It’s taken a long time to build New Zealand. And Carter Holt Harvey has been a proud part of that for 150 years. Our foundations were set way back in 1859 when Robert Holt established his first sawmill.

Holt was a hard worker and an entrepreneur with a vision for the future, as were Francis Carter and Alex Harvey. All three were business pioneers who built proud companies from humble beginnings.

The individual Carter, Holt and Harvey businesses survived two world wars and the great depression, their prosperity a testament to the strength and integrity of their founders.

Since merging as a single company in 1985, Carter Holt Harvey has gone from strength to strength. It has stepped on to the international stage, and become a cornerstone of New Zealand business.

Looking to the future, we have the pride, energy and drive for innovation to continue our success through the next 150 years of New Zealand business history.

From the start, it has been our customers, our suppliers and our staff who have enabled us to succeed. Carters, and all of Carter Holt Harvey, would like to thank every single person who has been a part of this journey through the last 150 years.
1859 Robert Holt opens steam-powered sawmill in Napier.

1886 Alex Harvey founds first tin manufacturing business in Auckland.

1896 Francis Carter launches first sawmilling venture near Levin.

1900s A travelling circus passes an early R. Holt site in Napier. The carriage contains a Bengal tiger.

1911 Alex Harvey & Sons factory in Victoria St, Auckland. Now the site of Les Mills World of Fitness.

1951 Offices of the Morningside Timber Company part of Carters Consolidated. Next door is the current site of Carters St Lukes.

1859 100 YEARS 1959
ROBERT HOLT & SONS LTD

1959 The city of Napier celebrated the 100 years in business for Robert Holt and Sons. A special edition of the local newspaper celebrated their achievements.

1969 The first timber shipment is sent from Robert Holt & Sons to Japan.

1969 Alex Harvey & Sons merges with Australian Consolidated Industries to form AHI, manufacturing tins, fridge cabinets, and more.

A hand-built bush boiler. These were used to power steam-powered sawmills such as Robert Holt’s.
CARTER HOLT HARVEY’S FIRST 150 YEARS

2000s and beyond
The Carters business, and all of Carter Holt Harvey, is still based on the same core values of knowledge, integrity, quality and partnership.

2000s Over the last 10 years, Carters has served as the proud public face of Carter Holt Harvey. Through our daily contact with builders and tradespeople around the country, as well as DIYers and home renovators, we have firmly cemented the company’s position as New Zealand’s most trusted source of quality building supplies, backed up by superior knowledge and great advice.

Just like the original Carter, Holt and Harvey every member of our team, from one end of the country to the other, does their best every day to help build New Zealand.


1971 Carter and Holt merge to form Carter Holt Holdings.

1971s As they had been throughout their respective histories, the Holt and Carter names are at the forefront of innovation and development in the timber industry.

1970s Before rebranding as Carters in the 1990s, the Carter Holt Building Supplies name and colours were a familiar sight for builders around New Zealand, such as on these reps’ cars.

1980s Holts Corner in Hastings.


1980s Before rebranding as Carters in the 1990s, the Carter Holt Building Supplies name and colours were a familiar sight for builders around New Zealand, such as on these reps’ cars.

1980s Holts Corner in Hastings.

1990s CHH takes on the world.

1990s - 2000s Already the trade leader with builders, Carters becomes a household name for all Kiwis through their sponsorships, including Graeme Sinclair’s popular Gone Fishin’ show.

1990s - 2000s Over the last 10 years, Carters has served as the proud public face of Carter Holt Harvey. Through our daily contact with builders and tradespeople around the country, as well as DIYers and home renovators, we have firmly cemented the company’s position as New Zealand’s most trusted source of quality building supplies, backed up by superior knowledge and great advice.

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1990s CHH takes on the world.
OUR FOUNDING FATHERS

Carter

The strength of an ox and an entrepreneur’s keen eye for opportunities gave Francis Carter an edge in the tough group of men who made their living from the bush in the 1890s.

His first sawmilling venture was a partnership in 1896 with two mates, J.W. Lee and Arthur Wright, to mill kahikatea from a swamp forest deep in the backblocks at Kereru, near Levin. Profits were invested in other ventures, and before long Carter was in full stride, establishing mills, investing in others, and securing the cutting rights to feed them.

In 1922, Carter bought the Morningside Timber Company in Auckland - a site now occupied by Carters St Lukes. This move would have profound implications for the future of the company.

When Francis Carter died at the age of 79 on January 3, 1949, it was time for the company to take stock. It had forged ahead during the Thirties and Forties and by the end of the Second World War had become one of the most powerful forces in the industry. But it had grown piecemeal, and in 1949 was composed of seven associated companies, without a single identifiable parent.

So in September 1951, Carter’s son Alwyn carried out the plan that he and Francis had devised before the founder’s death, amalgamating the various operations under a single umbrella company called Carter Consolidated.

Holt

When the 26 year old Robert Holt arrived in the makeshift settlement of Napier in 1899, his material possessions were few. However, the practical skills he had learned as a millwright in the cotton mills of his native Lancashire were to prove invaluable in the fast growing community.

