

Ian Barker

From: "The fencing team at Metalcraft Engineering" <ian@metalcraft.co.nz>
To: <ian@metalcraft.co.nz>
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Subject: Metalcraft Fencers Newsletter April 2012

METALCRAFT Innovation by Design

NEWS



WITH A RANGE OF PRODUCTS TO ASSIST FENCING CONTRACTORS

Edition 8 : April 2012



This months news

Who is Metalcraft Engineering Co Ltd?

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What's this newsletter for?

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on Metalcraft Fencing products?

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Where can I find
further information
on Metalcraft pool
fencing products?

Feb 22 - 14 months on



This time last year Metalcraft Engineering Co Ltd was helping Christchurch customers and staff recover from the catastrophic earthquake and aftershocks. In April 2011 the aftershocks were all too regular! We were fortunate that our building had been strengthened and repaired following the September quakes, and our facility was relatively unscathed. Our ongoing thanks are to our staff who have endured significant hardships, but have battled on and ensured that the company continued operating and serving our customers in a very difficult period in our 20+ year history.

Ian's thoughts



Welcome to our new Newsletter format!

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How do I contact someone to discuss an idea or project I have?

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Where can I view the past newsletters?

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What else does Metalcraft do?

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We are always looking for ways to make your job easier with fencing, and metalworking solutions. We work with fencing contractors to provide metalworking services such as design and build of gates and fencing panels.

We have enjoyed hearing how you enjoy reading the monthly newsletter in the older format and we have heard that with the new smart phones many are reading it while away for the office. This new format will make this process easier, as you can see at a glance what is new and important to you, and you can click through for more news as required.

We will be adding more information and photos to our web pages and you will see some new video posts being used over the next couple of months.

As always, we need your feedback so please let me know your views on this new format ian@metalcraft.co.nz

Over the past month we've seen considerable change within some of our markets. We too at Metalcraft Engineering are going through changes to improve our position and service to you. Many of these changes will be rolled out over the next few months to allow Aaron and I to spend more time with our customers and prospects.

On a personal note, things are moving on here in Christchurch. Carolyn and I have come to grips with the damage to our house and we're living a more normal life this year than at this time last year. It was great to get some long hot sunny days over Easter which we enjoyed in the outdoors near Havelock.

Take care, Regards Ian Barker, Director ian@metalcraft.co.nz

Gates

Metalcraft Engineering specialises in fencing and gates solutions. We work with fencing contractors to design and manufacture fencing metalwork. We believe that there will be a massive increase in demand for both residential and commercial fencing work during the rebuild, and that many fencing companies will be looking for a company such as ours to assist them with metalworking production to support their own facilities, and also allow them to tender for larger jobs knowing that they will have the combined capacity to get the job done. We can design and build, with an option to install. If you introduce us to a project and client then we will work for you and not contact the client direct without you being involved. The client will always be yours.

We often design and build gates for residential and commercial fencing jobs. Below are some photos of gates we've built. We've got 20 staff and have been building gates for 20 years so have books full of photos of jobs we've done which may assist you and your clients in the choice of design.

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Windbreaks -
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Builders Trestles
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Glass factory
 handling -
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Glass
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Site installation
 equipment -
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Our company strengths ..

1. We spend time with our customers designing innovative solutions which do what our customers want, and what we say they will
2. Our metalworking fabrication equipment is quality and high tech
3. We have a range of factory staff including highly qualified and skilled tradesman and apprentices to suit each job

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International update

We've had continued success in the Australian market which does not seem to have been so effected by the global economic downturn as the likes of the USA. That said, Australia has their challenges which hopefully they'll keep ahead of. The exchange rate and lower-cost freight tend to make our products price attractive in this market. We've also been active with our UK partner and look forward to winning work in that market.

Product Announcement

Van fitouts, utes, trucks and trailers

Since Christmas we've built tipper trucks, multi-purpose trailers, fitted out vans, and put commercial roofbars and goalposts on utes, for contractors. Most of the work has come from businesses which are already busy and can see their business growing over the next few years. If this sounds like you, and you'd like to talk through a plan for expansion and/or upgrades to your fleet and equipment please call us anytime. We can help design and tailormade solutions for fencing contractors including racks for specific tools and machinery. We can meet at your site, or you can come to our facility on Wairakei Road and get a better feel for what we do.

The following vehicles have all been built recently and all include one-off design elements in terms of retention systems, bearing surfaces, shelving, storage, and/or metalworking features :



Quote of the month

"The fruits of life fall into the hands of those who climb the tree and pick them."

Earl Tupper, inventor of Tupperware



We hope you enjoyed this first newsletter in our new format!

We hope you enjoy this April 2012 newsletter.
Please see [our web](#) site for more product and company information.
Metalcraft Engineering Coy Ltd

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