

HUTCHIES' TRUTH

A QUARTERLY NEWSLETTER FOR HUTCHINSON BUILDERS

New 'Churchie' contract

WE are pleased to announce a new contract for Hutchinson Builders — at the Anglican Church Grammar School.

The \$3,300,000 project is the start of a new building campaign by "Churchie" and we are proud to be part of it.

The project is for the construction and project management of a new multi-purpose development.

The contract involves four different sections, with the main section being a new multi-purpose block — The Jenson Building.

Hutchinson Builders have carried out many projects at Churchie, starting with Donaldson House in 1937.

It is interesting to note that Cannon Morris founded the school in 1912, the same year Hutchies was founded.

Construction work has just started and will continue to March, 1994.

Our site foreman is Paul De Jong and Robert Weymouth is project supervisor.

"Churchies" representative is commercial manager Ian Turner, with Graham Dwyer assisting.



Site foreman Paul De Jong ... on site at Churchie.



The Churchie contract involves four different sections, with the main section being a new multi-purpose block.

Casino project on track



An artist's impression of the Treasury Casino Project ...specialised demolition and timber work underway. *Photo: courtesy City News.*

IT'S great to be part of the new Brisbane Treasury Casino Development, albeit a small part.

Ray Balladone is heading a team carrying out a \$3 million package for

specialised demolition and timber work.

David Whittaker is working with Ray on the mountains of paperwork.

Chairman's Message

WELCOME to *Hutchies Truth*, our new-look newsletter to be published quarterly.

Its aim is to give you an insight into the company — our projects, our staff and our company culture. We hope you'll find it informative as well as entertaining.

Below are some extracts from an article in *Industry Week*, an American publication sent to us by Kinco, our associated construction company in Arkansas, USA.

The article quotes Harley Davidson president and chief executive officer, Richard Teerlink.

Teerlink has been the driving force behind Harley's rise from the depths of despair to the huge success that it is today.

I felt that what he said is very relevant to our company and its history over the last 80 years. Here are some extracts:

"We looked at the problem (when the company was performing badly) and the problem was us."

"Our competitive problem was management, not the typical excuses used



Chairman of
Hutchinson Builders,
Jack Hutchinson.

by many executives: unions, employees, Japanese culture/wage rates, or automation."

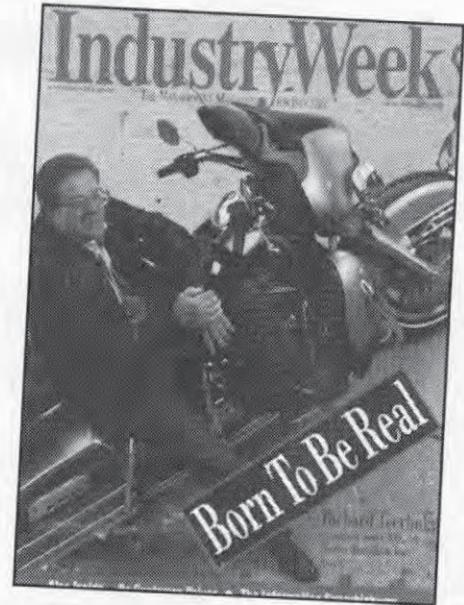
"In my view, companies in trouble today are in trouble because they find someone else to blame rather than themselves. The solution isn't rocket science: It's knowing your business, knowing your customers and paying attention to detail."

"Harley keeps its values simple:

1. Tell the truth.
2. Keep your promises.
3. Be fair.
4. Respect the individual.
5. Encourage intellectual curiosity."

"I hope one day Harley will buy into continuous improvement activities to reduce waste, defects and variability in everything while striving to meet or exceed customers' expectations."

The content of all of these quotations can be applied to Hutchinson Builders, as well as Harley Davidson. Like them, we are a success story, but we walk the fine line between



Richard Teerlink on the cover of *Industry Week* ... "The solution isn't rocket science: It's knowing your business, knowing your customers and paying attention to detail."

success and disaster.

We need our people to know these principles and to focus on giving the customer what he wants and meeting our contractual obligations and our own job budgets.

Focus on the small and the simple, do them well and we will stay on the right side of the fine line. Hopefully, Harley will stay there too!

Significant club work on the go

OVER the past six months Hutchinsons have been working closely with project managers Project Leaders in securing some significant work in the club refurbishment area.