Holt’s first sawmilling venture was a steam-powered mill and timber merchant’s business called Robert Holt’s Steam Sawmill.

By 1880, he had expanded into a second steam-powered sawmill at Port Ahuriri, shipping in logs of kauri, rimu, totara and kahikatea through the port and cutting them up into timber, joinery and other building materials to meet the region’s insatiable thirst for housing. By the end of the century, Holt had been joined by his three sons - John, James and Robert - in a family firm called Robert Holt and Sons.

For the second generation of Holts, commercial life in Napier was a series of profitable, mainly trouble-free years punctuated by calamity.

In 1922, the Napier sawmill was destroyed by fire, and in 1928 the same thing happened to the Hastings mill.

Three years later, the Napier earthquake struck. Robert Holt and Sons stepped into the breach with other construction companies to rebuild the shattered city.

Despite these setbacks, the Holts’ talent for innovation ensured their continued prosperity.

Harvey

When Mt Tarawera blew its top in June 1886, and covered Alexander Harvey’s dairy farm at Te Puhe in a thick blanket of volcanic ash, the family decided it was time to move to Auckland.

Harvey rented a loft in an old corrugated iron shed in Durham Lane overlooking the wharves, and started manufacturing tins, his old trade back in Britain.

The timing was right. Landhungry settlers were turning bush, scrub and mud into dairy farms, and dairy co-operatives were sprouting up to meet local and British demand for New Zealand butter and cheese. By the early 1900s, dairy produce was the young country’s staple export, and sturdy containers - cans, buckets, churns and separators - were all required.

Harvey’s rapidly expanding team had to work hard to meet the growing demand, and within a few busy years the business was turning out 30,000 tins a week.

The company continued to prosper throughout the early years of the new century, with products of all kinds transported around New Zealand in tough, Harvey-made “ideal” metal containers - fruit, meat, vegetables, honey and - of course - the staple dairy products.

By 1911, Harvey had all but retired, and his three sons - Alexander, William and David - had taken over running the family firm, Alex Harvey and Sons.

www.carthers.co.nz

CARTERS Your Building Partner
Government Initiatives Boost Building

Despite news of our economy’s return to growth and an improving balance of payments, work remains tight for builders. However, there are many reasons to be optimistic. For Derek Baxter, CEO of Certified Builders’ Association of NZ, the market has bottomed out. “The decline has stopped. We are rattling along the bottom and I’m pretty optimistic there will be modest growth in the summer.” Another good reason for builders to be confident is Government initiatives to re-energise the economy. From their 2009 Budget, an additional $7.5 billion will be injected into New Zealand’s infrastructure over the next five years, much of it in building work.

These investments are providing ongoing benefits for builders. Warwick Quinn, Chief Executive of the Registered Master Builders Federation, has noticed it, “They [the Government] are spending it now and it’s already making a difference to non-residential work.” The Government will spend an extra $197.7 million over the next four years building new schools and upgrading existing ones. In the health sector too, capital works budgets have increased by $245 million over four years to target hospital upgrading and the creation of new theatres. Derek Baxter has observed these spending increases, “The Education Department led the way, ramping up maintenance programmes. A lot of guys benefited from this. In hospitals, most work has gone to larger contractors, but there has still been a flow through.”

Warwick Quinn suggests this extra spending is changing work patterns. “It’s a noticeable trend... residential builders are, despite strong competition, moving to infrastructure work in schools, justice and health.” In State Housing too an additional $124.5 million will be spent in this year alone on the construction of 69 new houses and to boost upgrading of existing housing stock. Some of Derek Baxter’s trade skilled Certified Builders are still getting State Housing work, “It’s private housing leased back as State Housing, that’s holding up well, as are Non-residential work.” The Government’s reticulation of ultra-fast broadband around the country is about to get underway. Like roading, the principal contractors for this work will operate outside builders’ traditional sphere of activity, but work like support structures and ancillary buildings will be a significant part of the scheme.

While much of the Government’s cash injections has still to percolate down to builders, the boost to date is improving industry data. Among current statistics, capital spending growth in health and education contributed to a 7 percent rise in the value of non-residential building work from increased Local Government projects, some builders are getting State Housing work, “It’s private housing leased back as State Housing, that’s holding up well, as are State House renovations.”

Derek Baxter notes too the $142.4 million additional dollars the Government is spending to rescheduling forward planned roading projects over the next four years. “We’re seeing a flow through from roading, mostly with bridges. Teams of trade skilled builders are working for the big companies, it’s mostly formwork. That’s another thing softening the blow for builders.” The work builders are doing now is not the end of Wellington’s spend up. With a budget of $1.5 billion, the Government’s reticulation of ultra-fast broadband around the country is about to get underway. Like roading, the principal contractors for this work will operate outside builders’ traditional sphere of activity, but work like support structures and ancillary buildings will be a significant part of the scheme.

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Good news for construction; infrastructure such as schools and hospitals are getting timely upgrades.
As predicted at the start of 2009, it has been a very tough trading environment in which to operate. The building industry has seen itself enveloped in the worst year for a long time for building consents when you allow for historical population changes. Carters knows a thing or two about history and this year we celebrate our 150 years of trading within the NZ business environment and there are not many companies who can say they have lasted that long and seen the changes our company has.

