



## TRU-GARD™ MAKING WORKPLACES SAFER – AUTUMN 2024

Is it our imagination or does every year speed by faster and faster? We're sure it was Christmas just yesterday, but while we were focussing on getting record volumes of production out the door, summer turned into autumn! Despite a difficult economy, it's reassuring that staff safety is still so highly prioritised in annual workplace budgets. It's a positive sign that protecting people is one of the key focal points for most New Zealand and Australian businesses. As a result, Tru-Gard™ traffic safety products are being snapped up, making workplaces safer in both markets and saving precious lives every day. Check out our summer news below!

**WATCH: Fully tested Tru-Gard™ provides protection with confidence. See how we do it!**

We can guarantee our traffic safety products because we've physically tested them ourselves! Of course, digital engineering techniques are also used to evaluate strength and impact resistance, but we like to be 100% sure! So we get out there in the real world and do our own crash tests to back up the scientific data.

We are fortunate to have a group of brave staff members who are more than willing to carry out physical testing in-house. We use a heavy vehicle, usually a forklift, to forcefully crash into our own products, regularly testing product reliability. For all new products, we do our best to cause destruction and identify any weak points that may require perfection. As our R&D Manager says, "that's the fun part of the job".



And it's safer than it sounds! We don't put our staff at any unnecessary risk as that would defeat the purpose of what we stand for. Our product testing is performed at a dedicated facility located well away from our manufacturing floor and all measures are taken to ensure safe crash test conditions. No workers are ever hurt in the process of verifying Tru-Gard™ impact resistance.

Watch our short video where Mark Taylor explains our testing process and shows how we get out there and do things "for real" to verify our product guarantee.



## Wow! Check out this impressive installation by our NZ partner Vanguard.

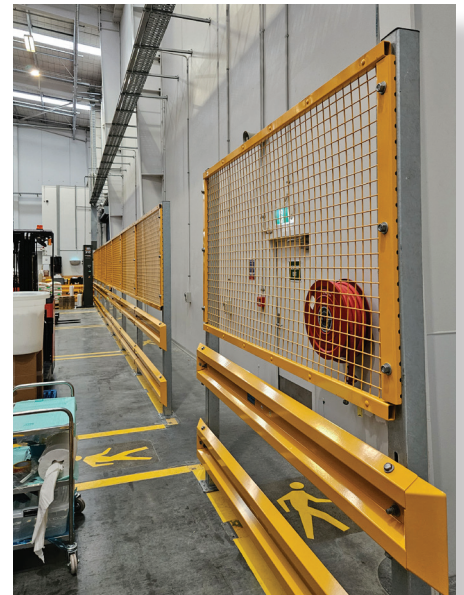
Here's a project a little out of the ordinary. Chep Palmerston North approached our partner Vanguard Group for some "ultra" anti-topple guard railing to protect a pedestrian walkway from mobile traffic. Together they came to us for a special, custom-made design. This is a cross between our standard Tru-Gard™ Mesh Barrier System and our Tru-Gard™ Mesh Tunnel Barrier system. It is a modified mesh system that kind of resembles angled, jump-proof fencing, except here the angle is designed to thwart gravity.

You have to admit this is some serious foot-traffic protection, guarding against both horizontal impact and items falling from above. Replacing a previous basic barrier system on the walkway, this now provides ultimate accident mitigation. Well done Vanguard, another innovative installation of Tru-Gard™!



## And another awesome Vanguard project – Tru-Gard™ Mesh Panels centred at 2200mm.

This Tru-Gard™ safety barrier was installed by our partner Vanguard Group at a veterinary pharmaceutical facility in Auckland. Normally Tru-Gard™ Mesh Barrier systems are used for super heavy duty purposes with posts centred at 1100mm (as seen above). However in this case, the storage area deals with lighter-weight products and movements, so it was the perfect site for installing the system with the posts centred at 2200mm. The client wanted to ensure full protection of their warehouse pedestrian pathways, including a strong visual presence and a shield around high stacks, but they didn't need the extra posts required to resist a heavy truck. The result perfectly matches the requirement. It's exactly strong enough to withstand the lighter handling equipment and goods moved internally, and it's highly visible to provide foot traffic with security and peace of mind. Good job Vanguard Group, you addressed the risk level with the perfect safety solution and the installation is on point!



