

NEW ZEALAND

OCTOBER 2007  
VOL 17 NO 9



# The Green Revolution

The rise and rise of environmentally friendly companies

- Greenbuild goes live
- All that's good about wood!
- All you wanted to know about the Eiffel Tower

building today

THE OFFICIAL MAGAZINE OF THE REGISTERED MASTER BUILDERS FEDERATION

OCTOBER 2007 | VOL 17 NO. 9

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# building today

After two years at the helm, RMBF chief executive Pieter Burghout reflects on a stack of hard work that has been undertaken in that period by the Federation and its staff network.

He says much has been achieved, but that there are still plenty of challenges ahead. His message is for the Federation to continue to show leadership in order to ensure consumers get the right level of protection while freeing up unnecessary and unproductive compliance issues that continue to dog the industry at present.

Read more of his summary of the past two years and his views on the future on page 4.

This month we also begin a series of Business Financing columns with advice to help owners and managers keep their companies on an even financial keel.

**Andrew Darlington**  
Editor



**cover story 27**



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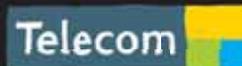
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# chief's chat

by ceo pieter burghout

## Exercising leadership

This issue of *Building Today* marks my two year anniversary with the Registered Master Builders Federation — and, heck, it's been a super fast couple of years!

There's certainly been a thumping lot of work that's been done in that time, thanks to a great RMBF network and a superb team of staff. Having said that, there is still a considerable amount of work to do to get us where we need to be as an organisation, so there are plenty of exciting challenges ahead.

A key reflection I have over those two years is that, slowly but surely, the industry is stepping up to exercise better leadership on its own behalf — but it needs to do so, I suggest, at a much faster pace.

When the leaky buildings issue first broke in the early 2000s, the industry was in a fragmented place, coming off the back of 10 years of economic reform which targeted the lowest common denominator and encouraged insular thinking, and there was a measure of a "head in the sand" response.

### Vacuum

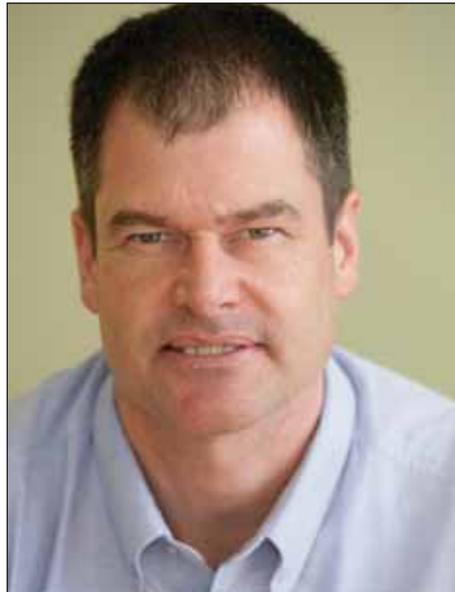
That left a vacuum, and the larger the vacuum became, the more likely it was that the Government would step in to resolve things, which is exactly how it panned out.

The trouble, of course, with Government-driven solutions, is that they get developed by departments and policy staff that don't have the level of industry knowledge and insight that would ensure things will actually work on the ground.

They — ministers, departments and policy staff — will certainly have the best intent to get things right, but no matter how hard they might try, things just won't get there.

That doesn't mean the Government shouldn't be part of the solution mix, because it certainly should be. The Government has a

The trouble, of course, with Government-driven solutions, is that they get developed by departments and policy staff that don't have the level of industry knowledge and insight that would ensure things will actually work on the ground.



core role in ensuring the right overarching statutory framework is in place, and that's certainly what the Building Act 2004 aims for.

But the industry must be the one that steps up and exercises leadership to influence the design of the statutory framework on the one hand, and on the other drive the more detailed outcomes — and also to have the core role of designing the underpinning regulatory framework so that it will actually work in practice.

The RMBF has certainly been part of that stepping up process, as have a number of other industry organisations, which has been great to see.

In our own case, our leadership is exemplified across a whole bunch of different levels and areas.

### Energised network

We have an energised regional network that's abuzz about the value they are offering members. We have national boards and committees that have great people on them, exercising leadership on their peer's

and their industry's behalf.

And the RMBF is speaking with a louder and more unified voice. It's all great stuff, but there's much more to do!

The Building Act reflects the swinging of the pendulum to the higher regulatory side, with the intent of ensuring higher levels of consumer protection to try and avoid the industry building leaky buildings in future.

But, as well as delivering that protection, perhaps, the Building Act and its implementation is driving too high a compliance level, without the requisite benefit/gain.

As an industry, therefore, we continue to suffer from the consequences of that higher regulation, be that through inconsistent and uncertain consenting procedures and associated time frames, through higher compliance costs or through conflicting rules and requirements.

All that means for the person at the end of the line — the consumer — is they pay more for their building work. And, hence, in part, there is a housing affordability crisis as a result.

The industry must be the one that steps up and exercises leadership to influence the design of the statutory framework on the one hand, and on the other, drive the more detailed outcomes.

As the whole industry, we need to get better at ensuring the pendulum swings more to the middle, still ensuring the right levels of consumer protection, all the while freeing up the unnecessary and unproductive compliance stuff so that building work can be done more efficiently and effectively.

That will involve reaching out to a broad cross-section of the industry, caucusing around an agreed industry platform, and influencing and driving the implementation of that framework in coming years.

The RMBF will certainly be exercising that leadership on behalf of its members, such that, in two years' time, perhaps, we can say that we are, in fact, building affordable quality homes right first time, and that the industry is truly in charge of its own destiny.

# House of the Year judging now complete

Wait soon over for more than 100 builders

**N**ational House of the Year judges Graeme Sutton and Rolly Adams have completed the residential judging for the national competition.

There are 100 Gold Reserve finalists in the Registered Master Builders 2007 House of the Year and Commercial Project Awards.

In association with principal sponsor PlaceMakers, these reward excellence in construction, project management, design functionality and style.

## Seven intensive weeks judging

Graeme and Rolly have spent seven intensive weeks travelling the country to re-judge the residential Gold Reserve finalists to determine New Zealand's top residential builders.

Both men have been involved with the competition for more than 12 years, and are two of the programme's most experienced judges.

The competition has two phases — all entries (almost 700 this year) were judged by nine panels of

two judges each. This initial round of judging determines Gold, Silver and Bronze Awards, with the top 100 Gold Awards (including the top three in each category) proceeding to Gold Reserve national finalist status.

The residential finalists are re-judged by just one panel to determine category winners and the PlaceMakers Supreme Award — the Registered Master Builders 2007 House of the Year.

The commercial Gold Reserve finalist properties are not re-judged, as they were all judged by the one commercial panel in the first round of judging. Commercial judges Graham Mallet and Rod Smith have the job of selecting a winner in each of the commercial categories and the Commercial Supreme Award — the RMB 2007 Commercial Project of the Year.

As the results are tallied and certificates printed, more than 100 builders from around the country will be nervously waiting to hear who will be bestowed with this year's top construction industry honours.

Their wait will be over on Saturday, October 27, when the 17 category winners, five lifestyle category awards and the two supreme awards are announced

at a black tie gala event at SkyCity Convention Centre, Auckland.

## Construction industry highlight

This event is the highlight of the construction industry calendar and, with a sell-out of 900 guests attending, will be a true celebration of the excellence and quality of construction in New Zealand, once again setting impressive benchmarks for the industry to aspire to.

The November issue of *Building Today* will provide a full list of all Registered Master Builders 2007 House of the Year and RMB Commercial Project Award winners.

This competition programme is made possible through the generous sponsorship of principal sponsor PlaceMakers, and supporting sponsors James Hardie, GIB Living Solutions®, Pink® Batts® Ultra (Tasman Insulation), Mico Bathrooms, Housing New Zealand Corporation, Nulook, Future-Proof Building, SeismicMA®, OBE Insurance and the Department of Building and Housing.

## Good Lord bestowed rare honour

**T**he Taranaki Registered Master Builders Association has recently bestowed a very rare life membership to Gary Lord of Lord Construction Ltd.

Only three life memberships have been given in Taranaki RMBAs 95-year history, the last one in the 1970s.

"This exceptional member's service has been outstanding and it's a pleasure to honour Gary in this way," Taranaki RMBA president David Fabish.

"His ability to efficiently get any task completed perfectly, combined with his outstanding people skills and a great sense of humour make his contributions to the Taranaki Association absolutely invaluable."

Mr Lord has been a member of the Taranaki association for 23 years and a member of the executive

committee for 22 years.

During this time he served a four-year term as president (the longest since 1940), was both president and treasurer for three years and is currently still the Association's treasurer, a role he has held for the past 12 years.



Taranaki RMBA life member  
Gary Lord

His involvement in every aspect of the Association has been huge. He was the sole co-ordinator of Taranaki's House of the Year awards for five years and is still heavily involved every year.

He was also an

integral part of hosting this year's Registered Master Builders National Conference in New Plymouth.

Mr Lord believes you get out what you put in, and has always enjoyed being involved with Registered Master Builders.

"It's been great to see the growth in Taranaki over the years. The profile of RMB has lifted a lot over this time, reflecting a positive perception in the public eye," he says. "I'm very happy and appreciate being acknowledged in this way."

RMBs like Mr Lord are integral to the strength of the network. As membership numbers reach record levels, the experience and dedication of long standing members puts the Association in extremely good stead for the future.

Congratulations Gary — here's to another 23 years!

# Preliminary and General — and its cost

By RMBF president

Ashley Hartley

**P**reliminary and General. Do you know what this is? I have talked to many builders around the country over many years, who often say "I don't seem to be able to, or seldom manage to achieve, the man hours I allow and price for each job".

Many think obtaining the total cost of materials for a job from a merchant's "take off" and guessing the total labour hours times an hourly rate is the correct pricing method — wrong!

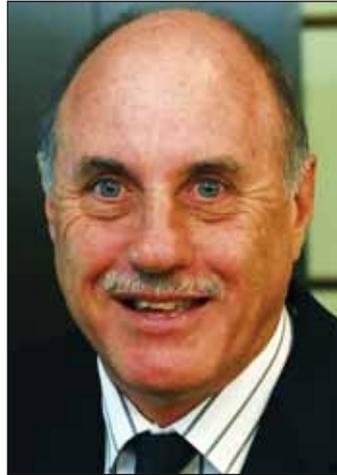
First, for the materials, the merchant may not pick up all the materials required and/or calculate the correct quantity. This then becomes a cost to you.

