

# SNUG CONFERENCE 2023



Welcome,

I trust everyone enjoyed dinner last night.

## What was new in 2022 / 2023



Continued success in the multi-disciplined pole space all in Retention Sockets.

My role redefined - dedicated Major projects, Transportation and Innovation.

Scott Jones – Transportation and Delivery Manager.

Review of alternative materials for traffic and lighting columns.

Now carrying in stock RS140 x 750DF Retention Sockets for AT 125NB JUSP poles.



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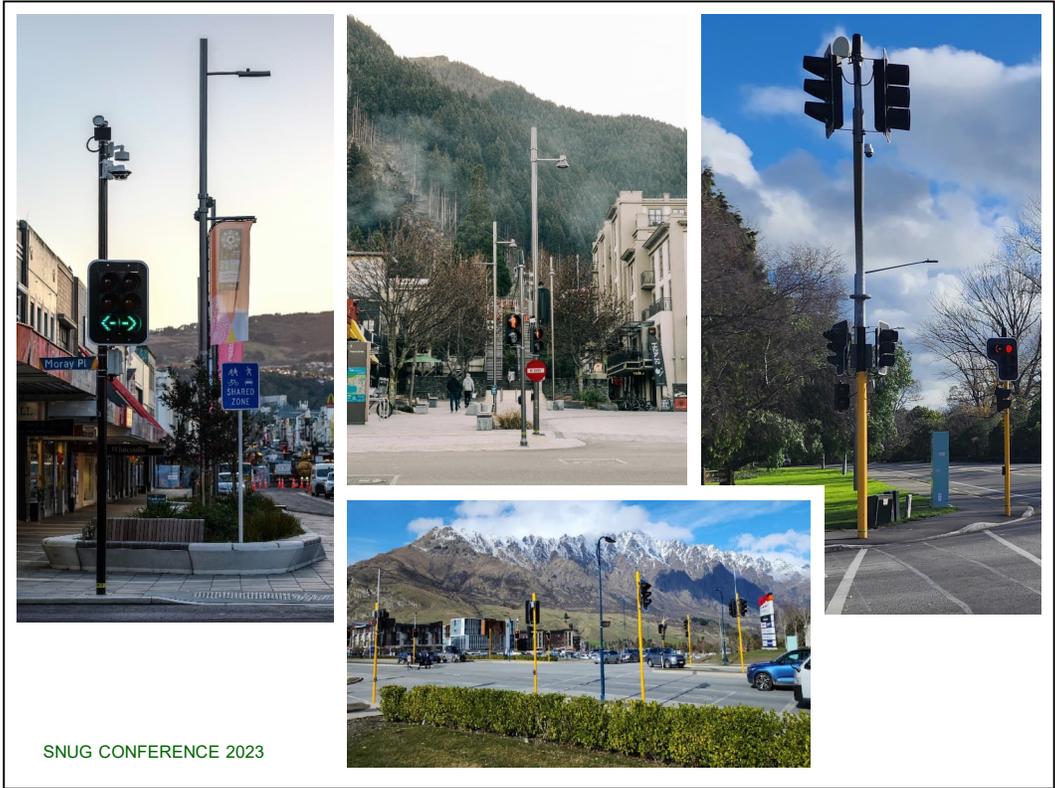
We have continued with long running projects combining traffic, custom streetlighting and decorative lighting columns now managed from one unit of the business. Working in Queenstown, Dunedin, and Wellington on long term projects.

After the chaos of covid we have settled on some changes in structure at Spunlite allowing myself to focus on major projects, transportation and more innovation.

Scott has joined me in the major projects and transportation delivery role, he has been with Spunlite for 15 years and managed the paint and dispatch side of the operation so is perfectly placed to come and join me in this new role.

We have increased our stock range of Retention Sockets which now includes RS140 for the AT JUSP Columns so no more need for ugly reducers and packers.

As for the picture, this is one of those art pieces/decorative poles that demonstrate what we can do. This is in the Invercargill City Centre and is a light pole that has some significant cultural design flair. In case you cant see it, this is a pole encased in a version of a feather cloak (Korowai)



We have been part of some pretty amazing projects in great NZ places

## What we have learnt from projects this year



If you don't install Retention Sockets straight, we can't bend the poles to make them plumb.

How hard it is to design and install any sort of foundation.

Pavers and civils contractors hate circles and curves when it comes to poles and pavers.

Flying large Retention Sockets around the world is expensive and not great for the environment – we all need to plan better and earlier.

Just how many different shades of black there are in the world of landscape design.



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Getting and keeping good civils crews to install foundations and ducting correctly is like herding chickens. 270mm poles weight 950kg cant be bent to allow for poor civils works.

Everybody is competing for space for services, completing ground condition testing and foundation installation is almost impossible. We completed 5 custom designs for a 9 pole intersection this year.

