

HUTCHIES' TRUTH

A QUARTERLY NEWSLETTER FOR HUTCHINSON BUILDERS

FEBRUARY 1998

A TASTE OF THE TROPICS

HUTCHIES has demonstrated confidence in North Queensland by expanding its representation and opening new offices in Townsville.

The new premises are at 25 Rendle Street, Aitkenvale – a property that the company has owned for many years.

The company has established a strong team in Townsville, headed up by Robert Weymouth, assisted by Dave Christoffensen, who has been with Hutchies in Townsville for the past 10 years.

Hutchies have had a presence in Townsville for 40 years.

Chairman, Jack Hutchinson, said the company decided to step up its activity in Townsville after identifying North Queensland as one of the areas of great opportunity and growth in Australia.

Winning the tender for the NORQEB extensions proved that, when it comes to winning work, quality is as important as price to a client.

Hutchies was the third highest of the five tenders – but we still won the job.

The Townsville Bulletin noted that Hutchies' price was \$76,000 higher than the lowest.

NORQEB business communications manager, Mr John Fowler, was reported in



Our keen to help and obliging staff outside Hutchies' new Townsville office at 25 Rendle Street, Aitkenvale. They are, from left, Paul De Jong, Robert Weymouth, Dave Christoffensen and Tony Doyle.

the Townsville Bulletin, saying price was not the only issue.

"Experience has shown people throw in the lowest possible price to get the business and once the project has commenced, then the costs escalate significantly."

Mr Fowler said Hutchinson Builders had more relevant experience in the type of project tendered for.

It had clearly demonstrated its capability in the refurbishment of the existing building and its extension, had excellent financial and professional references and had supplied a detailed CV of the project team members.

Robert Weymouth is keen and ready to be of service with no obligation building

advice and quotations. He can be contacted by telephone (07) 4775 2624.

Projects secured include:

Extensions to NORQEB building in Garbutt (\$4.6million)

Client contact: Les Olsen. **Major consultants:** Connell Wagner (Brian Davies and Scott Hahne). **Estimator:** Keith Boucaut. **Foreman:** Paul De Jong

Extensions to Townsville RSL (\$2.5million)

Principal consultant: Project Leaders (Craig Cornish). **Estimator:** Wayne Cullen. **Job administrator:** Dave Christoffensen. **Foreman:** Jim Patten.

Alterations and additions to Atherton International Club (\$291,000)

Consultant: Project Leaders (Bob Hornby). **Estimator:** Paul Hart. **Foreman:** Noel O'Brien.



Chancellor Don Stevens (centre), Hutchies' Western Division Project Manager, Grant White (left) and Contracts Manager, Randal Younger, turn the first sod.

THINGS ARE UP ON THE DOWNS

OUR recently opened Toowoomba office is going well and the decision to have a permanent office on the Darling Downs has proven to be the right one, with several good jobs underway and others in the pipeline.

The \$10.6 million General Purposes Building at the University of Southern Queensland, Toowoomba, is steaming along after having had the first sod

turned late last year.

Consultant on this five level project is Bernard Ryan & Associates; estimator, Michael Crossin; supervisor, Grant White; administrator, Randal Younger; foreman, Rob Thompson.

A new \$1.9 showroom/warehouse for Harvey Norman has lifted our activities in the Toowoomba region.

Consultant, Leffler Simes Architect; estimator, Paul Hart; supervisor, Grant White; administrator, Randal Younger; foreman, David Darby.



The Retro Blasters team from left, Rick Walker, Jack Whip, Peter Smith, Bruno Thomas and Lawrie Cranley.

WATCH out for the Hutchinson sponsored cycling team – *The Retro Blasters* – while they are out clocking up 1000 km in training each week.

The team races regularly in and around

south east Queensland in the Masters' Class. They recently competed in Brisbane's biggest criterium (short course racing – 80 kms) at Davies Park with Australia's five Tour de France riders.

EMERALD AISLES SHINE IN THE OUTBACK



Project Manager, Paul De Jong, is shown here recreating in the bush after completion of the Emerald Market Plaza project.

THE official opening of Emerald Market Plaza in October signified the end of involvement for Hutchies and Project Manager, Paul De Jong, in this magnificent new shopping complex.

The opening was conducted by Mayor Paul Bell and attended by Governor, Major General Peter Arnison, representatives of the owner, Prime Retail Group, and hundreds of local residents.

Hutchies' track record was praised with Mayor Bell commenting that the centre had been opened before its anticipated completion date.

