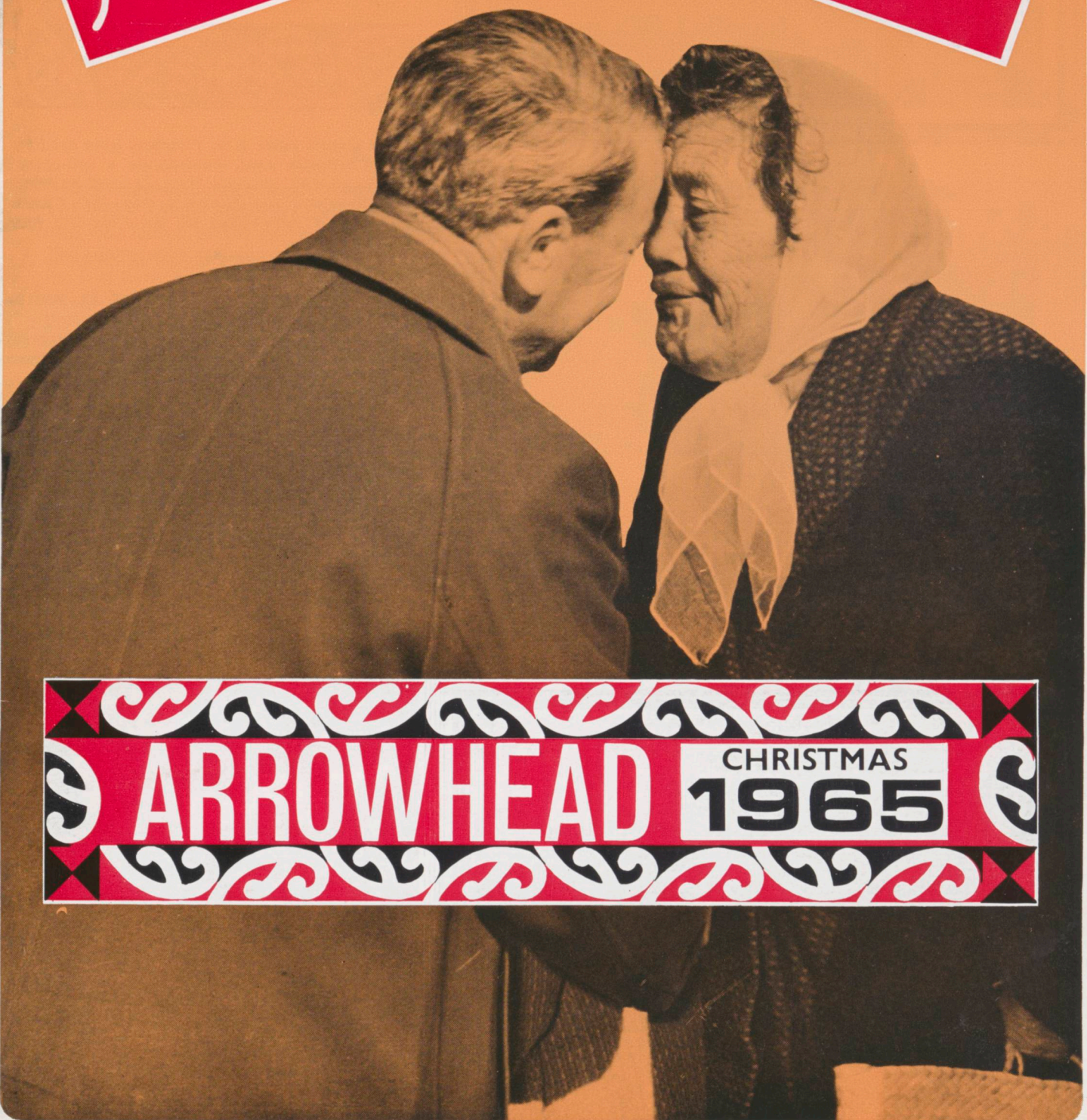


Greetings

Zenakoe



ARROWHEAD CHRISTMAS **1965**



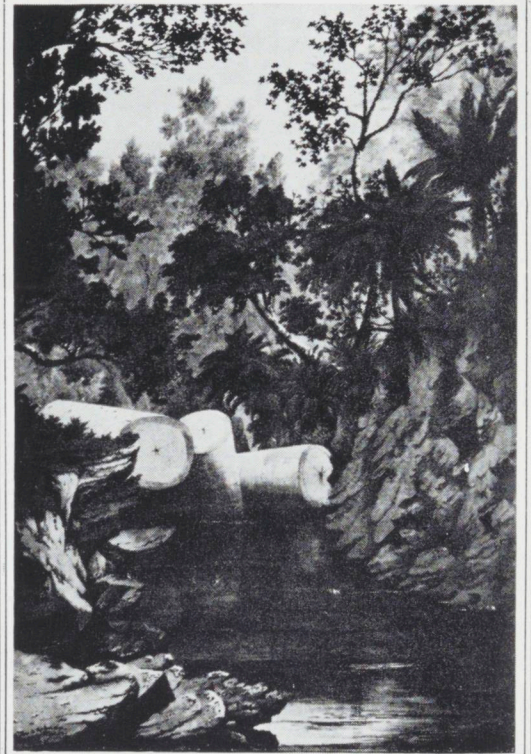
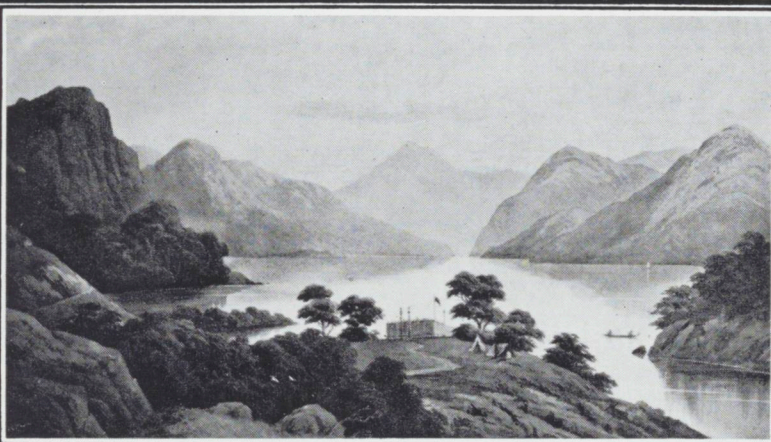
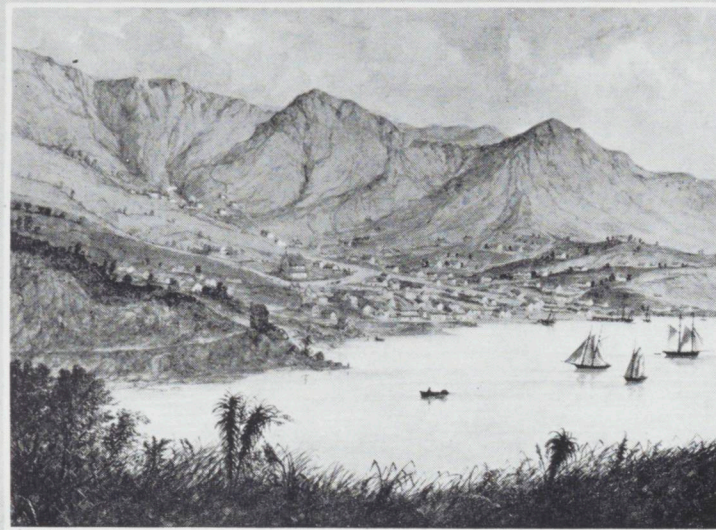
Seasonal greetings from Fletchers

For several years now, Fletchers have used for their Christmas card illustrations a full-colour reproduction of an early New Zealand painting. As a decorative introduction to this year's Christmas issue of Arrowhead we show the last four of these.

Top painting is of Dunedin in 1890 by the Rev. J. Kinder.

Centre is Lyttelton painted by H. D. Bell in 1858.

Below left is an 1870 painting of Doubtful Sound by J. C. Hoyte and below is Alfred Sharpe's watercolour of Hay's Creek, Papakura, in 1878.



A Christmas message to
the staff from J.C. Fletcher
Managing Director



1965 has been a memorable year for the Company. The 1965 Annual Accounts for the year to 30 April disclosed record profits and turnovers for the Group. The profits were sufficient to enable the Company, for the first time, to qualify for entry into "The Millionaires Club" — that select group of companies whose profits after tax exceed one million pounds.

This achievement has been possible not by the efforts of any one person, or a select few, but by all of us carrying out our individual tasks with diligence and efficiency and by the cumulative effect of our working together as a team.

To have qualified for the "Club" is one thing — to remain a member is another. Against a background of increasingly difficult trading conditions and more stringent government restraints the task has become harder as the year of 1965 has wound to its close. However, my fellow directors and I have been heartened by the generally enthusiastic and effective efforts of you all and I thank you for your individual contributions.

At this time it is, I think, not inappropriate to refer to our cover picture which shows a Fletcher executive being greeted in traditional Maori fashion at Ruatahuna.

This year in New Zealand, and in most of the rest of the world for that matter, problems and questions

of race and colour have been very prominent.

As a large employer of labour, particularly in the Rotorua-Taupo area, we consequently have on our staff a large proportion of Maoris and are associated with many of their leaders in the course of our activities in the timber industry.

