



CONCRETE4GOULBURN

Newsletter

AUGUST 2012

Hello from all at C4G and welcome to our 'Rebate Special' Newsletter. Since our last edition our work load has continued apace, keeping everyone very busy. What's been happening to keep us flat out and how have we been coping? – First up our valued regular customer base who seem to always have 'things happening'. This is a great indicator of how our town in general is going – housing, warehouses, civil work, it keeps us all afloat.

Our main projects over the last twelve months? – New furniture outlets, one completed, the other well advanced. Both built using 'Tilt up panel'

construction which I understand really speeds up the process. This now means our two locally based and owned furniture outlets have both seen fit to relocate to brand new premises,



Goulburn Furniture One



Retaining walls for Tefco's new workshop

a sure sign 'doom and gloom' have been consigned to the back burner. It's worth the drive to South Goulburn next to the Caravan Park to check out the new 'Furniture One' outlet being erected.

It seems all of our builders have houses underway and surprisingly most (if not all) recent subdivisions are now almost completely taken up. This momentum will no doubt continue with Stage 3 of ABBA's Belmore Estate and also Ganter's 'Mistful Park' subdivisions soon to come on stream. Whilst local builders and concretors etc have



Piers for Tefco Trailers



Concrete Paving – Interchange Marulan

accounted for a big proportion of our work, the biggest project we have underway is Holcim's new Lynwood Quarry and associated works at Marulan. This was split into two parts, civil works including new rail lines, bridges, culverts etc at the new quarry site itself and the second part which is what most of us would have seen, the new Interchange straddling the Highway just south of Marulan village.



Concrete Paving & Crash Barrier Walls– Interchange Marulan



This has been a massive undertaking, work on the overpass and associated roadworks alone have taken over twelve months and is nearing completion as I write (21/08/2012). This has meant long days for us, plenty of late finishes, but that's good! What it has meant for us is an increase in our fleet size with increased staff to match.

From our start in September 2009 with 4 trucks, drivers and a Batchter / Manager we have now grown to having 8 trucks and drivers and 2 staff managing / batching. What have we done to maximise our capacity? 1st a very good used 8 wheel Kenworth with 7.6m3 capacity, and just late last week a new 6 wheel Isuzu with 5.8 metre bowl, signwritten just yesterday. This truck will be a permanent billboard for 'Convoy for Kids', a charity close to my (and Brian Webb's) heart. It is now very evident with this new addition along with our 2 'Goulburn is Awesome' trucks our overriding aim to increase local employment and promote our town is well and truly on track.

Who's arrived and who's moved on? – in April one of our original drivers, Phil Tetley, called it a day after two and a half years sterling service. Phil's a top operator who always took great pride in his truck and he will be sorely missed. Our original Batchter, Steve Tyler, has taken the opportunity to get into the trucking game for himself, and he too will be missed. Steve parks his new rig in our yard so stay in touch.

Our new arrivals? – Trent Wellington came to us when another agitator operator downsized. Trent could be described as a 'quiet achiever' (a very quiet achiever) who is settling in well. Trent likes nothing better than heading off home at the end of the day to work on his classic Falcon car (Neil reckons he's got to be a good fellow).

Troy Charles is now in Phil's old truck and comes to us with vast experience in the 'hard' side of the game (placing and finishing). He's now looking at life from the other side of the fence – welcome Troy.

Brian Muffet decided walking a dog around the block wasn't for him so now assists with loader and mini truck driving, and doing a very good job.

Bryan (Speedy) Webb, retired Interstater and wealthy grazier, is here helping with the Holcim project. He told me he knows every rock from here to Marulan by it's first name he's been there that many times.

Ash Corcoran is our relief driver who floats between here and the quarry. Hadn't had any concrete experience but has picked it up well – welcome Ash.



Last but not least the famous 'Tiger' – Trevor Charles, all round good guy and absolute whiz on anything Jim Beam, and now happily promoting the 'Convoy for Kids' in his new beaut Isuzu. Happy to have you on board Tige.

That's all well and good I hear you say, but what about the Rebate? 3 months ago at our Committee meeting "Garry Numbers" was indicating the year would end up at 'break even' if we were lucky. I'm very pleased to say that after a record breaking last quarter (2 record months in a row) the balance has tipped the right way. The old adage 'high volume counteracts decreased margins' has certainly rung true in this case. Garry has final figures but I understand it's

up substantially on last year (see your rebate letter).

In closing, on behalf of all at C4G please accept our thanks for your support over the last financial year because without your ongoing commitment the results would certainly have been different. We look forward to giving you the best of our attention in the future.

Yours in Concrete

Neil MacDonald

for Andy & Mick Divall
Directors