On a more sombre note there are a number of our friends, whether they are customers, suppliers or even competitors, who have not made it through the difficult times. Although I would like to suggest the worst is over, I believe we are all going to have to remain vigilant, especially around our cash management as we come into the traditional summer slowdown/festivities which usually result in a lack of cash flow post the summer break.

At the start of 2009 I thought that those companies which focused on the basics for 2009 would prosper when times improve and this has not changed. The basics as I saw them and what Carters has done are below:

**Safety of people**
Carters have improved in all measurements for safety with a record year, a result of leadership from the operational team and the continued belief that “Working safely together – it’s good business”.

**Generation of profitable business**
Extremely difficult given that our core business - residential housing - has been badly affected by the downturn. However we’ve had successes with our involvement with the rural community and gaining more of the commercial market which has been very successful for the growth of LVL (Laminated veneer lumber), an alternative to steel in the design of portal buildings.

**Control and collection over cash**
We’ve continued to lead the collection rates for outstanding debt across the industry and although at times this has seemed hard for our customers and has stopped us securing more work from both our suppliers but more importantly our customers to deal with us into the future and we look forward to bringing these to you.

**2010**
For 2010, we believe the first quarter will again be demanding but we expect to see a more robust building environment for residential housing to take effect post this period as all the leading indicators point to strong growth exiting this downturn. Unfortunately for the commercial sector, 2010 could be as difficult as 2009 and this will be due to the lack of funding available which has come as a result of the financial company collapses - removing a large source of external funding.

The good news is the government sector looks likely to continue its investment in infrastructure projects and with commodity prices rising the rural sector should remain strong especially if the NZ dollar could retreat from its current levels.

This is our last Trade Leader for 2009, so on behalf all of us here at Carters, thank you to our customers for your continued support during a really tough period for us all and I wish you and all your families all the best for the summer and holiday period ahead.

Merry Xmas and Happy New Year!

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**COMPETITION WINNERS**

**APPRENTICE OF THE YEAR**
A record 161 carpentry apprentices from across the country accepted the challenge this year, but only one could be named the 2009 Registered Master Builders Carters Apprentice of the Year. The winner, announced at an awards evening on 22 October, is Nathan Biggs employed by Mackersey Construction in Havelock North.

“Nathan’s ability has meant he has managed staff and subcontractors, and has taken on the position of health and safety representative in his workplace, managing its ACC partnership programme,” Mr Mitchell, of the Building and Construction Industry Training Organisation (BCITO), says.

“Nathan has proudly followed his father’s footsteps into building and prides himself on the finished product. This is a young man with a very bright future in the industry.”

The Apprentice of the Year competition is organised by Carters, the Registered Master Builders Federation (RMBF), the Building and Construction Industry Training Organisation (BCITO), and the Department of Building and Housing. It aims to recognise excellence among carpentry apprentices and raise awareness of the career opportunities in the building and construction industry.

If you’re a carpentry apprentice, keep a look out for details of the 2010 competition next early year.
MONEY MATTERS

**ACME SIGNS**

by Glenn Beuvink

Money Matters is recognised by the Department of Building and Housing as contributing towards the Licensed Building Practitioner scheme for skills maintenance. So if you are a Carpentry, Site 1 or 2 licence holder, by reading this article you will get 1 point towards your skills maintenance.

I know when talking to business owners, some say it is slow, others say that things are steady. Whatever the case in your business, here are a few tips to help you in difficult business times.

1. **Make sure your business is not invisible**
   As a small company, you do not have the advertising budget the big guys have. In good times, you get enough business to survive and maybe even to do pretty well without having to advertise.

   However, when the economy slows down, you have to work a little harder to make sure people notice you. It is very easy for a small business to become invisible and go unnoticed especially during an economic recession.

   Reminds me of a story I once heard of a person who walked by the same store every single day for a year, but never noticed it until they saw the large ‘going out of business’ sign. It was the sign that finally got their attention. They went in and thought the store was great. Too bad it was closing.

   It’s not that I’m saying go and buy a large sign, but you need to do things to keep being noticed. Do more than you ever have before!

2. **“Think outside the square”**
   If you think doing the same thing over and over again will deliver different results, well think again.

   If what you’ve always done to promote your business is not working anymore, then it is time to try something new. This can be difficult and take you out of the comfort zone, but so is closing your business.

   Don’t wait for customers to come to you. You have to go find them and use creative means to get them to familiarise themselves with what you offer. Find sources of inspiration! Get on the Internet and look for what others are doing that works.

3. **Stay focused on your main strength (you do know it, right?)**
   Basically your main strength should be perfectly aligned with your customers’ needs.

   Your main strength is also a place where your competition doesn’t quite have it together. It is your niche and point of greatest opportunity!

Now is not the time to get distracted pursuing new things at the expense of what you do best. Stay focused and you’ll have a better chance of not just surviving, but thriving.

Don’t forget, the economy will pick up again and if you have managed to thrive in a recession, think about the potential in an economic upturn!