At this stage in the development of the Maori people a high proportion of their numbers are unfortunately still to be found in the unskilled and semi-skilled occupations and this is a problem which only education can overcome.

However, I think that we at Fletchers can feel some pride in the fact that many of our Maori employees occupy senior and responsible posts in management in the Rotorua area, and in Fiji, for instance, Maori employees hold key positions in two of our ventures in that Colony.

Our pride must not lead us into complacency and I feel that much more must be done to help the Maori achieve his rightful place in society, but our front cover photograph does demonstrate something of the goodwill which has existed between us at Fletchers and the Maori people over many years.

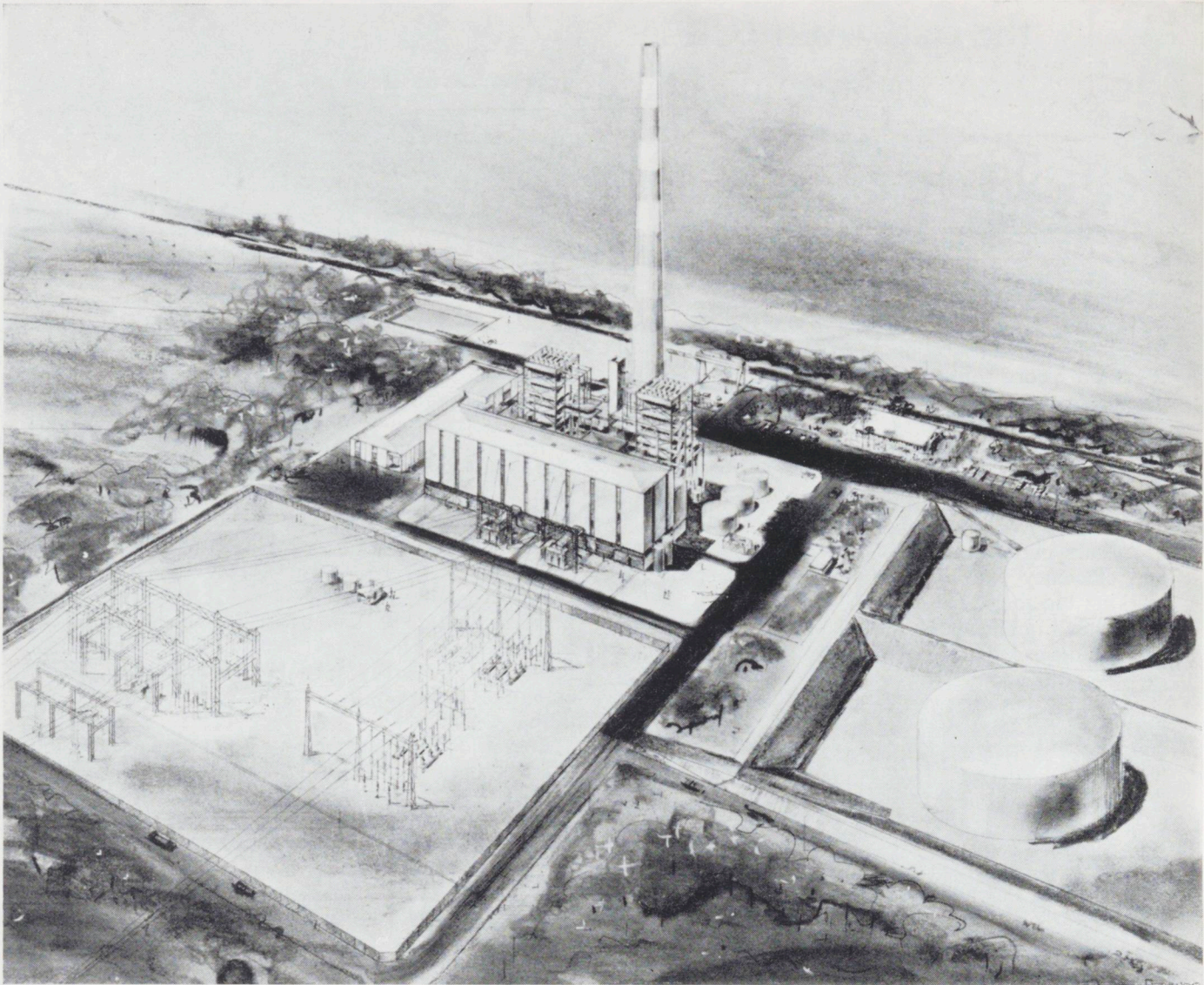
And so, to all our employees, I wish you a happy holiday break and the warmest of Christmas and New Year greetings.

Jim Fletcher

ARROWHEAD is the house magazine of the Fletcher Organisation and is published quarterly by Fletcher Holdings Limited, Great South Road, Penrose, Auckland, New Zealand. Printers are Whitcombe and Tombs Limited.

FRONT COVER of this issue shows a traditional Maori greeting with handshake and rubbing of noses. The photograph was taken at the re-opening of Ruatahuna mill described on pages 5-8.

NORTHLAND POWER STATION

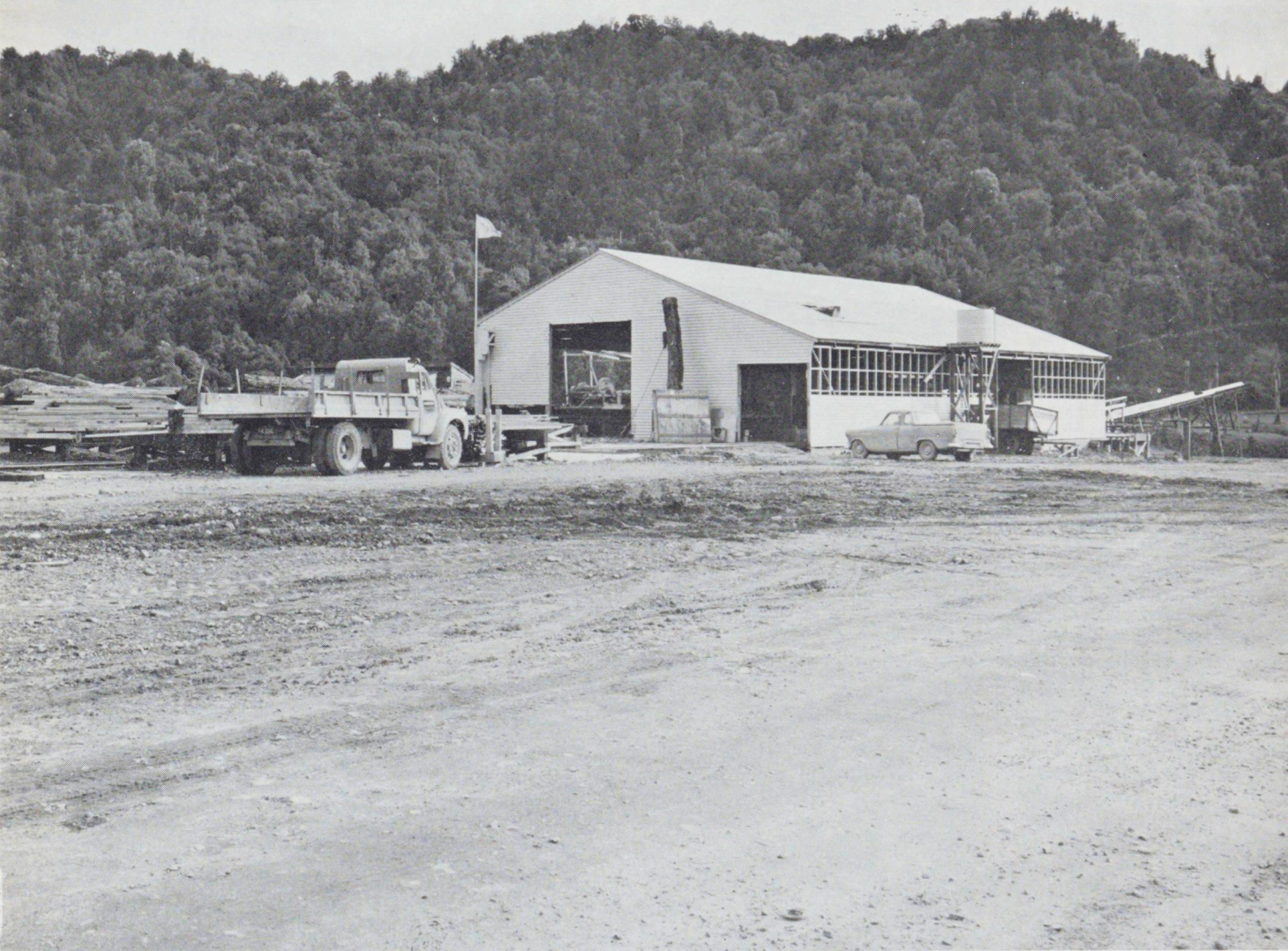


An artist's impression of the oil-fueled electric power station near Marsden Point, Whangarei, now under construction. The contract for the building of the station was announced in the late autumn. Contractors are a joint venture of three firms, Fletcher Construction (sponsor), Downer & Co. and Wilkins and Davies. The scheme is worth approximately £13 million and is notable in that the members of the joint venture are all New Zealand firms whereas in the past there has usually been at least one overseas participant in a project of this size.

