



Team takes Large Employer of the Year title at Australian Training Awards in record win

HUTCHIES has been awarded the 2017 Large Employer of the Year at the Australian Training Awards in Canberra.

Hutchies also won the title in 2011, making it the only organisation to win the title twice in the national award's 23 year history.

The prestigious award is the culmination of nearly a year long selection process that started with winning the Brisbane regional finals followed by winning Employer of the Year at the Queensland Training Awards.

Along the way, Hutchies competed against many other high profile employers, including Eagers, Mt Isa Mines, Ikea, McDonalds and Treasury Estates.

Winning the title twice emphasises what Hutchies' peers in the training world think of the great workforce development activities that have made the organisation such a desirable



Delighted members of Hutchies' workforce development team at the Australian Training Awards presentation evening in Canberra are from left (rear) Alan Waldron, Andrew Becconsall, Janet Close, Toni Waldron, Peter Forsingdal, Mark Kucks, Tiffany Barnes, Rod Esk and (front) Michelle Buckland and Rod Bear.

employer over the past 105 years. Managing director, Greg Quinn (COTY 2007), said he was particularly pleased with this development as it vindicated the Hutchies' board decision 10 years ago to ramp up its workforce development activities and grow its capacity and capability from within.

"As Hutchies has grown into the successful builder it

is today, its employee workforce, along with our broader 'family' of subcontractors and suppliers, also has been able to grow their skills as we take on more and more challenging projects," said Greg.

He said that Hutchies' workforce development strategy had been structured around five main actions which include:

- Attract the right recruits;
- Train in a flexible, responsive manner;
- Retain our apprentices, cadets and other employees;

- Maintain the skills of our employees and broader Hutchies' 'family' members; and
- Sustain the program with sufficient funding and support.

National training manager, Alan Waldron, said that where other organisations had cut back on their apprentice and cadet numbers, Hutchies had done the exact opposite.

"We have trained nearly 150 apprentices belonging to us or our subbies, 44 cadets and 100 future leaders, as well as provided short course training for more than 1,500 of our existing workers in the past 12 months," said Alan.

"All this training is provided by Hutchies' own training school, the Gold Coast School of Construction (GCSC), which currently has five campuses on building sites in south-east Queensland delivering pre-trade training courses.

"Its highly qualified trainers deliver a range of flexible and responsive training courses across our teams, subbies and sites from Darwin to Hobart."

He said the icing on the cake had been Hutchies signing up to be part of the Department of Prime Minister and Cabinet's

➤ Continued on Page 2

Social chats on smoko



THE Chats are a shed rock band from the Sunshine Coast who have released their second EP, "Get it in Ya", which includes a catchy song called "Smoko".

Part of the music video for "Smoko" was filmed on Hutchies' Digital Hub site at Peregrin Beach and went viral on social media giving Hutchies plenty of free exposure.

Band members are Josh Price (lead singer), Eamon Sandwith, Matt Boggis and Tremayne McCarthy.

To catch the boys' performance visit <https://www.youtube.com/watch?v=j58V2vC9EPc>

Business Planning Forum notes special characteristics

HUTCHIES' board members and senior leaders met during December for the annual Business Planning Forum.

The forum discussions confirmed that Hutchies had grown into a circa \$2.5 billion per annum business and that this level of activity is going to become normal for Hutchies over the next few years.

Forum members agreed that, despite the size of the business, there are characteristics of Hutchies that must be maintained to provide the platform needed for continued success in the future. These include...

- Hutchies must be able to sustain these volumes and everything done must be to support its people and Hutchies' long-term future.
- Hutchies' structure and non-corporate culture must be retained.
- Hutchies needs to continue to grow its balance sheet to reflect the proposed size of the business in 2020.
- Hutchies wants to be recognised as the best and most decent builder in the country.
- For more information see *From the Managing Director on Page 2.*



Alec Hutchinson (left) and Terrence Hutchinson received the 2017 Family Business Award of Excellence on behalf of Hutchies at a gala dinner in Melbourne last November.

Family Business Award of Excellence presented

HUTCHIES has won the Family Business Award of Excellence in the Australian Entrepreneur of the Year Awards program for 2017.

Entrepreneur of the Year is the world's most prestigious business award for entrepreneurs.

The unique award encourages entrepreneurial activity among those with potential and recognises the contribution of people who inspire others with their vision, leadership and achievement.

As the only global award of its kind, Entrepreneur of the Year celebrates those who are building and leading dynamic businesses, recognising them through regional, national and global awards programs in 145 cities throughout 60 countries.

Launched in 2001, the Australian Entrepreneur of the Year

Awards program is conducted in five regions culminating in the national awards to acknowledge and celebrate the outstanding contribution entrepreneurs make to the Australian business community and economy.

The Family Business category was first introduced in 2012 to recognise outstanding entrepreneurial family businesses which have successfully transitioned through multiple generations.

Hutchies is currently led by Chairman and fourth generation, Scott, with fifth generation Jack Jnr soon to begin transitioning into the role.

The Australian Entrepreneur of the Year program now has alumni of more than 1,500 entrepreneurs who have participated in the program.

Large Employer of the Year title

Employment Parity Initiative, which aimed to get thousands of Indigenous workers into employment by the year 2020.

"Hutchies' program, Statim-Yaga (Start Work), has a target of 350 and we are currently ahead of milestones with 230 new workers in full-time employment with Hutchies' teams and many of our major suppliers and subcontractors," said Alan.

"Apart from winning this pres-

tigious award twice, the proof that the strategy is working can be seen clearly on our biggest project in the company's history – the \$367 million, 90-storey Sky Tower in Brisbane's CBD, which has five of our ex-apprentices working in site leadership and safety roles on this technically demanding build.

▶ Cont'd from Page 1

WHAT does 2018 look like for Hutchies?

The headline story is that our turnover will be up a little on last year and, at this stage, our profit also looks like being up – so circa \$2.8 billion turnover and \$60 million profit.

Our balance sheet remains strong and should sit debt-free around \$350 million with an equivalent free cash position in December 2018.

Hutchies spent much of 2017 setting up for the future, including reshaping our Sydney operations with expectations that, within a few short years, it will look like and be equivalent in size to our Brisbane base; appointing Nick Silcox to head up our Tassie team; and restructuring our Toowoomba office with the elevation of Shaun Spry, Sean Lees, Keenan Wolski and Joe Watson to team leaders to accommodate the retirement of Hutchies' veteran, Robert Weymouth.

Basically, we have positioned our 37 teams around Australia, as best we can, to be in the strongest possible shape to deliver 300 high quality projects of all types and sizes each year for the next couple of years.

The \$367 million, 90-level Skytower project in Brisbane remains the biggest on Hutchies' books this year, however, we also have numerous \$1 million and \$2 million projects under construction around the country.

Our year looks like this at the moment:



Hutchies prides itself on being a builder and not a developer.

Our mantra is not to compete with our large number of developer clients and friends.

However, we have been fairly active throughout 2017 in the property market, but solely to ensure our teams have the right resources to service Hutchies' business.

We are currently undertaking major renovations and additions to

From the Managing Director



our Hobart office, purchased the 5,000m² car yard site adjacent to Hutchies' Brisbane office to cater for parking requirements and future expansion, opened our new Coolangatta office, secured additional office space in South Melbourne to accommodate our Victorian teams' growth needs and undertaken renovations in our Sydney and Brisbane offices to cater for more people.

Late last year we purchased a prime property in the Brunswick Street mall in Brisbane and throughout 2018 it will be converted into a 3,300-seat music venue.

While providing an interesting job for one of Hutchies' teams, this property purchase is about the music industry and a reflection of Scott Hutchinson's passion and commitment to the preservation of the live music industry in Brisbane.

While we anticipate a relatively bright couple of years for Hutchies, the construction industry is a tough one and it's not getting any easier.

You don't have to look too far out into the marketplace to see the pain.

In addition to the traditional challenges in construction, this year we are also having to confront a raft of regulatory changes, including the introduction of project bank accounts in Queensland, 2% developer bonds in residential projects in NSW, new "fit for purpose" building product obligations in all states and territories and the unfolding industrial relations landscape in particular Building Code 2016 compliance requirements.

Hutchies has survived for 105 years so far and our aim is to be around in another 100 years.

So every decision we make is about the longer term future.

We don't try to over complicate things.

While there is always a lot happening in a dynamic business like Hutchies, it is still the simple things that count – look after and develop your people, be fair and decent at every level and build good buildings – quality is paramount.

– Greg Quinn (COTY 2007)



The existing TC Beirne building, designed by Robin Dods, was built in 1902.

Old landmark becomes new precinct for music, entertainment district

THE TC Beirne Building – a long-established landmark in Brisbane’s Fortitude Valley – is being refurbished by Hutchies to create a new precinct in the heart of the entertainment and live music district.

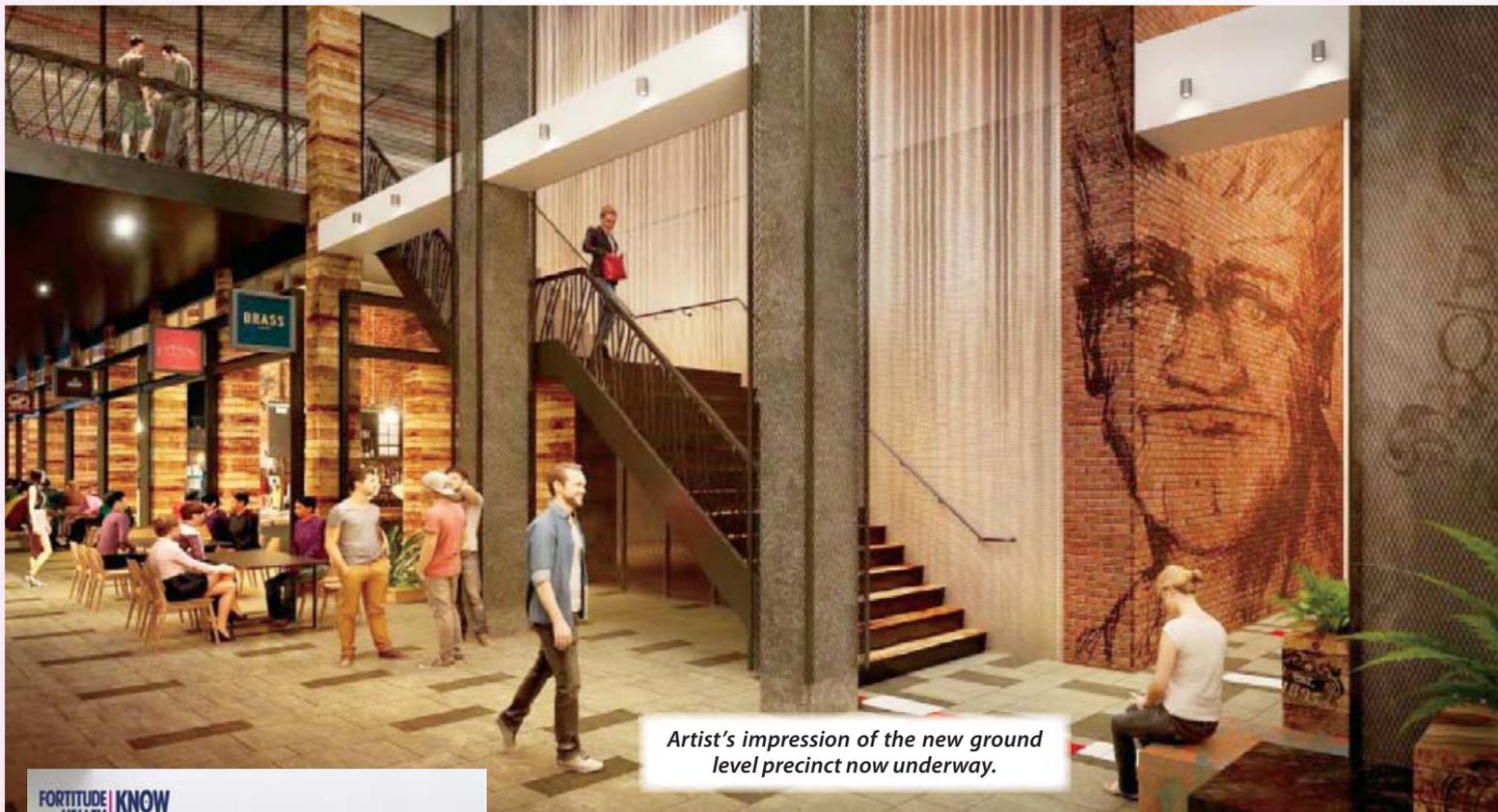
TC Beirne is located in Brunswick Street, Fortitude Valley, and is bound to the north-east by the Brunswick Street Mall and to the south-west by the Chinatown Mall.