**LEGAL MATTERS**

**Commercial Property Leases**

by Edmund Lawler

Legal Matters is recognised by the Department of Building and Housing as contributing towards the Licensed Building Practitioner scheme for skills maintenance. So if you are a Carpentry, Site 1 and 2 building participant by reading this article you will get 1 point towards your skills maintenance.

Some risks of Commercial Property Leases

Commercial leases are widely used to record the terms of occupancy of properties. They are typically long term arrangements and care should therefore be taken in assessing and providing for the purposes of the parties.

**Form of Deed of Lease**

A common form used is the ADSL lease (latest version Fifth Edition 2008). This form essentially places the total cost of occupation of the leased premises onto the lessee. All repairs and maintenance are the responsibility of and at the cost of the lessee. Special clauses amending the standard terms can be added by negotiation.

**Property Law Act 2007**

This Act made a number of changes to the old law including removing the right of distraint whereby a lessor could re-enter premises and seize stock of a tenant if rental was outstanding. Consent of the lessor to assignment, subletting and change of use cannot now be unreasonably withheld by a lessor unless the lease provides an absolute prohibition on any of those matters.

**Guarantees**

The standard deed of lease form provides for a guarantee of a lessee’s obligations. Typically the directors or shareholders of a lessee will be required to guarantee all their obligations under the lease. This will also apply on an assignment where the new tenant’s shareholders or directors may be required to guarantee the ongoing obligations of the new lessee.

**Rent Review**

The rental under a lease is reviewed by agreement of the parties set out in the original form of lease. Commonly ratchet clauses included in leases stop the rental from dropping on a review below the rental payable during the period up to the date of review.

**Reinstatement**

A standard lease obligation requires a lessee to reinstate the premises at the end of the term or at the end of any renewals of the term. This can be quite an expensive burden for a lessee particularly after a longer term lease where the property and premises have been heavily used over that time. Reinstatement means essentially returning the premises to the condition they were in at the beginning of the lease subject to fair wear and tear. The obligation will often include repainting painted surfaces recovering surfaces and removing any improvements undertaken. It is therefore important to try and get a lessor’s agreement to leave improvements in place prior to undertaking them.

**Assignment**

A lessee may either enter into a new lease or take an assignment of a lease from an existing lessee. Note that the incoming tenant is taking the lease subject to the obligations of the lessee as set out in the lease. For example a new lessee is taking over any reinstatement obligations. The existing lessee and guarantors will still be liable to the lessor under the terms of the lease if the new tenant defaults during the remainder of the existing terms. This means the creditworthiness of the new tenant is important both to the lessor and the outgoing lessee.

Leases can be very complex documents and have long term implications for both lessee and lessor. Always consider your longer term objectives and try and build flexibility and protections into the lease accordingly.

**Got a money question? Email it to**: tradeleader@chh.co.nz

Glenn Beuvink’s company BBR Ltd provides tailored business and financial solutions that meet the specific needs of businesses, individuals, trusts and families.

Contact: (09) 309 0388.

**Got a legal question? Email it to**: tradeleader@chh.co.nz

Edmund Lawler & Associates Specialise in commercial work, building contracts and disputes and litigation. Contact: 09 528 5512.
Barefoot goes on safari

Following the route of the African Sun was exactly what 208 Carters customers, staff and suppliers did when they travelled to South Africa for Barefoot 2009.

From the moment the Barefoot group arrived at The Palace of The Lost City at the Sun City Resort, the five star opulence of the resort and the picture perfect weather had everyone ready to relax, experience and enjoy all that this country had to offer.

The aim of Barefoot South Africa was to enable everyone to enjoy encounters with wild animals, be they up close or observed from a distance. Clearlite Bathrooms and Fortress Fasteners enabled the group to get up close, touch and feed the majestic elephants – there is nothing quite as daunting and exciting as placing your arm into the mouth of an animal as large as an elephant.

An aerial safari is an incredible way to see the vastness of the Pilanesburg National Park (the Sun City resort is located on its outer boundary) and it was courtesy of James Hardie that the group took to the skies and enjoyed a safari with a difference.

Carter Holt Harvey loves to throw a party and for 2009 Indiana Bones and the Kingdom of the Barefoot Diamond was taking place at Sun City - the Barefoot group were caught up in all the action which involved rescuing Alan and El Bones. There were African Warriors with spears everywhere but our brave Barefoot Explorers saved the day... and the Barefoot diamond!!! Congratulations must go to Janice Thorpe who won the one carat Barefoot Diamond.

A trip to South Africa is not complete without a stay in a game lodge. The Barefoot group stayed at The Ivory Tree Lodge and here courtesy of GIB they enjoyed morning and afternoon game drives – the wildlife that they encountered meant that many ran out of space on their cameras and there were incredible stories shared.

Over the course of the two nights at the lodge the group enjoyed two amazing dinners courtesy of Firth, Marley, Sika and The Laminex Group. On one evening the group headed off for their safari unaware of what was planned for them. After several hours of game spotting they arrived at a clearing in the bush where they dined under the stars with the African choir filling the sky with beautiful voices whilst the roar of lions occurred in the distance. The African finale dinner was held in a traditional Boma setting and the marimba band kept the party going. It was the perfect farewell to an amazing week.

