

## Welcome

Believe it or not, here at Fraser Brown and Stratmore, we enjoy the winter months. It's this time of the year when people need our help the most. Winter brings with it a lot of rain, so it's time to think about waterproofing and we've got the perfect solution.

Produced by Kryton in Canada, Krystol Internal Membrane (KIM) uses crystalline technology, which is changing the way concrete structures around the world are waterproofed and repaired. This hydrophilic waterproofing system has the ability to make concrete waterproof through a chemical reaction that causes long, narrow crystals to form, filling the pores, capillaries and hairline cracks in concrete and we are on a crusade to ensure every application of concrete throughout New Zealand is fortified with KIM.

Even President Obama has extolled the virtues of crystalline waterproofing in a recent speech from the Whitehouse saying "...new concrete materials that last longer are waterproofed from the inside out, and that can mean that bridges and roads and buildings can last 20 or 30 years longer than using conventional concrete..."

So, if you're considering a new build or have some leaks that need fixing, give us a call to talk about this amazing product.

- Hamish and John Stratmore

## NEWSFLASH!

**Krystol Internal Membrane is now BRANZ appraised** as a permeability reducing admixture for concrete. It is the only crystalline waterproofing admixture to be BRANZ appraised and meets the appropriate requirements of the NZBC E2 & B2. Please contact us for details.

## Did you know?

Following up from last issues' story on Fibermesh: we have recently heard about a new cellulose fibre being promoted as a suitable replacement for wire mesh when used in slab on-ground applications, as well as for use in structural applications. There are also some other "macro" fibres on the market being offered at dosages too low for the application.

Our concern is that these products are being promoted to customers without sufficient technical data to support their integrity. In particular, for macro fibres, an engineering analysis should be provided to support the specified dosage.

For residential and light commercial applications, we recommend using Fibermesh 150 or Fibermesh 300 polypropylene fibres, which produce superior plastic shrinkage crack

reduction and vastly superior residual strength compared to the cellulose fibres. Remember, Fibermesh is only visible when pouring the concrete - you won't see it in your finished slab (fibres that show initially will dust off with time).

We also have macro synthetic and steel/synthetic blends that have much higher strength than microfibres. These fibres are for use in slab-on-ground applications subjected to high loading from trucks, forklifts and pallet racking and can be used with confidence, as we have access to the engineers who work with the design and dosing.

If you have a slab-on-ground application currently specified with steel and would like to use fibre, then contact us - we'll be only too happy to provide you with the fibre alternative that best meets your needs.

## FORTA-FI™ For Asphalt

FORTA® has recently introduced their latest fibre reinforcement technology for asphalt - FORTA-FI™.

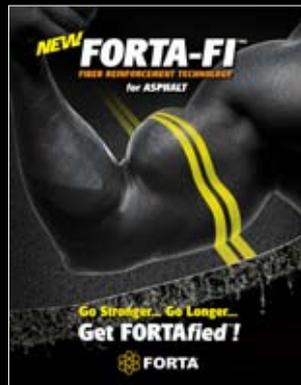
As with all FORTA® products, these fibres have been extensively tested and refined to meet universal needs for stronger and more economical asphalt mixtures.

Research has shown that by adding these fibres to your current asphalt mixture you will end up with longer-lasting asphalt (at least 50% longer) that is substantially thinner, whilst retaining the required strength objectives. In fact, the thickness of asphalt can be reduced by

an average of 35% while maintaining the same performance of "full" thickness asphalt using no fibre reinforcement (based on typical asphaltic concrete thicknesses). You don't have to be a genius to see that there's some pretty big cost savings to be had using these fibres.

When you combine these benefits with products that are easy to use, require no modification to your current asphalt mixture, asphalt plant, placement, compaction, and other construction practices, you have a product that's more than capable of meeting your needs in today's economic climate.

To find out more about FORTA-FI™, please give us a call or visit [www.forta-fi.com](http://www.forta-fi.com).