Site preparation has been completed and construction is now under way. The first units of the station are due to be ready for service in the winter of 1967 and the whole job completed by the end of 1967.

Bechtel Pacific Corporation are the Managers of the contract and are responsible for the design of the station. Melvin A. La Krapes is their Project Manager and L. S. Patterson their Project Engineer.

J. G. (Jack) Smith, Civil Engineering Manager of Fletcher Construction, is Construction Manager of the joint venture.



RUATAHUNA

...the mists lift again



DEEP in the Ureweras, between Murupara and Lake Waikaremoana, is the settlement of Ruatahuna, where live the Tuhoe people — the Children of the Mists.

Ten years ago the mists were indeed symbolic of the depression which lay on this isolated community. When in winter the wind blew with a cutting coldness it penetrated the marrow of a people ill-housed, ill-clad and often poorly fed.

Capital was lacking to develop their land and forests and the younger

RUATAHUNA

*the mists
lift
again*



THE NEW MILL AT RUATAHUNA SPEAKERS AND AUDIENCE AT MILL OPENING:

On this page: A: Chairman of Whakatane County Council (D. C. Butler); B: Deputy Registrar, Maori Affairs Department (Harris Martin) with John Rangihau interpreting; C: Morris Bird (Ruatahuna schoolmaster) and D: the Pakeha guests.

On opposite page: E & F: Two groups listening to the speeches and G: one of the elders, Kaaho Rurehe, speaking. Seated is Dan Manihera. His rug was the envy of the Pakeha guests whose seat of honour was in line of the full blast of an icy wind.



A



B



C

D





E

people — especially the young men — were drifting to Rotorua and other centres to find jobs. Ruatahuna was left to the old people and the children.

It was a sad fate for a territory whose history went back to the days when Chaucer was a boy — for it is believed the area was settled about 1350. It was visited by missionaries in 1841 but visits by Europeans were infrequent and even in the early 1900's the people were living a more traditional pre-European type of life than any other Maori group in New Zealand. However, in the elders of the tribe



F

was not lacking some of the determination which had brought their forebears to New Zealand in the Great Migration of 1350. In 1953 they formulated proposals which were placed before the Government for the development of farming and timber milling in the area. One of the results was the coming of Fletcher Timber to Ruatahuna to establish a sawmill. This began operations in 1956 and although concurrently steps were taken to improve farming in the area, the mill provided an immediate fillip to the fortunes of Ruatahuna. There were jobs for the young men, money for food and clothing and an incentive to improve housing.

Then, in February of this year, the mill was burnt down. There followed a tense period of waiting until it was announced that the mill would be rebuilt. In July the re-opening of the mill was celebrated with speeches and feasting — an event recorded in the photographs on these pages.

At the re-opening the guests were greeted by Dan Manihera and Kaaho Rurehe as elders of the Tuhoe people, by Morris Bird, the schoolmaster, and by John Rangihau, District Maori Welfare Officer, who also was interpreter.

They praised the way Fletchers had fulfilled all those things which they said they would do. There was no written word that the company should rebuild and operate the mill but the company had kept its promises. When the fire came there was great despondency among the Tuhoe people. The mill was dead, today it was alive again.

Other speakers were the Chairman of Whakatane County Council (D. C. Butler) who compared the prosperity of Ruatahuna with the ghost town of Te Whaiti, where a mill had closed down, and Harris Martin, Deputy Registrar of the Maori Affairs Department, who spoke of the overall development scheme for the district, and said it was intended to make this development something of which the Tuhoe people and the department could be proud.

Arthur Jewell (Managing Director of Fletcher Timber) applauded the grand spirit of the elders of the tribe in working towards the rehabilitation of the area.

Tribute was also paid to those Maoris and Europeans who had played an important part in the original negotiations and who had since died.



G

RUATAHUNA

*the mists
lift
again*



HISTORIC RUATAHUNA

In addition to being one of the first places of Maori settlement some 600 years ago, and in recent times a place of sociological interest — a report on the settlement was made by J. R. McCreary, and John Rangihau, of the School of Social Science, Victoria University, in 1958 — Ruatahuna also figures prominently in the history of the Maori Wars. Between 1869 and 1871 there was considerable troop movement in the area and a number of skirmishes were fought before peace finally came to the Ureweras. It was in this vicinity that Kereopa Te Rau, who had murdered the Rev. Mr. Volkner at Opotiki, was captured and taken under escort by foot, canoe and steamer to Napier where he was tried, convicted and hanged.

PHOTOGRAPHS:

- A: W. A. Bourke (Fletcher Merchants' Chairman) is greeted by Dan Manihera.
B: The Rev. W. Rangi, Anglican Minister at Ruatoki, blesses the mill.
C: Frank Hose cuts the first flitch.
D: Bringing out the food from the hangi.
E: The food is found good.



A



B



C



D



E

MINISTER OF FINANCE DISCUSSES FACTORING



The Minister of Finance, the Hon. H. R. Lake (fourth from left), at the opening of Pacific Factors' new Christchurch offices with from left, Messrs. M. Wood (Christchurch Manager of Pacific Factors), H. W. Schall (Deputy General Manager), J. C. Fletcher (Managing Director, Fletcher Holdings) and on the Minister's right Dr. Roger Duff (Director of Canterbury Museum).

FLETCHERS, through their wholly-owned subsidiary, Pacific Factors, have pioneered factoring in New Zealand. At the opening late in August of Pacific Factors' new offices in Christchurch, the Minister of Finance, the Hon. H. R. Lake, kindly consented to officiate, and we publish extracts from his speech.

The Minister spoke on factoring as a concept which he defined as "provision of a 100 per cent credit insurance; complete sales accounting and collection service; and provision of liquidity to finance growing credit sales". He also referred to factoring in relation to the Fletcher Organisation and the New Zealand economy.

"It gives me much pleasure," Mr. Lake said, "to open officially the Christchurch branch office of a company which is pioneering a new field of financial services to industry and commerce in New Zealand. This is an interesting occasion for me, both because of my official position as Minister of Finance and because of my professional interests. You will be aware also that the Government is taking an increasing interest in the economic effects of the operations of non-banking financial institutions."

"I understand that factoring services developed from small and specialised beginnings which were made by textile merchants in the United States in the middle of the last century. Today factoring is an established part of the United States busi-

ness financing system, and in recent years it has spread to Britain and to Europe. It is a tribute to the long range vision of the organisation which sponsored this company that a start has been made in New Zealand . . ."

". . . Unfamiliarity with the service is an initial impediment to its wide adoption and it probably required sponsorship in New Zealand by an organisation with a wide range of holdings. It may well be that the Fletcher Organisation is the only organisation in New Zealand which could have taken such an initiative at this stage in our country's development . . ."

". . . I am sure that factoring services will expand in New Zealand, as they have elsewhere in the more economically advanced countries. It is a symptom of our recent rapid advance towards economic maturity that the range of financial services in New Zealand has expanded remarkably in recent years, and in the future the increasing sophistication of our financial system will require an expanding role for factoring services . . ."

". . . Looking further ahead it is possible that a company engaged in factoring will be able to provide for industry and commerce in New Zealand the benefits of the highly mechanized accounting services which can best be given by the use of computers . . ."

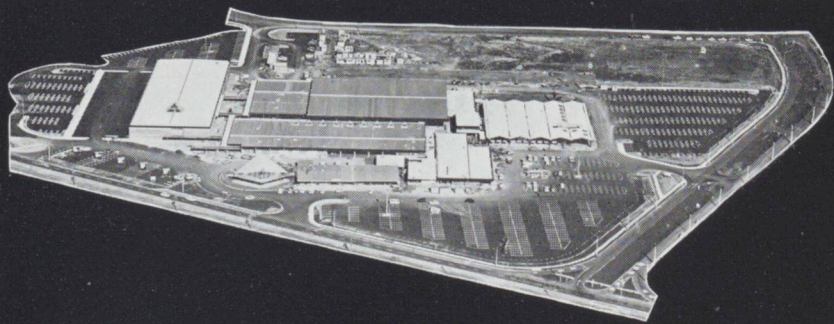
". . . For the small manufacturer the formidable problems of selling in

export markets are a substantial deterrent. In this field factoring companies could do much to help the export drive by establishing links with factoring companies in the importing country, and New Zealand factoring companies could offer to their clients services on export sales which no doubt would encourage many to venture into the overseas market who otherwise would not contemplate this line of development . . ."

At the moment Pafac (Pacific Factors) service Fletcher Merchants, Fletcher Steel and Butler Bros., as well as 15 clients outside the Fletcher organisation. Pafac's per annum rate of turnover on factored sales is at present £14 million.

As a focal point of the company's Pacific theme, Maori culture is emphasised in the decor of the new offices. In the reception area is a finely-carved six foot long model war canoe mounted on a five foot block of white pine from South Westland supplied by Stuart & Chapman. The canoe was handcarved by Gary Bagot, a student of Maori carving, and took some five weeks to complete.

Backing this display is a large mural featuring a stylised version of Maori rock carvings found in South Canterbury and Otago. This mural and two others in the offices were painted by Mrs. C. M. Simpson of the Canterbury University School of Fine Arts.



PAKURANGA TOWN CENTRE

WHITES AVIATION PHOTOGRAPH

AT the end of September, Pakuranga Town Centre, a Fletcher Trust development project, was officially opened. This culminated many years of planning, negotiating and building.