Carter's would like to thank the suppliers that assisted in making Barefoot South Africa possible – Carter Holt Harvey Woodproducts, Winstone Wallboards, Tasman Insulation, James Hardie, Paslode, MiTek, Hurricane, Clearlite Bathrooms, Fortress Fasteners, Marley, Sika, Firth and The Laminex Group.

So where to next year? Carters are excited to announce that for 2010 the Advantage Group travel portfolio will grow. Relax, unwind and rejuvenate with Barefoot as it heads to the luxury of the brand new InterContinental Hotel at Natadola Beach in Fiji or why not fulfil a desire and join us on our New tour and become Footloose in New York! For the sports fans our Boots n all rugby trip to Australia will also occur. It will be an amazing fun filled year where Anything is Possible.
Acrylic Showers

The Hydra range of acrylic showers combines all the exciting features of the new Hydra door, with the practicality of an acrylic tray and walls.

**Hydra Acrylic Tray and Wall**
- AquaCheck technology to prevent water damage
- Non-slip tread pattern on tray
- Standard with Newline easy clean waste
- One piece acrylic wall lining
- The Hydra range of acrylic showers is standard with a moulded wall
- Flat wall option available

### Hydra Acrylic Shower

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**Upgrade to a chrome frame for just an extra $100**

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All prices exclude GST. All savings are based on Carter’s normal retail price. All offers valid 1 November 2009 to 30 November 2009 unless otherwise stated.

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Newline Nile Showers

**SAVE $180**
Newline Nile Shower 2 Sided Round White 915mm M/Wall
- 6mm Sliding doors
- Safety Glass to NZ Standards
- Sliding door does not open into room
- AquaCheck technology to prevent water damage
- No silicon inside the shower
- Moulded wall
- Easy clean waste included

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**SAVE $210**
Newline Nile Shower 2 Sided Round White 1015mm M/Wall
- Tapware not included

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- AquaCheck technology to prevent water damage
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**Upgrade to a chrome frame for just an extra $100**

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All prices exclude GST. All savings are based on Carter’s normal retail price. All offers valid 1 November 2009 to 30 November 2009 unless otherwise stated.

**Advantage points are based on promotional price advertised.**
Canopy Hood 600mm Stainless Steel CS601S

- 3-speed single centrifugal fan
- 550m³/hr (free air) airflow
- Twin independent 40 watt lamps
- Three washable European style multi-layer filters with carbon filter option
- Thermal overload safety feature
- Recirculating installation (recirculating kit) optional

Save up to $93.00 GST Excluded

Canopy Hood 900mm Stainless Steel CS901S

- 3-speed single centrifugal fan
- 550m³/hr (free air) airflow
- Twin independent 40 watt lamps
- Three washable European style multi-layer filters with carbon filter option
- Thermal overload safety feature
- Recirculating installation (recirculating kit) optional

Save up to $166.00 GST Excluded
Get a Canon camera and memory card FREE!

Spend $2,950 excl GST or more on the Pink® Batts® standard, Pink® Batts® Silencer® or Pink® Batts® Ultra ranges during November and you will receive a Canon IXUS 80 IS and 2GB memory card!

Advantage points are based on promotional price advertised. All prices exclude GST. All savings are based on Carters normal retail price. All offers valid 1 November 2009 to 30 November 2009 unless otherwise stated.

FREE Casio G-Shock! Buy any advertised Karda product in November and receive a FREE Casio G-Shock Mudman!

Advantage points are based on promotional price advertised.
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**The Bahco Handsaw System**

A new, revolutionary and professional approach to sawing, incorporating the most advanced and comfortable Bahco ERGO™ handle and interchangeable Bahco Superior™ blades.

**Interchangeable blade system**
- High performance Bahco Superior™ blades
- Simple storage, easy handling and straightforward replacement of worn blades

**Patented locking**
- Easy access to lever through opening in handle end
- Long lever for easy locking and release of the saw blade
- Security spring locks the lever

**The best ERGO™ handsaw handle ever!**
- The asymmetrical handle design eliminates pressure points and stops the hand sliding on the handle
- The angle and position of the handle in relation to the blade teeth reduces sawing forces and increases efficiency
- Available for left or righthanded users

**Comfort and stability**
- Soft shapes and materials ensure user comfort
- High quality blade locking system - ensures no play between handle and blade when assembled

**Bahco Handsaw Handle**
- Available large left handed, large right handed and medium right handed

**Bahco Handsaw Blades**
- Available coarse wood, flooring, general purpose, medium wood and tenon

**SAVE 30%**
- Bahco Handsaw Handle
- Bahco Handsaw Blades
Carter Holt Harvey Woodproducts New Zealand

The Dexter Advantage

Carter’s are proud to bring you the Dexter by Schlage quality range of deadbolts and handlesets. Schlage locks, recognised for decades as the market leader and most preferred locks in the industry, have the reputation of providing the best in quality and reliability. This reputation lives on through the Dexter by Schlage product as they are produced to the same strict specifications as other Schlage products.

All Dexter styles are available in satin stainless steel finish, and there are many styles to choose from so finding one to suit the décor will be easy. Dexter locks are also very convenient as they are designed for quick and trouble-free installation, can be keyed to other Schlage locks for one-key convenience, and they work with Schlage’s Residential Construction Keying Systems.