The correct and most accurate way is to measure all the materials required, add an appropriate wastage factor for each material, then allow for cartage, if applicable and an allowance for fixings (nails, glue, screws).

The most accurate way to assess labour is to apply a man hour constant to each material quantity then multiply this by the charge out rate you wish to return for your labour. For example:

500 metres of 100 x 50 framing x 0.19 man hours per metre = 95 hours times a charge out rate of say \$40 equals \$3800 plus GST.

Margin (profit) is either added to the material and subcontract totals only, or can be added to the total labour cost depending on your pricing structure and the dollar return required for the job after all overheads and costs are recovered.



What has been forgotten, I hear some of you say? Preliminary and General, something many do not know the meaning of.

Where have you allowed for the following costs?

- Consent and/or other Territorial Authority costs when or if applicable,
- Checking the rights of adjoining property owners,
- Rental of others' land (councils) required to carry out the works,
- Setting out the building,
- Preparing and updating a programme,
- Insurances such as Contract Works and Public Liability,
- Setting up a site shed and hireage of same,
- Temporary power, water, phone and ongoing rental costs,
- Cost of site fencing for security and Health and Safety,
- Other Health and Safety provisions, signage, first aid, tagging of electrical equipment, leads etc,
- Scaffolding, exterior, interior or special scaffolding to

stair well,

- Roof edge protection,
- Portaloo and ongoing costs, such as cleaning, consumables etc,
- Sundry plant hireage,
- Hoisting/craneage of frame, trusses to first floor level,
- Pumping or craneage of concrete,
- Transferring materials from delivery truck to the correct position on the work site,
- Maintaining temporary roadways,
- Sundry cartage,
- Cleaning costs, labour and hire waste bins,
- Final clean of site and premises,
- Supervision, down time of foreman etc,
- Overtime,
- Travel time and vehicle costs,
- Meal allowances,
- Lost time due to wet weather or down time,
- Attendance of subcontractors,
- Site meetings,
- Maintenance costs during defects liability period,
- Preparing As Built drawings,
- Progression photographs,
- Handover manual,
- Master Build Guarantee, and
- Disestablishment of site.

The above list is a guide only and is not fully detailed or comprehensive.

To fully understand the above I suggest you join your local Registered Master Builders Association and learn more.

They have templates of this and much more Best Practice information available to improve your business and minimise your risk.

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# Three national apprentice finalists announced

Three national finalists have been announced at regional awards ceremonies in the Registered Master Builders 2007 Apprentice of the Year, in association with Carters.

As part of an ongoing commitment to raise awareness of careers in the industry, key players in New Zealand's construction industry have joined forces to find the country's top carpentry apprentice.

Backed by principal sponsor Carters and supporting sponsors the Building and Construction Industry Training Organisation (BCITO), Registered Master Builders Federation (RMBF) and the Department of Building and Housing, this year's competition is being staged in 10 regions around New Zealand.

Over the past few weeks, entrants in the competition have been interviewed by regional judging panels. Up to 10 finalists have been selected from each region, and the judging panels have visited a building site each finalist has been working at to determine regional winners.

Three regional winners have been announced at awards ceremonies in September in the Upper South

Island, Central South Island and Central North Island regions.

Regional awards ceremonies are being held in seven other regions around New Zealand in October, before all national finalists head to Wellington to compete for the National Apprentice of the Year title in November.

Cameron Tocker, 20, of Nelson was announced winner of the Upper South Island region at an awards ceremony in Nelson. Second place in the competition went to Kirk Nicholas, 20, of Blenheim. Roger Townley, 22, also of Blenheim, was third.

Christchurch apprentice Jacob Johnson-Hurrell, 22, was awarded first place in the Central South Island region awards evening held in Christchurch, with second place awarded to Joshua Skafer, 24, of Greymouth. Third place went to Rebecca Bayley, 25, of Swannanoa in north Canterbury.

The Central North Island regional awards evening was held in New Plymouth, with 25-year-old Taupo apprentice Rhys Forsyth being awarded first place, followed by Jacob Tipene, 21, of Pahiatua, second, and Nicholas Murphy, 20, of Palmerston North, third.

Carters representative on the Central North Island judging panel, Trevor Parris, says choosing a winner proved to be a difficult task, as entries in the region were of an extremely high standard this year.

"All the entrants were motivated and enthusiastic about the construction industry, but Rhys displayed a true passion for building and great direction in life," Mr Parris says.

"Rhys is focused on construction and displayed an excellent understanding of the practical and theoretical sides of the industry. He's a very well-rounded and skilled young man, and an excellent role model for building apprentices."

Cameron, Jacob and Rhys each received an Outward Bound leadership course worth \$2500 and a study grant of \$2000 for winning their region's competition, and they now automatically become national finalists in the competition.

They will be flown to Wellington in November, with their employer and two family members to join seven other regional winners from around the country as they compete for the national title on November 5 and 6.



Finalists in the Upper South Island region of the Registered Master Builders Carters 2007 Apprentice of the Year, with competition judges Graham Smith (BCITO, far left) and Rick Kerr (Carters) and Harold Taylor (RMBF) at right.

# RMBF shows some things can happen by committee



Members of the Registered Master Builders Federation's Commercial & Contracts Committee ponder an issue at a recent meeting.

The Registered Master Builders Federation's Commercial & Contracts Committee was formed well over 20 years ago and is made up of highly respected and experienced industry leaders from the commercial building sector.

The purpose of the committee is to provide the RMBF practical policy advice around the many issues that arise from the sector — for example, the definition of building classes for licensing, health and safety, developing national standards in contracts such as 3910 and 3915,

specifications around building products and a plethora of other subjects — there were 26 items on the last set of minutes alone.

The exceptional level of expertise within the group gives the RMBF significant clout to advocate on behalf of members and the sector as a whole.

"The C&C Committee is the powerhouse for the RMBF," chief executive Pieter Burghout says. "Major contractors and commercial builders have an influential role on matters that affect their patch, and this has a significant flow-on effect for our members, both commercial and residential."

"The hardest part is the sheer number of issues they

#### Committee members:

<b>Brian Nightingale (Chair)</b>	<b>McKee Fehl Constructors Ltd</b>
<b>Ashley Hartley (RMBF president)</b>	<b>Gemco Construction Ltd</b>
<b>Neil Shaw</b>	<b>RMBF</b>
<b>Robert Finlay</b>	<b>Hawkins Construction Ltd</b>
<b>John Hale</b>	<b>Fletcher Construction</b>
<b>Gavin Clyne</b>	<b>Naylor Love Construction Ltd</b>
<b>David Baker</b>	<b>Amalgamated Construction Ltd</b>
<b>Ross Walker</b>	<b>Walker Builders Ltd</b>
<b>Mary Haggie</b>	<b>Kensington Swann</b>
<b>Peter Fehl</b>	<b>Auckland University</b>
<b>David Beard</b>	<b>Foster Construction Ltd</b>

deal with on our behalf! There are many things going on in the industry at present, and we're extremely fortunate to have the committee as part of our network," Mr Burghout says.

The committee has been instrumental in challenging the Government on aspects of the Building Act, and has brought about relevant changes on behalf of the industry.

One example of this was a change to the Public Use provisions of the Act whereby no member of the public was allowed access to any building sites (even in cases where businesses were still operating within the building).

The committee contested its practicality and instigated

workable solutions to bring about change to the Act. It has also taken a major leadership role in the development of the Licenced Building Practitioner scheme.

The Department of Building and Housing (DBH) relies very heavily on the experience and expertise of this group to ensure they are working with a realistic view of the building industry.

In particular, committee member and RMBF president Ashley Hartley has put in many hours working with the DBH on ensuring it produces relevant and "builder-friendly" documentation.

Committee chair Brian Nightingale of McKee Fehl Constructors Ltd says he finds it invaluable to be given the chance to compare and evaluate experiences with other people in the industry.

"Keeping up to date with contracts and statutes that impact on our business can be difficult on your own, so it's great to have one central point to discuss industry issues and provide RMBF considered advice to enable them to act on our members' behalf as a united voice."

The C&C Committee is a very unique group of people. To have this much experience and knowledge meeting on a regular basis to solve issues relating to the industry is difficult to put a value on.

# Millbrook home up for top honours

**A**rrowtown-based company AJ Saville Builder Ltd is up for top honours once again for a \$1 million-plus home at the five-star Millbrook Resort.

Allister Saville is a Gold Reserve National Finalist in the Registered Master Builders PlaceMakers 2007 House of the Year for his character-filled home for the Hourigan and Hill families from Wellington.

Mr Saville describes this year's entry as "a tradesman house that demanded real workmanship", using lots of exposed and rustic timber and old bridge beams sourced from Australia.

## Lots of time and patience

"This house required lots of time and patience," he says.

The character of the home was strongly based on the history of the area, Mr Saville says, where the architecture and the landscape expressed a rural tranquility and held a strong connection to traditional designs in place at Millbrook, Arrowtown and Central Otago.

"This house is a true representation of country living in 2007," he says.

"It is focused around a common theme that integrates traditional chimneys, timber and stone-clad separate areas, and cedar window and door proportions that leave an impression of architecture that blends into its surroundings.

## Strong bias to the past

"Internal patterned textures of stone, steel, granite and timber combine true contemporary living, but with a strong bias to the past. Consistent tree planting, rock walling, garden colour, wall and paving elements all continue the Millbrook landscape tradition."

Architect Haden Emslie ensured the house opened up towards the golf course, celebrating the open rolling character of the landscape, and avoiding an "urban" appearance.

Mr Saville is one of Millbrook's regular builders who has built 12 homes at the award-winning resort in the past six years, and will be working on homes in the planned Millbrook West development.

He has been a regional finalist nine times since 1999 and a national finalist four times.

Millbrook property and development manager Ben O'Malley says the resort is delighted to have a builder of Mr Saville's standing working there.

"Even though the design guidelines are relatively restrictive at Millbrook to ensure consistency in standards, the fact that Allister's work consistently rates among the best in the country proves that he, and the architects, can work within those boundaries to create timeless and striking buildings."