The Emerald Market Plaza will create 200 permanent jobs for local people.

WHITE CHRISTMAS IN LONDON

HARRY White sent a dispatch from London to update Hutchies on his five month backpacking holiday around Europe.

He visited 123 destinations in 150 days and loved every minute of it.

Highlights included lazing on Greek Islands, sailing the Turkish coast, checking out architecture in Venice, Florence and Rome, attending beaches, bars and bullfights in Spain and taking part in an Irish Hurling competition (whatever that is).

Harry did go to Amsterdam, but he can't remember what happened there!

Most importantly, after all his research, he reports that a stein of beer in Munich costs \$A12.

He is now working in London as a Planning Coordinator for Costain Constructions on a two eight-storey tower residential project.

Apart from providing excellent experience, it should also give him the means to buy a ticket back home, sometime in the future, but first priority is a skiing trip to France.

FROM THE CHAIRMAN



WELL, 1997 was a record year for Hutchies. We had a turnover of \$85 million and a healthy and fair profit.

The start of 1998 is the start of new opportunities.

The only way forward is to grasp those opportunities with energy, enthusiasm and common sense.

We are in a tough industry and I thank you for our success in '97.

Let's all continue to make those small improvements to keep us number one.

Company members, never underestimate your role in achieving this goal.

— Jack Hutchinson

BIRTHS

Two future Hutchies boys came into the world recently with the arrival of Robert Gary Pettis to parents, Glen and Tonya, on September 20, and Tyler Ryan Grant Campbell to parents, Mandy and Grant, on December 22.

QUOTES

The 10 most powerful two-letter words:

If it is to be, it is up to me.

☆ ☆ ☆ ☆

My basic principle is that you don't make decisions because they are easy; you don't make them because they are cheap; you don't make them because they're popular; you make them because they're right.

— Theodore Hesburgh, C.S.C.

☆ ☆ ☆ ☆

Success is 99 per cent failure.

— Soichiro Honda, Founder Honda Motor Corporation

☆ ☆ ☆ ☆

Those who can't laugh at themselves leave the job to others.

☆ ☆ ☆ ☆

Anyone can become angry – that is easy. But to be angry with the right person, to the right degree, at the right time, for the right purpose, and in the right way – that is not easy.

— Aristotle.

ON THE JOB AT WINTON'S DUNNY DERBY



Hutchie's team caught with their pants down at the Winton Dunny Derby.

THOSE on the job at the Matilda Centre in Winton recently had a change of pace during the Winton Festival.

A full week of activities kept everyone busy – especially the Hutchies' entry in the Sorbent Dunny Derby.

After building their dunny to racing specifications and then a float depicting

the Matilda Centre roof (with apologies to architect, Robin Retchford) they still had enough in reserve to run Second in their heat and a mighty Fourth (out of 15 dunnies) in the very prestigious Constipation Stakes.

Hutchies also collected First Prize for the town's Most Animated Swaggy – a

popular sight on the windmill outside the Matilda Centre.

Unfortunately Hutchies' entry in the Australian Crayfish Championships was unsuccessful.

Congratulations to Mick and his team and a big thank you to the people of Winton who rallied with loads of support.



Len White, Michael De Jong and Sheryl Lowe enjoy a quiet drink and a beautiful Outback sunset at the Winton Festival.

MAKE WAY WILBURYS – HERE COME THE TRAVELLING UNDIES

GEOFF Colless, of Design Network Australia (architects, planners and development managers), is the inaugural winner of the Hutchies' Travelling Undies Award.

Not only is Geoff a deserving winner, but also originator of the idea.

Geoff wrote recently saying how delighted he was with the pair of Hutchies' undies he received at last year's 85th Anniversary celebrations.

He also marvelled at how the female staff were able to guess his exact size.

Geoff revealed that for years he has used the PTU type undies as PJs, and found the Hutchies undies so comfortable, that he takes them with him wherever he travels.

These Hutchies daks have now slept in some exotic, and some not so exotic, places

including the Melbourne Club, the Australian Club, the Australasian Pioneers Club, the Naval and Military Club, the Sheraton Hotel, Timika in Irian Jaya, the Holiday Inn in Denpasar, and the Century Hotel Hong Kong. The list goes on and on!

Geoff suggested that Hutchies should have a competition for the most widely travelled undies and entrants would have to submit a photo of themselves in circumstances where the location could be identified.

"For instance, I was working in Kuta, Bali, and awoke early and wandered out of my beachside ground floor unit and onto the beachside retaining wall, when a voice said: 'I didn't know Hutchies were erecting in Bali.'

