

# SCOTT GROUP LIMITED

# NEW ZEALAND



Matching and taping Rimu veneer. Scott Group is New Zealand's largest veneer dealer.



George H. Scott, the founder of Scott Group ran a trim ship. His strength of will and memory for detail concealed a quick opportunism in business dealing. From his start in 1917 as a partnership, through the formation of his own limited company, he engaged in a career of general trading and importing, ultimately specialising in the hardware trade. His belief in prompt payment of all debts and his horror of the live-now-pay later philosophy carry through in the soundness of the Scott Group today.

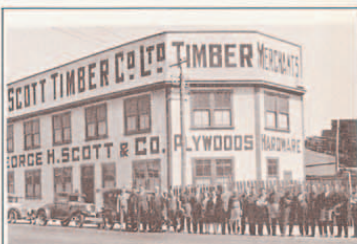
WHEN George Scott laid the foundations of his timber and hardware company in 1917, he could not have envisaged the size and scope of the activities of the organisation that still bears his name today — Scott Group Limited.

His original firm, George H. Scott and Company, traded successfully as a general merchant and importer under this name until 1943 when it merged with another family business, the Scott Timber Company Limited, to form the Scott Timber and Hardware Co. Ltd. which in effect established the main basis of the Scott Group operations as they are today.

Another important development took place in 1964 when a merger between the Scott Timber and Hardware Company Limited and Commercial Trading Company (New Zealand) Limited, a public company based in Dunedin, resulted in the establishment of Scott Commercial Limited.

It was in 1969 that the name of the holding company was changed to Scott Group Limited, with Scott Commercial Limited retaining its identity and continuing as the merchant member of the expanding organisation.

A further noteworthy move in the Scott history spanning just on sixty years was the acquiring in 1971 by Scott Group Limited of John Duthie Holdings Limited, the Wellington and Wanganui hardware, wholesaler and retailer. The years that have followed have seen the consolidation and strengthening of the Group as a widely respected public company.



Who would recognise the corner of Cable and Tory Streets, Wellington?

The original galvanised iron-clad building of Scott Timber and Hardware has been a landmark inside and outside Scott Group. In 1928 when it was built 'Scotts' used Tory Street as a timber yard. From that time till today it has been the nerve centre of Scott trading, as when George Scott successfully contracted to supply a million super feet of heart Rimu for the Petone Railway workshops. Inside, the Scott Commercial building has been the scene of innumerable trial panelling systems. Long before the development of modern contact adhesives, special timber struts were used to set some of the fine exotic veneered panels in place, and many a sore head and shin has been borne with a smile, so that customers could see how new plywood linings would actually look installed. Even today the utilitarian exterior cladding conceals some of the finest exotic veneer linings in the country.

SCOTT Group Limited is a wholly New Zealand owned company with a history dating back over half a century. It has a New Zealand directorate, is managed by New Zealanders and employs a staff from one end of the country to the other.

It is soundly based financially with total assets exceeding \$10 million and shareholders' funds just over \$5 million. Its profit record over the past 10 years has shown a steady improvement from \$102,000 in 1966 to \$530,000 in 1976. Its dividends have likewise shown a steady rise and it has progressively increased the holdings of its shareholders through bonus issues.

Although specialising in the fields of timber products and hardware the Group has diversified its activities and its interests.

Scott Group is primarily involved in the supply of materials and components to the furniture, joinery and allied industries, under three categories:

The Holding Company; Wholesale activities; and Industrial operations

Pictured above (clockwise) The trade counter at Scott Commercial, Auckland; And two views of modern racking and handling facilities in Scott Commercial, Wellington.

Its involvement with consumer durables, together with a contribution to the building industry, gives it a broad yet homogeneous trading base.

The holding company, Scott Group Limited, concerns itself with group finance, investment decisions, performance supervision and provision of general corporate services. The company's offices are based in prestige accommodation in Securities House, on Wellington's Terrace.

Cheerful service and administration in Scott Commercial offices.