*The character-filled home designed by Arrowtown builder Allister Saville for the Hourigan and Hill families from Wellington.*



# Key Homes 'nails it' in 2006!



**A** Bay of Plenty home built by Key Homes Tauranga Ltd was the winner of the New Homes Under \$250,000 category in the Registered Master Builders PlaceMakers 2006 House of the Year.

This cleverly designed Papamoa home displays simple exterior finishes inside and out, which enabled ease of construction without sacrificing the quality of services and fittings, or weatherproofing details.

## Exceptional workmanship

The exceptional workmanship and great road appeal meant some very happy clients, and well-deserved recognition for Key Homes Tauranga Ltd.

The design of the property was relatively straightforward, with an internal corridor servicing three bedrooms, a generous bathroom and a separate toilet. The main bedroom has an ensuite with tiled shower enclosure and a spacious walk-in wardrobe.

Living is made easy in this home, with a large lounge and a family dining room at the heart of the house.

The house is oriented to catch the north and west sun in the main living rooms, and the kitchen features bi-fold windows opening out to an enclosed, paved court. The living and family rooms have large bi-fold doors providing access to the court, which gives the home an alfresco feel during the summer months.

Extensive storage units carefully located throughout the home allow for minimal clutter, while a study,

laundry and double garage complete the accommodation, and make this single-level home a truly simple, yet stylish and functional abode.

Competition judges were impressed with the clever design, particularly the extensive storage spaces throughout the home, and say it has been a godsend for the extremely satisfied owners.

## 'Little short of miraculous'

"To build a 220 square metre home of this value and meet these facility and spatial expectations is little short of miraculous. Key Homes, in today's parlance, has nailed it!" judges said.

Key Homes Tauranga Ltd says it has entered the House

of the Year competition several times over the past eight years.

"Every time we've entered, we've improved each time. Our first award was a merit and now we're a national winner. It's through the competition that you keep raising your own benchmark."

The company also encourages other builders to enter the House of the Year competition, and admits the huge accolades received after a win make all the hard work pay off.

"We do a lot of marketing, but winning an award in the competition gives you huge marketing mileage that, in itself, is worth a lot. Only a few weeks after winning the award, we were overwhelmed by inquires from potential clients."



# Arrowtown 'alpine haven' takes two 2006 national House of the Year Awards

**A**J Saville Builder Ltd believes true workmanship, attention to detail and comprehensive co-ordination with subtrades made its project in Millbrook, Arrowtown, distinctive enough to take out two top awards in the Registered Master Builders 2006 House of the Year competition, in association with PlaceMakers.

The property won the awards for New Homes Over \$1 million as well as the Pink Batts Ultra Energy Efficiency Award.

The home boasts an impressive, unique exterior of five two-storeyed "houses" within a compound connected by glazed spaces so skilfully linked that, while obvious from the outside, the spatial flow internally is seamless.

The external construction is stylish yet robust enough to suit the area's harsh elements, with gutsy plaster and schist walls.

By contrast, inside, the white-painted interior creates a light and spacious alpine haven assisted by full gable-end windows and multiple skylights.

## Spectacular effect

The only deviation from the colour scheme is the exquisite Italian kitchen and laundry fittings, which are a rich chocolate tone. The total effect is spectacular and was achieved through excellent execution and



workmanship by A J Saville.

The judges were blown away with all aspects of the winning property, calling it simply "superb".

"The quality of workmanship is outstanding, the subcontractor control and overall co-ordination masterly," the judges said.

Each of the "houses" has its own finely crafted and finished staircase. All but one are made from eucalypt timber while the fifth, which leads from the kitchen to the media room, is made entirely from glass.

All the floors are solid timber on concrete with full underfloor heating, while the walls, which maintain the country look, are thin battened over MDF or plaster-boarded and, of course, all painted white.

A large steel portal was used, and allowed a fully glazed end wall within which the windows — as elsewhere — are powder coated aluminium/timber composite frames.

Other steel work provides the home with generous, yet not overwhelming, spaces. The bathrooms, one in each "house", are beautifully finished with clear glass mosaic tiles. A J Saville is proud of the awards the company achieved.

"[They] confirmed us as right up there with the best of the Registered Master Builders as residential house builders, especially at this high end where it's more than just building. It's a lot of planning as well."

## Overwhelmingly positive

They were also overwhelmingly positive about the Registered Master Builders PlaceMakers House of the Year competition, saying it is a reflection of the high standard of workmanship in the construction industry.

A J Saville was also full of encouragement for first-time entrants. "Enter and get the satisfaction of showcasing your workmanship and that of your subbies — it certainly gives you a great sense of achievement."



# Nailing it Home

News for Registered Master Builders  
Issue 2, September 2007

Member  
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Building  
Today

## Licensing update

We are six weeks away licensing becoming voluntary. We are expecting all of the 'technical bits and pieces' to be ready as from 1 November however some key Government decisions around how it will define DIY will still be missing. We will be helping members through the licensing process in a number of great ways. To find out more go to the members section of [www.masterbuilder.org.nz](http://www.masterbuilder.org.nz).

## KiwiSaver

The TOWER KiwiPlan KiwiSaver for the Masters Group is now up and running. All the relevant information about this special deal and documentation for members is up on the members' website.

## Registered Master Builders 2008 Conference

Another exciting conference is planned - Wellington here we come! The dates are 24, 25, 26 April 2008 - mark your diaries for these dates.

## Have you got an interesting story ...

We're always on the look out for stories about our members for Building Today magazine, if you want your project to be the next one we write about, contact Tracey Bree, Marketing and Communications Manager at: [tracey.bree@masterbuilder.org.nz](mailto:tracey.bree@masterbuilder.org.nz)

## RMBF Membership

The total number of Registered Master Builder members has risen to 1804 as at 31 August 2007, and has now exceeded 1800 for the first time. In other words, we are now at the highest level of membership we have had in our 100+ year history.

## Up coming seminar - just for builders!

BRANZ, in a joint venture with the New Zealand Building Subcontractors' Federation, will be running a seminar, Shortening the Odds - reducing your building risk, in 22 centres around the country on various dates during November and December 2008. A must for builders and apprentices call 04 237 1170 for more details and to book your place.

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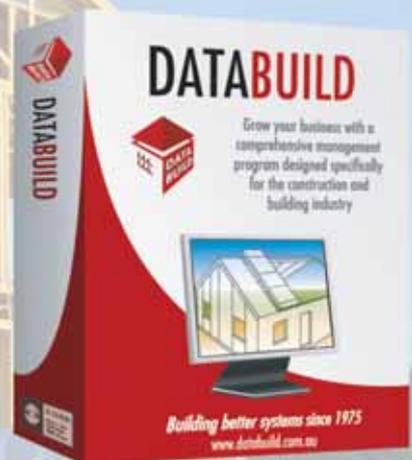
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# GreenBuild goes live

**G**reenBuild, a national online resource for comparing the environmental and technical characteristics of building products, went live to the industry at the start of this month.

GreenBuild is the first product database of its kind to address the growing demand for independent information on the environmental impact of building products, and it's owned by some of the leading names in the construction industry.

Masterspec, Building Research and Green New Zealand are equal shareholders in GreenBuild and, as a shareholder in Masterspec, the Registered Master Builders Federation is on board with this initiative.

"The long-term goal is to create a virtual library where architects and specifiers can quickly and easily compare products, choosing the one that is best for the environment given the context of their particular project," GreenBuild spokesman Graeme Finlay says.

With more than 12,000 building products presently listed on the site, the job of independently assessing each one is a formidable task, and it will be some time before they have been through GreenBuild's rigorous assessment programme.

Mr Finlay says GreenBuild is an evolving tool, and environmental information content would be built up rapidly in the coming months.

Over the past year GreenBuild has worked with key research organisations and industry players to develop a product assessment framework that works alongside Environmental Choice New Zealand and



the New Zealand Green Building Council's Green Star rating system.

"GreenBuild has the potential to make an enormous difference to the way the building industry works, and it is a natural partner to the Green Star rating system," Mr Finlay says.

The independent evaluation provides a useful first step towards full lifecycle assessment of building products and materials.

Each product's environmental footprint is rated across five categories — energy use, human health, pollution, resource efficiency, and natural habitats and land use.

GreenBuild foresees a strong demand for this service as few New Zealand manufacturers and distributors are currently able to provide the eco-information that

specifiers are seeking.

This novel format for presenting product information allows specifiers to compare the environmental performance of products, providing a sound basis for materials selection.

It also provides manufacturers with a level playing field where they can contrast their products' environmental performance with similar wares.

It highlights manufacturers' strengths and areas for potential improvement, ensuring ongoing competitiveness in New Zealand and overseas.

Additional features are also in development to help make the GreenBuild web site an even more valuable tool for architects and specifiers. To find out more, visit [www.greenbuild.co.nz](http://www.greenbuild.co.nz).

## Building consent values still rising

**A**lthough the rate of increase in the number of building consents issued over the past few months has slowed slightly, they are still up overall on last year's numbers and, in particular, the value continues to rise in comparison to 2006.

"We've been predicting this flattening out of the industry to occur across 2006 and 2007, but clearly the increased value in the work that is being undertaken continues to rise and reflects a buoyant and healthy sector, with our builders still being kept very busy," RMBF chief executive Pieter Burghout says.

New housing consents issued for August 2007 numbered 2465, a 1.1% increase on August 2006. The value of these consents showed an 8.5% increase on

last year, a total value of \$753 million.

New apartment consents were slightly down on this time last year, with 253 compared to 266 in August 2006.

Regionally, the largest increases were in Auckland and Canterbury, with Bay of Plenty having the largest decrease. There was one less consent issued in the North Island and 29 more in the South Island compared to August 2006.

Non-residential consents for August 2007 also had an increase in value on this time last year of 8.5% to \$398 million.

There was an increase in the value of consents for six of the 11 non-residential categories, with a spike in hostels and boarding houses. Shops, offices and factories are still the highest contributors to the non-

residential building consent total.

Overall, for the year ended August 2007, the total value of consents issued for all buildings was \$11,997 million, up \$840 million (7.5%) from the previous August 2006 year.