"Then I realised I was standing there in my Hutchies undies," Geoff said.

Although we haven't seen the photo, Geoff takes a prize, and a new pair of Hutchies' undies and a Hutchies' polo shirt are on their way to him.

Anyone who thinks they can out do Geoff should get their entry and a photo of their undies in to the The Editor and take part in the Hutchies' Travelling Undies Award.

Hutchies staff at Winton (*see above story*) are hot contenders for a prize.

THE PUB WITH NEW GEAR



HUTCHIES' refurbishment of the Railway Hotel at Goondiwindi helped the owners, A & G Hotels, win the Best Developed Hotel in Queensland Award from the Queensland Hotels Association.

The \$395,000 project involved refurbishment of the existing premises including new bar, kitchen, external awning and coffee lounge.

Primary consultant on the 16 week project was Nicholas Mandikos and Associates. Hutchies' team included administrator Mario Medrano; supervisor Len White; and foreman Michal Baldwin.



OBITUARY

MRS Lily May Hutchinson, wife of the late Jack Hutchinson and mother of Chairman Jack Hutchinson, passed away peacefully on October 29 last year.

She was a grand lady, aged 88 years, who shared so much of Hutchies' history. She will be sorely missed.

Photo shows the late Lily Hutchinson with Terrence, Jack and Scott Hutchinson.



Members of the Hutchie family in party



A more serious part of the family rivetted by Christmas speeches.

TOAST TO CH

THE 1997 Christmas Party was an opportunity to celebrate a good year and recognise some of the people who contributed to the success.

The major prize went to Matt Hutton who was named Constructor of the Year winning the Kinco of Little Rock Award.

Other trophies and winners included:

Watch Award: Rod Leach for achieving Quality Accreditation for the company.



Scott received a wig to round-out his new surfer image.



Terrence Hutchinson shows his serious side when accepting gifts from the Man in Red.

A BRAVE MAN IN RED

HUTCHIES' annual Children's Christmas Party was held at Warrego Water Park where Santa braved the very warm weather to appear and delight the children and adults alike.

A big thank you goes to McCaffery for helping Santa make his appearance.

The giant stocking was provided by Mary-Jean Hutchinson.



...y mood at the Christmas get-together.

CHRISTMAS AND SUCCESS

Best Suggestions — 1st:- Arthur Harris for figures to prove a new photocopier would not only save time but money.

2nd:- (tie) Keith Boucaut for popular suggestion for the installation of a soft drink machine in the office; and Randall Younger for his many ideas to improve the company.

Estimator of the Year: Trevor Bruiners for winning the contract for downpipe relocation at Komatsu with value of \$610.

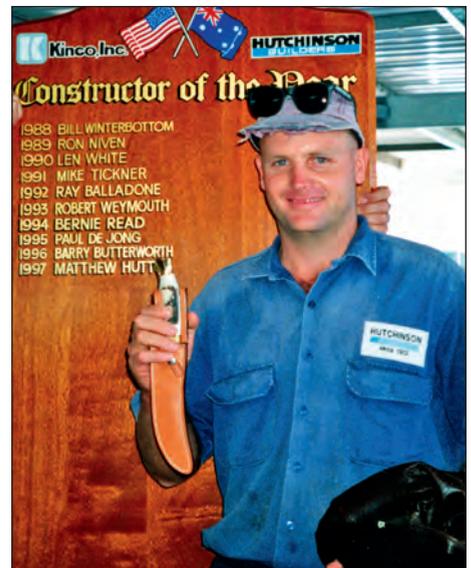
Five Years' Continuous Service: (*personal-*

ised rod and reel) Ken Green.

Ten Years' Continuous Service: (*Hutchies leather jacket*): Ray Balladone, Matt Hutton, Rex Bird, Dave Christoffensen, Ian Gibb, Vivien Gibb.

Firing Squad Award: (*special polo shirt*) Cannon maker Peter Byrne .

Lucky Door Christmas Stocking: Searle Balladone.



Constructor of the Year, Matthew Hutton



Tayla Doring accepts her gift from Santa with great delight.



Santa greets some of the children.

en's
the
ere
arm
ight
Pat
unta
von

THE following is a round-up of current jobs completed or being undertaken by Hutchies.

New Place of Worship

A new two-storey community dwelling and place of worship valued at \$850,000. Team includes: Nettleton Tribe Architects (contact Glen Mallett); estimator Keith Boucaut; supervisor Neil Bladen; administrator Dan Gallagher, Richard Graham; and foreman Mal Ashford.