The \$6 million refurbishment consists of two buildings, TC Beirne and Burlington, that have been amalgamated with the intent of creating a new precinct in Fortitude Valley.

Levels one to four have been refurbished already and are leased to tenants while the current project is focussing primarily on the ground floor of the building.

Works have been programmed to allow tenants access to the existing amenities and lift lobbies to complete their day-to-day activities while construction continues.

The client is Sydney investment fund, Ashe Morgan, which holds the Valley Heart portfolio.



Artist’s impression of the new ground level precinct now underway.

THE refurbished TC Beirne building will be the backdrop for social messages about personal safety and having fun in the entertainment precinct.

The *Don’t Stop The Fun* campaign is part of the overall *Fortitude Valley – The Greatest Show in Town* campaign targeting safety within the precinct, led by Simon Turner and supported by Hutchies, Ashe Morgan and DMC.

The *Greatest Show in Town* draws its

funky imagery from the graphic design of circus posters and advertising.

They aim to relate risky behaviours to characters in the circus to get the message across about staying safe while having fun.

By placing vinyl wrap advertising on hoardings of the TC Beirne refurbishment project, it’s hoped that patrons will take photos with the characters and promote the campaign through social media.

The campaign will run through to April.



“Don’t Stop the Fun” campaign poster.



All in a day's work for Hutchies' site team who positioned 20 modules in less than a day.

MILITARY precision was required by the Hutchies' modular team on a Bundaberg project for GenesisCare, with a convoy of 20 trucks delivering modules to the site in just one day.

This was the first of several projects for the client who toured modular sites around the country before deciding on Hutchies for the job.

The modular team designed, built and installed the building in 16 weeks, with design meetings in

Convoy of 20 trucks delivers cancer care to Bundaberg

Sydney, Melbourne and Yatala.

The client moved its internal design team and architects to Brisbane so they could be based at Yatala to work with Hutchies as the project progressed.

On installation day, streets

were closed off so five trucks could be parked adjacent to the site, with a total of 20 trucks waiting on the town's fringe ready for installation of their loads by a 200-tonne crane.

The modules were installed

around a 1,250-tonne concrete bunker, with the heaviest module weighing 18 tonnes and containing a concrete floor and lead-lined walls.

The team coordinated the successful installation of all 20 modules by 1pm.

GenesisCare provides high quality specialist care to patients with cancer and cardiovascular disease, the two largest global disease burdens.

The group is the largest provider of radiation therapy across Australia, operating 28 cancer centres in major metropolitan and regional settings.

More than 80 locations provide cardiology and sleep services.

GenesisCare also is the largest provider of radiation therapy in the UK and Spain, with 27 treatment centres.

Cancer care is provided for all tumour groups with the latest techniques including intensity modulated radiotherapy, volumetric arc therapy, stereotactic radiotherapy and radiosurgery as well as low and high dose rate brachytherapy.



Convoy of trucks lined up to off-load modules in Bundaberg.

Key property purchases demonstrate confidence in future of the Valley

HUTCHIES has demonstrated its confidence in the future of Brisbane's Fortitude Valley precinct with the acquisition of three key properties in Brunswick Street and James Street, nearby to its live music venue, Triffid, in Newstead.

The properties are at 312 Brunswick Street, 6-10 James Street and 70 James Street.

The site at **312 Brunswick Street**, previously the Optus Centre, will be refurbished into a \$40 million event, theatre and function space for up to 3,300 people filling the need for a mid-sized music and performance venue left by the closure in 2003 of the 4,500-seat Festival Hall.

Once developed, the Brunswick Street site will be operated by the same team behind Triffid, Paul Piticco from Secret Sounds Group and former Powderfinger bassist, John Collins.

Secret Sounds founded and operates the iconic Splendour in the Grass, Falls Festival and other major tours, festivals and music events around the country.



THE **6-10 James Street** property, with 32 car parks, is adjacent to James Street Market, Cru Bar, Harvey's, West Elm and Wheel & Barrow.

Current tenants are David Jones, high-end department store; Priceline Pharmacy; and Baby Bunting, specialist retailer catering extensively for newborns to children of three years of age.



AMONG the tenants at **70 James Street** is Sage Hotel, Brisbane's newest boutique hotel which was built around the iconic Queens Arms.

Sage Hotel seamlessly combines the traditional façade with modern hotel interiors providing 93 rooms, 24-hour reception service, multiple onsite food and beverage offerings and extensive event facilities.

The QA Hotel Celebrations Cellar is under the Sage Hotel and the property also features 27 car parking spaces, adjacent QA Hotel Bar, Botanical Bar, Farrier Bar, Sixes and Sevens Public House and Waterlily.



The former Optus Centre building is destined to be Brisbane's newest music and performance venue.



Sage Hotel at 70 James Street, Newstead.



Team sets up in Adelaide

THIS is the first glimpse of the latest addition to Hutchies' national network – a base in Adelaide, South Australia.

The office is in Henley Beach Road, Brooklyn Park, Adelaide, which opened in January.

It is well located – six kilometres to the city centre and one kilometre to the airport.

First project for the new Adelaide

office team will be a \$6.5 million Kennards Self Storage facility at Adelaide Airport.

Hutchies' Adelaide team will target new opportunities in strong local sectors of health and aged care, retail, defence and institutional work.

The offices are leased but a more permanent location will be sourced as the team grows in 2018.

Exclusive twin tower for Newstead

FRED Brands' team has started work on Chester and Ella – the luxury \$108 million twin tower development in the heart of Newstead, Brisbane.

The project comprises two 18-storey towers with 319 high-end apartments, three levels of penthouses, rooftop pools and two private dining rooms.

Chester and Ella will be the latest addition to the exclusive suburb of Newstead when

construction is completed in late 2019.

The prestigious apartment complex is in an ideal location between the Gasworks, James Street and Fortitude Valley.

The Brands team is looking forward to working with developer, Kokoda Properties, to deliver one of Newstead's most iconic residences.

• **For more details see Jobs Update on Pages 22, 23.**



Scott Hutchinson and Mark Stevens, managing director of Kokoda Properties, turn the first sod for Chester and Ella twin towers.

O'Reilly's quality build survives the Debbie test

VIETNAM veteran and former Deputy Prime Minister and diplomat, Tim Fischer, AC, has praised the quality of Hutchies' construction work following personal experience of the impact of Cyclone Debbie last year on O'Reilly's Rainforest Retreat in the Lamington National Park.

In March 2017, the rain depression remnant of Cyclone Debbie descended on the Gold Coast hinterland, where

O'Reilly's recorded 580mm in one 24-hour period.

As joint owner of an O'Reilly's villa with his wife, Judy, Tim said he had visions of villas sliding off the mountain ending up somewhere near the bottom of Duck Creek Road.

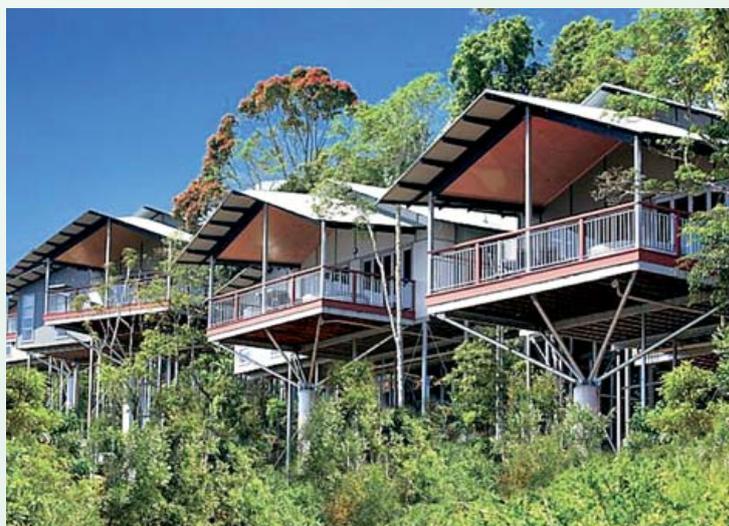
"Let me record with thanks to all involved – planners, builders, project managers and the O'Reilly team – that not one villa moved," said Tim. "Likewise the smart conference centre and swimming pool remained all intact without any damage.

"This salute applies especially to the laying of the villa foundations and construction.

"The role of Hutchinson Builders is acknowledged and this work has stood up against the huge test provided by Debbie and its 500-plus millimetres.

"Indeed the small street network serving the villas also held up really well – so full credit to all involved.

"Alas the main road from Canungra to O'Reillys was hit



O'Reilly's withstood the test provided by Cyclone Debbie.

hard with some major land slips now being rectified, but sadly a cell in Queensland National Parks seems to have unilaterally decided to close Duck Creek Road as things stand.

"Scenic Rim Council should be screaming loud about this as it is desirable to have a second emergency route down from

Lamington Plateau.

"One decent bulldozing plus one Armco or Rocla culvert and it would be all okay for 4WDs.

"However, in relation to the super deluge produced by Debbie, as I said at the 2017 Christmas meeting of the villa owners, job done well and no damage, a great effort."



Tim Fischer, AC.

New HQ ready for Broncos' 2018 campaign

HUTCHIES recently completed the Brisbane Broncos' new Clive Berghofer Centre in Red Hill at a cost of \$27.2 million – allowing all departments of the club to be housed under one roof for the first time in 30 years.

