



ARRIVING SOON!

We have some excellent quality new and very affordable hinges and latches on the way. Use them once and you will never go back to the current product offered on the market!

Exciting new Aluminium Fencing products will be arriving very shortly. Aluminium offers slightly different benefits to our traditional steel fencing such as its lighter weight and exceptional corrosion resistance.

Medium Duty Centre Bands have been asked for by a few of our customers.

Therefore, we are delivering. These Medium Duty Centre Bands are soon to be introduced and offered to you. Their band width is 25mm as opposed to the current 42mm band width.

NEW KINDI FOLDED PANELS

2.4m wide by 1.5m high
100% Hot Dipped Galvanized
1st Shipment sold out
2nd shipment in and ready to go

Advanced Steel Products Ltd

20-22 Anvil Road
Silverdale
Auckland

Ph: 09 427 4980

Fax: 09 353 1345

sales@aspl.co.nz

www.aspl.co.nz

Hi All

Were you left slightly bemused with the letter recently distributed by, well you know who, to many of you regarding Standards New Zealand and Standards Australia (AS/NZS) and their value in terms of fencing for both public and private work? We commend them in raising this issue to our general awareness. How often do we lose a fencing tender or quote because we are "incorrectly priced"? We rack our brains in a search for answers: How could we have lost that quote, we only priced with a 10% markup, etc. You most likely lost the quote for one of the following reasons... ([go to www.aspl.co.nz/news](http://www.aspl.co.nz/news) to read the full article)

New Products

Lynx Post Hinge Clamps



The Lynx Post Hinge has been designed to aid quick installation. This type of hinge is used predominantly in Australia and the Pacific Islands. Now available in the following sizes (post upright size given 1st in code): HP4025, HP5025, HP5032, HP8025, HP8032 & HP10032.

Lynx Pad Bolt



The Lynx Pad Bolt is a heavy duty gate fastener that is welded to both the gate (bolt attachment) and the post, or other structure (the 'U' section). The Lynx Pad Bolt is 100% hot dip galvanized.

Lynx Offset Centre Band Wire Strainers



These Wire Strainers are typically used on chain link fencing. The bolt with a 5mm wire hole is rotated, thus producing high tension in the wire. These Lynx Centre Band Offset Wire Strainers are 100% hot dipped galvanized. Available in the following sizes: 40mm(NB), 50mm (NB), 65mm (NB) and 80mm (NB).

MasterKlamp Reducing Adjustable Swivel Cross Set (2.10.48/42)



A FIRST FOR CAST STEEL CLAMPS and only available through MasterKlamp.

This unique product allows for a 48mmOD (40mmNB) post and a 42mmOD (32mmNB) rail to be joined at any angle between 90-180°. Ideal for handrail and many more applications. 100% hot dipped galvanized.

Lynx C-Latch



The Lynx Weld-on C-Latch is typically welded to a fence post and allows for the attachment of a chain acting as a gate fastener. The Lynx C-Latch is 100% hot dipped galvanized and can be purchased in full pack quantities of 10.

Gerard's Blog



Hello all ye faithful readers, Spring has finally arrived and the warm dry weather is looking like a reality at long last. This has had a major positive impact on enquiry levels and orders, so now is the time to maximize your business potential and strike while it's hot! This month I thought I would talk about professionalism and especially following up customer's quotes and following up in general. ASPL run a database for all fencing leads in which the leads are evenly distributed around NZ to our preferred installers.

We also follow up the lead with the customer to see if the contractor has contacted the customer accordingly. Our analysis on this has become instrumental in ensuring effective communication between all three parties. It has also highlighted to us some weak areas with contractors sometimes not being diligent in their customer follow ups. If I can offer one piece of advice on this, it is easier to convert existing business opportunities than find new ones. So remember everyone, to follow up and create a happy and profitable customer experience.
Cheers Gerard

Monthly \$50 Voucher Draw



All fax and email orders which were placed over the last month go into the draw to win a \$50.00 supermarket voucher.

Congrats to **Karl Davenport** from **Vulcan Steel, Palmerston North**. You are our September \$50.00 supermarket voucher winner! Your winning order was the 12th online order in September.