"Each year we achieve the highest ever levels of construction industry spend — and the year to 2007 at nearly \$12 billion is no exception," Mr Burghout says.

"The continued healthy state of the construction sector has played, and continues to play, its part in underpinning the health of the overall New Zealand economy.

"We are forecasting the continuation of this pattern through the remainder of 2007 into 2008, before starting to rise again in 2009.



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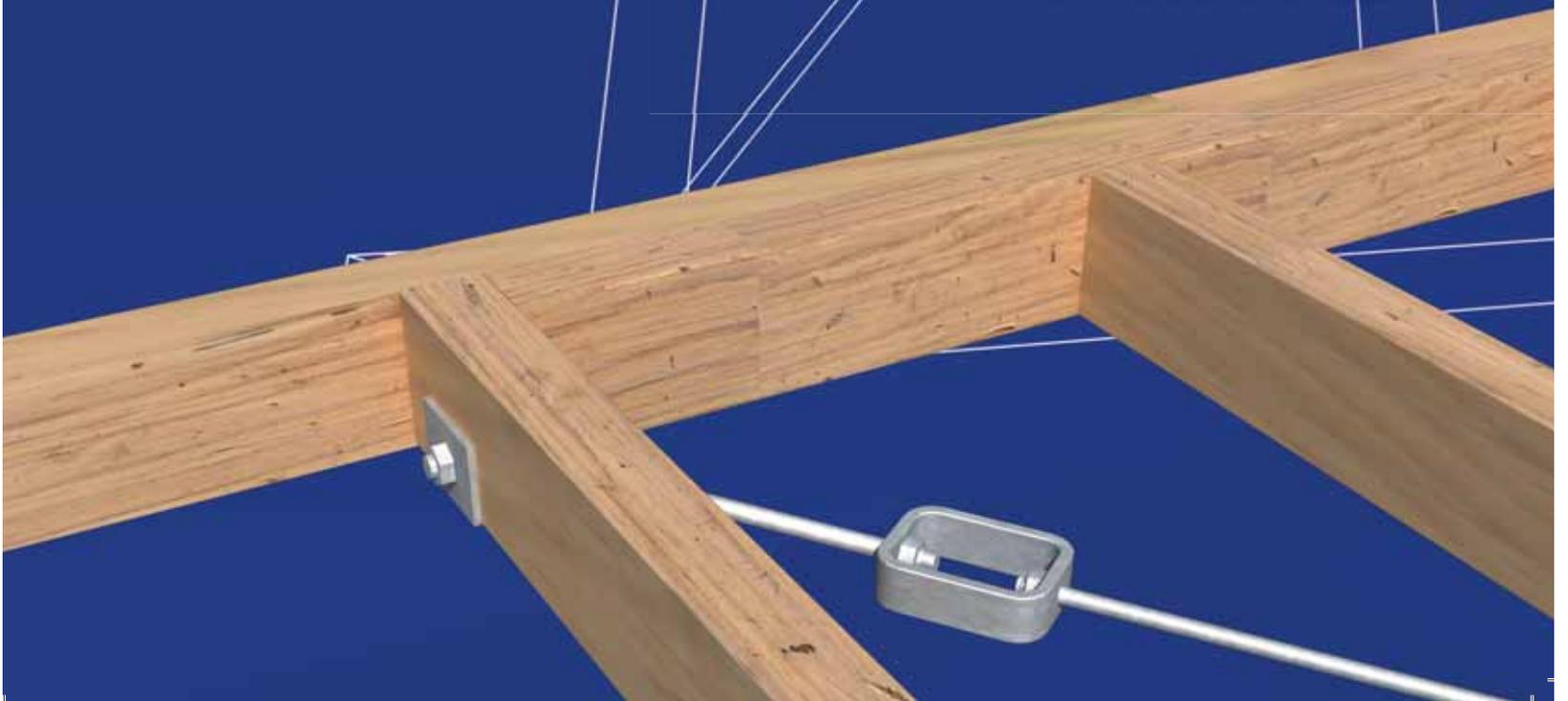
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Traditionally, hot water boiler systems have been used to service the commercial demand for large, predictable quantities of hot water — ie, the number of people living in a particular building with showering, washing or eating facilities, or for industrial machines that require regular peaks of water.

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The Rinnai Demand Duo is a complete packaged, hot water storage system, made up of one or more heavy duty, gas-powered, continuous-flow water heaters with a manifold system, primary pump(s), thermostat and a stainless steel storage tank.

The thermostat senses the temperature of the water in the tank and, when it drops below the set point, the primary pump is activated. It is this flow that starts the Rinnai Infinity continuous flow HD water heater, which quickly and efficiently returns heated water to the tank.

More cost effective and easier to maintain than cumbersome boiler systems, the Rinnai Demand Duo system is perfect for hotels and motels, apartment blocks, student accommodation, shower blocks, commercial kitchens and commercial laundries.

As the leading manufacturers of gas water heating in the world, Rinnai is committed to, and guarantees, the safety of its products.

Specifying the right hot water system for a commercial application can sometimes be a tricky matter, weighing up issues such as service access, floor space availability and running costs, versus set-up costs.

Not to mention ensuring you achieve the hot water delivery requirements specified by the customer. To assist with this Rinnai offers a free specification service.

**• For more information on the Demand Duo fast recovery storage system, or to talk to our specification service, please call us on 0800 TO RINNAI (0800 86 746 624) or visit [www.rinnai-tradesmart.co.nz](http://www.rinnai-tradesmart.co.nz).**



Standard Demand Duo system with one external Infinity unit.



Demand Duo system utilising three manifolded external Rinnai Infinity units.



Demand Duo system utilising three manifolded internal Rinnai Infinity units.

# NZ engineering up to 'world standards'

**G**eothermal energy, a regional landfill, a European Aid bridge for Fiji and a stunning new addition to the Auckland Museum were the top winners at the Innovate NZ Awards from the Association of Consulting Engineers NZ announced recently.

The awards are made by the association each year to projects that show innovation in engineering design as well as exceptional service to the client. The four Gold winners this year show that New Zealand engineering is world standard.

The Tauhara Geothermal Heat Plant, by Dobbie Engineers for Contact Energy and Tenon, is the first heat exchange plant in New Zealand to use the liquid and steam part of geothermal fluid.

The heat plant is used to dry timber at the Tenon plant in Taupo. This innovation makes good economic and environmental sense for the plant, with substantial savings in energy costs as well as an increased production for the plant.

In North Canterbury, the Kate Valley Landfill by Tonkin & Taylor for Canterbury Waste Services, is a model for efficient landfill services with minimal impact on the environment.

This project has drawn considerable interest from the

community, and had extreme conditions set by the Environment Court to allay any possible fears of contamination.

The service provided by the consultant to their client greatly eased the court process. They also provided longer term benefits to the community, as this state of the art landfill will continue to operate long into the current century.

As the culmination of a long refurbishment programme to the Auckland Museum, construction of the Grand Atrium Project deserves the accolades it has already received for architectural merit.

Much of the architecture would not have been possible without the skill of structural engineers, Holmes Consulting Group, in the excavation work and superstructure design to support the impressive bowl inside the atrium space, and its undulating roof.

The New Rewa River Bridge in Fiji was a joint venture between the designer, Beca Infrastructure, and contractor, Fletcher Construction, for the Fiji government, funded through the European Development Fund.

The New Zealand design was selected as the most workable and cost effective for this project, and has used some innovative construction techniques to realise the end product.



*Left: The Upper Harbour Bridge Duplication & Causeway Widening project in Auckland was awarded a Silver Commendation.*

*Right: The Grand Atrium Project at Auckland Museum won a Gold Award.*

## Commended projects at the Silver and Merit levels were:

### Silver:

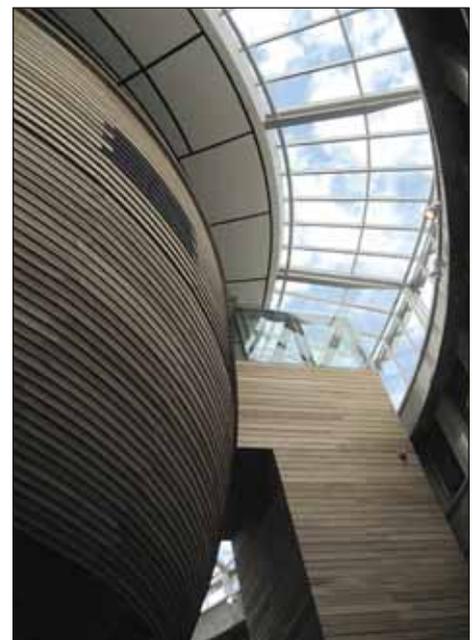
- Army Bay Sewage Treatment Plant Upgrade, by Sinclair Knight Merz
- Lighter Quay Development, by Holmes Consulting Group
- Tane Whakapiripiri - Forensic Maori Mental Health Unit, by Maunsell
- Upper Harbour Bridge Duplication & Causeway Widening, by Beca Infrastructure
- Taupo Race Track, by Connell Wagner
- Aviemore Dam Seismic Safety Evaluation & Upgrade, by Opus International Consultants and URS NZ

### Merit:

- Central Motorway Junction Core Area Upgrading, by Beca Infrastructure
- Mangere Wastewater Treatment Plant Dissolved Oxygen Control, by MWH NZ
- Waitakere Civic Centre, by Alan Reay Consultants
- Mercer to Longswamp Expressway, by Bloxam Burnett Olliver
- Te Maunga Wastewater Treatment Plant Bioreactor Upgrade, by MWH NZ
- Tirau Sewage Treatment Plant Upgrade, by Harrison Grierson
- Corner 50 Estate, by Connell Wagner
- Environment House, by Connell Wagner
- Project Black Point Stage 1, by Sinclair Knight Merz and Tonkin & Taylor

### Community Award:

- Weavers Pit Rehabilitation by Maunsell



# NZ Wood intending to promote wood to the building and design sector

The landmark NZ Wood programme was officially launched at Parliament recently by Minister of Forestry Jim Anderton.

The launch kicks off the first promotional phase of NZ Wood — to present the environmental credentials of forests and wood to the building and design sector — and coincides with the launch of the NZ Wood web site, [www.nzwood.co.nz](http://www.nzwood.co.nz).