Administration moved to the new facility in December and the Broncos will start training there by the end of preseason, once the new turf has taken hold.

The project is a continuation of Hutchies' relationship with the Broncos which began in 1993-94 with construction of the club's first training facilities at Red Hill.



The new building has state-of-the-art sport facility features including: visual access into the facility for fans – a design feature

that is becoming prevalent in new training centres around the world; plyometrics stairs and ramps – a first in any Australian

professional sporting facility; PLAE gym floor surface – one of the first applications in Australia; largest sauna in any Australian sporting facility; latest rehabilitation, gym and cardio equipment; hydration station design and features – best in Australia; open work plan office environments; facility shared with a sports medicine organisation; latest AV facilities in lobby, auditorium and boardroom; and dedicated dining area that also can be used for private functions – a new trend emerging around the world.

SkyTower from ground up ... and sky down



View from the ground floor gives a spit-roasted pig's perspective of Skytower. [Pig supplied by Usher and Son, painters, thank-you!]



The view from the top is a stunning panorama of the city, dwarfing nearby towers.

HUTCHIES' team members provided two perspectives of the \$367 million, 90-storey Sky Tower project which is Brisbane's tallest building and Hutchies' largest project.

Builders add elegance with their pink tutus work gear



Hutchies' team members looking graceful for a good cause are (from left) Greg Inwood, Brett Washington and Ian Hutton. Head ballerina (AKA project manager) on site was Nick Linnan.

PINK tutus became *de rigueur* for the Hutchies' team working on the \$30 million St Vincent's Private Hospital operating theatres redevelopment in Toowoomba.

Hutchies' site leader, Ian Hutton, said raising money through wearing pink tutus as well as barbecues and a pink parade walk earlier in the year had contributed \$11,184 to the month-long Toowoomba charity, Blush Cancer Care.

"Early detection is the best prevention so we thought let's get on board and do what we can," said Ian.

"It was a morale booster – everyone on the site had a good laugh.

"The pink tutus were worth it. It's a great month for everyone. We're really happy we could do this."

Team leader, Rob Weymouth (COTY 1993), chipped in by pledging to match whatever the crew raised.

Blush Cancer Care is a local group raising money for people on the Downs diagnosed with breast cancer.

Blush president, Sharyn Donaldson, said the money would pay directly for breast cancer nurses.

"We pay their wages jointly with St Vincent's and St Andrew's Private Hospitals and they directly look after cancer patients – both women and men," she said.

Ms Donaldson acknowledged there were many worthy causes in the community and her organisation was grateful for the support Hutchies gave to raise the money.

I THOUGHT I would send you a note with feedback on Hutchinson Builders' team involved with the above listed project (Bolsover Street fire systems upgrade).

As we know, this project has been subject to a significant latent condition, namely the previously unknown contaminated ground, which has necessitated what has essentially been a second project to undertake ground remediation as a variation to your original work.

We have found throughout this process that Hutchinson Builders, in particular your direct project team (Nick Colthup, Matt Jones and Todd Lea), have been of great assistance and willing to work with us to overcome this significant issue for the project.

We have also been impressed with Nick and Matt's diligence to ensuring pricing for your variation work is value for money and from our discussions with them at yesterday's site meeting we have confidence that Hutchinsons is scrutinising closely your subcontractor/supplier prices before submission to us for assessment.

Todd has also been very effective in managing the site and his commitment to safety during this high risk work is commendable.

As the remediation variation work comes to an end we look forward to continuing working with your team for the successful completion of the original project work.

Thanks,

David Keegan
Building and Asset Services
Department of Housing and
Public Works

I WOULD like to say 'thank-you' to the entire Hutchinson team for your generosity and commitment to the local community of Longreach.

This was clearly demonstrated on Saturday night at the Longreach Flyers Ball.

Your very generous donation of 10 tickets, auction item of Ethan Lowes boots and the construction and painting of the photo booth made a significant contribution to the fundraising cause of RFDS and the Longreach Hospital Auxiliary.

Many, many thanks,

Karen McLellan
Central West Hospital and
Health Service

AS the organiser of Tomorrow Speaks art exhibition, I send the gratitude not only of myself but also the artists who were a part of the multi art exhibition.

Your generous donation allowed us to buy sound equipment that

FEEDBACK



guaranteed the success of the event.

This was a sold out show with 130 people congregating to enjoy poetry, dance, music and photography by young people.

Once more, thank-you for your kind sponsorship.

Yours sincerely,

Anisa

THANKS for sponsoring 10 hive stands in 2014.

This was much appreciated.

Hive Haven is selling hives and we are now in a position to re-pay Hutchinson Builders for all your help.

We will have the three stands with the Hive Haven V9, including

I JUST wanted to shoot through a quick note with some feedback for you to be across.

It's rare these days to hear compliments, however, I feel compelled to share this with you.

Last Thursday evening we entertained the selling agents with a low key (which turned a little rowdy in the end) drinks and nibbles event on the rooftop of Illumina to celebrate topping out.

Mark Studley was extraordinary.

He went well and truly above and beyond what was called for in regard to helping set up, escorting agents to the top - repeatedly all night mind you.

His approach and attitude, with



Hive Haven's Ann Ross showcases their range of hives.

(Photo: Steve Flavel - Nativebeehives.com)

bees, available for your collection in February 2018.

In other news, Hive Haven has been offered (and we have accepted) return airfare and accommodation to showcase the Hive Haven V9 native hive at the GFIA (February 5-6) in Abu Dhabi as guests of the UAE Government.

The global forum is for innovation in agriculture.

This is good exposure for the future of the Australian native bee industry and we're hoping to attract investment to build our company.

Kind regards,

Ann Ross
Managing Director
Hive Haven

the understanding around the significance of this event to motivate the agents towards settlement, was outstanding.

He was still at site well into the evening and offered to hang around and wait for a contractor to come and collect some lighting used at the drinks.

He made this event an ease for us, in a rather hectic environment.

I thought this was important to share with you.

Kind regards,

Craig Wright
Sales and Marketing Manager

LAST night I read the article (<https://www.linkedin.com/pulse/how-survive-construction-over->

100-years-lizzi-byrne) and wanted to pass on that I thought it was one of the best things I have ever read in a number of different ways.

Your business and story is one that stands the test of time when others continue to fall.

Thanks for sharing a few of the insights into the business.

Thanks again.

Clint Thorp
Owner
clintthorp@outlook.com

(EDITOR: The article Clint referred to was written by Lizzi Byrne. This candid interview provides a well written and insightful piece that delves into Hutchies' culture and inner workings. It also indicates what goes on inside Chairman Scott Hutchinson's brain - which will be a revelation to many! For many reasons, the article is worthy of being reproduced in the Truth with credit to Lizzi Byrne. Read the full article on the following page).

I WOULD like to take the opportunity to thank Hutchinson Builders for your very kind sponsorship of Altona Swimming Club.

We are a community club and work very hard to give the kids opportunities to swim competitively and recreationally.

Finance though is always a challenge as we try to provide the swimmers with the best facilities, training and support.

Your contribution will be a significant help with this.

Rob Willis,
President
Altona Swimming Club

I JUST wanted to let you know that one of your staff members stopped to help me change a flat tyre at about 6am this morning on Drayton Road.

It was very kind of him and I really appreciated his help.

Kind Regards

Jill
Good Morning Cereals
Harristown

ON behalf of St Vincent's Private Hospital Toowoomba, congratulations to you and your team on being inducted into the Business Hall of Fame at the 2017 Heritage Bank Business Excellence Awards over the weekend.

We are delighted that your team's hard work has been recognised in such a public way, and hope that your organisation benefits from this positive promotion - it is certainly very deserving.

Yours sincerely,

Kathryn McKeefry,
Chief Executive Officer
St Vincent's Private Hospital
Toowoomba

How to survive construction for over 100 years

HUTCHINSON Builders turned 105 years old last month, so I caught up with the Chairman, Scott Hutchinson to find out how they continue to remain a key player in the Brisbane as well as Australian construction market.

Hutchinson's, or 'Hutchies', was established in 1912 by Jack Hutchinson, Scott's great grandfather, who had moved to Australia from England. The business now employs over 1,400 people within 31 individual teams, who deliver projects across Australia and, after multiple generations, are still very much a business of strong family values.

On almost every corner in Brisbane, from the CBD to the outer suburbs, you'll find a construction site sporting the iconic blue Hutchies' sign. Whether it be a high-rise building or a retail precinct, Hutchies seem to be able to do it all – quite the anomaly in the construction market where companies normally operate in a specialised area.

"We have many teams within the company that run almost like their own separate entity. Within that team, they hire and retain experts in areas to specialise in. Each team has its own area of specialisation due to the broad range of skills the staff bring with them," Scott says.

"Our expertise doesn't come from the top-down, it comes from our empowered small teams. One team that can build a high-rise cannot necessarily undertake retail renovations – we have another team of experts in that area." He adds, "Businesses can all flourish or wither on their own skills. It's the teams that have the expertise, not the management," he says.

Scott reveals the company's structure idea came about when he was completing his MBA at University of Queensland Business School.

"It was a time when these theories were being put forward and companies were experimenting with them. I took the idea from UQ Business School straight into Hutchies. I've really just got the basic philosophies in play at Hutchies. UQ Business School was and still is really good, especially in this area. I was so lucky to be exposed to it," Scott explains.

Family and family-values are words used a lot throughout the Hutchies' stories. "It's not just about my family, it's extremely decentralised. It means people are out there in their 31 groups all doing their own thing and all heading in their own direction. That's how we've been successful. We believe in empowerment. We give the staff authority and enough rope to succeed. It's hard to remain dynamic as you grow but we've achieved it by managing a flat structure.

"Instilling family values in the company means that Hutchies can treat everybody with respect as if they're a legitimate and equal part of the organisation. Every decision being made is for the long-

The following article written by Lizzi Byrne, as a specialist consultant in construction recruitment at Davidson, was published online September 28, 2017.



term, not the short-term. They don't try to make a quick buck," Scott reveals.

From the outside, Hutchinson's appears to differ from other tier one companies. Scott reveals the reason is down to expertise. "We've stuck with what we're good at, which is construction. We aren't looking for other businesses to maximise profits; it's about doing as well as we can in construction." He adds, "To do as well as you can you will go into training, into the trades, into Indigenous affairs and gender equality. It's a matter of a long-term focus and a single industry focus.



In 1912 Jack Hutchinson's (Scott's great grandfather) family residence at Manly, Brisbane, became the office and meeting place for building industry identities to talk business (and play billiards).

"There are certain elements of companies similar to Hutchies. For instance, I admire the fun that is injected into Branson Group and their idea of fun. We also do a lot of things that people enjoy ... we create fun things for company members to go and do."

When asked the reason for Hutchinson's longevity, Scott explains "It's an extremely flexible organisation. Dad (Jack III) always recognised that change was extremely important because he had seen my grandfather and great-grandfather neglect change."