Pakuranga Town Centre was publicly mooted five years ago when the first areas of land were purchased by Fletcher Trust for this project. Meantime Fletcher Trust were developing adjoining areas for residential use.

Pakuranga was an area of small holdings with few buildings and it offered an outstanding opportunity and a challenge for comprehensive and proper planning as a community development complex.

This opportunity was seized by Fletcher Trust and the local authority, then Manukau County Council, with the result that Pakuranga has become in many respects a model for New Zealand in urban development.

The heart of the development is the £1 million-plus shopping centre with its 46 shops, its parking facilities for over 1000 cars, its easy access, its attractive malls, and its services — post office, banks, taxi rank, special bus services (including free bus services in the opening period), plunket rooms, medical, dental and professional offices. Adjoining the shopping centre an area has been set aside for



The Mayor and Mayoress of Manukau City, Mr. and Mrs. H. D. Lambie, arriving for the official opening. On their left are the General Manager of Fletcher Trust (J. H. Churton), and the Managing Director of Fletcher Holdings (J. C. Fletcher). Partly obscured by Mr. Lambie is Mrs. R. J. Tizard wife of the Member for Pakuranga.

a hotel and another area for service industry. There are also areas reserved for a church, a community hall and a playing park.

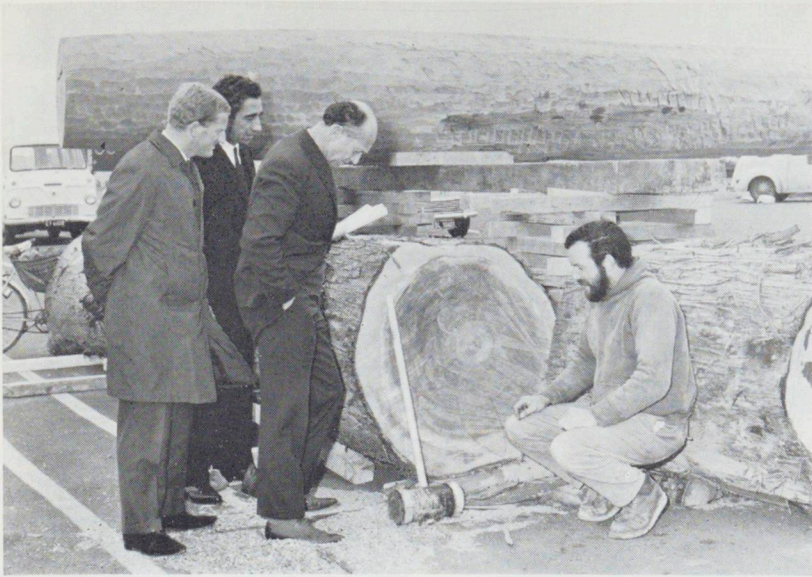
Beyond the centre are the residential areas. Pakuranga Park, which was the first of the Fletcher Trust residential developments in the district, is fully built on. Other Fletcher Trust estates on the rolling ground beyond are well advanced and only a few sections remain to be sold. Altogether Fletcher Trust has developed almost 1000 sections in Pakuranga and other subdividers have another 1300 sections developed.

The residents in these areas will naturally turn to the shopping centre. Those in Bucklands Beach-Howick and many miles beyond will also be attracted as the Town Centre will provide shopping facilities far greater than those in their neighbourhood and Pakuranga involves only the easy half of the alternative journey to the City.

But in addition to this "primary area", Pakuranga Town Centre provides an attraction — in this day when so much shopping is done by car — for residents of Remuera, the waterfront suburbs from Mission Bay to Glendowie, Glen Innes, Panmure and Ellerslie. From all these suburbs the centre is within easy motoring distance. Because of its size and novelty the centre entices people to it from more distant suburbs — in fact all of Greater Auckland — but a lesser proportion of this section of the population can be expected to be regular visitors.

Ti Rakau Drive, which runs past the shopping centre from the Ellerslie-Howick Highway, is the beginning of a new motorway which, when completed, will provide a link with Otara and thus bring another big residential area within easy distance of Pakuranga.

The shops at the Town Centre have been carefully selected to ensure that there is a complete range of merchandise offering and that there is "comparative shopping". Thus three of the big stores — Farmers', George Court's and Woolworths — will on their own offer most items everyone wants, but each of the departments is matched by at least one smaller speciality store, so giving shoppers an alternative choice — "comparison shopping". Similarly, the fourth big store, Foodtown, offering all the facilities and service of



Karl Robinson (Town Centre Manager), John Humphreys (Project Controller, Fletcher Trust), and Jock Churton, with John Kingston, sculptor of the 750 guinea totem pole commissioned by Fletcher Trust. Below: Young visitors to the centre find it fun to explore W. R. Allen's sculpture, "Conversation Piece".



this most up-to-date supermarket, has competitors for food sales. Once "comparison shopping" was provided for, however, a limit was set on the number of stores in each category so that while customers have a competitive choice, shopkeepers do not have to face uneconomic competition.

The range of merchandise at the centre is comprehensive. Besides the big stores with their various departments, there are ten smaller stores each specialising in various types of clothing and materials as well as two shoe shops. Seven shops offer food-stuffs. Another group of five shops cater for domestic needs — furniture, soft furnishings, paint and wallpaper, flooring materials and home appliances; other shops include leather goods, music, books, plastic goods, garden supplies, wines, beauty salon, hairdresser, chemist, jeweller, gifts, photographer, florist, land agent, dry-cleaners. There are also in the centre medical and dental rooms, Plunket rooms, a public accountant and a law firm, three banks and a post office. Muzak background music is being supplied by Planned Music Services to all public areas.

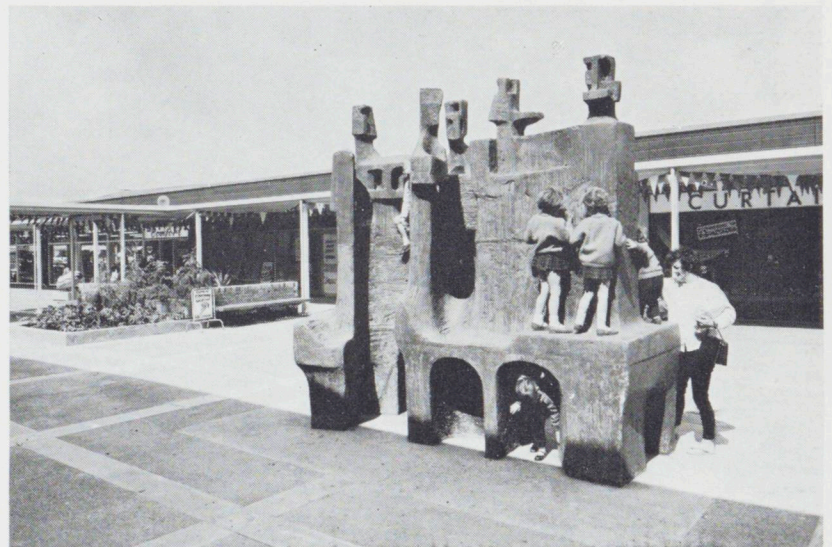
The severity of concrete, steel and glass, which is always likely to occur in a group of buildings of this nature

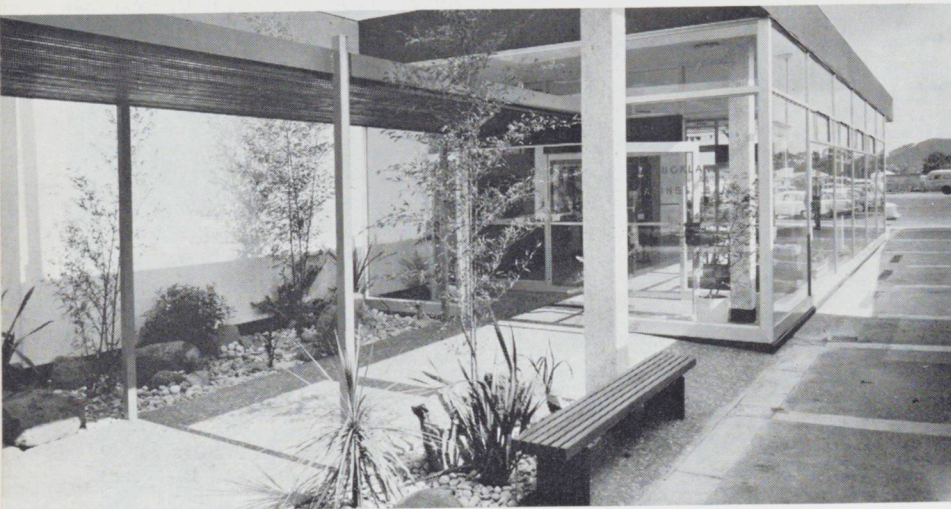
has been most effectively offset by the use of natural stained timber. Provision is also made in the planning of the Centre for extensive planting of trees, shrubs, gardens and grass verges.

Enclosed malls or covered walkways enable shoppers to move right round the centre under cover.