The opportunities in this field have increased greatly since the introduction of poker machines in Queensland some 20 months back.

Project Leaders combines a group of professionals with extensive experience within the building and property industries and in the management of new, refurbishment and fit-out projects.

This combined with our experience and expertise in the actual refurbishment of buildings has created a formidable combination which is now making significant inroads on the club rebuilding scene.

Current projects under construction

include Roma Bowls Club and Bowen RSL refurbishments, with Cairns Golf Club due to commence shortly, and Mackay Brothers Leagues Club (\$1.5m budget) and Ayr Anzac Memorial Club (0.6m) due to start construction early in 1994.

Discussions are continuing with several other clubs throughout Queensland which hopefully will result in further commissioned projects in the near future.

Project Leaders offer their services strictly in the role of impartial adviser to the client, and this complements Hutchinson Builders commercial role with respect to these projects.

They are the appointed project managers for the restoration of Customs House in Queen St for which Hutchinsons are one of the selected tenderers.

Project Leaders' team includes the Director of the company, Craig Cornish; Bob Hornby; and Peter Morrow.

Craig is an architect and was the project manager for the refurbishment of the Sheraton Hotel in Brisbane as well as several other significant projects while employed by Lend Lease.

Bob, a quantity surveyor, was formerly employed by the State Works Department where he held such key positions as Chief Quantity Surveyor and Manager of Technical Services.

Peter is an engineer who also worked with Lend Lease and managed the extension to Mt Olivett Hospital.

Craig Cornish said Project Leaders' aim was to give clubs the best possible advice. Success would then follow if they concentrated on this.

Bernie clocks up 20 years

FOREMAN Bernie Read celebrated 20 years with Hutchinson Builders this year.

Like a number of the company's employees, Bernie is almost an institution. He started as a labourer in May 1973 and before too long found himself in hot demand around the jobs as the company truck driver.

Twenty years on, Bernie is foreman on a number of projects including Channel 10, Channel 9, Mercantile Mutual at Mt Gravatt and a refurbishment in Albert St, the city.

Hutchinson Builders Chairman Jack Hutchinson says during that time Bernie has not only gained the respect of his fellow workers but also the clients.

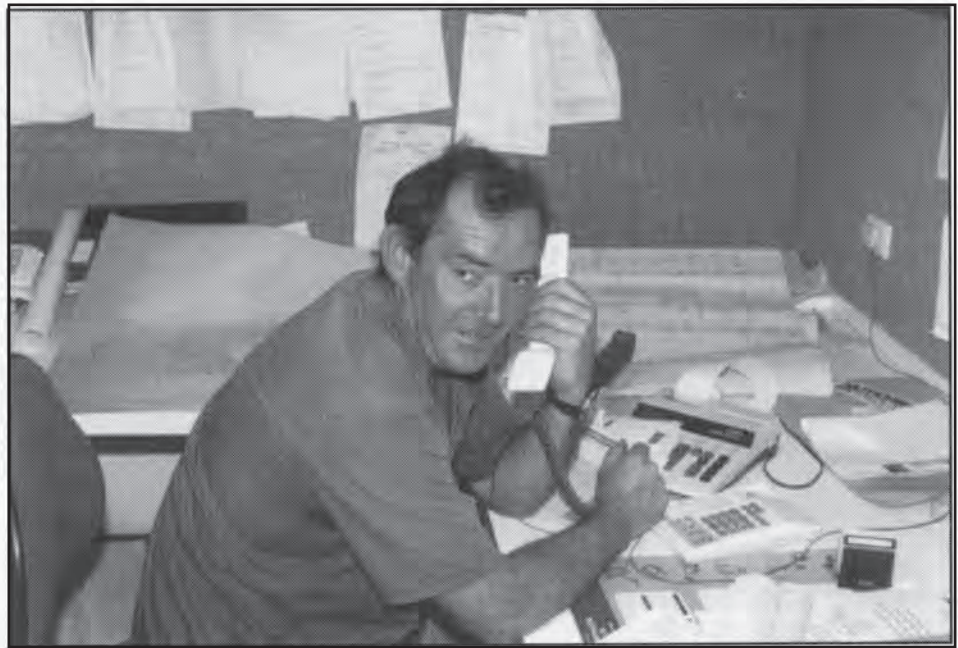
"He has a very sincere concern for our customers and to see his own job done well," Jack said.