Since Scott took over the business in the late 80s, he introduced a focus on relationships with developers. "It was at the time when property went from corporate ownership to developer and investor ownership. I lent money to clients who were developers (and friends, funnily enough) and learnt what they require from a builder. It was very different from what corporate and architects required from a client. I think we were quick at catching on to that. Again, that's the aptitude to change and jumping on an obvious opportunity; embracing change has really been key for us," he says.

A new-starter at Hutchies can expect a lot of

things, the most significant being opportunity.

"If we have a fault it's giving people too much opportunity too soon. That can be a good and a bad thing. It certainly brings our future leaders to the forefront quickly. However, if they want opportunity, they will get opportunity," Scott says.

While women still do not see construction as a desirable career, it's something that Hutchinson's is working on improving. Hutchies has partnered with the National Association for Women in Construction (NAWIC). With a focus on promotion from within, they're working towards achieving their targets to help change the ratio.

They are also focussing on improving the number of Indigenous employees within the business, aiming for a target of four per cent by 2019.

"It's going really well and we're not just training them, they're getting employment that lasts and is productive. The people we are producing are turning out so well. Our program is working really well," Scott says.

"The biggest difference between early Hutchies and Hutchies today is the unique management skills of Greg Quinn, our managing director," Scott reveals. "Another change we made in 2001 is that he became our first non-family CEO to run the company. It's another change we embraced, rather than feared [sic] and that's probably the major difference. Once the business grows to a certain size, nepotism at the top is not warranted."

"You've got to get the best manager for the job which is usually the demise of a family business who are trying to hold on too long, beyond their skill. We just found the perfect manager who understood our philosophy and he's just managed it so professionally. He is a brilliant CEO," he says. "Knowing that there are better people out there than family members to run your business is key – hire them."

Scott shares his recommendation for someone wanting to start a construction company today.

"I would say don't try and get too big, too soon. Do what you can manage. That's why many companies are in trouble at the moment. It's taken us 105 years to get to where we are. Just walk before you run," he advises.

"The plan for Hutchies in 10 years' time is to be alive, operating and stable. We want to keep employing good people and keep operating," Scott says.

While you expect to hear a trade secret to the success of a thriving family business such as Hutchinson's, the key is actually really simple – to keep it simple and everchanging.

Thanks for your insight Scott and we look forward to our future generations celebrating another 105 years of Hutchinson Builders.



Official party at the opening of the Yarrabilba training facility (from left) Logan MP, Linus Power; Cr Laurie Koranski; Logan mayor, Luke Smith; and Rob Moore, Peter Cummins and Dean Patterson, of Lendlease.

Training facility for Yarrabilba

A CONSTRUCTION training facility at Yarrabilba, in south-east Queensland, is set to provide opportunities for local people to develop new skills without having to travel further afield.

Developer, Lendlease, and skills, jobs and enterprise hub, The Exchange, have teamed up with Hutchies' Gold Coast School of Construction to establish the facility.

Lendlease offered unused land in a future infrastructure corridor for the facility which will consist of demountables that can be moved as the area is developed.

Yarrabilba's population, currently at about 6,000, is

expected to grow to 30,000 within 30 years.

Training has already begun for a number of young people from Yarrabilba who have started a Certificate One in Construction.

Gold Coast School of Construction coordinator, Rod

Eske, said the new facility was an opportunity to provide training and employment outcomes.

"The building and construction industry is essential to support Yarrabilba's growth," he said.

"We're excited to be able to offer locals an opportunity to gain skills in the industry right here at home.

"Partnering with Lendlease and The Exchange to deliver this new facility means we will be able to easily connect with local jobseekers and students who are interested in gaining skills and ultimately employment in construction."

Rod said they were hoping to connect with builders at Yarrabilba to make employment outcomes for the graduates easier and get local people into local jobs.

Logan councillor, Laurie Koranski, welcomed the facility and said there was a long lifespan for construction work in Yarrabilba as development was expected to continue over the next 30 years.

"The Exchange hub, which started in 2013 to provide support and training, is helping ensure local people can work locally," she said.

For information visit yarrabilba.com.au/employment or gcsc.edu.au.

Familiar paint job for St Joseph's



St Joseph's Primary School in Cairns sports striking (and familiar) colours.

PERHAPS fate determined that Hutchies should win the tender to construct the newest learning centre for St Joseph's Primary School in Cairns which features

Hutchies' black, blue and white corporate colour scheme.

Locals in the know say the colour scheme was determined long before Hutchies won the

tender ... and, no, Hutchies did not pay to have the building painted in its colours.

But it would make a good ready-made branch office in the future.

Graduates manage to lead the way

HUTCHIES' Rob Diamond, Greg Crittall, Chelsey Wood and Bert Griffiths were recently awarded Diplomas of Leadership and Management after undertaking the Master Builders' Building Leadership in Construction program.

The course is an interactive learning environment to provide the participants with additional skill sets for use within the construction industry.

These include communication, planning and organising, problem solving, emotional intelligence, conflict resolution and negotiation skills to build successful teams.

Hutchies has supported the program since its inception in 2012.

Each participant chooses a mentor who is there to assist with developing individual skill sets to help improve the business they work within.

Rob Diamond was awarded the Student of the Year award for 2017.



Present at graduation were (from left) John Crittall, Chris Stevenson (COTY 2016), Rob Diamond, Greg Crittall, Peter Ferreira (course leader), Russell Fryer (COTY 2010) and Grant Galvin (CEO MBA Qld).



Helping hand for historic school

THE 2017 Toowong State School Fair was sponsored by Hutchies and drew a large number of school families, friends and visitors to the historic inner city Brisbane school.

The school was founded in 1880 and retains much of its original character.

Ben Young (COTY 2009) represented Hutchies.

President of the school's P&C, Tracey Logan, thanked Hutchies for sponsoring the event.

"It was a great success, considering it rained all day, raising over \$44,000 for the school," said Tracey.

"Almost half of the funds came from our sponsors and we were thrilled to have Hutchinson Builders as our first major sponsor this year.

"The funds will go towards much needed improvements around the school.

"Massive thanks for the amazing support of Toowong State School."

LEFT: Enjoying the day (from left) P&C president, Tracey Logan, Hutchies' Ben Young with son, Rufus, and Dominic Filewood.

Rock royalty at the cricket



John Collins – music star, Powderfinger bass player, Triffid host and obvious cricket tragic – was spotted sporting a Hutchies' cap during the Ashes cricket Test at the Gabba.



Charlie Brown and Cody Harris in front of the photo booth wall.

Flying high in Longreach

THE 2017 Longreach Flyers Ball was a huge success with urgently needed funds being raised for the Royal Flying Doctors Service and Hospital Auxiliary.

Hutchies donated a signed and framed pair of Ethan Lowes football boots, coupled with a Queensland State of Origin signed football, which fetched a whopping \$2,300 at the charity auction.

The team also hosted 10 hospital staff/partners and assisted with construction and painting the photo booth wall.

Yarrabah Band Festival strikes a happy chord

QUEENSLAND Music Festival (QMF) headed to Far North Queensland recently for the fifth annual Yarrabah Band Festival which featured Australian country music star, Troy Cassar-Daley.

Audiences also enjoyed music from multi Golden Guitar Award winner, Sara Storer, jazz sensation and all-round entertainer, James Morrison, and the host of Triple J's House Party, KLP.

Joining the star line-up were festival favourite, Shellie Morris, local legends the Yarrabah Brass Band and stacks of local bands including Barry Cedric and the Night Owls, Black Crubians, Elverina Johnson Band, Dean Brady and Bay Boyz.

The festival which drew a crowd of more than 4,000 was a full day of live music, food stalls, local art, kid's rides and the opportunity to explore Yarrabah known locally as 'paradise by the sea'.

Hutchies is a regular sponsor of the Yarrabah Band Festival.



Enjoying entertainment at the Yarrabah Band Festival were (from left) Hutchies' Thomas Jungnitsch; Yarrabah Mayor, Ross Andrews; jazz great, James Morrison; QMF's Katie Noonan; and Hutchies' Mark Kucks and Joel Anderson.

Small idea is now a big deal for Mates in Construction

WITH the increase of suicides in the construction industry over the last few years, Hutchies' Paul De Jong (COTY 1995) decided late last year to raffle a wheelbarrow of tools on Cairns' building sites to help Mates in Construction deal with this important issue.

The concept started with Glen Owens from BUSSQ Super and Steve Jackson from Mates in Construction.

Glen cooked barbecues for the crews and sold raffle tickets.

Master Builders joined in and Ron Bannah and his team gave their support. Sharon Vella joined Glen on the sites setting up barbecues and selling tickets.

They received support from local businesses around Cairns including Global Fasteners, Total Tools, Cairns Hardware, Stramit, Bill Sexton Accountants, Officeworks and Pacific Toyota.

Due to the amount of support, Paul decided to supply more wheelbarrows and give out three prizes instead of one.

The total prize value was \$3,000.

ADCO and Prime also joined in and after six barbecues on building sites around Cairns and Christmas drinks at Master Builders a total of \$1,300 was raised.

Prizes were drawn at Hutchies' office in Smithfield.

The three lucky winners were: 1st Rob Mahony of Hutchies; 2nd John Johnson from Prestige Painting; 3rd Bobby from Earth Strong Scaffold.

The money raised was given to Mates in



Raffles across Cairns' building sites late last year raised money for Mates In Construction. Team behind the campaign (from left) Ron Bannah, Sharon Vella, Stephen Jackson, Hutchies' Paul De Jong and Glen Owens.

Construction to help raise awareness and provide support against the ongoing issue of depression and suicide in the building

industry.

Hutchies' Cairns intends to do it all over again this year.



Troy Cassar-Daley performing at the Yarrabah Band Festival.

Hawaiian helping hand for family



HUTCHIES' Newstead Central crew gave all funds raised on Hawaiian shirt Friday for the month of December to the family of a plumber who tragically passed away of a heart attack at 37. Shown in their Hawaiian mood are from left (rear) Mark Verheijen, Matt Downes, Mace Griffin, David Shields and (front) Josh Jukic, David Raso, Stephen Campagner and Santino Sulpharo.



Scott unveiling Constructor of the Year 2017... (drum roll) and the winner is ... Sunny Coast's Michael Michell! – See story on right hand page.



Toowong's



Five-year service awards winners



Winner of the best suggestion of the year, John Lührman, a carpenter on the 38 Wharf Street project, pictured with Scott, Jack Snr and Greg Quinn (COTY 2007). John's suggestion was to do with a more efficient waste management and recycling system on sites.