Before it was decided to proceed with the Pakuranga Town Centre project, Fletchers engaged the services of a leading firm of American real estate

consultants, Larry Smith & Company, to carry out a survey of opportunities existing in Auckland for the development of shopping centres. Pakuranga met requirements and the Auckland architects, Kingston, Reynolds, Thom and Allardice were engaged to design the centre. Both the architects and Fletcher Trust sent representatives to study shopping centres in the United States and Australia, negotiations were opened with leading retailers for the





major shops in the centre, applications were called (and some 300 received) for tenancies of the smaller shops, and the advisory services obtained of an Australian merchandising consultant, with considerable shopping centre experience, S. Londish of Sydney.

In February last year site works were begun and building started the following spring. Fletcher Construction were the principal contractors, and important sub-contracts were carried out by its divisions — Fletcher Insulation and Acoustic Services, Fletcher Mechanical Services and Planned Music Services. Fletcher Bernard-Smith were responsible for the structural steel fabricating and





PURANGA CENTRE

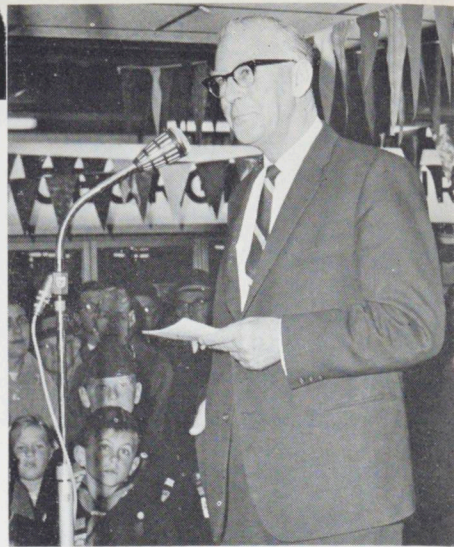
erection and Fletcher Steel for the re-inforcing steel. Fletcher Merchants supplied timber and other building materials and Fletcher Industries products used included Brownbuilt roofing which was supplied in lengths of up to 94ft.

The official opening was performed by Mr. H. D. Lambie, Mayor of Manukau City. Other speakers were Mrs. R. J. Tizard, wife of the Member for Pakuranga; Mr. J. C. Fletcher, Managing Director of Fletcher Holdings, and Mr. J. H. Churton, General Manager of Fletcher Trust. Sir James Fletcher and other Directors of Fletcher Holdings were also present.



PAKURANGA

AT PAKURANGA TOWN CENTRE OFFICIAL OPENING: Mrs. R. J. Tizard (left) receives a bouquet from a young member of the Guard of Honour, and (right) Mr. Lambie declares the Centre open.



OBITUARY

Alex Marks died suddenly and unexpectedly in Auckland on November 1. Formerly manager and director of our London company, he returned to New Zealand late 1963, since when he had been located in Auckland working on a variety of special assignments with Fletcher Group Services.

Alex was born in Russia 50 years ago and came to New Zealand as a young man with no knowledge of English. Within two years he won an oratory contest at Rongotai College. Subsequently he attended Victoria University and later entered Radio Corporation, a business founded by his father and now in the PYE group of Companies.

Alex was a keen tramper and during the war spent some time in and around the Southern Alps in search for mica. A small range of mountains near Haast, the "Marks Range", was named after him.

Alex went to London in 1950 and in 1951 was asked by me to tie up the loose ends of an immigration campaign which I had initiated. This was Fletchers' first association with him and when we decided to open a London Office we engaged Alex to manage "39 Albemarle Street".

For many years this office played a valuable role in labour recruitment and purchasing, particularly steel, and Alex with his enthusiasm and his knowledge of places and people was a valuable guide and aide for many Fletcher visitors to this part of the world.

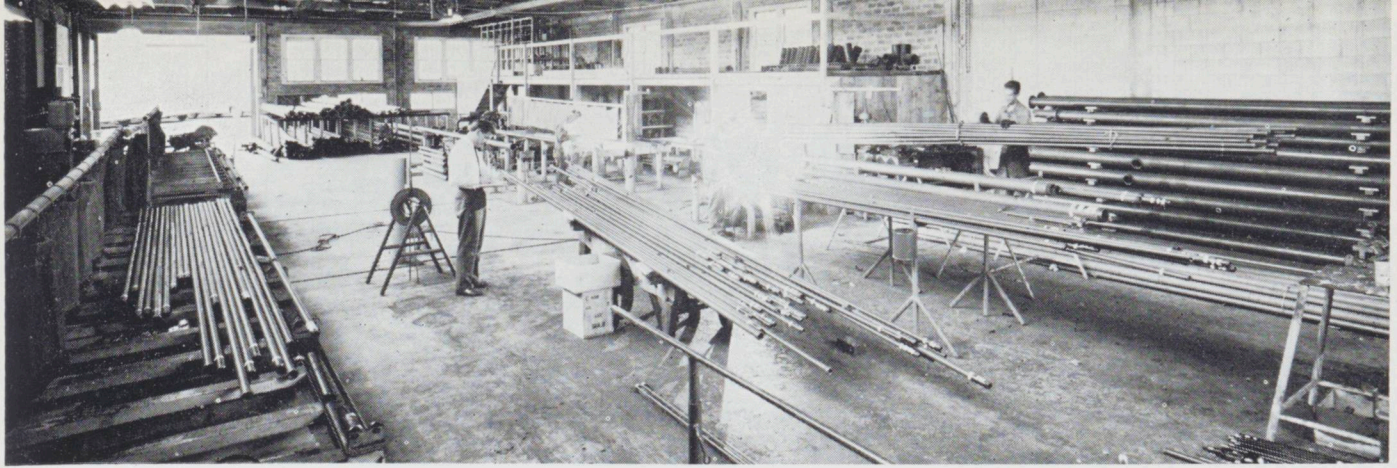
With his friendliness and his ever-ready willingness to help everyone with whom he came in contact, whether in company matters or in personal problems, he endeared himself to a large section of the staff and made many close friends.

A close mutual friend wrote what might well be his epitaph. "He was a man who generated affection and exasperation. I think always the affection outweighed the exasperation, and now we'll remember him for the warmth and generosity and exuberance of his nature."

He is survived by a son and three daughters.

Geo.





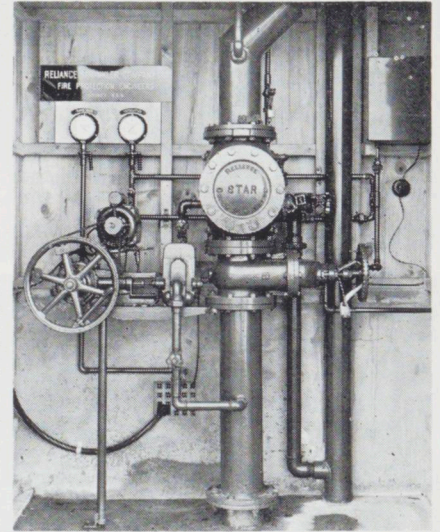
FIRE PROTECTION

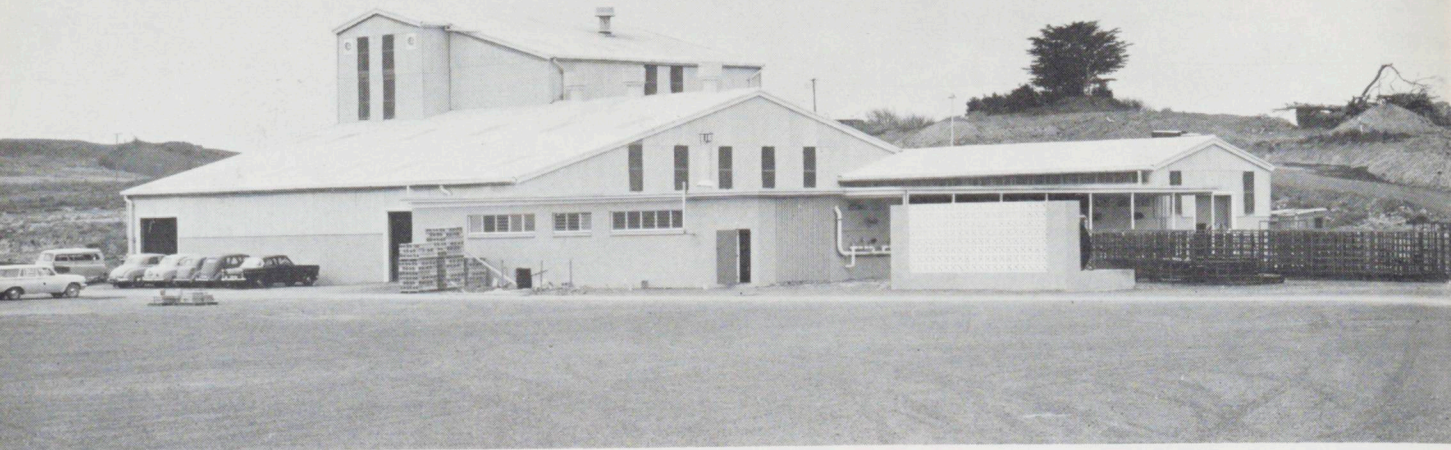
FIRST INSTALLATIONS OF RELIANCE SPRINKLER SYSTEMS

These photographs show Reliance Fire Fighting Equipment Limited in action on the production side at Penrose (above) and with its first fire sprinkler system installed and completed at the New Zealand Railways goods shed at Whangarei (below). The photograph, showing the miscellany of goods, in total of considerable value, that can be assembled in a railway goods shed highlights the value of an instantaneous fire-fighting installation in locations of this type.