John Deere Extension

Office extensions and renovation of existing offices at John Deere to the value of \$700,000.

Team includes: Woods Bagot Architect (contact Kon Pavlov); estimator Trevor Bruiners; supervisor Neil Bladen; administrator Richard Graham; and foreman Mal Ashford.

Nissan Display Centre

Extensions to existing car display area valued at \$500,000.

Team includes: Wilson Architects (contact Mark Craig); estimator Wayne Cullen; supervisor/administrator Paul David; and foreman Michael Baldwin.

Powerhouse Apartments

Construction of 47 apartments, three shops, three offices, restaurants, gym and undercover parking to the value of \$4 million.

Team includes: Optimum Projects (contact Ian McNaughton); estimator Paul Hart; supervisor Len White; administrator Alex Seydel; and site manager John Baldwin.

Retravisio Retail Centre

Construction of a new retail showroom in Clayfield to the value of \$600,000.

Team includes: Group 4 Architects (contact Gianni De Clara); estimator Keith Boucaut; supervisor Neil Bladen; administrator Richard Graham; and foreman Peter McIntyre.

Woy Woy Services Club

Refurbishment of poker machine lounge, bar and kitchen of the Woy Woy Services Club valued at \$1.2 million.

Team includes: Project Leaders (contact

JOBS UPDATE

with

Barry Butterworth

Darren Dickfos); estimator Wayne Cullen; supervisor Len White; administrator Robert Gallagher; and foreman Syd Britton.

Carnarvon Gorge Amenities

Construction of new toilet blocks at Carnarvon Gorge valued at \$240,000.

Team includes: Project Services (contact Mal Telford); estimator/supervisor Barry Butterworth; administrator Andrew Kerr; and foreman Michael De Jong.

Sunnybank Service Station

Construction of a new service station at Sunnybank valued at \$500,000.

Team includes: John Cunningham Developments (contact John Cunningham); estimator Trevor Bruiners; supervisor Neil Bladen; administrator Richard Graham; and foreman Doug Schmidt.

Westpac, Noosa

New Westpac Bank and five units in Hastings Street, Noosa valued at \$1.5 million.

Team includes: Robinson Project Management (contact Mark Fowler); estimator Wayne Cullen; supervisor/administrator Paul David; and foreman Glen Houghton.

Super A Mart, Noosa

Some 21 high quality apartments in Hastings Street, Noosa valued at \$3.6 million.

Team includes: Dimitriou Architects (contact Blades Project Services, Vince Corry); estimator Wayne Cullen; supervisor/administrator Paul David; foreman Glen Houghton.

Mt Gravatt Workers' Club

Extensions to poker machine lounge valued at \$2.4 million.

Team includes: Project Leaders (contact Bob Hornby); estimator Wayne Cullen; supervisor Len White; administrator Robert Gallagher; foreman Paul Clements.

BBC Warehouse, Oxley

New tilt-up retail showroom valued at \$5 million.

Team includes: Roger James Architects (contact Roger James); estimator Michael Crossin; supervisor/administrator Rod Leach; foreman Darryl Gersekowski.

Gold Coast International

Restaurant refurbishment valued at \$450,000.

Team includes: Project Leaders (contact Darren Dickfos); estimator Wayne Cullen; supervisor Len White; administrator Robert Gallagher; and foreman TBA.

Offices, Lavarack Avenue

Twelve new professional office suites valued at \$140,000.

Team includes: Lambert & Smith Architects (contact Peter Smith); estimator Wayne Cullen; supervisor Ray Balladone; administrator Kevin Brown; and foreman Ken Tyres.

Units, Merivale

Construction of 12 units at Toowong valued at \$1.5 million.

Team includes: Macksey, Rush & Lindsay Architects (contact Tony Macksey); supervisor/administrator Richard Ohlrich; foreman Rob Jones.

DSS Office, Ipswich

New commercial office building with undercover carparking valued at \$1.3 million.

Team includes: Turnbull Architects (contact mark Stephens); estimator Keith Boucaut; supervisor Neil Bladen; administrator Richard Graham; and foreman Doug Schmidt.