"Bernie was so popular with the management at Channel 10 that one year they actually put on a party in the boardroom for all the workers."

Bernie says it's important to be able to hold your head high after a job is finished.

"We should be able to walk up to clients in 12 months' time without having to look down. I dread the day I have to walk on the other side of the street when I see a client coming," he said.

"I haven't done a job yet where I



Bernie Read ... "I looked up and it was bloody Scott, a skinny teenager."

haven't been able to walk up to the client and shake his hand. And I hope I never have to. I think this is what gets us repeat business."

Bernie's been with the company so long he remembers when Scott Hutchinson, now managing director, was "just a skinny kid".

"June (Jack's wife) used to send Scott out in the truck with me on his holidays," Bernie said.

"One day we needed an extra hand to dig out a bogged truck and June said she'd send down a man to help out.

"I looked up and it was bloody Scott, a skinny teenager and as pale as bloody paper in a white singlet. We worked him like a Trojan and sent him back to June with his singlet black."

Bernie says it's the stability of the company and their sense of fairness that has kept him there for 20 years.

"It was a good company and still is. They understand all jobs don't make money and some things go wrong but they know it's not deliberately.

"We all have bills to pay and families to feed," said Bernie, who, with his wife Julie, has two daughters, Jodie, 13, and Shannon, 11.

"I suppose you never know, but at Hutchies you get the feeling you're going to have a job tomorrow."

His job, it would seem, is as important to the company as it is to Bernie.

Jack said: "In all the years I've worked at Hutchies, I don't think there's anybody at all who's had the interest of the company at heart as much as Bernie.

"We feel very proud to have been able to retain the services of someone like Bernie for so long."



Ian Holst (left) and Scott Hutchinson (right) congratulate Bernie on his 20-year milestone.

Q-CAT Extensions — CSIRO Pinjarra Hills

HUTCHINSON Builders are currently constructing two extensions to The Queensland Centre for Advanced Technologies, a unit of the CSIRO, which is at the cutting edge of minerals technology research in the state.

Both the new buildings have been designed by Lambert & Smith Architects, to blend in with design philosophy of the existing buildings in the outer Western Brisbane suburb of Pinjarra Hills. Jim McMaster of CSIRO's Corporate Property branch heads up an impressive team of consultants including Peter Smith from Lambert & Smith, John Batterham (engineer) and Alan Boardman from Wohway Blackford and Associates who are responsible for all the services.

Couple this with the site supervision with Hutchinsons' Mike Tickner and Ron Kwakanaat and these projects totalling over \$1.5 million, are sure to be successful.

Units at 13 Fortitude St, Auchenflower

CONSTRUCTION is nearly complete of six upmarket units for Blades Project Services at a cost of \$510,000.

The units are of high quality and high standards of finish to attract the discerning buyer.

Site foreman is Grant White and supervisor is Robert Weymouth. Blades Project Services' representative is Vince Corry.

Steelmark - Eagle & Globe Extensions

HUTCHINSONS will be drawing on their extensive experience with renovation of operating buildings coupled with their proven performance on large scale industrial construction to tackle the extensions and alterations to Steelmark Eagle & Globe's Queensland Distribution Centre at Northgate.

The project, worth in excess of \$3 million, involves construction of a new processing building, relocation and upgrading of the office and highly sophisticated communications, and a total redevelopment of the site areas and park-

JOBS UPDATE



with
Barry Butterworth

ing. All of this must be completed to a tight schedule and not disturb Steelmark's 24-hour operation.

Hutchinsons' Darrell Gersekowski will be working very closely with Steelmark's State Manager, David Fisher, to make sure that the project, designed solely by Duncan Kinder of Sinclair Knight Consulting Engineers, goes smoothly with minimal disruption to trading and operations.

Valley Centre Plaza refurbishment

IN July we commenced the Valley Centre Plaza refurbishment in conjunction with Conrad & Gargett (Phil Keatinge and Kerry Whiteoak) and Suncorp Insurance and Finance (Jeff Kahler and Peter Archer).

Jason Williams and Mike Tickner represented Hutchinsons. We managed to secure this contract primarily for our efficient construction schedule and have strived to maintain this.

With Suncorp's constantly evolving client leasing structure, there has been

many changes through the contract period, which have been accommodated with few hassles.

We have recently completed this project and look forward to continuing work from these clients.