Dexter by Schlage is available exclusively through Carter’s branches nationwide. Other designs are available in store.

<table>
<thead>
<tr>
<th>Model</th>
<th>Description</th>
<th>Price excl. GST</th>
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*All prices exclude GST. All savings are based on Carter’s normal retail prices. All offers valid 1 November 2009 to 30 November 2009 unless otherwise stated.

*Advantage points are based on promotional price advertised.
Irwin Floor Horse 2 Piece Gravity Clamp
- A portable, stable, gravity activated work holding solution for securing large cumbersome materials and providing effortless access without causing work-piece damage
- Capacity: 2449kg, weight capacity: 453kg
- Fixed gravity clamps
- Holds large/conformations materials conveniently and without damage
- Spring loaded hinge – clamps quickly, using the weight of the material to hold itself
- Adjustable jaw – securely holds materials that are 37.7mm - 44.5mm wide
- Wide base - allows you to hold taller materials
- High density foam pads - reduces slipping and protects finished floor surfaces

Price: $106.00

Save $40

Irwin Hacksws 1-75 75kg
- Ergonomic handles ensure a comfortable sawing grip
- Full metal frame for higher blade tension with chrome plating for rust prevention
- Easy metal tensioning mechanism for a longer lasting tool
- Mushroom pins prevent the blade being released when dropped

Price: $20.00

Save 30%

Empire E70 Series 1200mm True Blue Level

Price: $79.96

Save $36

Vaughan 12" Super Bar

Price: $14.98

Save 40%

Hitachi C7MFA 190mm Circular Saw
- Powerful 1050 watt all ball bearing motor
- Nickel plated alloy base, 3 times harder than aluminium or steel base
- Large easy grip handles and easy to read depth of cut gauges, make this saw a trade favourite
- Positive spindle lock
- Excellent cutting depth at 90° 68mm

Price: $191.07

Save 40%

Hitachi DV18DL 18 Volt Li-ion Cordless Impact Drill
- Impact mode for concrete drilling
- High performance 13mm keyless chuck
- Automatic spindle lock
- 2-speed gear box plus variable control
- 86Nm hard torque output (64Nm max torque)
- Featuring Hitachi’s unrivalled Lithium-ion technology
- 2 year warranty
- Fan cooled charger – 45 minute fast charge
- Adjustable belt hook
- Side handle

Price: $636.40

Save 40%

Cemix Super Strength Fastcrete 30MPA 30kg
- Ideal for larger signs and washing lines
- Foundations and footings
- Retaining walls
- Sun sail posts
- Heavy duty fence posts
- Structural applications

Price: $12.50

Save 40%

CRC Zinc It Black 1 Litre

Price: $37.29

Save 30%

CRC Zinc It Black 1 Litre

Price: $42.62

Save 30%

CRC Zinc It Black 1 Litre

Price: $47.07

Save 30%
Quality on tap

Insinkerator Steaming Hot Water Tap 2 Lever Hot/Cold
• 2.5 litre tank
• 100 cups per hour
• 5 micron filtered
• 2 lever dispenser for filtered stunning hot and cold water
HAISHC1100
$1417.78 GST Excluded
70 POINTS*

Insinkerator Steaming Hot Water Tap Single Lever
• 2.5 litre tank
• 100 cups per hour
• 5 micron filter
• Single lever dispenser for filtered steaming hot water
HAISGN1100
$1240.00 GST Excluded
62 POINTS*

NEW PRODUCT
Insinkerator Evolution® 100 Food Waste Disposer
• 60% quieter than a standard model
• Three stages of grinding
• Built-in air switch
• Power booster circuit with micro processor
• Increases torque to tackle the most difficult foods
• Stainless steel grind chamber and grinding elements
• Stainless steel basket and basin
• Auto-reverse
• 6 year warranty
• 0.75hp
HAISEVO100
$976.89 GST Excluded
48 POINTS*

NEW PRODUCT
Insinkerator Evolution® 200 Food Waste Disposer
• 40% quieter than a standard model
• Two stage grind technology
• Built-in air switch
• Auto-reverse
• Large grind chamber (1005ml) and stainless steel grinding elements
• Stainless steel basket and basin
• Auto-reverse
• 5 year warranty
• 0.75hp
HAISEVO200
$799.11 GST Excluded
51 POINTS*

Replacing your spouting is easier than you think…
you can also paint your NEW spouting in your colour choice

Marley spouting and downspipe systems have been manufactured in New Zealand for over 40 years. These systems will not rust, rot, or corrode, are UV stabilised, and are resilient in high wind and snow prone areas.
All Marley spouting and downspipe systems are 100% recyclable and have a 15 year guarantee.
www.marley.co.nz

Marley 0800 222 922 today for your FREE easy installation guide.

Quality on tap

Rainwater Solutions

BUY ANY MAKITA POWER TOOL OR OUTDOOR POWER MACHINE BEFORE 31 DECEMBER AND GO IN THE DRAW TO WIN ONE OF 5 ULTIMATE FISHING WEEKENDS FOR YOU AND A MATE, ON THE SUPERB ISLAND Passage 42 METRE LUXURY LAUNCH.

