

Lowery

the hard facts

SPRING
2008

Newsletter

WELCOME

Spring has finally arrived and with it comes the urge to freshen things up, give them a lift and get rid of the old. So we have, with our brand new newsletter. Here at Lowery we've had a busy winter and turned our hands to a number of new challenges, several of which took us beyond our usual requests. One of these was helping a teenaged girl bring her Super Surfer idea to life for the television show *Let's Get Inventin'*. Steve's ingenuity was invaluable and the experience was a lot of fun for the whole team. It may have been more traditional, but our work on the pool at a busy inner city hotel also required stepping outside the box to find a solution that exceeded the client's expectations. You can read about these two cases over the next few pages, as well as a few industry tips and trends we hope you'll find useful and interesting. We'd love to hear what you think. In the meantime, enjoy our spring newsletter and the weather that comes with it.

John and Steve Lowery

THIS ISSUE

Let's Get Inventin'

Poolside challenge

Cutting out the

Carbon Monoxide

Avoiding cracks

The state of the industry

What's new

Introducing Chris Barton

Competition

WIN two adult passes to Snowplanet.
See back page for details.



WHATS NEW AT **Lowery**? |||

Soff cutting saw

This is used for early entry cutting of concrete foundation slabs to complete expansion cuts, therefore reducing the risk of cracking especially as the weather warms up.

The main benefits include saving between 12 and 36 hours in the construction timeline, as well as increasing your bottom line. It also helps to control shrinkage cracks earlier in the concrete curing process, so that you end up with higher quality foundation slabs.

Soff cutting saws are especially useful in controlling cracking when tiling or other rigid flooring products – which won't deal with the delayed movement of a foundation slab – will be laid on top.

We've seen this tool pay its dues in projects ranging from

residential housing right up to large foundation pours where the time and cost savings are substantial.

The Ferro Scanner

This nifty tool locates steel inside concrete, which helps avoid the need to cut out reinforcing steel and can confirm the steel content of a piece of concrete for engineers.

80 HP Drill

This grunty beast allows faster drilling of large diameter holes of up to 900mm, plus it has a self-contained water and power source.

SAFETY FIRST: CUT OUT THE CARBON MONOXIDE |||

One of the big issues in our industry is the production of carbon monoxide by diesel or petrol-powered engines in enclosed spaces.

OSH requires all equipment to be zero emissions, to eliminate the hazard, making it safe for workers, clients and stock.

At Lowery we've developed machinery for concrete cutting that uses alternatives including hydraulics and electric sources.

Following this law means that other tradespeople can work alongside you without being affected by this poisonous byproduct.

5 QUESTIONS FOR ||| Chris Barton, Sales

What is the best thing about your job?

Honestly it is the people I work for and with.

Lowery's has a great atmosphere and people who are easy to get on with and enjoy working together. Also the client base, everyone I contact is pleased to hear from me because of good past experiences and associations. Finally it is the varied type of interesting work we come in contact with no day is the same.

What do you do with your days off?

It depends on the season. But with summer coming up it will be a combination of renovating the house, walking, snorkeling/swimming, tennis, helping out with our family's horses when they compete and finally model radio control aeroplanes.

What country would you like to travel to?

China. I had an early association in my childhood with someone who spent time in China and the stories of the warmth of the Chinese people and their culture. It's just so ancient and has so many interesting historical events and sites that it would be nice to experience it for myself.

What is your most annoying habit?

Depends who you talk to. If you are my wife it would be never being able to follow the instructions to do a load of washing. So much so, that I am banned from going near the washing machine, washing line or the dryer – bugger!

If you could have a superpower what would it be?

The power of flight. Imagine never having to worry about traffic snarls anywhere, any time. And then there's the freedom to soar high above the world in total peace – wonderful!



INDUSTRY TRENDS: DEALING WITH A SLOWDOWN IIII

As the economy slows there's also been a slowdown in a number of traditional work areas, especially the smaller jobs. There may be a boost with the election. More people are looking for work as their employers can't provide them with the level of work they need, while some of the smaller operators are feeling the pinch, finding it difficult to deal with the irregular work flow.

So how to deal with it? Consolidation. Don't replace vehicles before you have to and lock in forward work so you can regulate and predict a certain amount of cashflow.

Focus on running your business as efficiently as possible and ensure you deliver the best possible service and get the best deal (which is not necessarily the cheapest). Most of all don't avoid purchases that will enable you to finish a job, that's only shooting yourself in the foot.

Remember there have been cycles like this before, and the nature of a cyclical pattern is that eventually it comes back up again.

LET'S GET INVENTIN'



Steve became a TV star this month when an episode of the TV2 series *Let's Get Inventin'* screened on September 21. The programme showcases ingenious ideas from youngsters around the country, finding experts to take their inventions from the drawing board to the prototype stage.

A keen surfer, Jennifer Beckham came up with the idea for a jet-powered surfboard to help make surfing easier and more fun. And that's where Steve came in.

The brief? Create a custom jet engine that could propel the surfboard over waves. Steve says the biggest problem was finding an electric motor with sufficient power to turn in the direction they needed it to. The solution? Modify an existing motor to do what they wanted.

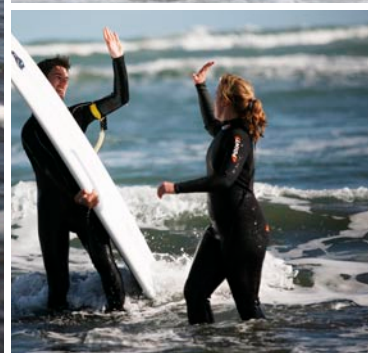
Steve says the best part of the show was meeting such a "clever young girl" and helping to bring her "ingenious" idea to life.

The show's creator Luka Nola says it was great that Steve could take time out from running the business to help the young inventor.

"This is what mentorship is all about, skilled people in the workshop showing kids how stuff is made, we value this generosity most of all."

Steve advises any youngster who has an idea to "go for it and don't be afraid to ask for help".

The episode screened on September 21, and the series continues on TV2 at 5pm on Sundays.





CASE STUDY |||| POOLSIDE CHALLENGE

The job: To lower the paving surrounding the swimming pool at an inner city hotel.

Faced with cutting down 800mm, and even deeper on the corners, Lowery came up with a different method to the one originally suggested by Teak Construction, the client. The answer lay in using a hydraulic wall saw for the main thrust, before finishing off with flush cutting hand saws that were designed and manufactured by Lowery.

The way the job was done meant there was no remedial work needed after the Lowery team had finished, whereas other methods would have involved a lot more work.

The other concern was that the hotel was still open for business and their clients would not have been impressed with excess construction noise disturbing their five-star experience. Lowery used an alternative to breakers, which eliminated this particular annoyance and left the client happy.

AVOID CRACKING UP ||||

As temperatures increase, any new concrete will harden and lose moisture much more quickly than it usually does. This accelerates the rate of concrete contraction on the top surface layer, which can generate cracks, plus it leaves you less time to prevent unwanted cracking.

The Soff cutter saw mentioned earlier is one way to combat this. Getting those expansion cuts done as quickly as possible will help prevent those cracks from forming.

WIN WITH LOWERY ||||

We have two adult day passes with ski/board hire at Snowplanet to give away and entering is as easy as going to our website.

All you have to tell us is what industry associations Lowery actively participates in. Email your answer, name and company contact details to **dispatch@lowery.co.nz** before November 30 and you'll go in the draw.

Lowery

Contact Us

For more information on products and services please contact us:

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