

Monkey business all part of SKOPE's commitment to the community

At SKOPE's head office in Christchurch, we're used to frosty mornings and cold winter's days, so it's fortunate for us that heating is part of our business.

As part of SKOPE's dedication to the local community, we run a comprehensive sponsorship programme.

Last month, as part of this programme, SKOPE donated five SKOPE Airelec Tactic 2.0kW convection heaters to Willowbank Wildlife Reserve in Christchurch for its primate enclosures. The happy customers included Black Capuchin Monkeys, Siamang Gibbons, Ringtail Lemurs and Black and White Ruff Lemurs.

Sara Grant, our Communications & Events Manager, caught up with the monkeys to see first hand how they were taking to their newly-warmed environment.

"Spending the afternoon with the primates was an amazing experience. It was great to see the SKOPE heaters installed and keeping the adults and their young warm, while fitting in with the eco friendly family environment Willowbank have created," says Grant.

Janet Hellyer, Trust Manager of the New Zealand Conservation Trust, a charitable trust based at the Reserve, says it was important to make



Above: Willowbank Park Manager Jeremy Maguire and SKOPE Communications Manager Sara Grant with a pair of happy ringtail lemurs.

the living conditions for these species more comfortable, especially in the cold winter months. Although the enclosures had adequate shelter and bedding, before SKOPE's donation of wall-mounted heaters, heating had been a problem.

"After researching and discussing various options, it was brought to our attention that SKOPE has wall mounted heaters which are energy efficient, which fits in with the eco-friendly environment we are creating at the Reserve," says Hellyer.

A message from us



As we commence the new financial year it is an ideal opportunity to reflect on what makes SKOPE experts in our markets.

While we are constantly upgrading our manufacturing hardware, IT systems and other infrastructure, it is our people that I believe give us our point of difference.

Without the combined expertise and skills of our staff, which now totals 400, we would not have come runner up in the innovation category of Coca-Cola Amatil's 2009 Supplier of the Year. It is our past and present people who have built SKOPE's global reputation, and as we look to the future of our family-owned company, it is our people that enable us to exceed expectations time and time again.

This year, we will be increasing our focus on promoting world leading electrical heating products. At present, New Zealand and Australia are about 10 years behind Europe in their adoption of building standards and heating options, and later this year SKOPE will introduce a very high

range of radiant heating products that are already revolutionising the way Europeans heat their homes. Radiant heat offers exceptional levels of comfortable, controlled heat. The concept of "comfort" is a hard one to explain, but using state-of-the-art electronic control and radiant heat, a constant, comfortable heat is created and maintained with minimal electricity usage.

On the commercial refrigeration front, we continue to work with corporate companies and small business owners to provide environmental solutions that give our customers the opportunity to implement their environmental strategies.

Best wishes for the months ahead.

Guy Stewart
MANAGING DIRECTOR

SKOPE runner up for innovation at Coca-Cola Amatil Supplier of the Year awards

SKOPE are delighted to announce that we recently came runner up in the "innovation" category at the inaugural 2009 Coca-Cola Amatil (CCA) Australia Supplier of the Year awards.

The award recognises work we have undertaken for CCA over the past nine months to create a new aesthetic look for CCA's merchandising fleet, which use leading edge energy management combined with state-of-the-art cabinet design and air flow management, allowing CCA to present a lower carbon footprint model to the market.

"This objectively shows, from our customer's perspective, that SKOPE is focused on innovation in the context of the market. We see innovation as a key point of difference for our company and its future growth," says our Managing Director Guy Stewart.

As well as offering a comprehensive range of products in our Cool Book refrigeration catalogue, we also lead the way in the custom design and build of commercial refrigeration solutions, whether they are complete product designs for

global organisations, such as CCA, or one-off adaptations of existing products for bars and restaurants.

To find out how we can develop customised commercial refrigeration products to meet your business needs, contact a member of our dedicated sales team. Contact details can be found on the back of this newsletter.



Introducing Greg Buist

As SKOPE's recently appointed Marketing Manager, Greg Buist is based at our head office in Christchurch, where he and his team are busy planning and implementing their marketing strategy for the year ahead.

With experience working for some of New Zealand's other heritage brands, including Swanndri, Pyne Gould Guinness and Alliance Textiles, Greg is delighted to be working for a successful local company with strong family values and a well-established marketing focus.

"For the past eight years I have been involved in the manufacturing sector in a marketing and business development role, most recently in the technical textiles field, in Melbourne. My initial role at SKOPE is to understand the market trends and to assist our sales team in order for them to meet their objectives. Over time, the role will identify and execute customer and product strategies relevant to the evolving and changing requirements of the market," says Greg.

