel used in a project and help guide our customers on the correct application and specification of our product range,” he says. “They are very worthwhile events and we all take a great deal of value away with us.”



More than 250 top-calibre Auckland architects squeeze into Jasmx to hear about the design and construction of the Len Lye Centre’s stainless steel façade.



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