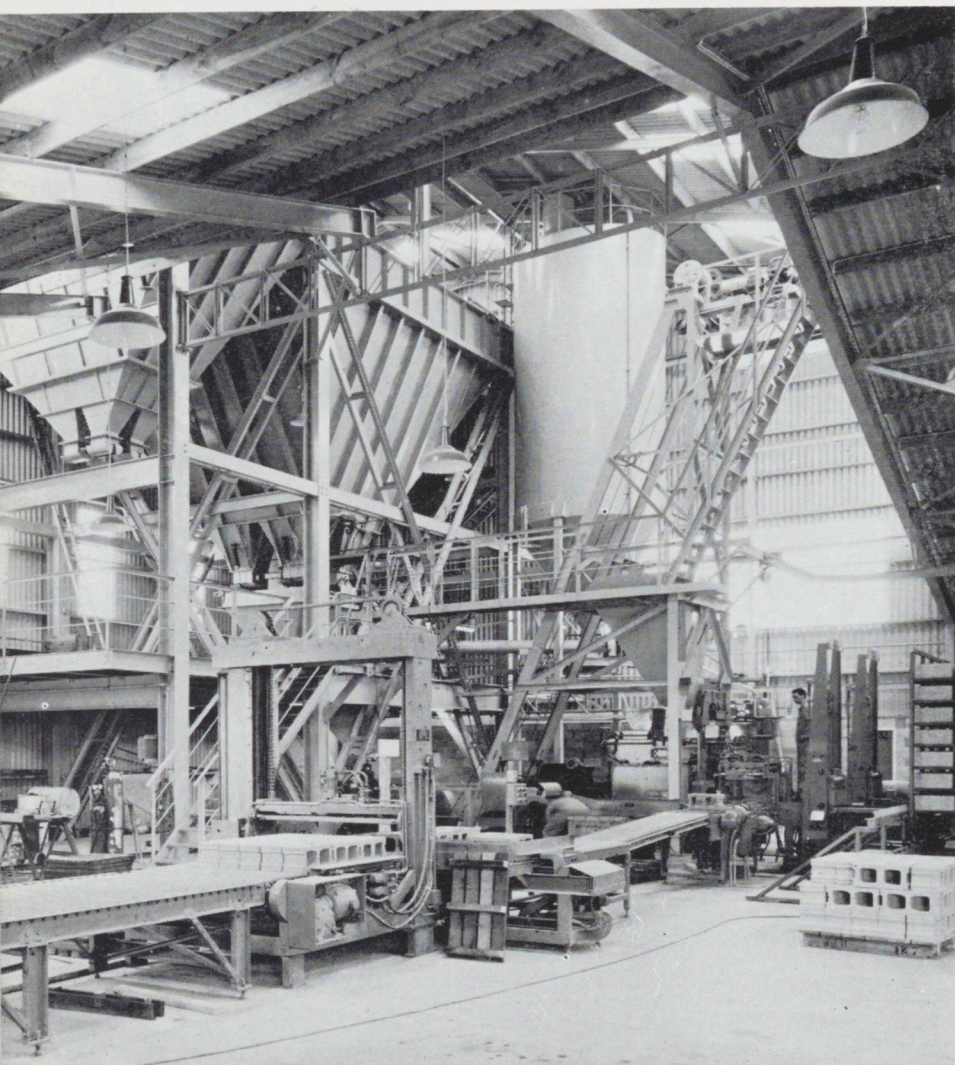
The photograph (right) shows the sprinkler control valves as the heart of the system from which the flow of water is controlled and alarms given in the event of fire.

Reliance Fire Fighting Equipment is now moving towards completion of sprinkler systems involving miles of pipework, together with controlling valves, diesel and electric fire pumps, water storage reservoirs, etc., and is steadily building up a skilled design and engineering staff with facilities to meet the fire protection needs of New Zealand industry and commerce.





NEW FACTORY AND PLANT FOR CONCRETE CONSOLIDATED

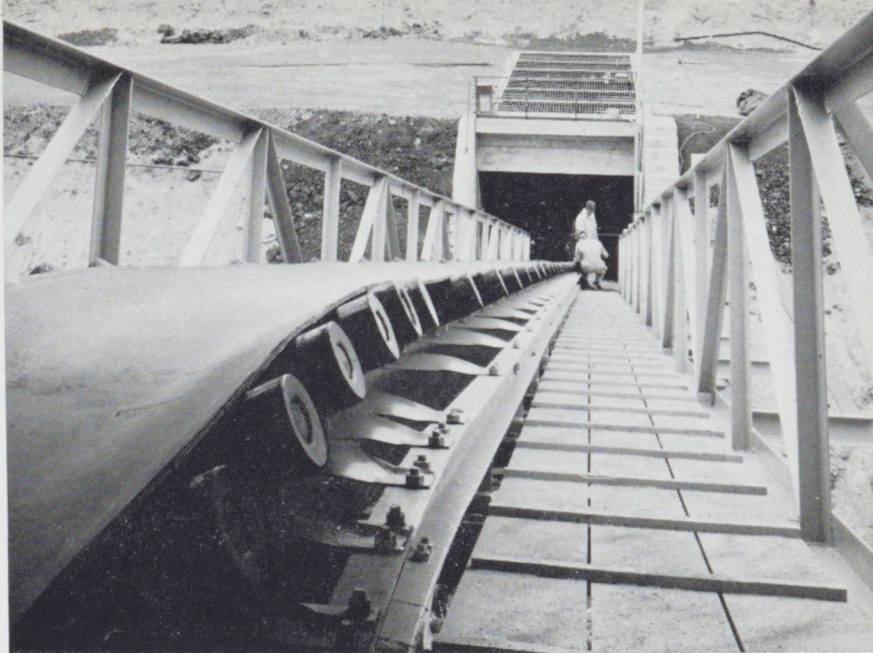
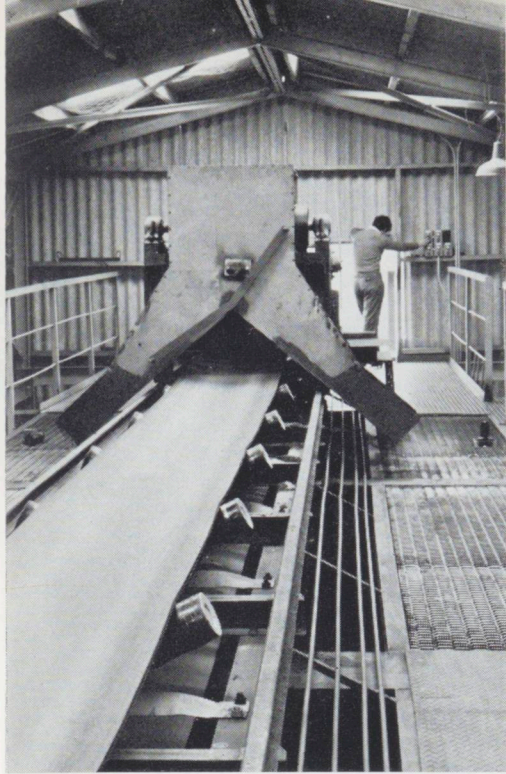


CONCRETE Consolidated Limited, who for many years have been producing concrete building blocks, decorative screen blocks (Decrapac) and simulated coloured stone blocks (Ranchstone), paving blocks and other concrete products at a factory at Royal Oak, Auckland have now moved to a newly-completed factory at East Tamaki.

The company was bought two years ago by Fletchers and subsequently reformed as a 50-50 partnership with W. Stevenson and Sons Limited. Directors of the company are Sir William Stevenson, W. A. Stevenson, T. W. H. Hobbs (Secretary, Fletcher Trust), and R. H. Hopgood (Managing Director, Fletcher Industries). Tom Hobbs is also Secretary of the company and K. R. (Keith) Simmonds, who was proprietor of the original company, is Manager of the new East Tamaki works. Factory Manager is W. E. (Bill) Hare, who for many years operated Stevensons' kerb plant at Drury.

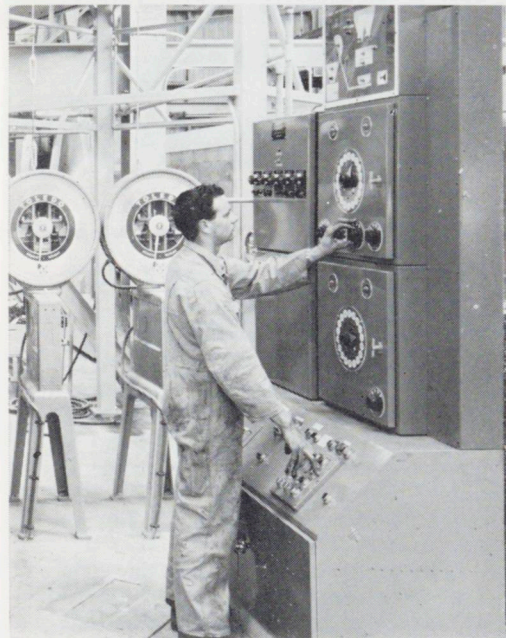
The factory and the installation of equipment was completed in September when an initial run of some 5000 standard building blocks were produced for testing. The blocks came through all aspects of the tests with flying colours, texture and appearance being more than satisfactory.