NZ Wood brings together the wood and forestry industries behind the common goals of increased wood consumption and greater awareness of the environmental credentials of wood and forests, particularly in the fight against climate change.

NZ Wood is managed by the wood and forest sectors, and co-funded by industry and government. The budget for NZ Wood is approximately \$2 million per year for three years.

Wood Council of New Zealand (Woodco) chairman Doug Ducker says wood has great environmental credentials.

## Material of the future

"It is the building material of the future. Sustainability is only going to become even more important to consumer choices and policy," he says.

"Wood and forests are great partners for sustainability, and NZ Wood means to take advantage of these opportunities.



"Wood and forests are great partners for sustainability, and NZ Wood means to take advantage of these opportunities. The recent government announcement that government buildings will need a wood design option illustrates the kind of opportunities awaiting wood."

"The recent government announcement that government buildings will need a wood design option illustrates the kind of opportunities awaiting wood.

"NZ Wood will not just promote wood but provide information, resources and tools for those designing and building with wood," Mr Ducker says.

NZ Wood is a multi-dimensional development programme, involving promotion and advertising, research, web site and information channels, an NZ Wood brand, design resources and training initiatives.

A key component of the NZ Wood programme is a

"resources" web site that will provide information for those designing and building with wood. The site will be launched in mid-2008.

"We New Zealanders have a great tradition of building our homes in wood, and NZ Wood wants to keep it that way. There are also huge opportunities for wood in non-residential buildings, and this will be a focus for NZ Wood," Mr Ducker says.

More than 90% of New Zealand homes are built in wood. However, a recent BRANZ report estimates that we could be using 20% to 30% more wood in non-residential buildings.

The launch, as with previous road shows and industry events, was well attended by representatives from across the forestry and wood industry, as well as engineers, architects, designers, builders, politicians and government officials.

"It's great to see such a high level of support for the programme, and this was reflected in the number of different groups from across the industry who attended the parliamentary launch."

The NZ Wood road show, which wound up earlier this month, attracted 700 wood and forestry people across 15 centres.

NZ Wood is supported by Woodco, New Zealand Forest Owners Association, Wood Processors Association, Douglas-fir Association, New Zealand Farm Forestry Association, New Zealand Pine Manufacturer's Association, Forest Industry Contractors Association, the Timber Design Society and the Ministry of Agriculture and Forestry.

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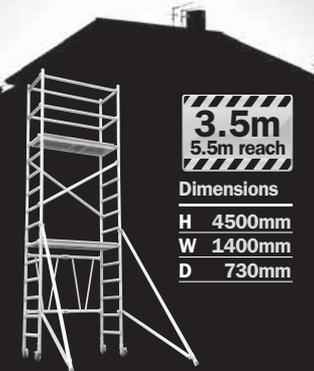
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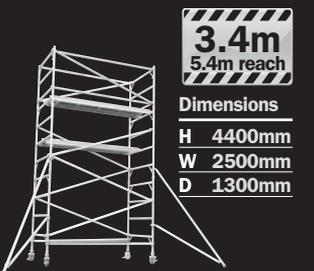
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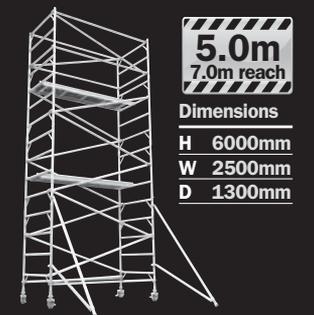
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# Survey establishes industry's future research and information needs

**E**nergy use and efficiency, followed by sustainability and environmental issues, were seen as the two most important areas for future research, according to the results of a survey of the construction industry.

The survey was undertaken for Building Research, the independent industry association owned and directed by the construction industry, by Research New Zealand.

Building Research uses this annual survey as one of its measures to identify the industry's priorities for future research and information, and to help guide its investment of the Building Research Levy.

Building Research chief executive Sunil Vather says the industry has been surveyed annually since 1995.

"We believe it is significant that the issues identified as being the most important this year — energy use and efficiency, and sustainability and environment issues — ranked more highly than those associated with weathertightness," Dr Vather says.

"This suggests the industry is looking for ways to ensure the built environment is not only fit for purpose, but that it is energy efficient and environmentally sustainable."

The survey covered builders, subcontractors, architects, designers, building product manufacturers, building owners and managers, and central and local government.

They said the four highest-ranking priority research areas were energy use and efficiency (75% importance rating), sustainability and environment issues (65%), materials performance (63%) and building envelope performance, including weathertightness (61%).

Last year's survey ranked the building envelope as the most important research area, and in 2005 materials performance (including weathertightness) was seen as the most important.

The 2007 survey was undertaken during June and July, and 218 completed questionnaires were received, a response rate of 33%.

Building Research invests the Building Research Levy to ensure New Zealand's construction sector reflects international best practice. Under the Building Research Levy Act, builders are required to pay a levy on all construction contracts over \$20,000 at a rate of \$1 per \$1000.

The Act requires the levy to be used "for the purposes of promoting and conducting research and other scientific work in connection with the construction industry".

Activities funded range from seminars for builders and designers to high-level scientific research. This year Building Research has budgeted \$8.475 million to invest on research and information transfer, an increase of around 20% on 2006-2007.

Around \$2.8 million of that investment is earmarked for information and technology transfer, and providing independent research-based advice to those in the industry.

This advice includes seminars, BRANZ Bulletins, and an 0800 Advisory Service.

Information transfer takes place by way of *BUILD* magazine, part-funded by the levy and published by Building Research's subsidiary BRANZ Ltd, and *Builder's Mate*, a four-page bulletin series written specially for frontline builders.

Building Research is currently funding four energy research projects, including the Household Energy End-use Survey, and research into the energy efficiency of non-residential buildings.

It is also funding four sustainable building projects, and is a shareholder and partner of Beacon Pathway Ltd, the sustainable residential buildings research consortium.

Information on Building Research funded research can be found at [www.buildingresearch.org.nz](http://www.buildingresearch.org.nz).

Building Research has also commissioned information and seminars on weathertightness, including weathertightness details for roof/wall junctions.

Two other projects under way include helping fund the development of the Level web site ([www.level.org.nz](http://www.level.org.nz)) to promote sustainable building practices, and working with industry partners on the development of the GreenBuild web site ([www.greenbuild.co.nz](http://www.greenbuild.co.nz)).

Other initiatives have included the production of publications, and eco-advisory initiatives with several city councils.

Deciding where investment will be made is a responsibility Building Research takes very seriously, Dr Vather says.

"This survey is obviously a key input," he says.

"Other inputs include monitoring overseas trends, New Zealand Building Code developments, Standards reviews, and government policies.

"The investment programme must help foster best practice across the sector and advance our goal of delivering a built environment that is highly valued by New Zealanders, and results in a better quality of life," Dr Vather says.

# New residential neighbourhood planned for Frankton East

Up to 400 residential sections are planned for the terraces near the Shotover and Kawarau river delta flats just east of Frankton near Queenstown.

The sections will be priced to provide entry-level, three-bedroom detached housing for Queenstown families.

The site lies east of the Shotover River almost next door to the existing Lake Hayes Estate neighbourhood and close to existing communities at Frankton and Quail Rise.

Once established, the neighbourhood will be the fruition of a long held vision by local farmers Grant and Sharyn Stalker. The pair believes that as long-term landowners and in conjunction with similarly positioned adjoining landowners, they can offer sections at far lower prices than anything currently on the market.

"We have looked at this land for years and thought how perfect it is for residential housing," Mr Stalker says.

"Watching the land values rise so quickly over the past

few years and fearing the next generation wouldn't be able to enter the local market has really driven us to work on delivering this option."

The Stalkers believe the Lower Shotover area should be identified as being able to provide for community requirements arising out of growth pressures.

"The site is Queenstown's next logical location for entry level-priced family housing. It's a perfect location for families

who want to live in traditional Kiwi style — a three bedroom home with enough land for a garden and play area for the kids.

"The popularity of Lake Hayes Estate and Quail Rise proves this lifestyle is still the aim of most New Zealand families. There's also room for schools and recreational facilities which can be safely reached



The area (in red) where 400 residential sections are planned near Queenstown.

from adjoining neighbourhoods through the development of an extensive trail network suitable for horse, cycle, pram and foot traffic."

The area is already fully serviced with power, telecommunications, water supply and road access, and can be easily connected to the QLDC wastewater treatment facilities by the Shotover River.

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## Contracts Manager



Nelson

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Wilkes Construction are one of Nelson's leading construction companies with significant projects well into next year. The company handles primarily commercial projects up to \$10m and has a staff of 35.

This new role of Contracts Manager reports to the Directors and has been established to oversee all contracts ensuring timelines, budgets, quality and customer expectations are all well managed. Two Building Supervisors report to the position who are responsible for the foremen and builders on each project.

The ideal applicant will have a sound knowledge of the construction industry, a relevant qualification such as engineering, architecture or similar, previous experience in project planning and project management, sound IT (MS Office, MS Project) and organisational skills, a proactive problem solving approach with strong communication skills, a strong understanding of commercial and contractual matters including the various construction contracts, Building Code and the Construction Contracts Act.

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# Dial-a-Drill — call Powerpac!

**P**owerpac Group has recently launched On Site, offering an almost instant turnaround time from order placement to delivery of essential items construction site workers often need right away to keep a project running smoothly and on time.

The Wellington-based company has sold solutions to New Zealand's engineering, manufacturing, construction and civil works industry for the past 30 years or so.

It distributes and services several leading international brands of power and air tools and construction equipment, including Wyco concrete vibrators, Fein power tools, Flex power tools, and Estwing, Marshalltown, Bostik and HPM equipment.

A spokesperson for the company says a major problem on any construction site is lost time, especially time lost to procure tools workers might need on short notice.

"With the launch of On-Site, Powerpac will help customers achieve their construction site deadlines and save time and money.

"Some metropolitan areas will be guaranteed a three-hour service from order placement to on-site delivery, and an express one-hour service will also be available.

On Site has its own sales personnel ready to carry out demonstrations and trials of specialist equipment," the spokesperson says.

Products available through the On-Site service are



The 100-page catalogue that lists the products available through Powerpac's new On-Site service.

listed in a comprehensive new 100-page colour catalogue.