CES/DSS Browns Plains

THIS contract was undertaken with a relatively new development company, Australian Developments, comprising Peter Mitchell and Hector Abbott.

Hutchinsons' team was headed by Jason Williams, with Alan Matthews as site manager.

A high level of cooperation was maintained between Hutchinsons and Australian Developments, resulting in a project being built to a tight construction schedule and of a very high standard.

Units at 12 Burdekin St, Enoggera

CONSTRUCTION is nearly complete on a unit development comprising seven townhouse style units.

This development is being constructed for Alf Maxwell, who has been involved in facets of the development. Site foreman is Paul De Jong and supervisor Robert Weymouth.

Alf Maxwell is acting solely for himself. Cost of this construction is \$560,000.

Education Retreat — Lake Moogerah

CONSTRUCTION is about 75 per cent complete on a new Education Retreat for the Catholic Church at lake Moogerah.

The construction is mostly timber and is designed to blend in with the picturesque surroundings. The architecture is by Ian Hamilton of Toohey Hamilton Architects.

This project is worth \$720,000 and comprises a kitchen/dining block, ablution block and four accommodation huts.

Michael De Jong is site foreman with Len White as supervisor.

New Projects

CONTRACTS recently won by Hutchinsons, but not commenced are Brisbane Arcade Refurbishment, Toombul Railway Station Lift Installation, and Extensions to Dulux Paints.



Lake Moogerah ... new Education Retreat soon to be completed.

Western adventures

JANIS and Brian and Lenny and Karen set out last month on their annual journey overland to the South Australian border only to be thwarted by flood waters at Toxby Downs.

All arrived home safely. However, Janis detoured via our Townsville office and has kindly taken a photo of our Townsville crew for the *Truth*.



The Townsville team Barry McRae, Darryl Biggs and Valerie Shepherd ... wishing Janis would hurry up and take the photo.

Quay Terraces looks promising

HUTCHINSON Builders are currently negotiating to construct one of Brisbane's first inner city riverfront developments.

The five level Quay Terraces, located on the northern end of Admiralty Wharf, will offer contemporary riverfront living complete with outstanding views of the Brisbane River and city skyline.

The complex of only five storeys will be stepped back up the hill to take advantage of the panoramic views.

The 40 one, two, and three bedroom apartments have been individually designed using contemporary architecture and feature a Mediterranean style with large terraces.

Designed by Brisbane-based Greenway Architects and developed by Woolwich Pty Ltd — a group of local and interstate property developers, the project is being marketed by PRD Realty.



Quay Terraces will feature Mediterranean style apartments with large terraces.



The five level Quay Terraces ... will offer contemporary riverfront living.

OBITUARY

A.B. (George) Hamilton -
General Foreman



The late George Hamilton and his wife Jean ... a great family man and a great company man.

GEORGE Hamilton, a name synonymous with Hutchinson Builders passed away on October 25, 1993 at the age of 84.

George joined the company in 1925 at the age of 16 and retired in 1980.

His depth of practical knowledge was unsurpassed and he was the person that all at Hutchies and many an architect looked for when a difficult problem arose.

George's ability to improvise made him shine above all others on remote country work, especially with his ability to erect great beams and trusses with a few ropes and pulleys.

George was a great storyteller, his yarns about his experiences in the construction industry entertained many a group.

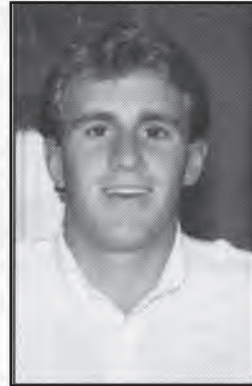
George was a great family man and a great company man. He never complained and never thought of refusing any of the many demands made of him by Hutchies.

We wish to acknowledge George's great contribution to our company and in fact to the building industry. Our sympathies to his wife Jean and his daughter Pauline and family.



Paul embraced it with enthusiasm and innovation and has been most successful. Congratulations Paul, you will receive a company watch, which is presently on order.

Suggestions: We want your suggestions to improve the company. We have been able to implement most from last year. The prize is \$100 and suggestions received at any time during the year are eligible to win. Your involvement will make this company strong, so please keep them rolling in.



Paul Hart ... outstanding efforts in estimating.

Constructor of the Year

VOTING for Constructor of the Year for the Kinco Knife will close the first week in November. Voting forms will be distributed and all company members are requested to vote.

The present Constructor of the Year is **Ray Balladone**.