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# Baypak Distributors add FBS products to their inventory

Baypak Distributors Ltd, based in Napier, is a family-owned business which began life as a commercial cleaning business over 50 years ago. Nowadays, they produce and distribute anything from hygiene supplies through to floor levelling compounds.

Marshall Robinson, Director of Baypak, is the third generation of Robinson men to take over the business, and with an engineering degree under his belt, Marshall adds further value to the already flourishing business.

"When the business first started out the focus was on commercial cleaning," says Marshall. "A gap was soon recognised in the suppliers market, so during the 1970's, we began manufacturing our own cleaning chemicals and machinery."

And it didn't stop there. Soon after, two small Napier businesses were purchased, Lawson Adhesives and Baypak, hence the trading name, Baypak Distributors Ltd.

Baypak produce and distribute

products for the building, cleaning and food packaging industries through the provision of adhesives, protective tapes, paint, concrete, food packaging and hygiene supplies, as well as a huge range of other products.

Here at FB&S, we are pleased that Baypak has recently come on board as our key distributor of FB&S products in the Napier region.

"There's a fair bit of history there already," says Marshall. "We've been dealing with FB&S as a supplier for years and even before I came to Baypak, I worked with them when I was an engineer in precast yards. We already know what they're like to work with, so that's a real bonus for

both parties."

Marshall reckons Baypak shouldn't have any trouble selling FB&S products.

"We deal a lot with builders, local construction companies and flooring contractors, so we have a good customer base to promote the FB&S product range to. The important thing is we believe in the products," says Marshall. "It's good to have something a bit different to offer that's locally manufactured."

Although Baypak have some tough competition in their region with the likes of nationwide suppliers, they know their customers prefer to use them because they are supporting a local family business.

"Being a locally owned family-run business can be really useful in the building and construction industry. Our customers know that we are small enough and flexible enough to meet their needs and they appreciate the personal service we offer," says Marshall.



## FORTA-FERRO® saves time and money for Eastern Concrete

Eastern Concrete Limited has most of the concrete industry sealed up in and around Gore as one of only two suppliers of ready-mix concrete.

Established in 1992 by owner Craig Winsloe, Eastern Concrete is a one-stop shop for all things concrete, specialising in preparation, excavation, formwork and placing concrete.

"We're the only concrete contractor in our region that supplies the concrete, and place and finish it as well," says Craig. "It's a complete package and our customers love only having to deal with one person throughout the entire job," says Craig.

About 70% of Craig's customers are rural farmers and require non slip concrete for their dairy lanes, silage pads and feed lots and Craig was pleased to discover that Fraser Brown and Stratmore have the best fibres to meet the stringent demands for jobs like these – FORTA-FERRO®.

FORTA-FERRO® is an easy-to-finish, colour-blended fibre, made of 100% virgin copolymer/polypropylene consisting of a twisted bundle, non-fibrillating monofilament and a fibrillating network fibre. In short: FORTA-FERRO® is a high performance concrete reinforcement system.

It is used to reduce plastic and hardened concrete shrinkage, improve impact strength, and increase fatigue resistance and concrete toughness. This extra heavy-duty fibre offers maximum long-term durability, structural enhancements, and effective secondary/temperature crack control by incorporating a unique

synergistic fibre system of long length design. And, it's also non-corrosive, non-magnetic, and 100% alkali proof!

"We've been using FORTA-FERRO® as our main fibre in conjunction with non-slip concrete when it doesn't matter that you can see the fibres," says Craig. "It also adds an even-textile strength throughout the thickness of the slab from top to bottom, which is so much better than wire mesh which can often be placed incorrectly. We're really pleased with the results so far and I'll definitely be recommending it to other contractors as well as our customers."

Craig is impressed with Fraser Brown and Stratmore's ability to provide the best product for the job and thinks our sales approach is second to none.

"They're a real hands on supplier," says Craig. "Even Rob, the South Island Sales Manager, knows the ins and outs of the products. There are a lot of sales guys out there who can't give you the background information about the product, but Rob has the technical knowledge as well."



### FRASER BROWN & STRATMORE LTD

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