Service awards A total of 173 Hutchies' team members

They were:

5 YEARS

- | | | | |
|-----------------------|----------------------|---------------------|---------|
| Aaron Ohl | Darren Kickbusch | Laurence Stubbs | Russell |
| Adam Munro | Darryl Knight | Laurence Versace | Samuel |
| Adam Read | Dave Smith | Lenny Thompson | Scott S |
| Adam Stiff | David Campbell-Burns | Luke Hartley-Winter | Shane |
| Adrian George | David Dickson | Luke Puxley | Shane |
| Alexander Leszczynski | David Strang | Luke Smith | Shaun |
| Andrea Matthes | Dene Fowler | Mace Griffin | Stephe |
| Andrew Becconsall | Derek McVeigh | Mark Kucks | Sung G |
| Andrew Mason | Eagan Wiki | Matthew Hunter | Susan |
| Andrew Parker | Fraser Waterman | Maurice Viorow | Terry L |
| Benjamin Finn | Gary Vernon | Michael Gattera | Tyler C |
| Benjamin McArthur | Geoffrey Stone | Mitchell Bohringer | Upul C |
| Benson Thomas | Gregg Churchman | Nicholas Eske | Kur |
| Bradley Sleeman | Gregory Whitbread | Patrick Boutkan | Victor |
| Brendan Wikman | Harry Kotsinadelis | Patrick Gribbin | William |
| Brett Turner | Jade Elliott | Paul Morton | Yavar |
| Brian Vincent | James Bellas | Paul Smith | |
| Kennedy | James Murray | Peter Marsh | |
| Catherine Gray | Jamie Gilbert | Peter Schmith | |
| Chinthana Jayalathge | Jamie Steele | Raymond O'Toole | |
| Don | Jay Ellis | Rhett Falchi | |
| Chris Young | John Timo | Rita Mann | |
| Christopher Durey | Jordan Quayle | Rodney Beare | |
| Craig Diedricks | Karl Axnick | Rodney Thomas | |
| Daniel Washington | Kerri Sharman | Rodrigo Ortega | |
| | Lauren Constable | Rohan Klingberg | |

10 YEARS

- Alan W
- Alexan
- Andre
- Andre
- Antho
- Ben El
- Ben Yo
- (CC
- Benjar

Constructor of the Year

CONSTRUCTORS of the Year (COTY) are chosen by their peers through an anonymous Australia-wide voting system and the directors have no say in who wins this hotly contested award.



Congratulations to Sunshine Coast team leader, **Michael Michell**, who was named COTY for 2017.

Although Michael was unable to receive his award personally when announced at Toowong on break-up day, he celebrated his win with his team back on the Sunny Coast shortly after learning the good news.

As well as the privilege of having his name added to the COTY Honour Board for posterity, the award comes with some pretty sweet prizes these days.

Michael's prizes include a personalised iPad, custom-engraved Lile knife from Kinco, USA, valued at more than \$1,000 and an all-expenses-paid skiing holiday for two to Alpen Ridge, Niseko, Japan.



10-year service winners model their jackets.



from Toowong with their fishing rods.

s from 31 teams across Australia have received long service awards.

- | | | | |
|--|---|---|---|
| <ul style="list-style-type: none"> l Gillam l Gallagher Smithers Noble Treadaway Spooner en Mordue Cho Wallace Lazzaroni Ovington Chandana ruppu Mudi ia Logan m Whell Jahangiri | <ul style="list-style-type: none"> Blake Marschke Bree Hoek Brooks Harrison Christian Hattingh Christopher Hildebrandt Christopher Ravbar Christopher Vowles Claire Hays Clive Muscat Damien O'Brien Darren Gersekowski Darrin Pearson Darryl Sinclair David Bendell David Woolley Dean White Emma Dunn Francis Logan George Kladis Jack Webster Janet Close Jason Arnold Jesse Alroe Jesse Joyce John Groom | <ul style="list-style-type: none"> Jon-Paul Floyd Jonathan Kings Joseph Cassin Kenny Weldon Kevin Van Bael Kyle Patience Lee Gagliardi Leo De Boer Luke Giles Luke Watson Lynden Watson Lyndon Christian Mark Studley Mark Taylor Martin Tanner Murray Snowden Neil Middleton Nicholas Carston Nicholas Waters Nicole Duncan Patrick Doughan Paul McAllister Paulo Alves Valente Peter Caruana Peter Forsingdal Peter Glover Philip Morrison | <ul style="list-style-type: none"> Robert Diamond Robert Mahony Robert Rea Rod King Ryan Coyne Ryland Ford Sebastian Curtis Shaun Beck Stefan Sedelaar Stephen (Evan) Reid Stephen Inwood Steven Priest Tiffany Barnes Tomas Wilson Wayne Berich Wayne Carter Wesley Churchill William Washington |
|--|---|---|---|

20 YEARS

- Noel O'Brien (COTY 1999)
- Peter Haidley (COTY 2000)
- Ronald Gersekowski
- Ross Durey (COTY 2000)



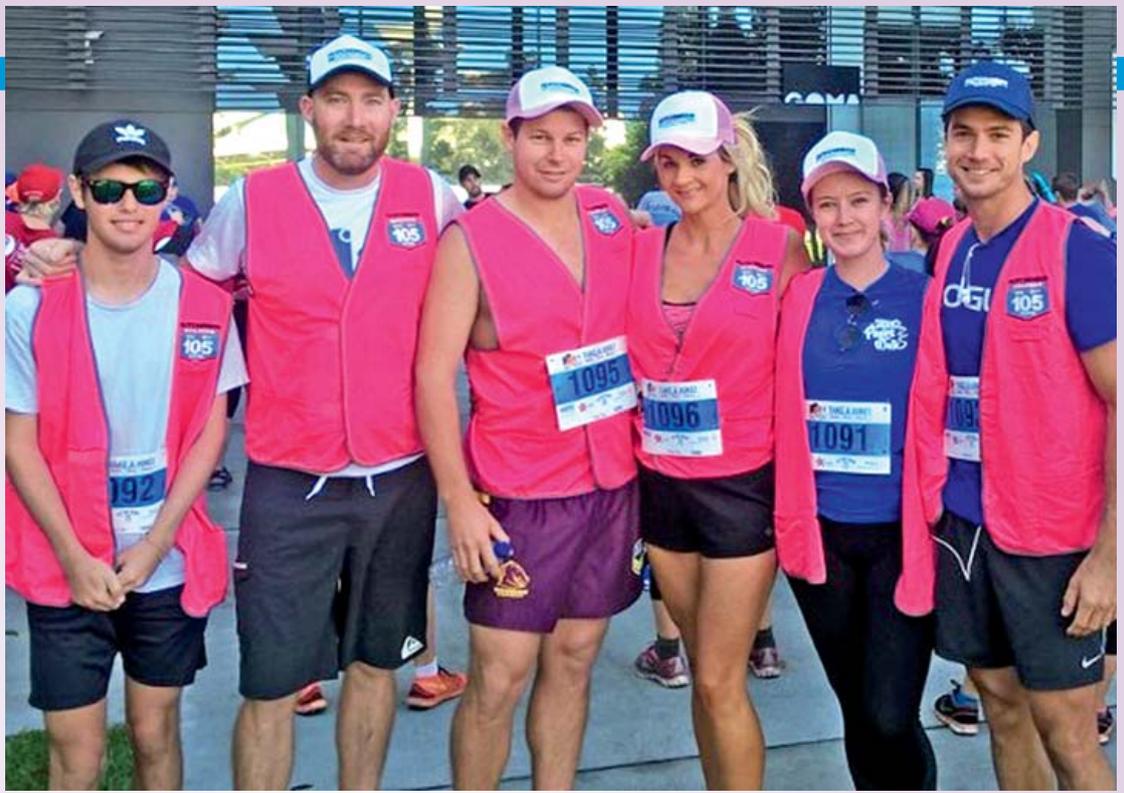
Cairns' Employee of the Year, Illiana Whipper (left) and local Apprentice of the Year, Kay Noller, receive their awards from team leader, Paul De Jong (COTY 1995).

Supporting AEIOU with charity run

HUTCHIES' team members supported AEIOU by joining in a charity fun run in Brisbane.

The team said Hutchies had been building for AEIOU for a long time and it had seen the organisation make positive impacts on many kids' lives.

Hutchies' supporters and runners on the day included (from left) Joel Kilmartin, Russell Fryer (COTY 2010), Ash Blake, Julie Anne Blake, Sarah Smith and Will Steele.



LEFT: The AEIOU Foundation has a new childcare centre in Brighton, Adelaide, completed recently by the Russell Fryer (COTY 2010) team. The \$1.7million purpose-built facility will accommodate 50 students and 20 staff. AEIOU which supports young children with autism established its first service in South Australia in 2014.

Open day at Broken Hill

BROKEN Hill folk recently had a glimpse into the future with an open day at the Broken Hill Hospital, currently being reconfigured by New South Wales Health Infrastructure at a cost of \$20 million.

Work consists of demolition and renovation of the existing hospital and addition of a new Broken Hill Community Centre which will be a modular construction.

A total of 40 modular components, built in Toowoomba, will be transported to Broken Hill.

The open day was attended by Kevin Humphries, member for Barwon; Ken Barnett, general manager of Broken Hill Hospital; and Dr André Nel, district director of medical services for the Far West Local Health District.



RIGHT: Pictured at the hospital's open day were (from left) Cory Wester, project manager; Steve Andersen, site manager; and David Edgefield, project manager NSW Health Infrastructure.

Many reasons to celebrate EOY for Sunny Coast team

THE Sunshine Coast team kicked off their end of year celebrations with a slap-up breakfast during the last working week of 2017.

Adding to the excitement was the crowning of Michael Michell (with red hat) as Hutchies' COTY 2017 (Constructor of the Year).

See Page 14 for unveiling!



Pallets up-cycled into functional products

A UNIQUE project in Cairns involving Hutchies' apprentices recycles wooden pallets – preventing them from ending up in landfill dumps.

Organisers revealed that, in Australia each year, hundreds of thousands of tonnes of wood pallets are sent to landfill, with a staggering 50 per cent of all pallets being used only once.

The Power of Pallets project encourages individuals and organisations to 'up-cycle' timber pallets into modern and functional items such as furniture or art.

This year the pallet pieces were exhibited at the Tanks Arts Centre and then auctioned off at a glamorous gala dinner.

The aim was to raise \$50,000 for the Emergency Department at Cairns Hospital.

Jamie Durie was once again part of the judging team.

Hutchies' entries included **Kay Noller** (rocking chair), **Aiden Anderson** (towel rack); **Callum Sneddon** (hexagonal table); and **Jake Anderson** (coffee table and side tables).



Kay Noller's rocking chair.



Aiden Anderson with his towel rack.



Jake Anderson's coffee table and side tables.



Callum Sneddon's hexagonal table.

Old Boys enjoy BBC golf day



Hutchies' Robert Weymouth (COTY 1993), left, and Ben Young (COTY 2009) at the BBC Golf Day.

THE Hutchies-sponsored BBC Golf Day at the Indooroopilly Golf Club in October attracted the largest field yet in terms of numbers, sponsors and Old Boys' teams.

The day raised funds for the Old Collegians' Bursary and tennis support group.

