



## Concrete4Goulburn Newsletter

July 2011

### STOP PRESS!!

In what has been a very competitive market we are proud and pleased to announce that the rebate for the financial year 2010-2011 is \$ 3.63 (inclusive of gst) per cubic metre of concrete purchased.

Your rebate cheque, along with an explanatory letter, is enclosed with this newsletter.

As before, it's always good to start with a roundup of how the business is running and any changes or additions since our last review. We have one more full time staff member, Will Dewsbury comes to us with great credentials, a placid nature and a desire to keep our customers happy, welcome Will, really good to have you on board.

You may have noticed a "ring in" red Kenworth agitator with Holcim stickers doing the rounds. This in fact is now part of our fleet and probably "completes the chain" i.e. mini truck, 6 wheel trucks, 8 wheel truck and 10 wheeler. One round with the complete fleet gives us the capacity to deliver around 42 cubic metres of concrete as well as the versatility of the right truck for each job, a very handy addition.

In other staff news our office/accounts girl Alison had a baby girl in April and will be on parental leave till around Christmas – congratulations Ali and family, all the best. As a result Rosemary Seary has joined the group and is doing a fine job filling in. For account queries please call her on 4829 8505.

What's been happening in sleepy downtown Goulburn? (the town that never booms, never busts, just keeps rolling along).

Answer – all sorts of exciting jobs and projects including a motor vehicle dealership, fish farm, industrial warehouses, additions to Lake George wind farm, finishing off work at the Target project, a two-storey extension to the Centrelink offices, heaps of houses and domestic projects, as usual everyone's busy. The main project at the moment is concrete supply to the new Holcim Quarry at Marulan - this will be ongoing for another 6 to 8 months. We have completed a bridge over the rail line adjacent to the tip and the focus is now on the Interchange over the Freeway at the Sth Marulan turnoff.

Some photos below of everyone hard at it !

Brecon – new Toyota Dealership Hume St





ICD 1<sup>st</sup> floor carpark, rear of Centrelink for Robert Rampton Constructions. The concrete went off that well Adrian had a helicopter in each hand (ask him if you don't believe me!)



ARW – main slab warehouse project Clinton St. Dan Godfrey, Chris Batey and the ARW crew were all singing 'Moonlight Serenade' by the time they finished

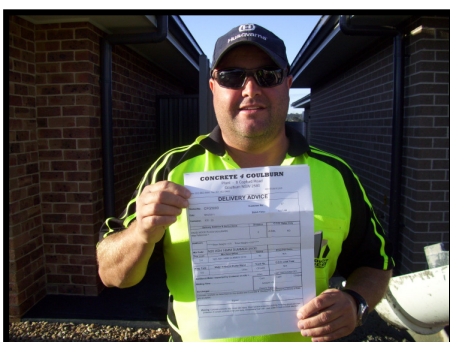


Kim and Lee McIntyre – footpaths at Windellama. Nice little job to finish the week



Brian McClelland – Saturday morning special

Extension to Lake George Wind Farm



Our 5000<sup>th</sup> delivery Feb 11– who else but the smiling Mr C



Divalls Earthmoving – pavement base at new Target project

### A study tour to the World of Concrete in Las Vegas,. - A good way to start the year?

You bet! Accompanied by Tony Kent (T.K) and Divall's concretor James Picker. We also met up with Adrian Charles and Johnny McLaughlin the first night we arrived and proceeded from there. As you will imagine this was an important fact finding mission (now where have we heard that before?), so socialising was kept to an absolute minimum (23 hours a day). A full on 3 days, 3 huge halls and 2 massive parking lots full of all things concrete. What did we see and learn? – Not a great deal new or revolutionary but plenty of what we were familiar with. By that I mean there was stand after stand of concrete saws and grinders. Polished decorative concrete was the big theme, in fact we saw maybe 3 or 4 different companies doing 3 dimensional decorative slabs -unbelievable– a hell of a lot of work but the result looked fantastic. Portable Batching Plants, Pumps, Agitators, Computer Batching Systems, tools, reo cutting and bending systems, you name it was all there in never ending amounts.

A bit of compulsory sightseeing and hey presto! The week went in a blur. A must do for anyone in the concrete game, the venue is a purpose built convention centre with I imagine maybe 30-40,000 people wandering around enjoying the atmosphere. The ARW crew, Tim from Pirtek, Andy and Belly went there 3 months later for a similar convention. Las Vegas itself? – my slant would be everything we take as standard (normal?) tipped upside down, flat out 24 hours a day, after a while you don't know whether its day night or even what day it is – mad, mad, mad (but o.k.) go once to experience it first hand, a crazy place.



Typical stand in the parking lot, WOC Jan 11

'Welcome to Las Vegas' – soon as you step of the plane the first thing that hits you is Poker Machines





Shiny new Pump in main hall – it had that many wheels it looked like a centipede



T.K about to harass the Kenworth rep for a good deal –WOC



Concrete delivery Las Vegas style – note the 'trail behind' axle



James was only kidding (this time)

Who was teaching who? – T.K knew but wasn't saying. Jimmy Buffet's Margaritaville, Las Vegas Boulevard





New York New York Casino, our base - it wasn't real flash but the boys made do



Well known local concretor deep in conversation with a nice young Policeman, Hoover Dam, Arizona side. The Policeman was that friendly he kindly offered to give (unnamed concretor) a guided tour of the Police Station including the Cells

Harley-Davidson Cafe L.V – Belly and Andy made this their 'home away from home' when they were there in March



As mentioned, we've had a fantastic trading year thanks to you, our loyal customers with a promise of more to come. We have enough ongoing commitments to keep us going but please rest assured we will always endeavour to look after our much valued customer base in the best way we can.

Thank you for your support

Andy & Mick Divall - Directors,

Neil MacDonald & Staff at Concrete4Goulburn

P.S to finish on a light note, this should make you rest easy at night knowing the town's in good shape (and hands), here's a photo of one of our esteemed civic leaders doing what he does best.



Ald. Banfield acting normal (heaven help the ratepayers)