In addition, On-Site hires out equipment such as galvanised temporary fencing panels with anti-climb mesh infill and high visibility rubber feet. The panels

are easy to move and comply with AS4887.

The operation also offers a range of products for the construction industry not seen before in New Zealand, such as high-visibility waratahs. To order the catalogue, call 0800 235 789.

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# Challenges ahead says Canadian energy efficiency expert

Canada 20 years ahead of New Zealand in terms of building energy efficient homes

**N**ew Zealand homes need improved levels of insulation and ventilation, according to Canadian energy efficiency building expert Bill Crist.

Mr Crist spoke with representatives from the construction industry recently about Canada's "painful learning curve" in legislating and implementing energy efficient homes, and how this knowledge can benefit and assist New Zealand's building practices.

The New Zealand Government is currently reviewing its building code. In May this year Building and Construction Minister Clayton Cosgrove announced a group of proposals around energy efficiency as part of the Government's programme to:

- reduce the amount of energy required to heat new homes,
- to heat water in new and existing homes, and
- to light, heat, ventilate and air condition commercial buildings.

He called for best thinking from the sector to move it forward.

Canada is 20 years ahead of New Zealand in terms of building energy efficient homes. Mr Crist has been



Energy efficiency expert Bill Crist

active in energy efficient house design and construction for more than 20 years, having built the first R-2000 home in Calgary.

R-2000 homes are the most energy efficient and environmentally responsible new homes on the market, and every R-2000 home is certified by the Canadian Government.

After visiting a number of Auckland homes, Mr Crist observed that, in general, houses in this country have a very low level of insulation and poor ventilation.

New Zealand's heating systems are generally focused on the main living rooms, shutting off other rooms to often drop to freezing temperatures. Not circulating air and heat within homes leads to condensation, bacteria and mould, ultimately affecting people's health, Mr Crist says.

He was surprised at how many homes rely on "unvented combustible appliances" — for example, gas heaters which cause excess moisture and toxic fumes in an enclosed space, again affecting New Zealanders' health.

## Many opportunities to learn

"With the current and ongoing focus on sustainable fuels and energy efficiency, New Zealand has many opportunities to learn from other countries such as Canada to improve its building standards.

"Canada had a painful learning curve through the 70s and 80s, with the cost of heating being the major incentive to improve ventilation systems in house design and construction."

Mr Crist was hosted in New Zealand by HRV, as part of the company's commitment to raise standards and the awareness and benefits of creating energy efficient homes for New Zealand home owners.



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# Setting the standard

Inspectors from national property inspection company Realsure Ltd have become the first in New Zealand to receive the newly created Building Surveyors Accreditation, as part of the industry drive to ensure home buyers can have confidence in the quality of house inspections they receive.

The Accredited Building Surveyors Programme was developed by the Building Officials Institute of New Zealand and a special interest group made up of inspection and surveying industry professionals to protect home buyers and sellers.

The new programme ensures accredited inspectors have the knowledge, ethics and experience to conduct their jobs to the highest possible inspection standards.

Realsure director Bruce Symon, who was also involved in developing the programme, says having all of their inspectors accredited will allow their business to provide the highest standards of service.

"There are many in the industry who do not currently

have the right training and qualifications to do the job properly, and there is no way for home buyers to know this.

"We want to be able to provide the consumer with the best possible options when choosing an inspector," Mr Symon says.

## Accreditation card

Inspectors will carry an accreditation card that demonstrates their commitment to the highest standard of work ethic and a dedication to professional improvement that is hoped will lift the profile and image of the profession in New Zealand.

Building Officials Institute of New Zealand chief executive Len Clapham says the programme will undertake assessment, training and development for the profession, including auditing.

"The accreditation process will be a structured method of evaluating the competency of building surveyors to undertake pre-purchase and pre-sale surveys, safe and

sanitary reports, investigation inspections, quality assurance inspections, council building record inspections, maintenance inspections and sampling of lead and asbestos," Mr Chapman says.

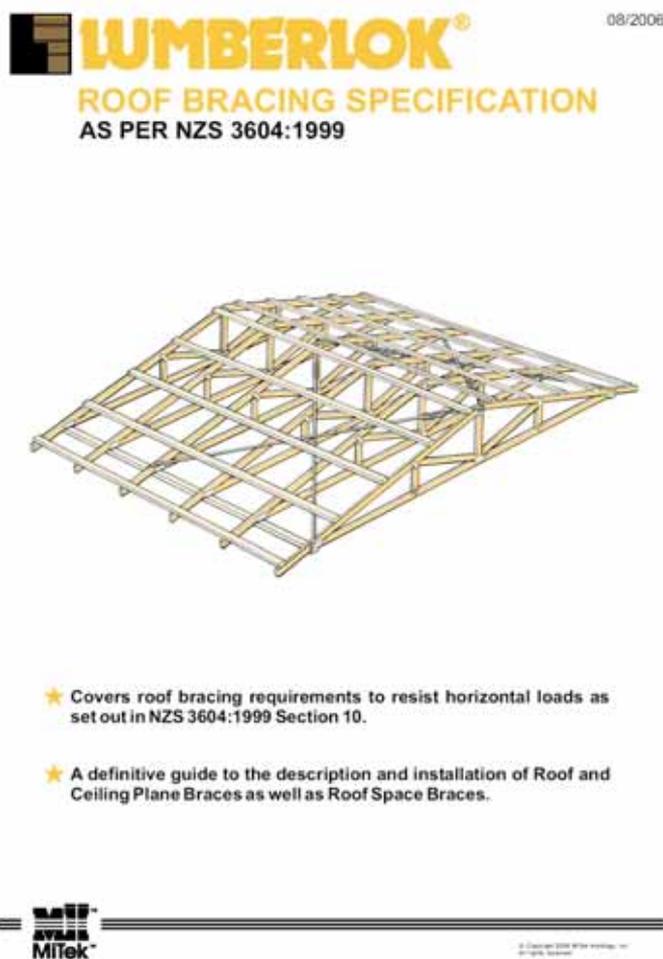
"The move to achieve a higher standard of professionalism and service will result in another measure of protection for the consumer, and is an exciting initiative for improvement in the industry."

## Encourage confidence

Mr Symon is hopeful the programme will encourage the confidence of home buyers and sellers in the property inspection process.

"Ever since we started out in this industry we have been trying to lift the standards of property inspections.

"We have seen the results of negligent property inspections and believe that this programme is one step further towards eliminating the cowboys," he says.



## LUMBERLOK simplifies roof bracing

LUMBERLOK from MiTek has produced a definitive guide to the description and installation of Roof and Ceiling Plane Braces as well as Roof Space Braces.

The LUMBERLOK guide covers roof bracing requirements to resist horizontal loads as set out in NZS 3604:1999 Section 10 and will prove a handy reference for specifiers and builders alike.

The Building Act 2004 focuses attention on the documentation required for a building consent. As a result bracing and fixing details take on an extra importance at building inspection time when the need for the specified use of strip brace is increasing.

The LUMBERLOK four page guide covers Roof Bracing rules for both fully trussed and framed roofs with hip and gable definitions. A selection flow chart for Roof Plane and Space Brace requirements is included together with installation details.

LUMBERLOK Strip Brace is available through leading builders hardware stores and GANG-NAIL Truss Fabricators.

Download a PDF of the guide at:  
[www.mitek.nz.co.nz](http://www.mitek.nz.co.nz)

# A Revolutionary New Industry Innovation



**BoardWalk** is a Modular Platform System designed to provide safety and protection over a wide range of applications. Initially its use has been for low pitch roofing where access is required for maintenance to roof-top plant and machinery. The product is seeing increased use as temporary flooring over wet or unstable areas, and for outdoor shows and displays.



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Developed by NCB (Sourcing for builders) Ltd, E Source was successfully trialled amongst a group of builders before launching this innovative product.

Innovation is what NCB is all about — having established the only virtual one-stop shop for building

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From one central location, NCB sources locally and globally, direct from suppliers and manufacturers, for delivery straight to the building site.

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There are no retail store or yard overheads, stockholding or storage costs to support, so NCB clients benefit from reduced costs and the increased investment NCB is able to make in experienced staff, improved logistics and innovative technology.

Operating as a Fletcher Distribution joint venture company, this partnership also brings the strength and buying power of Fletchers together with the

entrepreneurial skills, vision and passion of NCB's founding directors.

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E Source is extremely easy to use, does not require any new software, and is available 24 hours a day, 7 days a week, on your PC or laptop.

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Brochures and application forms are available from the Student Association office so get your landlord to apply before it's too late!

For further details visit [www.ecoinsulation.co.nz](http://www.ecoinsulation.co.nz), or call 09 477 0270.

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# Eco company wins top business award

Former teachers 'living off the sheep's back!'

**F**ormer teachers Greg and Sue Sweeney may be forgiven for feeling they are living off the sheep's back after their wool-based building insulation company won a coveted business award and an environment trophy recently.

Their 10-year-old firm, Eco Insulation, has taken out the Westpac Supreme Business Excellence Award in the 10th Anniversary Westpac Enterprise North Shore Business Excellence Awards. On the way, they also picked up the Smales Farm Excellence in Environmental Management Award.

Not bad for a business that started from their dining room and struggled for its first couple of years, forcing Greg back to the classroom until insulation sales reached a point where the company could afford to support them.

Eco Insulation is now in a strong growth phase, having recently expanded to larger premises in Albany, Auckland, to accommodate growing staff numbers — 72 in the Auckland region and 90 nationwide — and an increasing product range, as sales build throughout New Zealand and exports take off.

It's a good feeling, according to Mr Sweeney, especially as the company is built upon sound environmental principles right from the manufacturing of the product to delivery and support, which gives Eco Insulation a competitive advantage.

With global warming putting the environment high on many business agendas, the timing of their win couldn't be more perfect for Eco Insulation.

This fact wasn't lost on the judges, who commented that Eco Insulation may well represent the "ultimate environmental business" since it uses a waste product (albeit very high quality) to make the rolls of natural insulation material.

It then cares sufficiently to put in programmes to minimise transporting orders to customers, and encourages staff to cut waste and adopt low energy use.

Eco Insulation has developed a range of insulation products for use in home and commercial building.