CARTERS

All prices exclude GST. All savings are based on Carters normal retail prices. All offers valid 1 November 2009 to 30 November 2009 unless otherwise stated.
*Advantage points are based on promotional price advertised.
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*Advantage points are based on promotional price advertised.
Get a FREE iPod!

Purchase $1000 (excl GST) worth of Linea™ Weatherboard and Linea™ Weatherboard Accessories and get an iPod Shuffle 2GB.

Purchase $2000 (excl GST) worth of Linea™ Weatherboard and Linea™ Weatherboard Accessories and get an iPod Nano 8GB.

Purchase $10,000 (excl GST) worth of Linea™ Weatherboard and Linea™ Weatherboard Accessories and get an iPod Touch 8GB.

Offer is valid from 1st – 30th November 2009. Entry is automatic on invoices raised for trade account holders only. Prize redeemed as per spend level achieved during the promotion period. Employees that work for any one under the promotion are only entitled to claim one prize during the promotion period. Distributed in December. Four winners randomly selected.

Black or white – the choice is yours

Paint Linea™ Weatherboard any colour under the sun!

Another stunning development by Yellowfox & Carters with Jennian Homes Coromandel

Carters is proud to announce that the Yellowfox design team is part of the Carters Value Package offer. Take a look at the latest job from the Yellowfox studio!

Yellowfox is a talented interior design team that has vast experience working with:
- developers
- design and build
- group home builders
- show home design
- one-off residential
- kitchen manufacturers

Yellowfox can offer support with:
- interior colour schemes
- exterior colour schemes
- marketing presentation material
- kitchen designs to manufacturing detail
- bathroom designs to manufacturing detail
- CAD rendered visuals
- full specification of products and materials
- advertising your development

To take immediate advantage of what Yellowfox can offer to your clients, call Shelley Brockliss
Design Manager at Yellowfox
p 09 525 3450 / e design@yellowfox.co.nz
www.yellowfox.co.nz
Achieve a better ceiling finish

Use GIB® Rondo® Metal Ceiling Battens. Here's why...
- Straighter ceilings with less movement and fewer problems
- GIB® Rondo® Metal Ceiling Battens hold no moisture so they will not bend, twist or warp
- Ideal to help achieve and maintain a straight and true ceiling and minimises the chance of cracking, popping and peaking

Use thicker 13mm GIB® plasterboard on ceilings with battens at 600mm centres. Here's why...
- Thicker 13mm plasterboard is easily installed at 600mm centres
- Use less battens, screws and glue compared to fixing battens at 450mm centres
- Save up to 3 hours labour on the average job
- Fewer contact points, fewer potential fastener problems and fewer chances of call backs simply by increasing the batten spacing to 600mm centres
- Helps to achieve a superior, flatter finish

Contact the GIB® Helpline on 0800 100 442 for more information

The Building Industry’s shop window

Over the past few months Future-Proof Building have been touring New Zealand promoting our Brave New World – this campaign centres on two things, the need to be innovative in a hard market and the realization that our customers are looking for us in different places.

How long has it been since you used the Yellow Pages? Then think about the last time you used the internet to research some product or service you required.

81% of New Zealanders start researching their building project online, yet our industry has no dominant shop window allowing our customers to research solutions appropriate to their needs, then find tradespeople to fulfill those requirements. Almost every major decision we make in life nowadays has a major internet site that will meet our requirements, whether it be selling your second hand fridge on Trade Me, or finding a job using Seek.co.nz.

The Future-Proof Building online community meets those needs. Almost 100,000 Kiwis visit every year, half of those come back, and overall they spend an average of 7 minutes on the site - there is goodwill towards the FPB brand, and a thirst for the knowledge we can provide as an industry.

The new site, fpb.co.nz provides all the information a customer requires to make informed decisions about their home. It also has an interactive “project space” that allows them to collect brochures, information, plans, and pictures of their project taking shape.

The key difference in the new website is that it allows Carters customers a free directory listing to advertise their company, in the place where Kiwis go to research our industry.

Already over 1500 consumers have registered profiles on the site, over the next few months we will see significant advertising exposure driving people to the website, both through the Tomorrow’s Showhome programme, the Greer Robson TV commercials and a PR campaign designed to establish FPB as an advocate for housing issues in New Zealand.

To start a profile, go to fpb.co.nz, and click on Trade registration then follow the prompts. It’s easy and it will create a fantastic visual advertisement of your company.

The internet is the future of our industry. Our customers will look to fpb.co.nz to find the information and service that they require. The challenge to you is to utilize it.

Purchase over $1000 (excl GST) of 13mm GIB® Standard Plasterboard during November and receive a Canterbury Carters rugby jersey worth $140 RRP!
The introduction of daylight saving is like firing a starter’s pistol for the race to the tackle store. People start dusting off their gear and filling the empty spaces in the tackle box as a trip out after work becomes a realistic possibility. It is also a time of anticipation as fish like school snapper move into more accessible areas.