Congratulations to winning teams and players on the day: winners – **Scott PDI**; runners-up – **Green Options**; best Old Boys' team – **Winston Wolfe Capital**; NTPs Blue 5 – **Don Graham Snr**, Blue 7 – **Fred Himstedt** (1995 Old Boy), Gold 4 – **David Byrne**, Gold 8 (Recon Technology cash prize) – **Mick Groom** (1989 Old Boy); longest drive – **Michael Philipson** (2003 Old Boy); swing speed – **Michael Philipson** (2003 Old Boy); NAGA – **Hewlett Legal**.

Thumbs up from Sydney bees



HUTCHIES' Sydney bee captain, Owen Power, on duty overseeing the honey making process in the rooftop hives.

Owen displays the international beekeeper's thumbs up signal, which protects the naked hand from bee stings.

Waxing on at Coolie

HUTCHIES has 31 teams operating around Australia and is proud that each is unique, depending on the location, work and the personalities involved.

Gold Coast/Tweed based in Coolangatta is the latest to show off its individual flair with the introduction of warm water surfboard wax as a corporate gift.

The team sits on the border between the Gold Coast and the Tweed Coast and many clients, team members, consultants, subbies and suppliers regularly hit the surf.

As the latest in Hutchies' merch line-up, the board wax comes with a wax comb and a handy built-in bottle opener – all the essentials for a day out at the beach.





Jack Marshall from VAE receives a safety award from Kent Beavon on the James Cook University project in Cairns.



Alan Titcombe from Schembri Earthmoving receives his award from Broken Hill hospital site manager, Steve Andersen.



Ricky Davison from D&V Services which carried out the demo of the Broken Hill hospital site received his safety award from David 'Ozzie' Ozegovic.

Safety awards acknowledge team effort

HEALTH and safety is a priority for all Hutchies' teams on projects and safety awards have been introduced by many to encourage best practice from all on site.



Dillan Enarsen presents Bosko Vujevic (both from Heinrich Formwork) with a safety award for great work on Southpoint A keeping their stripping levels clean and organised.



Chris Norris from Handy Hans gives an award to Bernie Coyle from Planet Plumbing for innovative dust controls on the Southpoint A site.



Rob Ru receives a safety award from Southpoint A's site manager, Henk Thone, for extra efforts in housekeeping.



Nev Doughan working on Southpoint A won an award for his idea for new HB footwear he calls 'loafers' ... perfect for loafing about the site.



Greg Silman receives a safety award from Hutchies' Matt Cuthbert for top work running his company Sarri Painting's swing stage in use on Southpoint A.



Rowland Hill receives his award from Matt Cuthbert for excellent efforts in rubbish bin and hoist service on Southpoint A.



Gangemi team members had their Christmas party at Burnt Ends in Petrie Terrace. Pictured (from left) are David Pimpinella, Holly Skinner, Tuyen Ngyuen, Dave Shields, Sid Shivpuri, Steve Campagner, Greg Maycock, Chris Lawson, David Raso and Santino Sulfaro.

Drawing out the best in Christmas spirit

HUTCHIES' Rosebery office held an inaugural kids' Christmas drawing competition.

To get everyone involved in the Christmas spirit, it was open to all team members' children, nieces and nephews or grandchildren.

The theme was to draw something related to "Christmas and Hutchies".

There were some fantastic entries and organisers hope to increase the submissions next year.

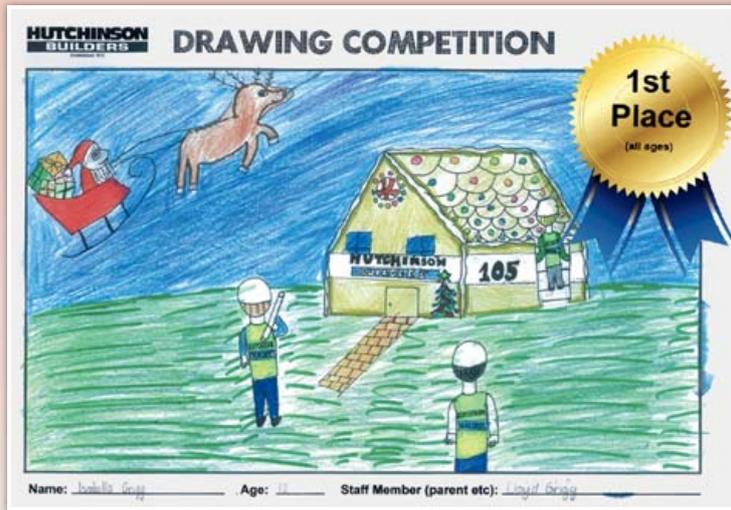
Thank-you to everyone's children who participated, making the office reception look festive adorned with all of the artwork.

The results were:

- Overall winner: **Isabella Grigg** (\$50 Kmart Voucher).
- First place (ages 0-3): **Zahra Elias** (\$20 Kmart Voucher).
- First place (ages 4-7): **Cohen**

- **Dinning** (\$20 Kmart Voucher).
- First place (ages 8-12): **Eve Lange** and **Harmony Dinning** (a tie) (\$20 Kmart Voucher each).

All winners received a winner's certificate and all entries received a highly commended laminated certificate.



Entry from overall winner, Isabella Grigg.



Record number of kids' big day



HUTCHIES' Sydney Christmas party was the scene of some hard rocking. Getting in the spirit with O'Rourke, Owen Power, Char...



AFTER being under pressure all year, Hutchies' Cairns team decompressed with an underwater Christmas party at the new Cairns Aquarium.



Members at play out

THERE was a record turn-out for the Brisbane kids' Christmas party held again this year in White Water World at Dreamworld.

It is a popular event with Hutchies inviting team members' relatives and friends to join in and share the Christmas cheer.



HUTCHIES' Sunshine Coast Christmas party kicked off with some wild weather which did not dampen the fun at Noosa North Shore.

A wonderful team effort produced food, wine, music, piñatas for the children and Santa Panda's ever-popular visit complete with gifts.

Karaoke unearthed lots of

new talent but Andy Beccansall shone on the night.

The team is grateful to Michael Michell (COTY 2017) for enabling everyone to let their hair down after an extremely busy and successful year.

Dressed for the celebration are (from left) James Hall, Holly Fry, Hutchies' Joe Fry, Denise Fry and Wes Fry.



held at the Hard Rock Café which was ing into the fun are (from left) Tabitha Lotte Mavris and Nick Mavris.

Santa's 'pornshop' wins cubicle contest

HUTCHIES' Sydney office held its second annual Christmas cubicle competition to spread the joy throughout the office and the contest really revved up this year.

It was a great team building initiative and provided many laughs in the last weeks of work for 2017.

The winning cubicle was Santa's Workshop which, with a bit of clever sabotage from competitors and some strategically placed letters, quickly turned into Santa's PorNshop.

Chairman Scott and Greg Quinn featured on one of the team's cubicles ... and both will be glad to know they made Santa's "nice" list!



This Hutchies-style nativity scene was a hot contender in the Sydney's office annual Christmas cubicle competition.

BALMORAL STATE HIGH SCHOOL

Job Value: \$3.35M

Job Description: A two-storey multipurpose building containing a sports court area and other facilities.

Hutchies' team leader: Russell Fryer
 Hutchies' project manager: Mitch Grimmer
 Hutchies' administrator: Matt Hutchinson
 Hutchies' site manager: Luke Puxley
 Hutchies' site manager: Bill Lenehan
 Hutchies' cost planner: Mitch Elliott
 Architect firm: ArkLAB
 Structural & civil engineering: Farr Engineers
 Client: Department of Education & Training

FRESHWATER STATION

Job Value: \$2.4M

Job Description: Stage two to create extra bus and car parking facilities.

Hutchies' team leader: Paul De Jong
 Hutchies' project manager: Kyle Hare
 Hutchies' administrator: Chris Hedley
 Hutchies' site manager: Joe Vasconcelos
 Hutchies' cost planner: Chris Hattingh
 Architect, struct. & civil engin: GHD
 Client: Queensland Rail

TC BEIRNE

Job Value: \$5.27M

Job Description: Refurbishment of a building in the heart of Fortitude Valley.

Hutchies' team leader: Russell Fryer
 Hutchies' project manager: Rob Diamond
 Hutchies' administrator: Matt Preston-Smith
 Hutchies' site manager: Gary Turner
 Hutchies' supervisor: Brendan Marshall
 Hutchies' cost planner: Simon McGilvray
 Architect firm: The Buchan Group
 Structural engineering: Inertia
 Services (electrical, hydraulics, mechanical, fire): BSE
 Client: Ashe Morgan Valley Heart
 Client rep: DMC Projects

HARTLEY STREET SPORT & RECREATION AMENITIES BUILDING

Job Value: \$1.1M

Job Description: Job comprises a modern sports amenities facility and secondary building to house irrigation pumps and storage

JOBS UPDATE

for maintenance equipment.

Hutchies' team leader: Kevin Whitaker
 Hutchies' project manager: Nick Colthup
 Hutchies' site manager: Calum Ryan
 Hutchies' cost planner: Daniel Shuttleworth
 Client: Livingstone Shire Council

BILOELA STATE HIGH SCHOOL

Job Value: \$1.2M

Job Description: Refurbishment of an existing manual arts block and home economic rooms.

Hutchies' team leader: Kevin Whitaker
 Hutchies' project manager: Nick Colthup
 Hutchies' administrator: Evan Reid
 Hutchies' site manager: Greg Smith
 Hutchies' cost planner: Daniel Shuttleworth
 Client: Department of Education & Training

ROCKHAMPTON SPECIAL SCHOOL #1

Job Value: \$218,000

Job Description: First project involves the upgrade of an existing amenities area.

Hutchies' team leader: Kevin Whitaker
 Hutchies' project manager: Nick Colthup
 Hutchies' administrator: Matthew Jones
 Hutchies' site manager: Scott Black
 Hutchies' cost planner: Patrick Taylor
 Client: Department of Education & Training

ROCKHAMPTON SPECIAL SCHOOL #2

Job Value: \$1.4M

Job Description: Second project is construction of a single-story administration building and the refurbishment of an existing building into three GLAs.

Hutchies' team leader: Kevin Whitaker
 Hutchies' project manager: Nick Colthup
 Hutchies' administrator: Matthew Jones
 Hutchies' site manager: Scott Black



Hutchies is undertaking the major refurbishment of Townsville's iconic Civic Theatre.

Hutchies' cost planner: Patrick Taylor
 Other: GHD
 Client: Department of Education & Training

YEPPON STATE HIGH SCHOOL #1

Job Value: \$510,000

Job Description: Refurbishment of the agricultural sciences laboratory, classroom and teachers' office and a new GLA.

Hutchies' team leader: Kevin Whitaker
 Hutchies' project manager: Nick Colthup
 Hutchies' administrator: Patrick Taylor
 Hutchies' site manager: Matt Tamassy
 Client: Department of Education & Training

YEPPON STATE HIGH SCHOOL #2

Job Value: \$1.4M

Job Description: Refurbishment and expansion of an existing multi-purpose hall.