We have introduced an award for outstanding efforts by a company member. We expect to award this every second month.

The first recipient is **Paul Hart** for his great contribution in Estimating.

Paul went into the job of Estimating Assistant, a job considered by his predecessors as small and boring.

Kinco Constructor of the Year



Kinco, Inc
Constructors

THE Kinco Constructor of the Year went to **Steve Marshall**. The kangaroo leather R.M. Williams cowboy boots are on order. Congratulations Steve.

Social Club

THE Social Club is active. The inaugural **Hutchies Car Rally** was conducted in March.

A total of 30 cars and five motor bikes left Staple St at 9am on Sunday morning, bound for a property near Aratula.

A questionnaire was prepared by

Janis, Brian, Karen and Len. The winner was a guest, engineer Steve James and his wife Annette. Steve and Annette were on a Honda Gold Wing, a motor cycle of 1500cc capacity and six cylinders.

Bigger than many cars, it is equipped with intercom, CB, AM/FM and tape player.

The day was a great success. Many thanks to Janis, Brian, Len and Karen.

Moreton Island was attended by 30 in 5 four-wheel drives. The fishing was quiet, but all had a great weekend.

A night at the **Tivoli Theatre Restaurant** in August was another success and we have a boat trip planned to **Tangalooma** on November 7.

The annual **Christmas party** will be held on December 5 at Mirage at Oxley and our annual break-up party on Thursday, December 23, 1993.

Rods and reels for company members

AT the car rally the following were presented with leather bomber jackets to mark their 10 years of continuous service with the company.

They were: David Whit-

taker, Darrell Gersekowski, Barry Butterworth, Ken Fennell, Ron Niven, Mick Moran, Bernie Read, Mike Tickner, Louie Levinson, and Jack Hutchinson.

They received the rod

and reel also along with Janis Brischke, Rex Bird, Len White and Scott Hutchinson.

For those eligible who weren't able to attend, a presentation will be made

at the Staple St Christmas Party on December 23 to the following:

Coats and rods and reels: Keith Boucaut, Ian Holst, Barry Wilson, and Dave Whittaker.

Rods and reels: David Row, Ray Balladone, Matthew Hutton, John Taylor (Kenny Rogers lookalike), Dave Christoffensen, Merv Todd, Bob Wilson, and Peter Ivey.

There are no new persons currently eligible for coats, but Robert Weymouth, Neil McLeod, Trevor Atchison, Trevor Bruiners, Peter McIntyre and Owen Dewe will also receive a five year rod and reel.



Jack Hutchinson (right) presents Len White with his rod for more than 5 years with the company.



Louis Levinson ... on with the jacket for 10 years with Hutchies.



Jack Hutchinson...test drives the latest company vehicle.

No boot scootin' for Grant

GRANT White has been recovering from a serious operation on his foot.

Grant, whose recent projects include a difficult job at Grace College (University of Queensland) and units at Auchenflower, is noted for bringing jobs in on time, according to Hutchies chairman, Jack Hutchinson.

"Chairman of the TAB, Ian Brusasco, made a special call to tell me that we were the first builders in his long business career, to get him in the day we said," Jack recalls.

"This was when we were given the job for the new racing station 4BC and a very short time to complete it.



Grant White's foot ... on the mend.

"It was Grant's responsibility to bring this job in on time and that's what he did."

He has been working in the office during his convalescence.



Wayne and Linda Cullen with their third son, Cameron.

Another Cullen arrives

Congratulations to Wayne and Linda Cullen on the birth of their third son, Cameron. The baby weighed in at 6lbs (huge by Cullen standards).

Mother and baby are both well, despite Cameron's brother Justin giving him a head high tackle before Cameron was one week old.

We need stories

If you feel something of interest has happened on your job site, please phone Jack or Janis and we will endeavour to print it.



A thought ...

Find something you enjoy doing and you'll never have to work another day in your life. (Taken from *Bits & Pieces*.)



The Great Lolly Robbery

Last month a break-in occurred in Head Office at Seventeen Mile Rocks. The damage includes a smashed glass front door and the stolen items are as follows:

1. 1 packet of Snakes
2. 1 packet of Cherry Ripes
3. 1 packet of Boiled Lollies
4. 1 packet of Wine Gums

Security will now be tightened.

Star performer...

Rebel without
a clue?



HUTCHINSON **BUILDERS**

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