Now is also the time to start planning a big trip targeting even bigger fish and nowhere is better for that than the Three Kings Islands. There are a number of vessels that run extended trips to the Kings and at the top of the heap are Bruce Smith on Striker and Rick Pollock skippering Pursuit.

On a trip to the Three Kings from February through April you can target marlin, yellowtail kingfish and even tuck in to Cape Maia van Dieman for big snapper. Large comfortable boats plus experienced skippers and crews are the secret to success at the Kings and both Bruce and Rick have great fishing knowledge and a sense of humour.

If you have had a challenging year then anticipating a ‘big trip’ may be just the tonic you need. We have a couple of Carters Gone Fishin’ episodes coming up that are based in the outer Hauraki Gulf in March and focus on soft baits, dead baits and Lucanos slow jigs, all used to target snapper.

I am often asked what my favourite approach to snapper fishing is and the question is usually accompanied by an intense interest in soft baits. On this trip in the Gulf everything worked, it did not seem to matter what you threw over the side, there were fish waiting to scoff it.

In situations where the fishing is hard I always make sure I have plenty of options. I like to drift for a while and then if necessary anchor and burley up. A lot of people claim that soft baits are at their most devastating on the drift and yet my biggest soft bait snapper have been caught at anchor. At anchor on a challenging day I can burley up, put down a live bait or even a big floating bait out back of the burley trail and then cast soft baits everywhere else.

Variety in fishing is still definitely the spice of life as far as I’m concerned and on some days baits go nuts and on others it’s a soft bait day. When it comes to jigging and that includes slow jigs, drifting is most definitely the way to go and if you are in close proximity to other vessels engaged in various angling activities then look and learn because it is amazing what you can pick up by observing experience in action. Some people call that cheating, I call it smart and even now I keep picking up new techniques and tips by watching others in action.

Whatever style of fishing you enjoy and wherever you go please do it safely and if it is a long time since the boat has been in the water, take it in for a full service before you go. An investment in a service now can save engine failure or a mechanical breakdown and embarrassing rescue. If, like me, you have kids that jump on and off your boat make sure you have a checklist of equipment and tick things off before you leave home. The landing net is no good in the shed and two lifejackets don’t keep four people afloat.

Have a great summer and don’t forget that we also have a radio show on Radio Sport covering fishing tips and answering your questions. Tune in to one of the various Radio Sport frequencies on Saturday morning between 6am and 7am and give us a call. I would love to hear from you.

The following branches are hosting Carters Kids Gone Fishin’ with special guest Graeme Sinclair. Entry is free but you need to register so get down to the branch or contact them for further information.

- 8th November Gisborne
- 15th November Nelson
- 21st November Tauranga
- 5th December Wellington

For more information visit www.carters.co.nz.

Write your email address below to get the latest fishing tips and specials:

[ ]

Submit
**TIP OF THE MONTH**

**Brace for the future**

Ecoply® Bracing Systems

Carter Holt Harvey® Woodproducts in conjunction with Winstone Wallboards have recently developed and tested new Ecoply® Bracing Systems that can be used with GIB ExBrace® FP 2009 systems.

**Ecoply® Bracing Systems features and benefits:**

- Higher bracing performance per metre than existing SP elements
- Reduced number of element types and simplified naming system
- Single sided and double sided bracing elements
- Special EPDs bracing element design for where plywood cladding comes to softfit line within 300mm of top plate
- High performance bracing element utilising GIB® Standard plasterboard
- A single type, GIB Handibrac®, hold-down for all bracing elements
- Simplified construction
- Single page specifications for each bracing element type

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<tr>
<th>Specification No.</th>
<th>Minimum Wall Length</th>
<th>Lining Requirements</th>
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<td>7mm Ecoply® or 12mm Shadowclad® one side and 10mm GIB® Standard plasterboard other side</td>
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Full specifications, including materials, for the new systems can be downloaded at www.ecoply.co.nz/bracing or alternatively contact CHH Woodproducts on 0800 326 759.

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**Ecoply® Bracing Systems features and benefits:**

- High performance bracing per metre than existing SP elements
- Reduced number of element types and simplified naming system
- Single sided and double sided bracing elements
- Special EPDs bracing element design for where plywood cladding comes to softfit line within 300mm of top plate
- High performance bracing element utilising GIB® Standard plasterboard
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**Ecoply® Bracing Systems**

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Full specifications, including materials, for the new systems can be downloaded at www.ecoply.co.nz/bracing or alternatively contact CHH Woodproducts on 0800 326 759.
Now there's a new way to measure how apprentices are doing.

Following consultation with the industry, the BCITO is changing the way the National Certificate in Carpentry is assessed. All training sessions will now see apprentices assessed by their BCITO Training Advisor, not their employer or company assessor.

This change will lighten the workload of our employers by reducing the paperwork they are required to complete. It also means we will provide a more streamlined process for all our assessments right across the country. Most importantly, it means you can get on with the essential stuff – like running your business.

Employers will still play the key role in evaluating and verifying their apprentices' practical skills, but the BCITO Training Advisor will now lighten the load.

If you have any questions, please contact your local BCITO Training Advisor or call us on 0800 4 BCITO (0800 422 486). We hope you'll find these changes will really measure up.