



## **GREENWORX NEWSLETTER**

**Remember when in our Autumn newsletter we said....**

*"Well, there's no time for sipping green tea and getting our Om on at Greenworx because not only are we well into 2017, we've taken on some great new clients and we're actually gearing up for Spring. Spring? September?"* You probably thought we were crazy and now here we are in October!!

So much happening at Greenworx it's hard to know where to start, (pause for deep breath) so how about we list them out for you and then you can read all about it in our latest newsletter?

- We've been doing our own spring cleaning and have a new logo and style guide and fantastic new website design – check it out
- Introducing new products and services including working with artificial grass & rubber surfaces & building works
- We've had a major maintenance contract win and have been working with Rookwood Cemetery
- Welcome to our new full-time Health Safety and Environment Manager, Nathan Aguasa!

There's so much going on so keep on reading and dig in (I know – we can't help ourselves!) and find out more about all the action at Greenworx this season.

## **Safety Spot**

The big news in safety at Greenworx, is the employment of Nathan Aguasa as HSE Manager, a full-time role that demonstrates our commitment to the importance of safety in our business.

Over the past three years, Mary-Ann McLerie has held a part-time position overseeing health and safety here at Greenworx. She made such a significant

impact on the performance of the business, we knew expanding the role into a full-time position would only further enhance our service offering and all we stand for.

Unfortunately for us, travel distance and additional hours meant Mary-Ann couldn't take on the full-time role, so we put some feelers out into the market place and working with a specialist recruiter, we were able to secure the employment of Nathan Aguasa. Nathan brings a wealth of experience and a high energy approach to our business as we look to continually improve across a range of safety and environment related initiatives. See more about Nathan in our Player Profile. We would like also to take this opportunity to recognise and thank Mary-Ann for her outstanding contribution to the health and safety of all of us here at Greenworx.

## New website & logo

It has been such a long time since we last updated our website that it no longer reflected what we do at Greenworx and unfortunately no amount of tweaking was going to achieve the desired result.

On that note we made the decision to start from scratch. Our aim was to produce a website that demonstrated our total service offering and passion for what we do! We have even re-designed our logo to further complement our variety of service offerings and add a fresh new look to Greenworx.



The main differences are;

- We introduce our Directors including a profile photo, they say the camera adds 10 pounds, in Tim's case it might be more like 20!
- Our range of services is detailed so that existing and potential clients know what we can offer
- Past and future newsletters will be accessible via our online library
- We have added client testimonials so 'don't just take our word for it'!
- Our career's page allows potential employees to register their interest in working with Greenworx
- And of course, we have joined the 21<sup>st</sup> Century and now have a social media presence as well!

We hope you like what we have done and look forward to your feedback.

## **Time to Spring into action**

It's been a dry winter and the long-term forecast is suggesting a long, hot summer ahead. Now more than ever it's important to prepare gardens and plants for the extra heat. Here's how:

### **Irrigation**

It's time to adjust levels of irrigation as the weather starts to warm up. Drip irrigation and automatic watering systems are a good option as they can be altered easily to match the season, time of day and amount of rain received. Not sure where to start with this? Call Mark Ballesty, our Operations Manager on 0403 049 380 to talk through options.

### **Perfect time for planting**

Spring is the perfect time to add to the garden. If you're looking to introduce some colour and interest, plant petunias, snapdragons, marigolds and geraniums. Remember the success of adding new plants to the garden hinges on soil preparation, so be sure to be on your soil prep game! If you are after low maintenance options that are drought tolerant and don't need a whole lot of water to thrive, why don't you consider planting some Australian natives such as bottle brush, grevilleas or a melaleuca tree to fill up some space.

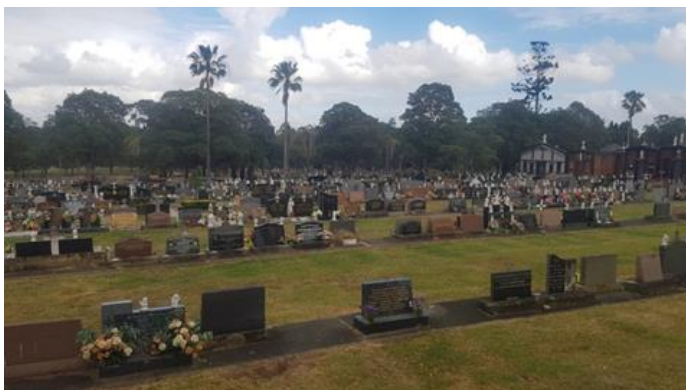
## Get your clippers out

It's good to prune plants once they've finished their flowering cycle in spring to keep them healthy for future growth. You also want to get onto making sure hedges and bushes have been



trimmed before the warmer weather and late afternoon summer storms send hedges into a growth overdrive. Getting on top of this gets you one step ahead in the gardening game and minimises the risk of unruly (and unsightly) hedges during the summer.