This includes products for walls, floors and ceilings using excess fibre from the manufacture of quality wool carpets to provide a competitive and very effective means of insulating buildings to retain warmth in winter, keep them cool in summer, reduce dampness and also insulate for sound.

Natural virgin wool straight from the sheep's back is also used in some insulation products.

According to Greg, wool is ideal as building insulation material because it is a natural insulator, non-toxic, sustainable, recyclable, has superior insulation properties and draws moisture away from the living spaces, thus providing all-season comfort.

Greg got the idea when he and Sue purchased a small business that used a machine to blow loose wool fibre into lofts to form a bed of insulation above the ceiling.

But he found that it was not suitable for using in walls, so approached a textile manufacturer with the idea of turning the loose wool fibres into thick thermal blankets before launching the product in the late 1990s.

While there was a lot of interest, sales didn't exactly take off because it was priced higher than traditional insulation. Then he was approached by a carpet company to see if he was interested in using excess wool fibre from the manufacture of pure wool carpets, which helped to make the price more competitive. Eco Insulation was then on its way.

The company has invested in gaining quality appraisals with leading building industry organisations, and it has forged relationships with Housing New Zealand, several local authorities and the Energy Efficiency and Conservation Authority to further its business, supplying insulation for retro-fitting to thousands of homes around the country.

To date, Eco Insulation has supplied insulation to more than 12,000 homes nationwide, including 7000 Housing New Zealand homes alone, saving many millions of kilowatt hours of energy.

The way the company is set up is quite unconventional — being a manufacturer, distributor, retailer and installer, with associates based at strategic points throughout the country.

The business and management systems used by Eco Insulation are based around sustainability and triple line performance — the bottom lines being environmental, economic and social.

As the company has grown, management have honed the environmental message and instilled it through the company. A delivery programme has been designed to combine trips where possible and reduce unnecessary transport.

A franchise sales system has been set up with the idea that local sales are made by local people, which minimises travel as well as making good business sense.

The message is even spreading overseas, with Eco Insulation having broken into the home insulation market in Ireland and, more recently, Japan. A new general manager has been appointed to run the day-to-day business, with Sue still running the office, while Greg now focuses on new markets, with Japan high on the list.

The company is also diversifying into other energy-efficient products, such as solar heating, heat pumps and low energy lighting systems, building further on its environmental programme.

And it is intensifying its commitment to the development and fostering of sustainable products and practices through such things as the Enviro-Mark programme, and by being active members of the Sustainable Business Network and the New Zealand Green Building Council.



Eco Insulation founders Sue and Greg Sweeney (centre), flanked by Enterprise North Shore chairman Ian Watson (left) and Westpac CEO Brad Cooper (right).

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and manufactured materials, the increased use of wood is naturally far better for the environment.

It stands to reason that the more wood we use, the more trees we'll need, and the more trees we plant, the more carbon dioxide will be absorbed.

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For more information on this amazing and infinitely versatile product visit [www.nzwood.co.nz](http://www.nzwood.co.nz)



NPR311FEL

# Falcon with fun factor

By Building Today  
Motoring Correspondent

**W**hile we wait with bated breath for the next incarnation of the Ford Falcon (little birds tell us some time next year), perhaps now is a good time to revisit the XR8 ute.

Despite all the fuss about dwindling fuel reserves and the availability of a turbocharged 6 cylinder engine for the Falcon ute, the V8 is still a highly desirable engine and the XR8 still a highly desirable vehicle. Why?

You can point to the generous tray — 1818mm long, 1154mm wide and 410mm deep and, yes, the XR8 has good towing capacity (2300kg for an automatic with heavy duty towbar and load levelling kit, 1600kg without) and, yes, you can stuff things into the cabin behind the bucket seats if you really have to, but there's more to it than that.

There are the 5.4-litre, V8's 260kW and 500Nm peak power and torque ratings. Combine these figures with the slick ZF 6-speed auto with clutch-less manual sports shift as well as traction control, and the Falcon easily offers bark and bite at the same time. But there's even more to it than that.

## Sophisticated sports suspension

There's the sophisticated sports suspension which turns the load lugger into a hot handler with some serious carrying capacity — but there's even more to it than that.

As to specification, the XR8 boasts an impressive array of driver comforts and conveniences such as cruise control, dual airbags, remote central locking, Smartshield security system, a restraint control module, and adjustable lumbar support for driver and passenger. But there's even more to it than that.

The X-factor of the XR8 is its visual appeal. And this is a visually appealing vehicle.

It sits low on the road and has that awe-inspiring bonnet bulge which, when you see it approaching in your rear vision mirror, good sense should tell you to move left. The fact you can barely see the driver behind that bulge should give you even more encouragement.

However, the bonnet bulge is not merely there for show. It is actually a critical element of the XR8's design, as it was the only way Ford's design teams

could get the powerhouse Barra engine into the car!

But you have to look at the XR8 Falcon for what it is — an aspirational ute. This is a vehicle that sends a message through its design and presence.

For the target market — namely the trade — an XR8 lets all and sundry know that your business is in good shape and, furthermore, it still has your hand on the tiller.

You could have bought anything, but you actually bought a good looking, powerhouse of a ute which is still able to carry the essential items of your trade.

At \$53,990, the XR8 is the top of the tree when it comes to the Falcon ute line-up.

But that \$53k buys you quite a statement about the health of your business and one heckuva fun vehicle to drive!

## The Mondeo is back!

**F**ord has launched the all-new, German-engineered Mondeo.

This has been hailed by Ford Europe as its most technically advanced car ever, and it will be on sale here very shortly with sedans starting from \$35,990.

For *Building Today* readers' interest especially, the wagon variant will be available with either a manual or automatic transmission and in one of only two specification levels, standard for the wagon.

### Styling an important consideration

Styling is certainly an important consideration for the new Mondeo, but it takes a back seat to the safety specifications. All Mondeos now offer Dynamic Stability Control (DSC) and driver's knee airbag as standard.

Modifications to the outgoing model include a wider track, optimised front suspension, redesigned rear

suspension, isolated rear sub-frame and an optimised steering system.

Mondeo also comes to us in sedan or hatch — this last one with a new 2.3-litre Duratec, 4-cylinder petrol engine coupled to the new Durashift 6-speed automatic transmission with a Sport mode, or a 2.0-litre 4 cylinder petrol engine mated to a 5-speed manual.

Standard features for the hatch include 16-inch alloy wheels, dual zone climate control, a 6 stack CD player and an upgraded trim package.

Zetec hatches offer a Sports Pack which includes 17 inch alloy wheels, a sporty body kit and leather trim.

Ford New Zealand has launched an interactive Mondeo microsite on the [www.ford.co.nz](http://www.ford.co.nz) web site where customers can register for exclusive access to information about the new Mondeo, including pricing and specification details.

The wagon starts from \$37,490 for the manual and \$39,490 for the automatic.



Ford's all-new, German-engineered Mondeo.



Overseas model shown. New Zealand specification may differ.

## New Ford Ranger. Legendary Tough.

The new Ford Ranger boasts legendary power, thanks to its all new high-tech, high pressure common rail turbo diesel engines. The 3.0L diesel unleashes 115kW of power and 380Nm of torque. Just as impressive is the 2.5L diesel delivering plenty of torque and outstanding fuel economy. No matter which way you go, you'll be endowed with the muscle to carry a giant load. And with towing capacity up to 3,000kg\* Ranger is equal to the best in its class. Come face to face with a legend and visit your Ford Dealer today.

\*3.0L models only when fitted with a Genuine Ford heavy duty towpack.



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# Five Ds make dramatic difference

By Jenny Baker

**C**hristchurch-based company Flashman Flashing Systems Ltd recently launched the Flashman window and door flashing system.

The system, designed by co-directors Mike Anticich and Steve Hotton, is fabricated from extruded aluminium and fitted on site by approved Flashman installers.

## Rigorously tested

Mr Anticich says the system was rigorously tested in various weathertightness booths, and was recently issued with a BRANZ appraisal for use with a wide range of claddings.

In addition, it is the only full flashing system for doors and windows in the country.

"This virtually bullet-proof window and door flashing system simply will not allow water to enter and thereby cause damage around critical openings on residential or low-rise commercial buildings," he says.

The system was tested in 180km/h wind and rain, and was rated by BRANZ as suitable for Specific Engineered Design up to an Ultimate Limit State of 2.5Kpa.

The flashing suite comprises an external, heavy-duty aluminium sill, a combination cavity closure and head flashing with stop ends, a jamb flashing, and an internal window and door mitre soaker to catch any water from leaking windows and expel it to the exterior via the sill.

Mr Anticich says products in the Flashman stable are designed in accordance with the four principles of classic flashing design — deflection, drainage, drying and durability.

## Adding a fifth 'D'

"However, we've added a fifth D — 'do-ability'. It's vital to ensure that any flashing can be quickly and accurately fitted on site.

"We pay particular attention to junctions. We've found



*Flashman products are fabricated from extruded aluminium and fitted on site by Flashman installers.*

the only successful way of designing and fitting flashings was to make up full life-size models as they occur on site complete with the cladding system, and then test for weathertightness and ease of fitting," he says.

This focus on do-ability has been the cornerstone on which the company was built. Mr Anticich says in 2003 he and Mr Hotton were determined to solve leaking window junctions, which account for around 50% of leaks in leaky buildings.

"Hundreds of hours of practical research and model building have eventuated in a 'Rolls Royce' flashing system which is extremely cost competitive," Mr

Anticich says.

"In particular, we steered clear of sealant as first line of defence against leaks, as we believe it's often used inappropriately and incorrectly.

"We also focused 100% on deflecting the elements — then drainage, drying and durability largely take care of themselves," he says.

Research into new solutions continues.

The company also offers a 45mm slim line sill that complements the traditional 90mm sill. It is used with flat sheet exterior cladding to produce "an ultra modern-looking weathertight defence against the elements".