The pavers that laid the flash jade and gold inlaid streets in Queenstown hated our big retention sockets due to their shape and curves.

Both Queenstown and Dunedin upgrade projects took so long to design and sign off we ended up airfreighting tons of sockets from UK which is not great.

What we have seen in the past 3 – 4 years is the amount of signal poles

that are metallic grey or black, signal black, jet black, traffic black –Why not Yellow?

## What was new in 2022 / 2023



IPL Group sold the Retention Socket System to NAL in England.

NAL are the leaders of safety innovation in the traffic and highway lighting sectors across the UK.

NAL is owned by CRH Group which turns over £2 billion per annum.

Spunlite Poles now have direct access to a suite of traffic related products for supply into the NZ market.

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We had a great relationship with IPL and they had provided us with a huge amount of support over the 8 year relationship.

NAL is the generic term for Retention Sockets in the UK, we had a relationship with them prior to the purchase, however now it has gone to a completely different level.

Spunlite isn't in the habit of just acquiring agencies we do a huge amount of research before choosing which partners and agencies we want. It is very easy to get an agency, but not so easy to ensure that the agency will be best for the NZ market. The IPL and NAL socket was a perfect example of this, when we saw this 9 years ago we came back spoke to key players in the market. It took us over 6 months to work through opportunity to ensure we were getting the right product. We engineered foundation solutions and crash tested the product in Ireland to ensure that it worked for NZ conditions. This was what we had with IPL, but as mentioned, this has gone to a different level entirely with NAL.

Not all products are great for NZ so we talk to councils, NZTA, and contractors to get their opinion and trial sites. If the market likes it then we move forward with the agency agreement.

For every agency we bring to market we would have reviewed 8 – 10.

NAL



NAL have been innovators in the UK highways market since 1996 and worked with IPL to design the Retention Socket System in England.

NAL has become the generic term in the industry for Retention Sockets.

NAL is now owned by CRH, the largest building materials manufacturer in America and Europe with over 80,000 staff in 29 countries.

NAL is best placed in the UK to innovate in the traffic and related industries with over 95% market share in Retention Sockets and Access Chambers.

Spunlite gains a significant range of products from NAL and the opportunity to complete further R&D for New Zealand specific products – Retention Sockets for JUMA's.



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As most of the people with British accents in this room will testify, retentions sockets in the UK were known as NAL sockets. At different times over the past 20 years they were made by their competitors, but at all times, they were known as NAL sockets. In fact in the UK, all of the main constructors, such as Telex, Unix just refer to them as NAL sockets, not the generic “retention socket” term.

We do like to partner with companies who are the leaders in their field for R&D. Products can be copied, we have seen it many times. However, choosing a company that prides itself on its innovation is important for us. NAL has committed to further R&D and innovation the NZ market, not just for Retention Sockets.

95% for roads. For car parks, they have a slightly less market share, which is where you don't have as stringent criteria and you would use more non steel products.

## NAL Suite of Products



Retention Socket sizes for CHS from RS60 (60mm) to RS406 (406mm), fully tested for steel, aluminium and composite poles up to 16mm wall thickness.

Retention Sockets are crash tested for NZ pole designs.

Retention Socket sizes for SHS and RHS streetscape and highway gantries.

STAKKAbox Access Chambers up to 1,200mm x 900mm. Composite 12.5 and 25 tonne and Ductile Iron D400 Access Covers.

Termination enclosures and vented pole caps for ground access pole terminations.

Pole installation and removal equipment.

Carriageway Loop Boxes.

Safety Isolation Systems.

Check out their website.



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There is no other socket like the NAL socket. It has been fully tested under European and UK standards and has been tested for every substrate and up to 16mm thick. The NAL retention socket system allows the poles to be consistently replaced time and time again. Their foundations are completely re-usable.

Not only that, but we got IPL, our original supplier and NAL's partner to fully test them in NZ conditions. I think we showed you videos of that testing approx 4 to 5 years ago. No other system has been tested to the criteria that we gave.

As to the other products that NAL sell, each of those has a purpose. It is obvious when you deal with them as to why they have such a significant market share, not only in the socket market, but in the whole roading infrastructure market. Constantly seeking feedback and creating new products that get tested over and over.

## Steel or not steel – this is the question



Last year we touched on our relationships with companies offering alternative materials for poles.

We have visited manufacturing sites for a number of steel alternatives in the past year.

We have spent considerable time assessing options from an engineering, environmental and installation point of view.

The jury is still out on where to go from here.

We will be in a position in the next year to provide alternative materials and opportunities for test sites to further assess suitability.

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I wouldn't stay too long on this slide. Maybe you want to say the agreements are in place and we are at the end of the process. It is mainly about finding which products work for which product. I would also suggest that you put a picture in here for a Wagner product. So it doesn't look like we are stuck on Ali.

Q&A



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