

TJ-NEWS

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WHAT A MONTH APRIL WILL BE...

...for the true petrol heads and the citizens of Hamilton with the inaugural Hamilton 400 street racing providing a festival of thunder and fun.

Fortunately, **TJ-Steel** with its association in working together with **Orrcon** will be close to the action and have the driver of the **Orrcon** sponsored No 5 Ford, **Mark Winterbottom** being available to chat to those interested at **TJ-Steel** in Bryant Rd from 2.30pm - 3.30pm on Thursday the 17th

For those attending the car racing the **TJ-Girls**, who were introduced at the National Fieldays last June will be seen promoting **TJ-Steel** and assisting with **Orrcon** promotions during this wonderful event.



PRICING

A major concern as prices of steel are escalating dramatically bought about by huge demand for scrap and iron or also with India rushing into new developments throughout their country, a continuation of the china demand and with production and freight costs increasing steadily partly due to oil prices raising to over 100 USD a barrel. A weakening of the NZ Dollar could see the base prices exceeding NZ\$2000 per tonne. The need to tag quotes is super important as existing stock once gone will be replaced with higher priced product.

TJ-Steel can help in some instances by reducing cost by sourcing some manufactured product offshore so our customer can mix and match both locally produced and offshore produced which will average down price.



SAM VAN OOSTEN NATALIE WHITTAKER

TJ-GIRLS

Natalie Whittaker and **Sam van Oosten** assist **TJ-Steel** at events and were introduced at the National Fieldays and will be present at the V8 motor racing at the Hamilton 400.

Sam is studying to be a nurse and in her final year, enjoys wakeboarding, watching a good movie and having an occasional wine with friends.

Natalie is a product manager for a book publishing company, enjoys netball, dancing, socialising and a good book.

TJ-BOLLARDS

Part of our Highway Safety programme is solving problems and in this instance the challenge was to develop a removable bollard that supplied the following benefits.

- No hole in the ground once removed
- Very strong yet light weight
- Easy extraction
- Simple lock in system
- Corrosion Resistant
- Can be supplied in any colour

Dimensions:

Outside Diameter.... 165mm
 Height..... 900mm
 In ground depth..... 350mm
 Finnish..... HDG



JOHN NICHOLSON WITH THE BOLLARD



TJ-STEEL

STOCKIST OF:
 Pipe - Black
 Galvanised

Hollow Sections
 Black-Allgal

Hot Rolled Plate

M S Angle
 M S Flats

Shouldered & Rolled
 Grooved Pipe

Universal Beams &
 Columns

PF & TF Channels

ElectroGalv Sheet

Galvanised Sheet

TJ-PRODUCTS:
 Planking Mesh

Perry Grating

Directional Products

TJ-Dfence

TJ-Plank

ALLGAL:
 ElectroGalv inside
 & outside for longer
 service life.

Smooth even
 surface finish ideal
 for painting &
 powder coating

Easy to weld with
 minimal weld
 spatter

Clear-Tec protects
 the zinc

TJ-SPECIALS

Currently we have some Square Hollow Section in stock Grade 280 MPA which is as follows:

Size 150 x 150 x 6.0mm

43/12metre lengths at only \$39.50 per metre

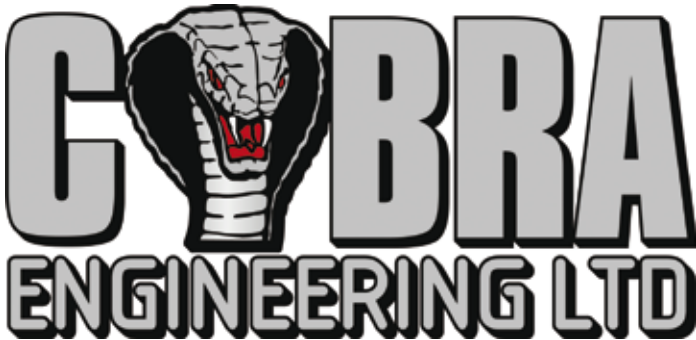
If you are in Hamilton passing **TJ-Steel** in Bryant Road call in if you are looking for downgrade or off cut product. There could be something handy for you to select from.

WORKING TOGETHER

TJ-Steel is proud of its successes in providing solutions for customers that benefit both parties, one such customer is **Cobra Engineering** that is very well operated by the founder and Managing Director **Phil Burrows** who offers 20 years experience in the industry, they have a very energetic staff that display a pride in the finished product.

Cobra Engineering has been in business for only 4 years and during that time and has exceeded all growth targets. The reason for this is that they pride themselves on the quality of their finished product that includes 3 and 4 axel units that can take punishment, offer a personalized service and enjoy the challenge of "one off" designs with a very good example being a trailer to transport an elephant throughout New Zealand.

For more information phone **Phil** on 021 935 945.



DECK MANUFACTURED AND PALFINGER UNIT FITTED BY COBRA ENGINEERING

TJ-PEOPLE

Since the last issue our Sales Accountant **Susan Parsons** has been promoted and now works in the Forlong and Maisey headquarters so we have a new "voice on the phone" that being **Shelley Nicolls** who will continue where Susan left off and keep the **TJ-Team** on their toes.

TJ-QUIZ

The last issue of the **TJ-News** asked our customers to try and forecast the value of the **NZ Dollar against the USD** three months in advance at a given time. The forecasts were interesting as they ranged from NZ\$ 0.69 up to NZ\$ 0.84 against the USD with the winner being **Neil Best** from Jenson Engineering in Tauranga who opted for 0.79 with the actual at the time being 0.789. "Well done Neil, a \$50 Rebel Sports Voucher is on its way to you"

This issue is offering the same however we would a forecast of the **price of petrol** on Monday the 30th of June 2008 Good Luck

TJ-SERVICES

TJ-Steel prides itself on providing a service that is not the normal to ensure that we can offer an excellent package to our customers, some as listed below.

- Bulk cutting
- Technical advice
- Indent options on large quantities
- Indent options on small quantities
- Engineering services
- Trend Guide
- Sourcing non standard size and weights
- Highway Safety
- Specialized pipes
- Contractual products supplies (Piling etc)
- Reinforcing detailing and take offs

TJ-Steel purchases their wide range of products from New Zealand, Australia, Vietnam, China, Thailand, Malaysia, Singapore and India.

CHINA FREE TRADE AGREEMENT

There is speculation as to the ongoing benefits of the new free trade agreement that has just been signed, with most people in favour of working closer with China. What does it mean to the tariffs on steel and associated product imports from this source because as usual there are pages of fine print with those relating to steel as follows. "Products including steel, whiteware, and furniture will be phased out by the year 2013 with most eliminated by 2012"

TJ-Steel imports several products from China and currently pay 5.5% duty on these items.

SHIPPING OUT OF SHANGHAI

Severe congestion of vessels anchored ready to go into port and continuous fog issues is affecting the schedule integrity to an extent that there will now be no break bulk (non containerized) product collected from Shanghai.