Hutchies' team leader: Kevin Whitaker
 Hutchies' project manager: Nick Colthup
 Hutchies' administrator: Patrick Taylor
 Hutchies' site manager: Len Ward
 Other: Building Asset Services
 Client: Department of Education & Training

CIVIC THEATRE, TOWNSVILLE

Job Value: \$8.36M

Job Description: Major refurbishment of an iconic theatre to be completed by June.

Hutchies' team leader: Mark Phillips
 Hutchies' project manager: Shane Damian
 Hutchies' administrator: Adrian Grace
 Hutchies' site manager: John Rollinson
 Hutchies' supervisor: Chris Williams
 Hutchies' cost planner: Neil Emmerich
 Architect firm: PDT Architects
 Structural engineering: STP Consultants
 Electrical consultant: Ashburner Francis
 Client: Townsville City Council

NORTH LAKES STATE COLLEGE

Job Value: \$13.914M

Job Description: A five-level, six-storey multi-purpose building due for completion in late October.

Hutchies' team leader: Russell Fryer
 Hutchies' project manager: Mitch Grimmer
 Hutchies' administrator: Tim Lyons
 Hutchies' site manager: Shaun Spooner
 Hutchies' cost planner: Mitch Elliott
 Architect firm: Thomson Adsett
 Structural & civil engineering: Opus
 Electrical & mech consultant: JHA
 Superintendent: Lambert & Rehbein
 Client: Department of Education & Training

ELARA, MARSDEN PARK

Job Value: \$17M

Job Description: Stages one and two comprise construction of 65 independent living units for over-55s living.

Hutchies' team leader: Tim Colclough/Geoff Bauchop
 Hutchies' project manager: Graham Raams
 Hutchies' administrator: Stephen Mercia
 Hutchies' site manager: Scott Barnes
 Hutchies' supervisor: Paul Sillitoe
 Hutchies' cost planner: Andrew Chahoud
 Architect firm: GGSA
 Structural & civil engineering: Johns Nicholson
 Client: Stockland Group

FAIRHOLME COLLEGE, TOOWOOMBA

Job Value: \$1M

Job Description: Refurbishment of the two-storey Jean Tassie facility to cater for 40 boarding students with lounge and study facilities.

Hutchies' team leader: Rob Weymouth
 Hutchies' project manager: Glyn Kidney
 Hutchies' administrator: Jacob Cox
 Hutchies' site manager: Russell Gillam
 Architect firm: Struxi Design
 Structural engineering: Kehoe Myers
 Electrical consultant: Ashburner Francis
 Client: Fairholme College

MERCEDES BENZ, CASTLE HILL

Job Value: \$8.891M

Job Description: Design and construction of a two-floor car dealership.

Hutchies' team leader: John Koumoukellis
 Hutchies' administrator: Sam Necola
 Hutchies' site manager: Michael Metherell



North Lakes State College's new multi-purpose building is due for completion late October.



LEFT: Hutchies is building this 108-bed aged care facility at Pacific Paradise on the Sunshine Coast for Premier Health Care valued at \$21.575M.

Hutchies' cost planner: Ayman Khalaf
 Architect firm: SBA
 Structural & civil engineering: Van Der Meer
 Quantity surveyor: Ayman Khalaf
 Electrical consultant: Meinhardt
 Client: CHMD Developments

BURPENARY CHILDCARE & 7-ELEVEN

Job Value: \$4.27M

Job Description: A dual-site, design and construct for a full turn-key package 7-Eleven and 120-place childcare centre.

Hutchies' team leader: Shaun Spry
 Hutchies' project manager: Glynn Kidney
 Hutchies' cadet administrator: Ben Prowse
 Hutchies' cost planner: Ben Adams
 Architect firm: Verve
 Structural engineering: Structural Arts
 Civil engineering: Clearsky
 Hydraulic consultant: Platinum
 Electrical consultant: Stormon Industries
 Client project manager: Jon Dicks (Blades)
 Client: MDE & DAW

NORTHCLIFFE RESIDENCES

Job Value: \$51.157M

Job Description: New residential beachfront tower in Surfers Paradise comprising 75 apartments.

Hutchies' team leader: Paul Hart
 Hutchies' construction manager: Gareth Hodgins
 Hutchies' project manager: David Blinco

Hutchies' administrators: Lindsay Low/Daniel Batchelor/Tina Burr
 Hutchies' site manager: Wayne Syrch
 Hutchies' cost planner: Luke Smith
 Architect firm: Cottee Parker
 Structural engineering: ADG
 Civil engineering: Burchills Engineering Solutions
 Electrical consultant: EMF Griffiths
 Client: Northcliffe Residences (Eastview)

DEAKIN UNIVERSITY BUILDING IC

Job Value: \$1.6M

Job Description: The strip out and high grade internal refurbishment of three levels of teaching spaces.

Hutchies' team leader: Dan Casey
 Hutchies' project manager: Darren Morrison
 Hutchies' administrator: Chase Galbraith
 Hutchies' site manager: Rick Murphy
 Architect firm: DS Architects
 Quantity surveyor: Simon Wraggs & Associates
 Electrical consultant: JBA Consulting Engineers
 Client: Deakin University

DEAKIN UNIVERSITY BUILDING LA

Job Value: \$1.3M

Job Description: A three-staged re-roofing project over existing warehouse and staff

offices within Deakin's Waurn Ponds campus.

Hutchies' team leader: Dan Casey
 Hutchies' project manager: Darren Morrison
 Hutchies' administrator: Robert Francesevich
 Hutchies' site manager: Jason Williams
 Architect firm: DS Architects
 Quantity surveyor: Simon Wraggs & Associates
 Electrical consultant: JBA Consulting Engineers
 Client: Deakin University

DEAKIN UNIVERSITY WATERFRONT HEALTH

Job Value: \$7.6M

Job Description: A multi-staged internal demolition and fit-out across four levels of a heritage-listed wool store building to house the School of Nursing and Midwifery.

Hutchies' team leader: Dan Casey
 Hutchies' project manager: Darren Morrison
 Hutchies' administrator: Robert Francesevich
 Hutchies' site manager: Mick McSwiggan
 Architect firm: DS Architects
 Quantity surveyor: Simon Wraggs & Associates
 Electrical consultant: JBA Consulting Engineers
 Client: Deakin University

RACV NOOSA RESORT WORKSHOP

Job Value: \$131,000

Job Description: Infilling one end of an existing underground carpark to create a work-

shop/buggy store room for staff.

Hutchies' team leader: Michael Michell
 Hutchies' project manager: Dave Smythe
 Hutchies' administrator: Melanie Longland
 Hutchies' site manager: Matt Hunter
 Hutchies' cost planner: Terry Lloyd
 Structural engineering: JTC Consulting Engineers
 Client: Royal Automobile Club of Victoria (RACV)

PREMIER HEALTH CARE, PACIFIC PARADISE

Job Value: \$21.575M

Job Description: A two-level, two-wing, 108-bed aged care facility on the Sunshine Coast.

Hutchies' team leader: Michael Michell
 Hutchies' project manager: David Hungerford
 Hutchies' administrator: Frederick Beytell
 Hutchies' site manager: Dominic Taylor
 Hutchies' supervisor: Patrick Gribbin
 Hutchies' cost planner: Terry Lloyd
 Architect firm: Kirkbride Architects
 Structural engineering: Meinhardt
 Civil engineering: Bradlees
 Electrical consultant: Meinhardt
 Client: Premier Health Care

CURRIMUNDI SPECIAL SCHOOL

Job Value: \$8.881M

Job Description: Construction of a new 13-room GLA and bus set down area.

Hutchies' team leader: Michael Michell
 Hutchies' project manager: Scott Elmslie
 Hutchies' site manager: Mal Leeming
 Hutchies' supervisor: Ben McKay
 Hutchies' cost planner: Terry Lloyd
 Architect firm: Cobie Architects
 Structural engineering: Bligh Tanner
 Civil engineering: ADG Engineering
 Electrical consultant: BSI Projects
 Building certifier: Building Certifiers Australia
 Superintendent: Lambert & Rehbein
 Client: Department of Education & Training

CHESTER AND ELLA, NEWSTEAD

Job Value: \$108.5M

Job Description: An 18-storey, twin tower development of 319 luxury apartments.

Hutchies' team leader: Fred Brands
 Hutchies' project manager: Shaun Beck
 Hutchies' administrator: Luke Nicolas
 Hutchies' site manager: Matthew Cuthbert
 Hutchies' supervisors: Chris Beck/Chris Cook
 Architect firm: Hayball
 Structural & civil engineering: Bornhorst + Ward
 Client: Kokoda Property

MT ST PATRICK'S PRIMARY SCHOOL

Job Value: \$213,243

Job Description: Installation of a new covered entry walkway including an internal refurbishment of the existing administration offices.

Hutchies' team leader: Paul Hart
 Hutchies' project manager: Kruse Carter
 Hutchies' administrator: Ryland Ford
 Hutchies' supervisor: Luke Adkins
 Hutchies' cost planner: Luke Smith
 Architect firm: Fulton Trotter
 Structural engineering: Cozens Regan Group



A new 75-apartment tower is currently under construction on the beachfront in Surfers Paradise.



Ryan Warner recently completed a trek to the top of Mount Kilimanjaro, Tanzania, taking Hutchies' flag to the Roof of Africa. Kilimanjaro is the largest free-standing mountain in Africa at 5,895 metres above sea level and the climb goes through five different ecosystems, starting in dense rainforest with waterfalls, to low alpine, alpine desert to the apex with snow cap and glaciers. Ryan said he asked himself many times during the six-day climb why he was doing it, but the unforgettable sunrises and sunsets above the clouds and the bright night sky made it all worthwhile.



Hutchies' Undies have made it to the magnificent Maldives, thanks to this mystery man doing his best Usain Bolt impersonation. In reality it is more thanks to his wife, who (unknown to him) was kind enough to send images to the Truth. Her treachery remains safe with us.