## Client Spotlight: Catholic Cemeteries and Crematoria - Rookwood Cemetery



We are proud to announce we have successfully tendered to work with Catholic Cemeteries and Crematoria on maintaining Rookwood Cemetery, the largest cemetery in the southern hemisphere and the largest Victorian cemetery in the world. It actually has a total area similar in size to the Sydney CBD!

We checked in with John Richardson, General Manager – Operations at Catholic Cemeteries to see how the relationship is building.

**Q: What challenges does the property present?**

A: We recognise that Rookwood Cemetery is a complex site. There are a number of elements to take into account and to be completed. It's not a straightforward maintenance job. It needs a skill-based company and that's why we put the job out to tender.

**Q: What impressed you about Greenworx during the tender process?**

A: We already work with Greenworx at some of our other properties and we've always had a good relationship with them. I find their openness and communication easy to deal with.

**Q: How have Greenworx assisted you with the challenges Rookwood Cemetery face?**

A: They have responded to any concerns quickly and the quality of their work is excellent. The standard has lifted in the areas they are maintaining and it's good to see skills being used where they should be used. Both companies are complementing each other.

**Q: What do you think separates Greenworx from their competitors?**

A: Definitely reliability. We've got functions that occur around the cemeteries on a regular basis and it's important that we meet people's expectations of how a cemetery should look and be maintained. When people come to a cemetery, they're not in a happy place and if the environment around them is well-presented, then that's one less stress for them. Greenworx help us provide that.

**Player Profile: Nathan Aguasa**





As mentioned earlier in the newsletter, we're excited to announce Nathan Aguasa will take on the full-time role of HSE Manager. We thought it would be nice for you guys to get to know him better and find out what makes him tick.

**Q. Tell us about your background**

A. My career has crossed several industries – general construction, including power and telecommunication, oil and gas, housing and high-rise building construction. I worked in several countries where I gained my 20 years of experience in the Health Safety Security and Environment working with oil and gas operators and EPCIC (Engineering Procurement, Construction, Installation and Commissioning) companies working on offshore and onshore projects worth over a billion US dollars.

I worked my way up through the ranks and have been involved in directing and managing the HSSE department for multiple sites and locations. Fortunately for me, working in oil and gas gave me the opportunity to be exposed to so many sectors of discipline that are interrelated with other industries. Several gas plants I worked with had huge lawns and gardens in the administration area, which meant the landscaping contractors had a direct line of reporting to me when it comes to workplace health and safety and quality and this is my experience that is related to what Greenworx do.

**Q. What's your favourite part of your job?**

A: I love interacting with people and I am happy that in my work, I can help people to work safely and go back home safely. I enjoy developing policies and procedures and like the investigation part of the job. That's where I get to use my analytical skills.

**Q. What do you enjoy about working within the Greenworx team?**

A. When I started working at Greenworx, I saw and felt that the working environment is very good and positive. I feel the management team and everyone at Greenworx has a culture of happiness and peace.

**Q. What's the best bit of career and life advice you have ever received?**

A. I had a manager years ago that I considered to be a mentor. He would say the following to me.

“Wherever you go, always remember to continue learning, listen and observe. Research the things that you do not know and most of all attend training to further your education so that you will become competitive in your chosen field.”

I guessed I followed his advice!

## **Synthetic grass and rubber surfaces**

We've added more strings to the Greenworx bow! Around four months ago, we kicked off self-delivery of synthetic surface installations. In a short space of time we have been able to generate a very solid sales pipeline and deliver several projects for councils, schools and child care centres.

One of our clients was Jnr Explorers Early Learning Centre in the St George region of Sydney. This project involved installation of a combination of synthetic grass, soft-fall rubber and construction of raised garden beds.

If you have any projects coming up that require synthetic surfaces please contact our Project Supervisor Warren Smith on 0447 137 862.



## Building refurbishment projects

Since our last newsletter we have been added to the internal building works tender panel of one of our aged care clients. We have already tendered successfully on our first small project which is currently in progress.

This project is the internal refurbishment of an aged care unit. The scope of work for the unit included new plasterboard lining over face brickwork to modernise the internal finishes.



You tell us what you need and we'll get it done. And you can go back to doing what you need to do. Contact John Kalocsai at Greenworx on (1300 GRN WRX) 1300 476 979 or [john.kalocsai@greenworx.com.au](mailto:john.kalocsai@greenworx.com.au) for more information.

Connect with us



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