

Exciting Times Ahead!

Welcome to the NALCO Profile News. As many of you will be aware we have been working with Fletcher Aluminium to create a Joint Venture (JV) between NALCO and Fletcher Building.

This is very exciting for both businesses as it will better make use of the new Turla extrusion press we are currently installing on our Hamilton Mill site. Now that we are seeing the press being assembled it becomes real and not just planning. The specifications are really something special and for an 8" press it has more than a few "tricks up its sleeve's". With the new press and the FAL Team joining forces with the NALCO Team, we will see a very strong business going forward. Please talk to your local NALCO representative for some of the special features included in the latest developments.

Regarding the JV we are well under way in establishing all the legal and system requirements for a new entity, positioning the new JV into a state of readiness to do business. As you can imagine there is a lot of work to be done to reach this position.

The legal registered name of the new JV Company is FANALCO Ltd, and we plan to start using it from 1st July 2016. The trading name of the business may be different, we are currently working on this and I will keep you informed on this decision when we are able.

The change in legal entity will require new account application forms to be processed and these will be forwarded to our Customers shortly.

It will be business as usual for 2016 while we work through all that is required to make this JV successful for everyone. We assure you that supply of your products will continue as usual and you will continue to work with the NALCO Team in all the key contact areas.

This is an exciting venture, it has great potential to deliver benefits in the years ahead and our obligation is to transition both businesses with as little interruption as possible to Customer's, this includes the commissioning of our new press line which is on target for trialling in early July.

Thank you to all those who have sent messages of support, the feedback has been very positive and is much appreciated. Should you have any concerns or questions, you can talk with either Ron Holden our Managing Director (and soon to be MD of FANALCO) on 027-4685-000 or phone myself on 027-4561-385.

As usual we have some great articles and specials contained within this edition of the Profile News. From all the Team at NALCO we look forward to an exciting 2016/17 as we continue to support NZ Industry and continue to provide a strong, robust offer which serves you, the Customer to be competitive in your respective markets both home and abroad.



Steve Newland
Industrial Business Unit Manger



Inside this issue: **ABBAS Mt. Maunganui Mission | Stage Challenge 2015 | New Staff at NALCO | NALCO Specials & Clearance Products**

Please contact us for more information about our products or any stories of interest.

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Winner of the Westpac
Manukau Business of the
Year Supreme Award 2009

The logo for the Westpac Manukau Business Excellence Awards, featuring the Westpac logo and the text "Manukau Business Excellence Awards" with a star icon.

ABBAS Mt. Maunganui Mission

ABBAS is a manufacturer of balustrades, fences, gates and handrails, they're based in Mount Maunganui. Other products they supply at times include square holding plates and capping's for fastening to walls, the ground and various applications.

ABBAS came to NALCO with an urgent job for the Cancer Ward Building at the Tauranga Base Hospital at the end of 2014.

Their request was to have routered sheets of aluminium cleanly and quickly supplied and at a respectable price.

The job tally was only small with around 10x large 6mm sheets cut across a couple of dozen different size panels but the final result needed to be spot on. A positive result was delivered, the NALCO Router Team and everyone else involved did a great job. Some of the panels in the mix of the job were cast alloy, which were out sourced by ABBAS.

So if you have any odd ball jobs or applications, NALCO can help, just ask Jonathan and the Team at the Auckland RDC. We can find a solution for you.

Lee Mahoney
Account Manager



ABBAS
BALUSTRADES • GATES
HANDRAILS • FENCES



Stage Challenge 2015

Congratulations to the Northcote College Stage Challenge Team, whose visually spectacular performance at the Aotea Centre resulted in three significant awards of excellence and a third placing.

The Awards were given for:
Excellence in Stage Use, Excellence in Set Design and Excellence in Visual Enhancement.

The theme was 'White Noise', adding meaning to the performance and warming the soul of the audience. Northcote College's performance this year was a departure from the narratives of the past and in contrast to many other school performances on the night.

Innovative use of aluminium scaffolding poles supplied by NALCO and the selective use of colour resulted in a remarkable visual spectacle. The fabrication of this was assisted by Darren Yates of Aluminium Technologies in Glenfield.

The students were justifiably proud of their performance on the night and thrilled by their overall third place.

The school would like to acknowledge the support of parents and staff who have made the success of the production possible.



Matthew Burns
Regional Sales Manager

New Staff at NALCO



Lisa Koroi

Lisa Koroi - Customer Services/Telephone Account Manager - Hamilton Trade Centre

Lisa started at the Hamilton Trade Centre on the 18th January. Lisa has previously worked for The Earthquake Commission and over the last four years has been working for AMN Ltd, who trade as 'Master Glaziers', as a Customer/Operations Coordinator and Project Coordinator.

Recently having moved from Wellington to Hamilton, Lisa is thrilled to be on board with NALCO and put her impressive three diplomas in Business, Marketing and Management to good use.

Malcolm Bint - Customer Service Representative - Auckland Trade Centre

Malcolm started at the Auckland Trade Centre as a Customer Service Representative on the 12th February. Malcolm's career to date has seen him based mainly in outbound sales or retail roles, as he enjoys the customer focused contact.

It's pretty safe to say that Malcolm is a people person as he enjoys anything to do with sales and loves meeting and talking to people. He looks forward to working with everyone in his new role at NALCO.



Malcolm Bint

NALCO Specials & Clearance Products

NALCO Branch	Product Code	Product Description	Alloy and Temper	Sheet Price + GST
Aluminium Sheet				
Auckland	100136	Aluminium Sheet 0.7 x 1200 x 2400mm	5005 H34	\$25.00
Auckland	102476	Aluminium Sheet 3 x 1200 x 2400mm (Marine grade Lloyd's certified)	5083 H321	\$116.00
Auckland	100360	Aluminium Sheet 4 x 1200 x 2400mm (Marine grade Lloyd's certified)	5083 H321	\$175.00
Flat & Square Bar				
Auckland	804747	SQ Bar 152 x 3660mm	6061 T651	\$1,555.00
Auckland	804746	SQ Bar 127 x 3660mm	6061 T651	\$1,080.00
Hamilton	826516	F/Bar 203 x 12.7 x 4400mm	6061 T6	\$230.00
Hamilton	826524	F/Bar 127 x 12 x 3780mm	6261 T6	\$125.00
Hamilton	826520	F/Bar 150 x 12 x 5120mm	6261 T6	\$175.00
Aluminium Treadplate				
Auckland	100334	Treadplate 3.0 x 1500 x 3600mm	5052 H114	\$200.00
I-Beam				
Hamilton	826520	I Beams 75 x 125 x 7mm	6261 T6	\$105.00

Terms: Price excludes handling and freight. Items and discounts as specified above and not available from all NALCO Trade Centres. Limited quantities are available at the special price and are subject to prior sale. Available until the 30th June 2016 or while stocks last.



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