Alex Gow Funeral Home

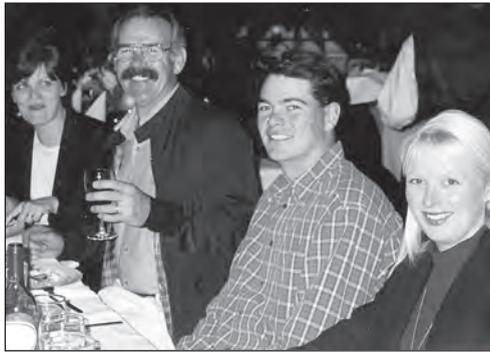
Extensions to existing funeral home including new offices and administration areas and associated facilities valued at \$520,000.

Team includes: Powell Dods & Thorpe (contact Joe Biondi); estimator/supervisor/administrator Paul David; and foreman TBA.

SOCIAL CLUB OUTING



Lyn and Michael Tickner enjoyed the Social Club's night out at the Tivoli Cabaret and at the same time celebrated their 25th wedding anniversary.



Also at the Tivoli (from left) Julie McMillan, Brian McMillan, Jeff Lacoste and Karen Wiseman.

URBAN RENEWAL CELEBRATION

THE Urban Renewal Task Force headed by Lord Mayor, Cr Jim Soorley, and its Chairman, Trevor Reddacliff, has been awarded the Occasional Special Award for the success of the programme in the Royal Australian Planning Institute's National Award for Planning Excellence.

The achievements are reflected in the programme's performance since 1991 with \$700 million commitment of 260 residential, mixed-use and commercial projects, and a further investment of \$600 million under negotiation.

This work has been focussed on the Fortitude Valley/New Farm area and Hutchinson Builders are pleased and proud to have played a large part in the building of this work.

Projects completed or under construction by Hutchies include Teneriffe Apartments for Dr Jim Yates (\$8.1m), Powerhouse Apartments for Craig Lagerroth (\$4.1m), redevelopment of the Coca Cola site for Neville Miller (\$5.2m), and St Vincent's Nursing Home.

We congratulate members of the Task Force executive and all involved for a job well done.

IN THE FASHION OF THE MELBOURNE CUP

FAR from the track, but not to be outdone in the fashion stakes, Hutchies' office staff turned out for the big race.

Like the rest of the nation, the office stopped to celebrate the famous race, and then it was back on the job to earn enough to cover the bets.



HUTCHIES' HORSEPLAY

HUTCHIES' name turns up in some funny places, like on undies in Bali, but one recent class act was on the blanket of Queensland Ode, the 1997 Junior Preliminary Champion, sponsored by Hutchies, at the Fig Tree Pocket Gymkhana.



Lord Mayor Jim Soorley (centre) with venture partners Jim Yates (left) and Doug Merritt on site at Brisbane's Fortitude Valley/New Farm urban renewal precinct.

HUTCHIES SAYS THANK YOU TO SUB-CONTRACTORS

IN our 85th year we followed the lead of our sister company, Kinco, showing our appreciation for the effort and support of our sub-contractors.

As a start, we sent Hutchies underpants and polo shirts to those subbies who have worked hard with us and who have given great service.

We are in a tough game and negotiation will always be tough, but we will always strive to be fair and will continue to show appreciation to our subbies in a number of ways.

Sincere thanks for your efforts.

If any subbie, who should have received the garments, missed the mail-out, please feel free to contact us.

THE GOOD OIL ON INDUSTRIAL CLEANING



Hutchies are always keen to learn something new and they were all eyes and ears when Rick McLeod, of Zappaway, showed up to demonstrate the latest in industrial cleaning techniques. Unfortunately, when the free beer disappeared, so did the audience!

WEDDING BELLS



Another company member who recently tied the knot (October 25) was Steven Low pictured here with his lovely wife, Narelle Rosevear.

MISSING TEETH MAKE GOOD IMPRESSION

ALL those who know Paul Hart will understand what fun he has with a pair of toy dentures with rabbit-like teeth.

When he recently married veterinarian, Jerah Hoban (although, with his fascination for teeth, an orthodontist may have been a better choice), his friends put the bite on.

Imagine Paul's surprise when he looked out on a sea of smiling faces and saw his friends, making a good impression for the wedding photo album, wearing copies of his trademark teeth.

Paul's wedding photo is proof that he does sometimes appear without his famous teeth.



Some of the guests wearing copies of Paul's trademark teeth. From left, Trevor Bruiners, Keith Boucaut, Len White and Wayne Cullen.



Paul (minus his dentures) and Jerah at their wedding.

HUTCHINSON BUILDERS

Established 1912

31 STAPLE STREET
SEVENTEEN MILE ROCKS, QLD 4073
Telephone: (07) 3376 4044
Facsimile: (07) 3376 2454