

New Zealand Insulators, 2013

January

We started the year by recruiting additional staff to support increases in the factory to match sales demands, a continuing trend for the year. Our clay tonnage was up 31% and new 110kv line post started production. The kiln refurbishment programme started and also the thermocouple install project kicked off. Heather George notched up 26 years with NZI

February

NZI punters seriously researching their picks for the Super 15 Rugby season. Ian Clark hits the 22nd year and Rayleine Peattie completes 34th with NZI. Agency discussions start with GIG a glass disc insulator manufacturing giant from Russia (Ukraine). New boardroom display/wall unit arrives & looks smart displaying NZI products and reinvented Temuka Pottery. Staff fishing page added to the website to show case Dave's monsters from the Rangitata River. Mandy slips and breaks her leg (major damage) so she's off work indefinitely.

March

Great support from NGK-S in Melbourne, Ian and Greg get organised for one of the several trips to meet with them. 110kv posts continue to challenge us. Our first North Island agency for Temuka Pottery is setup "Cambridge Country Store" and South Island cruise ship/tourists buy up our Temuka Pottery with enthusiasm. Heather and Denise pound the streets supporting the Cancer Society Relay for Life. Greg Howell indicates a possible move into a new role as CEO of Blue Star Print and Label but will remain a NZI Director. Roydon Fisby completes 29 years' service. Factory maintenance continues big time.

April

Debbie Campbell clicks over 23 years and John Uden makes it 29. Our new GM Chris is scheduled to start on the 22nd so Greg passes the NZI GM duties over to Chris. To note a few of Greg's achievements over the last couple of years: (1) Fostered the courage to exit parallel imports, reassert the NZI brand & make a firm commitment to our Temuka factory. (2) Grow factory tonnage, add a good number of staff & reorganise for growth. (3) Brought back CAD in-house, and secured the recruitment of a Ceramist, essential for the future. (4) Setup the Kumeu distribution centre, which is a winner (5) Moved to get the Pottery Shop back trading, and with the early strides to get our Pottery brand to profit. (6) Led the business to win some good contracts back, a pivotal moment for sure. (7) Moved to focus on core stocks, sales to Networks, new line post developments and adding DTR & Payer agencies.

May

Well my first full month at NZI, what a great company of honest hard working people all focussed on moving the business forward and supporting NZ made product and what NZI stand for. My welcome and acceptance has been great Thank you all. We get the first shipment of 110kv posts out on time. Record sales month, our best in two years. Plant R&M is high keeping the "Grand Old Lady" at her peak. Mandy returns to work part time. Robin Breakwell completes 47, Peter Campbell 22 and Warren Cornelius 33 years.

The Super 15 has a tight bunch of leaders. Tiri Group Board meeting held in Temuka and great to see Tom, Kevin and Rob on site, our other director Greg was off dealing with his new Blue Star Print business.

June

We exhibited at the annual EEA (electrical engineers assn.) conference at Skycity in Auckland with great feedback from customers, other suppliers and even our competitors, "NZI is back and back with vengeance". Dave Johnson settles for 37 years at NZI and a cool minus 16 on my weekly drive, Alexandra to Temuka – maybe winter has settled in.

July

Peter Quested notches up 21 years and Brett Dixon makes it 22 years. Chris went to Aussie meeting Fulton Industries, Cooper Bussmann and NGK-S all great agencies and people who believe in our NZI strategy. NZI helped Alpine/Netcon celebrate business success and staff at an official black tie event held in Timaru.

New record for monthly sales, it's certainly only hard work from everyone to achieve this and we are having some fun on the way.

August

Linda takes the money in the Super 15. Our product improvement initiative starts the "White board teams" along with re-establishing team leader positions across the factory. Dave Chambers clicks over 32 years at NZI. Chris visits DTR our sole NZ agency partner in Busan, South Korea. Annual audit for the Tiri Group and ACC Partnership Programme completed at NZI Temuka. We achieved a clean bill of health so an excellent result for the group.

September

Americas Cup slipped away in front of us although it's inspiring for NZI to know "even the little guys can have a crack at the big things" so we continue our campaign and strategy. Pottery sales continue to increase with a couple of nice new additions "Splash" and "Galaxy". Low Voltage division continues well with increased sales and support from wholesale customers. R&M is still a major and the "Grand Old Lady" continues to need some TLC, but we are certainly up for the challenge.

October

NZI exhibiting at the ESITO Linesman Competition in Christchurch (first time ever in the South Island) certainly a great event and something to remind everyone that NZI has been in this business for 89 years and building for a solid future. Continued strong support from key clients. Good forward orders (local and offshore) keeping factory and everyone at NZI very busy. Craig Johnson notches up 29 years with NZI.

November

Chris & Ian meet with NGK-S management in Melbourne, discussions and factory inspections to help build business relationship and efficiency. Gary Aspden celebrates 22 years with NZI. A new outlet in the North Island for Temuka Pottery – "Merge", 254 Broadway Newmarket, a top location and a shoppers mecca – well worth a shopping visit. David Glackin and Chris head to Sydney for the AusRAIL2013 conference supporting some diversification into the rail business in NZ and Australia.

December

Last minute rush of orders and deliveries required before Xmas, much the same for everyone but looking forward to the holiday season and a chance to celebrate a busy busy year. Last minute adjustments to the 2014 MV and LV catalogues, these will be out any day soon, keep an eye out for them.

So that's our story for 2013.

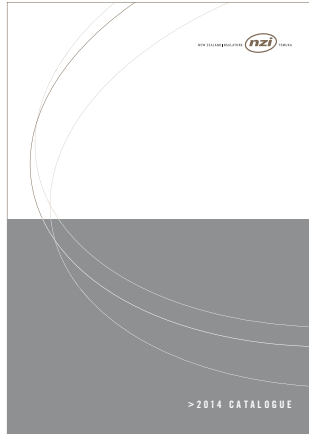
It's been hard work and we enjoyed developing new products and are proud to reinvest in the people, the community and our factory while still challenging for improved market share and we've had some fun along the way.

Thanks to all our friends and clients, we know you have choice and are ever grateful that you have supported us and we continue to work hard to support you and your business.

From the team at
New Zealand Insulators
and Temuka Pottery,
have a fantastic Christmas
and enjoy the 2014
New Year celebrations with
family and friends.



*Our final working day for 2013 will be Friday 20th December.
The factory, both offices & both warehouses all get started again on Monday 6th January.
Urgent enquiries during the break should be directed through Chris van der Werff, 027 7066 205.*



2014 NZI Catalogue

NZI's complete product range statement

Release date – 14/1/14

96 pages

Includes new brands & range extensions



2014 LV Pocket Book

NZI's LV range on offer to Wholesalers

Release date – 16/12/13

34 pages

Includes Trade Prices for all items