Initially the factory will produce standard building blocks, decorative screen blocks and kerbs and it is



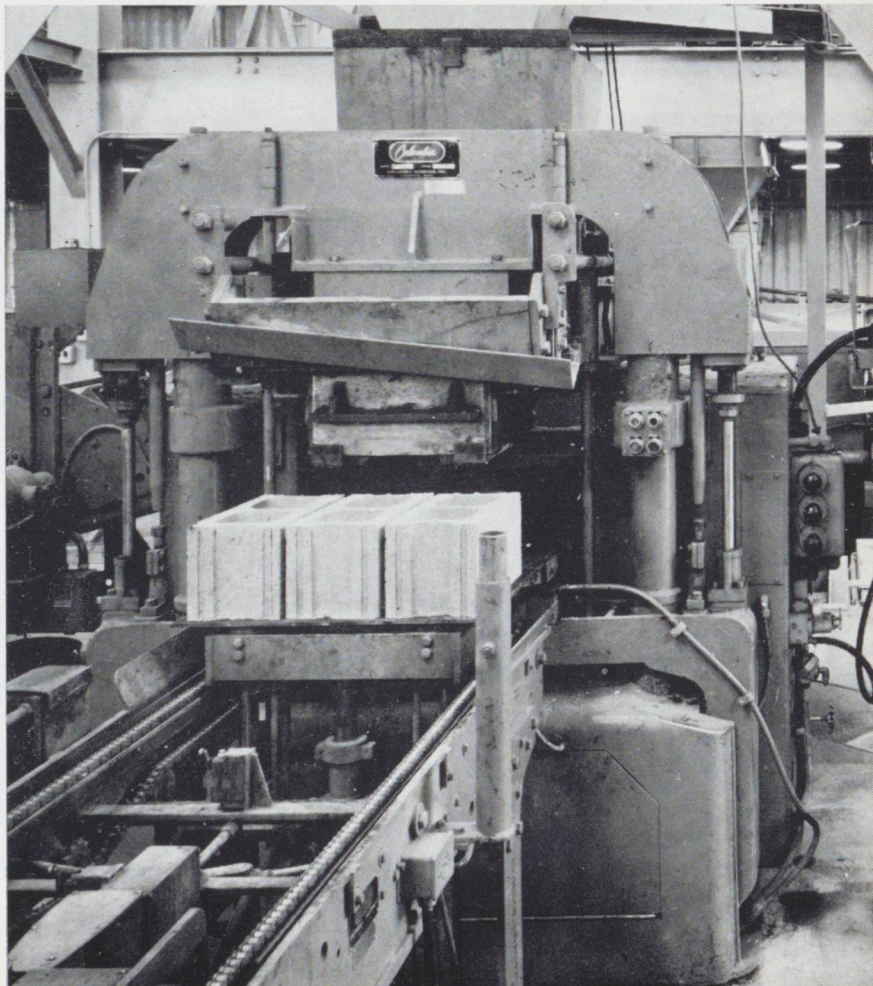
Above: A view of the intake conveyor from the top of the holding hoppers. Raw materials are dumped by trucks on to the gridded platform into three intake hoppers which feed on to the conveyors.

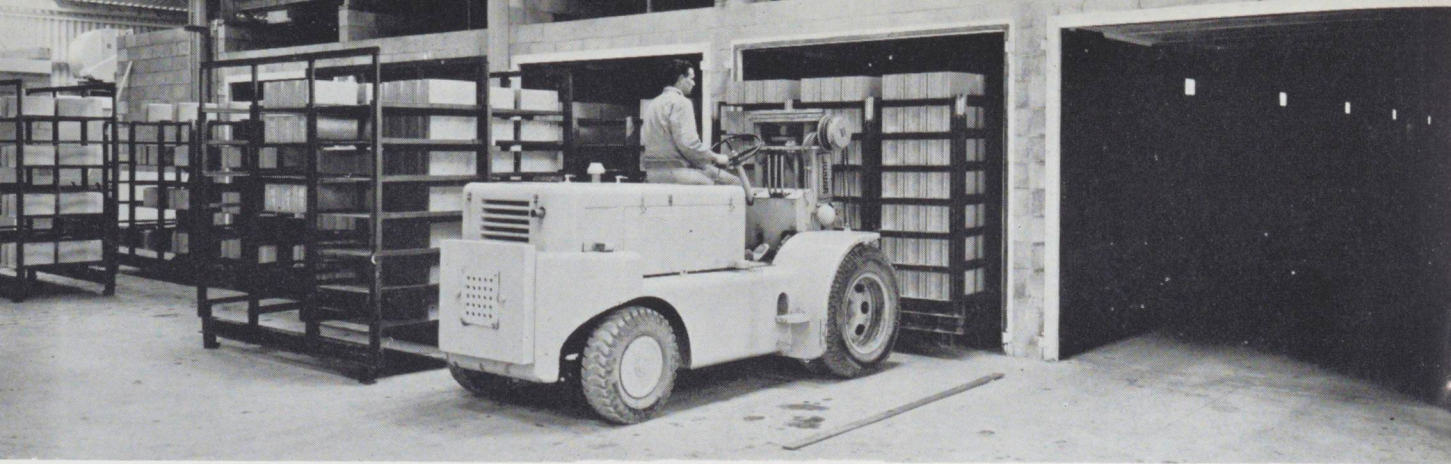
Above left: The top of the holding hoppers. The trouser-leg feed at the rear of the photograph off-loads raw materials from the conveyors.



Above: The entire block-making operation is controlled from the automatic switch-board.

Right: The Columbia block-making machine. Opposite page, top: Exterior view of the plant. The twin spotlights visible beneath the gable end of the hopper roof provide yard illumination. Opposite page, left: From ground level the size of the hoppers can be appreciated in relation to the man at bottom right of the picture. The circular tank is the cement silo and the automatic cubing machine is visible in the foreground.



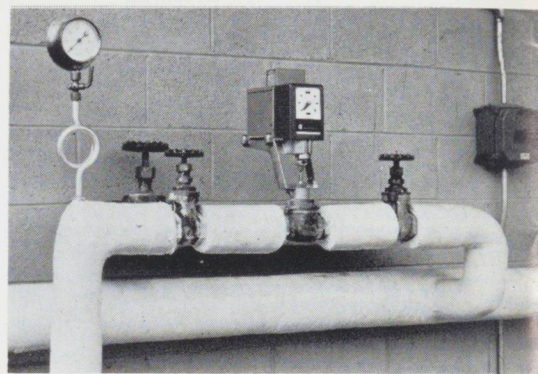


**NEW FACTORY AND PLANT FOR
CONCRETE CONSOLIDATED**

Above: A rack of blocks is loaded into the kilns for steam curing.
Bottom: The automatic controls for one of the steam curing kilns.

expected this range will be extended. There is a high degree of automation in the factory and all operations from materials intake through mixing, making, racking and cubing, use a minimum of labour and are electronically controlled. This ensures an absolutely uniform product and minimises damage both apparent and unapparent.

The moulds come from the United States, but the hoppers, silos, conveyors, weighing equipment and other plant are all locally made. The factory building was designed by Fletcher Group Services and built by Fletcher Construction and the site preparation, including the extensive holding yard, was carried out by W. Stevenson and Sons Limited. Landscaping of the property calls for extensive planting of trees and shrubs.



The main machine (Columbia) and



**THE TOAST IS MUZAK
IN NEW ZEALAND**

WINEMASTER Ted Mead (left) of Sydney's famous Weinkeller Restaurant pours an appropriate New Zealand wine for Ces Gidley (right) of Planned Music Sydney Pty. Ltd. while David Richardson (centre) of Planned Music Services, New Zealand, watches approvingly.

The occasion was the last day of a one week visit for David Richardson to Sydney to study Muzak operations there before he returned to New Zealand to launch Muzak in Auckland. Appropriately enough the first client was the Australia and New Zealand Bank in its new building in Queen Street. A week or two later it was installed in Pakuranga Town Centre.

Planned Music Services is a new division of Fletcher Construction which holds the franchise for Muzak background music in this country.



SPORT



PLACE WINNERS in the Rotorua Amateur athletic and Harrier Club's 26-mile "round the lake" marathon sponsored by Fletcher Merchants. From left: G. Sissom (3), V. Donovan (2), Arthur Thompson (Fletcher Merchants' Rotorua Manager), D. Heine (1), and K. Smythe (4). It is planned to make the race an annual event.

JUDO

Dave Delay of Fletcher Steel has recently been chosen to Captain the Judo Team selected to represent New Caledonia, Australia and New Zealand in the world championships in Rio de Janeiro.

Judo is a relatively new sport outside Japan and Europe but is rapidly gaining popularity throughout the world. It is accepted as an Olympic sport and was included in the Tokyo games.

Dave has been interested in the sport for ten years and some of his major honours include twice a member of the English under 23 side and twice New Zealand open champion. We wish him well in his quest for World Championship honours.



BASKETBALL

In the Spring, 1965, issue of Arrowhead we reported the Fletcher basketball team's good performance in the Auckland Basketball Association's Business House Tournament. As predicted the team went from strength to strength and completed the season with a record of 12 wins, 2 draws and 2 losses to finish second in their grade (the 7th). This does not mean they will automatically be promoted to a higher grade next season but as they did so well in this grade they intend to try for a higher one next season, if possible the 5th. Promotion depends upon how well the team plays on Grading Day which is the first day of the new season.