SCOTT Commercial Limited is the key member of the Scott Group. It is New Zealand's only truly national distributor of hardware and panel products. Its head office is in Cable Street, Wellington, in the original premises of George H. Scott and Company.

Through area offices in Auckland, Wellington and Christchurch, the company operates sales offices and warehouses at Mount Roskill, and North Shore in Auckland, Hamilton, Tauranga, Rotorua, New Plymouth, Wanganui, Palmerston North, Napier, Gisborne, Wellington, Upper Hutt, Nelson, Christchurch, Timaru, Dunedin and Invercargill.

Scott Commercial Limited is the leading wood-based panel product distributor servicing the needs of furniture manufacturers, joiners, builders and many allied trades from one end of the country to the other in such product areas as plywoods, particle boards, coreboards, hardboards, veneered panels, decorative wall panelling, fibreboards, indeed any panel product available today.

The hardware side of Scott Commercial's business ranks

Since the early days when George H. Scott traded in silks, grain, superphosphate sulphur as well as timber and plywood, Scott Group has not been blind to an opportunity to diversify. In an exciting race with other bidders the Group secured John Duthie Holdings in 1971. Duthies traded in a broad range of wholesale hardware including tools, kitchenware and garden implements, as well as the better known building supplies. Scott Commercial is still actively absorbing and developing this aspect of its wholesale business. It now offers a wide range of household hardware to the suburban retailer, backed by a stock service from depots and racks like the ones shown below.

Wholesale hardware for the household.



Above Left: Scott Commercial leads in the spectacular growth of particle board distribution. Above Right: Scott Commercial has the largest range of specialised joiners' hardware. New Zealand's consumption of plywood and particle board panels is still well behind European and American patterns. Continued growth in these industries demand sophisticated warehousing and selling systems. At the same time the new panels require new systems of linking, suspending and laminating. Scott Group will continue to service this demand.

equally with its wood products operation and services a wide range of clientele from the suburban hardware store to some of the largest manufacturing operations in the land. The range carried is enormous — anything from fashion cabinet handles to utility hinges; from the humble radiata moulding to the most sophisticated prefinished joinery range. Scott Commercial can supply with equal ease the hardware for a suite of furniture, a decorative kitchen or a multi-storey office complex. Household hardware and tools also play an important part in the Scott Commercial operation.

Some idea of the size of its business can be gained from the fact that at the last stock-taking, Scott Commercial Limited marketed a product range of 24,000 items, practically all in wood products and hardware lines.

The selling effort is accomplished by a team of 56 — one of the largest in New Zealand for a company in this field. Its sales force operates from the various warehouses and calls on industry and customers from North Cape to Bluff. In any one month the company has in excess of 4500 active accounts.

Scott Commercial draws its supplies not only from leading New Zealand manufacturers and industrial companies within the group, but also from many and varied overseas sources with whom constant contact is maintained. In many fields, such as decorative wood veneers, Scott Commercial is a major importer and leading distributor of products that complement its decorative exotic hardwood timber.

A little imagination, a set of ordinary handyman tools, Scott's advisory service, and some busy weekends were all that were needed to transform a basement area into a family room and bar. The builder was a family man with two children and a modern house. His basement was a clay bank and a web of joists. He surveyed the range of materials offered by Scott Group, and drew on the knowledge in both the Commercial and Industrial sides. The plywood lining was strong, light, washable and uniquely decorative. Shelving in matching veneered particle board was cut to measure with an ordinary skill saw, and a choice of edge banding materials from natural veneer to plastic mouldings was used. Laminates and vinyls were selected for the bar and its surroundings. Knobs, fittings, and door track were available for the joinery. Some of the plywood offsets were scalloped to form matching pelmets. Because the sheet products, mouldings, and hardware could be bought prefinished or near finished, our handyman could achieve large savings in the final cost combined with individuality of design, and still not spend undue time and energy on the preparation of the base material. That is why the joinery trade calls on Scott Commercial too.

Since that time Scott Commercial has opened its new branch on the North Shore. It will now be even easier for Aucklanders to procure specialist trade materials and improve their private living environment.

This was just a basement.