Tru-Gard™ making workplaces safer

## New Tru-Bilt Australia Staff Member – Jerry Ponton – Tru-Gard™ Business Development

A very warm welcome to Jerry Ponton who has joined the Tru-Gard™ Australia team! We're thrilled to have Jerry come on board as Business Development Manager, tasked with the important job of liaising with our large and growing customer base in the Australian market. Based in Botany, New South Wales, not far from our warehouse base at Eastern Creek, Jerry has enthusiastically taken up the challenge of growing the Tru-Gard™ brand, not only in that area, but nationwide. So whether you're located in the top of Queensland, far Western Australia, the busy industrial hub of greater Melbourne, or down south in Tasmania, give Jerry a call – he's only too happy to help you find out more about our certified and tested traffic safety products!

Originally from Okanagan, British Columbia, Jerry has lived and worked in Australia for more than 30 years, helping numerous businesses develop and grow in a range of industries. As we embark on our own growth journey in the Australian market, Tru-Bilt Industries is fortunate to have secured Jerry's expertise as he fills the inaugural role of BDM for Tru-Gard™. In his spare time, Jerry is an advocate for men's health. He also enjoys food, wine, travelling and getting out in the great outdoors by going biking, bush-walking and working out.



## New Tru-Bilt NZ Staff Member – Myron Norman – Tru-Gard™ Product Development

And a further warm welcome to another new staff member who is joining the Tru-Bilt New Zealand team! Myron Norman has come on board to replace outgoing Product and Design Manager, Tristan Stanners. Myron came on board in March and has made an immediate impact, slotting into the role of product manager quickly and efficiently, coordinating NPD and bringing his experience in research and development. Before coming to us, Myron most recently worked for an aluminium window manufacturer in New Plymouth, where he carried out product design, including CAD drawings, and created product manuals for new innovations. Moving to Dunedin from Taranaki especially to take up the job with Tru-Bilt, Myron has made a big shift south to the mainland, a commitment that we are very grateful for.

Born, bred and schooled in Te Puke, he has since worked in a number of places around the world, including Auckland and London, and has enjoyed travelling throughout Europe. In his spare time, Myron is super keen on mountain biking and motorcycling, both of which take him out experiencing New Zealand's amazing scenery. He also loves travelling locally and internationally, spending time with family, and working on DIY projects around the home. Previous experience in the latter could soon come in handy as Myron looks at prospective properties for sale in Dunedin!



## One of many successful barrier installations in Sunshine, Victoria

Sunshine is a bright, temperate, blue-sky suburb in Melbourne, Australia. It also happens to be a synonym for the colour of our Tru-Gard™ safety products, a wonderful yellow hue that reflects brightness and high visibility. Recently we have been lucky enough to supply swathes of Tru-Gard™ barrier to Fuchs Lubricants Australasia Pty Ltd who are based right there in Sunshine, Victoria. They are a global group that develops, produces, and supplies lubricants, including automotive, industrial and special application lubes and greases. The company came to us with a goal to up their game on workplace traffic safety. Their ambition was



to create safe walkways for staff and robust barrier protection for their plant, assets and products. This image shows a short run of 910-2 barrier with handrail attached, protecting pedestrians emerging from the factory floor amidst moving traffic such as forklifts and light vehicles. We continue to fit out longer runs of protection right around their premises, which has become quite a large project. We are very thankful to Victor Alonso, our Melbourne-based installer, who is carrying out the work so efficiently.

## CFDC update – the latest on Woolworths New Zealand’s South Island hub

It’s been a year since we started our progress updates of the Christchurch Fresh Distribution Centre. This supply chain hub is the new regional centre for Woolworths in the South Island. We’ve had to be patient while the vast 11,000 sqm storage and logistics centre was built from the ground up. But at last construction is complete and our installations are in. We were thrilled to be chosen as the traffic safety system provider for the site, charged with keeping their large number of staff safe. With so much going on at this facility, Tru-Gard™ is there to protect everyone, from those wrapping the products to those uplifting them for delivery to a supermarket near you. Full operational capacity is now getting underway, so we’ll get more photos to share with you soon.