In a special night tournament for the 7th grade every team had to play three games and those teams who won all three games had a play off to find the eventual winners. The Fletcher team was unlucky in that it was beaten by one goal in the third game but the excitement and good fun of the tournament made up for the loss.

Each year the girls of the team have an end-of-season outing. Last year they went to Rotorua and this year they intend going to Tauranga.

We are confident that with more support from the sidelines the team is capable of winning next year's competition.

NINETIETH BIRTHDAY FOR REDPATHS



Above: Head Office, Christchurch. Below: Dunedin Showroom and Offices.



The well-known firm of J. A. Redpath and Sons Limited, which has nearly a century of history has been a wholly-owned subsidiary of Fletchers since March, 1963. On these two pages something of its history is told.

THE Redpath story began 101 years ago when, in 1864, J. A. Redpath came to New Zealand in the sailing ship "Parisienne". He arrived at Lyttelton with £2 in his pocket and took a job as a carpenter. There followed a period on the goldfields as a storekeeper and then he took up land in Upper Rangitata. This move was not successful and he returned to Christchurch in 1875 to set up as a general merchant with particular interest in coal merchandising.

By the early 1900's the coal business had developed a flourishing importing department, and the general merchandise side was given up. The firm of J. A. Redpath & Son was expanded into J. A. Redpath & Sons Limited, with offices in Christchurch, Wellington, Auckland, and Sydney. A highly profitable coal importing and selling business was conducted through the first World War and the years following. The late Mr. David Redpath, son of the founder, on studying the Hay Report on hydro-electricity potential in New Zealand, concluded that the coal would decline in importance, so alternative fields were considered, and some, including the manufacture of roofing tiles, and later of insulators, the sale of cars, motor oil and tyres, the distribution of office equipment, including the first ten-key adding machines brought into New Zealand, the importing and fixing of bitumen roofing and dampcourses and the importation and fixing of various floor coverings, were developed largely from profits derived from the coal importing business.

With the opening of the Oтира



New branch at Hamilton.

Tunnel in 1923, coal importation to the South Island declined in importance, so the firm became interested in coal mining and mines were opened in the Buller, Reefton, and Grey areas, with varying success. The Australian mine strike of 1930 virtually finished the coal importing business in New Zealand but Redpaths' New Zealand mining interests were now sufficient to fill the declining needs of all customers.

The formation of Dominion Motors Limited, an amalgamation of Dominion Motor Vehicles of Wellington and Universal Motors of Christchurch (Redpath's Motor Division), took the firm out of the motor business. The coal section, and the roofing, flooring and insurance sections were maintained intact through the depression years, and, during the Second World War, the vastly increased demand for coal made this section of the business extremely important. In 1938 the firm promoted the formation of a company to manufacture roll roofings and this proved a most important industry which provided roof coverings for a host of military and other buildings through the war years. After the war, bituminous fabric roofing became popular during the flat roof era, but was not sustained.

Redpaths then successfully promoted a standing seam aluminium roof covering for near flat roofs (Alstrip) but this was soon copied and Redpaths now concentrate on roof-fixing.

The flooring section of the business, particularly concerned with cemented-down coverings (a system Redpaths introduced in 1919 and had a virtual monopoly of for nearly 20 years), developed rapidly during and after the war. This inevitably brought competition and was met by opening branches in the main provincial cities and towns. Imported supplies were gradu-

ally replaced with local manufacturers and in March, 1963, Fletchers, with their flooring manufacturing interests, bought the family business.

Redpath's ten branches are throughout both islands — Auckland, Hamilton, Hastings, Palmerston North, Wellington, Christchurch, Greymouth, Timaru, Dunedin and Invercargill. All branches are engaged in commercial flooring contracting and, except in

Auckland and Wellington, in the retailing of flooring materials. Except in Auckland and Hamilton, they are also engaged in roofing contracts.

The board of Redpaths consists of T. T. Robins (Chairman), M. R. Hamilton (Managing Director), J. S. Fletcher, H. N. Johnson and R. G. Stark. Photographs of the Chairman, Managing Director, and Branch Managers are shown below.



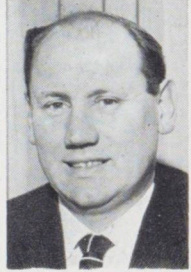
T. T. Robins



M. R. Hamilton



J. M. Price
(Auckland)



T. McGechie
(Hamilton)



E. Edwards
(Hastings)



D. J. Redpath
(Palmerston N.)



I. A. Palmer
(Wellington)



E. T. Fitzgibbons
(Christchurch)



J. Millar
(Timaru)



H. Norcliffe
(Greymouth)



L. Berry
(Dunedin)



E. Dick
(Invercargill)

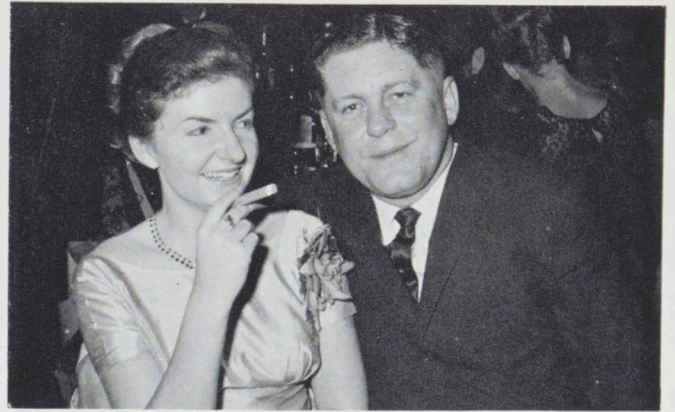


FLETCHER STEEL AND FRIENDS

Three of our senior steel executives — L. C. Ryan (Managing Director, Fletcher Steel), D. S. Fenton (Manager, Fletcher Bernard-Smith) and B. W. Gollan (Chief Purchasing Officer, Fletcher Steel), recently made an extensive tour overseas during which they called on agents and principals and visited mills and trade fairs. The tour included Europe, North America and Japan. Photographs on this page were taken during the tour.



At the top of the page is one of the mills visited — Richard Thomas Baldwins' wide-strip mill — the first established in the United Kingdom — at Ebbw Vale. Bruce Gollan 12 years earlier spent several weeks here learning something about steel. Photographs above were taken at a reception in Japan attended by trading companies who act for Fletchers in Japan and steel suppliers from whom we purchase. In the photograph (right) Bruce (centre) and Carl Ryan (seated) are in discussion at Middletown, Ohio, with R. A. Brayton, Director of Sales, Armco International (for whom Fletchers are agents in New Zealand).



AT THE BALL

ON this page we present a selection of photographs taken at Fletcher Holdings Auckland Ball held recently at the Manhattan. Shown with their partners are: top left, Graham Leach — Fletcher Trust; top right, Jack Swift — Fletcher Merchants; centre right, Bert Bickers — Fletcher Chemicals; bottom left, Peter Barton — Fletcher Construction; and bottom right, Lyn Wanklyn — Fletcher Timber. In the photograph at centre left, Chris Baynes — Fletcher Merchants (who was co-organiser of the ball with Len Veza of Fletcher Steel) helps out with the floor show.





RUATAHUNA — A MILL COMES BACK TO LIFE Page 5.

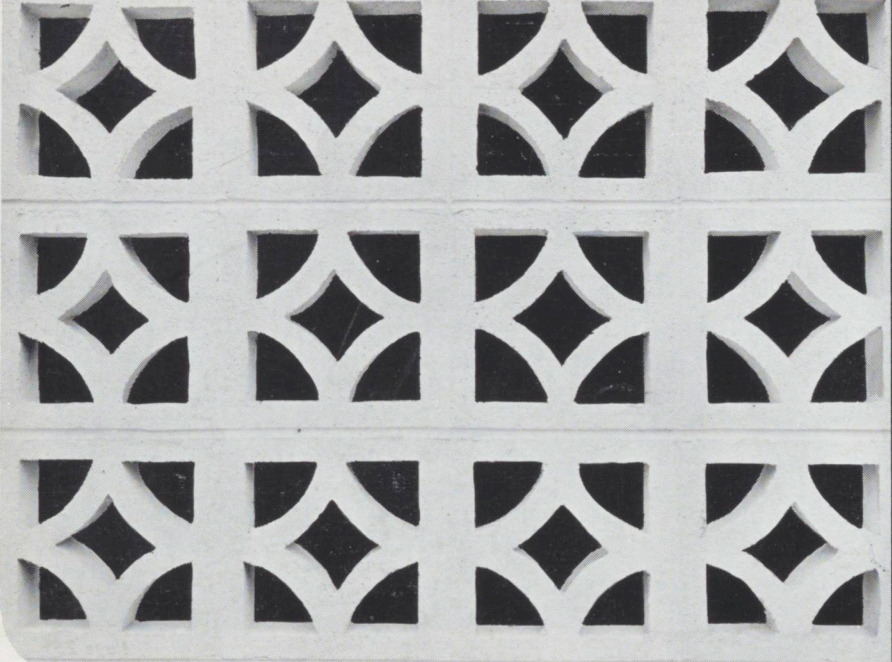


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this
issue

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THE REDPATH STORY
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