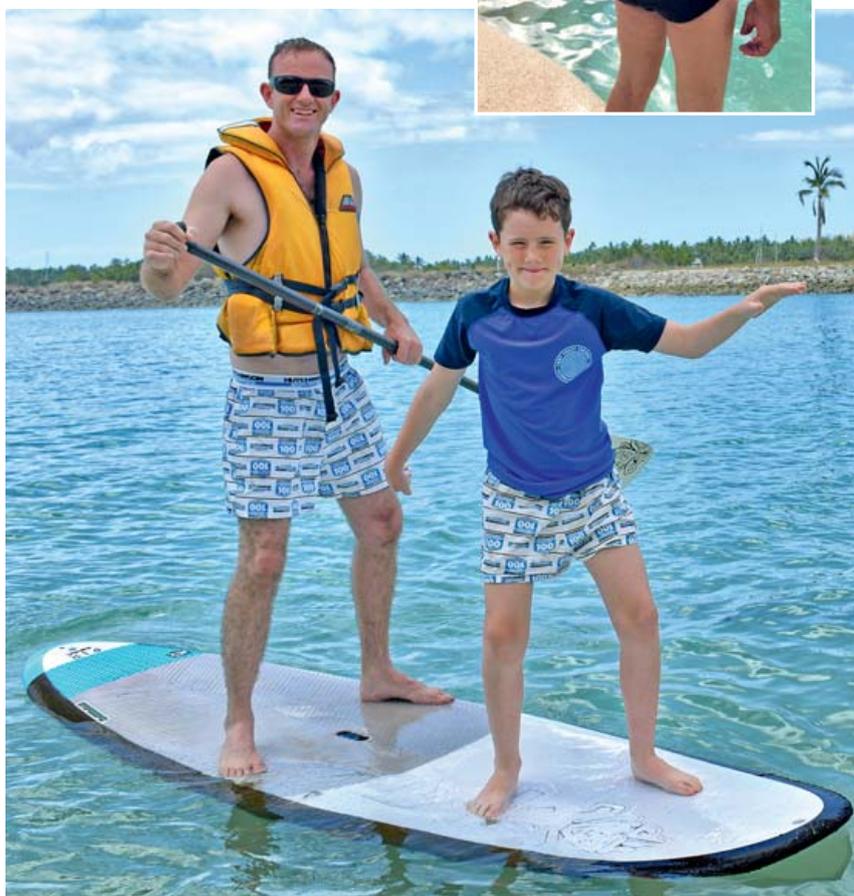


Gomer Lapudooh donned Hutchies' Undies during his trip to the famous Komodo dragon island.

RIGHT: This unknown subcontractor wore his Hutchies' Budgie Smugglers during a family holiday, when son declared that Dad's budgie looked like it needed a good feed! Subbie remains unnamed to keep the family secret ... and protect son's inheritance.



Brianna Wyatt borrowed Hutchies' Undies from her dad, HS manager, Steve Wyatt, for her appearance in Times Square during a trip to New York.



Site manager, David Barker, and son, Sebastian, in their Hutchies' Undies, perfect a two-up SUP on holidays in Fiji.



Hutchies' Undies in case of the need to scare off any of the locals while trekking on the island of Flores in Indonesia.



Hutchies' team members living it up on Hayman Island in the Great Barrier Reef are (L-R) Clem Green, Steve Williams, James Bellas (top), Jack Pembroke, Niall Scott, Edwin Ingle and Jason Green.

MATCHED



Tania and Trevor Galbraith celebrated their wedding day at Mt Coot-tha Summit with their daughter, Frankie.



Site manager, Aussie Austin, married his long-time fiancée and best friend, Lisa, after being together for six years. They had their five children, Sophie, Marley, Casey, Connor and Jordan as bridesmaids and groomsmen. The entire family made the trip from Geelong to the Gold Coast to be married at Burleigh Beach on October 12.



JACK Hutchinson Snr's sister, Margaret, has passed away.

Margaret Esther Ellen Archer (nee Hutchinson) loving wife of Ron (deceased), much loved mother to Jo and Jac, and adored grandmother of Andrew and Jacqui, died peacefully on October 17 last year.

As per Marg's wishes, she had a private cremation.

In Marg's words: "Loads of love and thanks to wonderful family and friends for so many good times and so much happiness. Time to go!!!"

Margaret married Australian

~ Obituary ~

Margaret Archer

08/06/1937 ~ 17/10/2017

cricket legend, Ron Archer, in 1957.

As an Australian Test cricketer, Ron played in 19 tests from 1953 to 1956 as a stylish middle order batsman and robust opening bowler.

Photo shows adoring fans at their hero's wedding to Margaret.



Hutchies and RMA's A-grade and B-grade teams.

Batting hard for Movember

HUTCHIES played RMA Engineers in their annual indoor cricket clash to raise money for Movember.

The contest featured A-grade and B-grade games, both of which Hutchies won convincingly.

The bad news for the RMA crew is that Hutchies has now won the past four years in a row and seven out of nine times since the match's inception in 2009 ... but who's counting?

\$1,000 was raised for Movember 2017.



Sydney ladies' long lunch

SCOTT joined the Sydney and Wollongong girls out for their combined ladies' lunch which was a great afternoon. In response, the Gong will host this year's lunch.



Big roadie for Yarra rowing

HUTCHIES Brisbane supplied a vehicle to help rowers get their gear down to Melbourne for an important regatta.

Peter Park said it was a big load with eight eights and oars but the road crew had no hold-ups with the vehicle on the 3,600km round trip.

"From all the competitors, our thanks for arranging and providing the vehicle for the trip," said Peter.

Doug Buchback is shown checking the load in the light Melbourne drizzle before joining Peter for the trip home from the Yarra.



Finishing with a Bender

THE annual Brisbane ladies' lunch was held at Ristorante La Famiglia in Woolloongabba during November.

A bus delivered the ladies to the venue, with a post-lunch drinks session at Benders Warehouse.

Akasha crashes through barriers as BMX champ



Akasha with her BMX trophies and Hutchies' jersey.

NATHAN Waites (Hutchies' crane team) was delighted when he discovered his daughter, Akasha, would be a starter in the BMX Queensland titles in October last year.

Akasha had not only trained her heart out, at the same time she had also battled epilepsy that was causing her to crash out.

But through sheer determination, medication and breathing techniques she earned her right to compete.

The family then started saving up for a new set of wheels and hubs to get Akasha's bike up to current race specs.

When Gary Partridge and the team at Novotel heard about Akasha's efforts, they put on a good old Hutchies-style barbecue to raise funds, not only for new wheels and hubs ... but for the best!

The team raised \$800 on the day and Russell Fryer (COTY 2010) matched this with another \$1000 – enough for the new wheels and hubs and also a new Hutchies-inspired jersey.

Nathan is happy to report that Akasha competed in two classes over two days with a field of 20 riders in each.

Akasha now holds the title of third in Queensland for both classes – an amazing effort.

Hutchies and the Novotel team are extremely proud of Akasha and can't wait for her to compete in the Australian titles at Bunbury, south of Perth, in March.



City slickers at country races

HUTCHIES' Melbourne social club got frocked up for the country races in Ballarat in November. Shown at the track are from left (back) Paul Catalano, Ryan Fabry, Michael Zuidland, Tom Campbell, Nick Healey, Tim Fowler, James Whiteroad, Miles Caspely, Sash Jojic and (front) Jilleasa Challenor, Kristen Mahler, Ashleigh Wareing, Tara Lamanna, Meg Oxley-Pearce and Ashley Webster.

Obviously no big wins, with all back at work on Monday.

In touch with NRL's school to work event

HUTCHIES' Statim-Yaga and Sydney teams were invited to a NRL School to Work touch football and corporate function in Sydney aimed at promoting Indigenous employment and training.

The event was supported by Hutchies, Cushman and Wakefield, Bennelong Energy Services, Australia Post, PCYC and the NRL.

Presentations were given on what the big corporates are doing to assist Indigenous people into their workforces.

The event was preceded by a touch football competition that included current or ex-NRL stars in each team. One included Brian Kelly (Manly Sea Eagles) teamed up with Hutchies' side of Liam O'Connor, Glen Duncan, Tim Colcough, Andrew Gulliford, Garry McLeod and Mark Kucks.



Hutchies' players in action (from left) Liam O'Connor, Mark Kucks and Andrew Gulliford.



Golf day fun for subbie supervisors

A SPECIAL golf day was held for the subbie supervisors on Hutchies' 38 Wharf Street project.

Phil Holland, site safety advisor, said all involved in the subbies' 4BBB golf day had an enjoyable afternoon and left the club saying how great it was to work on 38 Wharf St.

"We have not had any major injuries on site and all these subbies have worked in well with the site safety processes," said Phil.

Line-up for the Wharf Street subbies' golf day.



Ashlee and Matthew with their sailing trophies.

Making life a breeze for young sailors

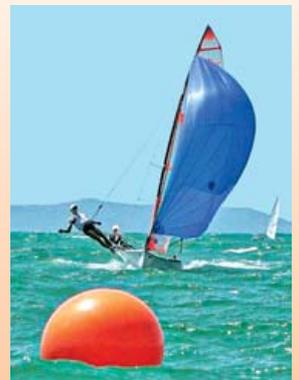
HUTCHIES is helping two young Queensland sailors achieve their dreams to become national champions.

Daughter of Hutchies' Kerri Hollingsworth, Ashlee Daunt, and her sailing partner, Matthew Rogers, are members of the Queensland sailing team and have won many titles at regattas throughout Australia.

They have attracted the attention

of selectors from the Queensland Academy of Sport (QAS) and by attending multiple regattas they hope to be selected for the QAS sailing team.

Financial help from Hutchies will help the sailing duo cover regatta costs, such as travel and accommodation, as well as gear, including wetsuits for the cold Melbourne sailing conditions.



The sailing duo in action.

Great prizes to be won!

Scratch-its

If your Hutchies' Scratchie matches the lucky numbers listed you are a winner! To claim your prize telephone Hutchies on (07) 3335 5000.

Prizes compliments of Hutchinson Builders.

No.	Prize	No.	Prize	No.	Prize	No.	Prize	No.	Prize
10100	Hutchies' T-Shirt	11111	Hutchies' Drink Bottle	12002	Hutchies' Bottle Opener	13000	Hutchies' Cap	14088	Hutchies' Multi Tool
10205	Hutchies' Undies	12100	Hutchies' Tradie Tool Kit	12109	Hutchies' Love Glasses	13105	Hutchies' Multi Tool	14177	Hutchies' Love Glasses
10333	Hutchies' Cap	11309	Hutchies' Multi Tool	12234	Hutchies' Boardies	13222	Hutchies' Honey	14236	Hutchies' T-Shirt
10455	Hutchies' Beach Towel	11436	Hutchies' Love Glasses	12333	Hutchies' Beach Towel	13321	Hutchies' Bar Blade	14311	Hutchies' Undies
10560	Hutchies' Honey	11578	Hutchies' T-Shirt	12488	Hutchies' Drink Bottle	13456	Hutchies' Bottle Opener	14460	Hutchies' Cap
10710	Hutchies' Bar Blade	11689	Hutchies' Undies	12533	Hutchies' Tradie Tool Kit	13543	Hutchies' Love Glasses	14570	Hutchies' Multi Tool
10822	Hutchies' Bottle Opener	11765	Hutchies' Cap	12680	Hutchies' Multi Tool	13600	Hutchies' Boardies	14643	Hutchies' Honey
10900	Hutchies' Love Glasses	11724	Hutchies' Tradie Tool Kit	12790	Hutchies' Love Glasses	13781	Hutchies' Beach Towel	14701	Hutchies' Bar Blade
10999	Hutchies' Boardies	11890	Hutchies' Honey	12800	Hutchies' T-Shirt	13806	Hutchies' Drink Bottle	14822	Hutchies' Bottle Opener
11000	Hutchies' Beach Towel	11902	Hutchies' Bar Blade	12999	Hutchies' Undies	13978	Hutchies' Tradie Tool Kit	14912	Hutchies' Love Glasses