Greg has been struck by the way in which fellow staff members at SKOPE are passionate about what they are doing and where the company is heading. "It has been refreshing to come into a company at a time of strong, positive growth, and to work for a company that embraces real, tangible customer driven principles and after care service and support," he says.

Centaur Pizza Cabinet

When it comes to preparing fresh pizzas and sandwiches, SKOPE has the right equipment offering all the space you need to create a masterpiece every time.



The Centaur Pizza Cabinet (BC180-P) is a horizontal pizza counter with a heavy-duty construction to meet the daily demands of busy kitchens, cafes and pizza establishments.

Cleaning is made easy, with a hygienic, high quality stainless steel exterior and fully-coved stainless steel interior.

Mounted on lockable, swivel castors, the cabinet is easily manoeuvrable, and also comes with adjustable shelving to meet individual catering requirements.

With nine pans to store toppings in, let the Centaur Pizza Cabinet set you on the right path to making mouth-watering pizzas, topped with fresh ingredients that will satisfy your customer's taste buds.



Steel Bar & Grill Case Study

SKOPE steel's the show in stylish Sydney restaurant kitchen.

With space at a premium in cities across the globe, the way restaurant kitchens are designed is changing, with more establishments having their kitchens on show to diners.

In the past, kitchen budgets were often cut in favour of dining and bar spaces, but with the trend towards “show” kitchens increasing, the aesthetics of such items as refrigeration and food service equipment are as important as the design of tables and chairs.

At Steel Bar & Grill, leading conceptual designer Michael McCann has joined forces with the Pony Dining team to create a dramatic wrap-around balcony, bar and 180 seat restaurant. Located in the heart of Sydney, every aspect of the space is dramatic and awe-inspiring, not in the least the open kitchen, which has been kitted out with customised SKOPE products.

Executive chef Damian Heads, who is a regular chef on Channel 10's *Ready, Steady, Cook* and has worked throughout Europe, including at London's famous Bank restaurant, says the SKOPE under bench fridges are an unassuming contributor to the sleek design aesthetic of Steel Bar & Grill.

“SKOPE fridges have clean lines, practical design and efficient use of space. In the bar, we had SKOPE design fridges with glass fronts and

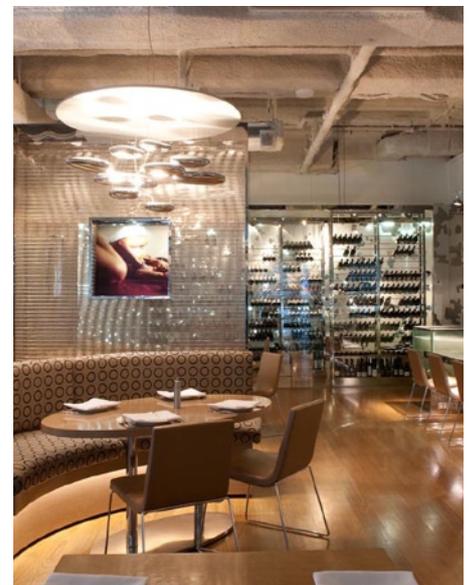
soft lighting to showcase the variety of wines on offer. The resulting colour from the illuminated bottles contributes to the warmth and character of the bar,” says Heads.

In the open kitchen, which has been designed for a fast-paced and efficient operation, the sides are lined with SKOPE fridges. “The combination of custom drawers and doors creates a pleasingly clean line,” he says.

Heads says the energy that comes from having an open kitchen contributes to the overall atmosphere in the restaurant. “Customers generally enjoy some theatre – and there is certainly some to be had here,” laughs Heads.

Hygiene is paramount to Heads and he commends SKOPE's products for being easy to clean. “The temperature gauge is also precise and easy to read.”

SKOPE prides itself on delivering customer service that exceeds expectations long after its products are installed. “SKOPE have managed to produce a visually pleasing and efficient range of kitchen refrigeration units. What's more, they appreciate the need for a good customer experience from quote to installation and maintenance. SKOPE are a great company to work with,” concludes Heads.



Above: Decor at Steel Bar & Grill.



Above: The custom designed bar.

At SKOPE, we not only strive to design and manufacture products that minimise the negative effects on the environment, we are also continually working on ways to green our own backyard.

So how do we achieve this?

- Over the past five years we have reduced our water usage by 78% and reduced our electricity consumption by 25%.
- We have increased recycling by 300%.
- We are now sending 49% less general waste to landfill.
- All copper, aluminium and steel off cuts are recycled.

As we continue to grow and evolve our company, SKOPE is committed to finding new ways in which to lower our impact on the environment and reduce energy consumption. In choosing our partnerships and when building relationships, we strive to align our business with those who share our philosophy.

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