## Have your say!

Log on to BT's Forums page at  
[www.buildingtoday.co.nz](http://www.buildingtoday.co.nz)

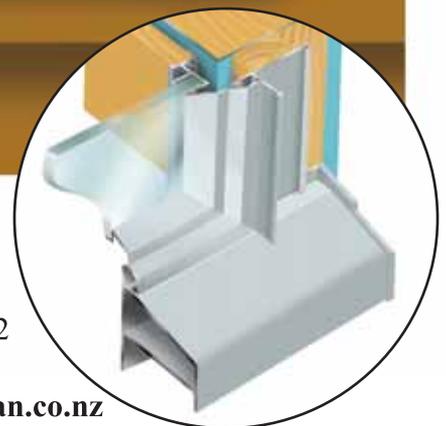
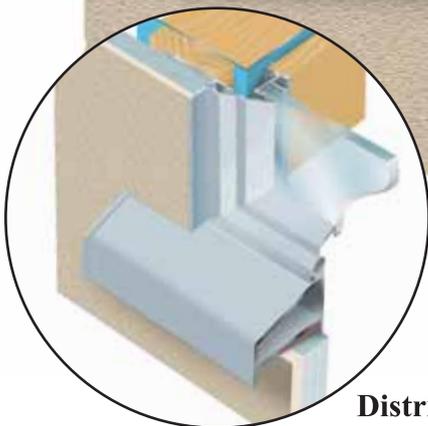
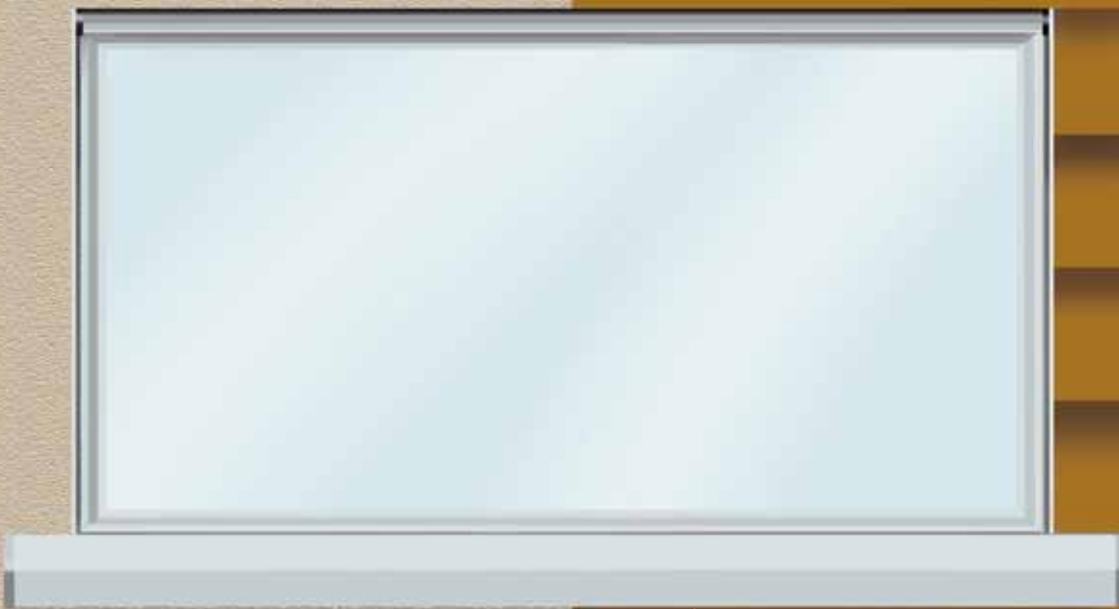
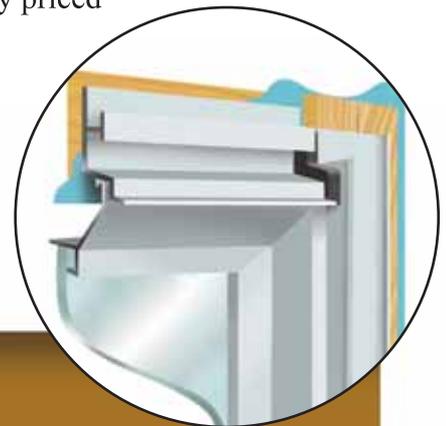
# Flashman. The “Rolls Royce” of weather tight flashing systems for doors and windows.

30 years of inspecting issues with leaking buildings inspired the design of the complete Flashman powder coated, extruded aluminium window and door flashing system. At least 50% of leaks occur at window and door openings largely due to product design and installation issues. The Flashman system includes the traditional principles of Deflection, Drainage, Drying and Durability with one added benefit-Do-ability.

#### The BRANZ approved Flashman system:

- Is compatible with a wide range of claddings
- Is engineered with precision
- Fitted by Flashman installers
- Designed for NZ weather extremes
- 15 year warranty
- Is competitively priced
- Made in NZ

Flashman systems are patented in Australasia, USA, Canada and Europe



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**Distributor Enquiry Contact: [Mike@flashman.co.nz](mailto:Mike@flashman.co.nz)**

# 10-year performance warranty for powder coating on aluminium joinery

**W**ith constant change comes constant improvement. In this instance, Interpon has developed a D1010 premium product performance warranty only offered by Fairview and Elite window and door manufacturers.

It covers the 40 most popular powder coat colours for these joinery brands.

What's the big deal about this warranty? There are two big benefits — first, it increases the time span for standard seven-year warranties to 10 years. This means the coating will not check or crack for this minimum period, and the colour won't fade.

The second is that it is suitable for commercial high rise and coastal environments where, traditionally, anodizing is recommended for coastal areas. Now with D1010, windows and doors within these areas can be powder coated, lowering costs and increasing the range of available colour options.

Interpon D1010 powder coatings are maintainable for an indefinite period under normal environmental conditions.

However, no one has yet invented the window or door that does not require some care and maintenance, so regular washing is still the key to smart looking windows and doors.





## Introducing the Evolution Suite



The Evolution Suite is a highly versatile, complete suite of aluminium windows and doors suitable for residential, architectural and low level commercial applications.

It has been expressly designed to utilise a concealed fixing system that does not require a timber liner which achieves a much more modern and clean internal finish to the windows and doors.

This Suite is the answer for those wanting to achieve a unique look and feel and point of difference to standard residential joinery. Ideal when not requiring the superior performance of the Aluminium Systems Architectural Series.



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## Wellington bypass named top 2007 project

The New Zealand Concrete Society has named the Wellington Inner City Bypass the supreme winner in its awards for the best in concrete design and construction, announced at the Society's gala conference dinner last month.

The bypass won both the overall Concrete Award and the Infrastructure Award in the biannual New Zealand Concrete Society Awards.

The judges commended the high quality, attractively detailed exposed concrete walls of the bypass trench, which reflect the density of the surrounding urban fabric and the underlying reasons for the bypass.

"People don't want motorways to exist, but like to use them — especially this Inner City Bypass," judges convenor Andrew Charleson says. "Here, travellers experience both the strength of construction and the physical constraints of the project location."

The project incorporates a wide variety of concrete construction methods and concrete elements, which the jury says have successfully overcome the design challenges of high seismic loads, significant ground water issues, poor ground conditions and a cramped construction zone.

"Consultant Opus International and contractor Fulton Hogan have delivered an infrastructure project of the highest quality in terms of design and execution."

Other winners included the innovative Woollaston Estates Winery in Nelson which won the Monte Craven Architectural Building Award. It featured a

vaulted concrete cellar and an innovative structure submerged into the land.

The McCallum House in Martinborough — a courtyard house designed to withstand extremes of weather and time, with concrete barrel vaulted roofs that were trucked over the Rimutakas — won the Residential Award.

The Landscape Award was won by the Christchurch City Council project, Peace Bell Pavilion, and the Technology Award was won by Transpower NZ Ltd's Upper South Island Grid Upgrade.

This involved strengthening the transmission line pylon foundations in what the jury described as "difficult and environmentally challenging conditions".

A Commendation for Holcim New Zealand's computer software (Optimised Concrete Sustainability) designed to aid the designers of sophisticated concrete mixes may see the impact of the 2007 Awards extending far into the future.

"The awards reflect the diversity of concrete use," New Zealand Concrete Society president Paul Wymer says.

"Concrete looks good and works hard — and as a sustainable material, its popularity is set to continue to grow."

The awards were judged by Andrew Charleson



(convenor), Paul Wymer and Sheldon Bruce (New Zealand Concrete Society), Ian Garrett (IPENZ), Rob Gaimster (Cement and Concrete Association of New Zealand) and Ian Athfield (New Zealand Institute of Architects).

• For more details see the **New Zealand Concrete Society Awards supplement** in this issue of *Building Today*.

## New sustainability initiative launched

Building and Construction minister Clayton Cosgrove has helped launch Concrete<sup>3</sup>, an initiative to raise awareness of the sustainable qualities of concrete.

Spearheaded by the Cement and Concrete Association of New Zealand (CCANZ), the initiative endorses concrete's contribution to New Zealand's sustainable development across all areas of economic, social and environmental endeavour.

"As New Zealand looks towards more sustainable solutions for the built environment, concrete's credentials guarantee its contribution will continue to be significant," CCANZ chief executive Patrick McGuire says.

"In short, concrete should be the building material of

choice for current as well as future generations."

To communicate the sustainable qualities of concrete and to further educate the construction industry in this regard, a booklet and web site [www.sustainableconcrete.org.nz](http://www.sustainableconcrete.org.nz) has been developed.

"Concrete is produced from readily available raw materials," CCANZ project manager Rob Gaimster says.

"It is durable, versatile and can be completely recycled. It also provides thermal efficiency, is fire resistant, has impressive acoustic performance and is integral to our infrastructure.

"Furthermore, major efficiencies and innovations have been achieved in the manufacture of cement and the production of concrete over the past decades, while the CO<sub>2</sub> absorption capabilities of concrete are beginning to be fully understood."

Concrete<sup>3</sup> aims to assist architects, engineers, policy makers, contractors and clients, as well as others involved with the design, construction and operation of buildings and infrastructure to make more informed choices.

"Concrete has played a major role in the development of a modern New Zealand, and we want to acknowledge this fact. At the same time we also want to highlight its potential for even greater use within the residential construction and roading sectors," Mr Gaimster says.

Ian Athfield, president of the New Zealand Institute of Architects and advocate of concrete in building design, was guest speaker at the launch of Concrete<sup>3</sup>, held at Te Papa in Wellington.

The event was attended by more than 60 construction industry representatives

# Speedy wall construction in all weather conditions

By Jenny Baker

**N**ot all walls are equal — some can be built twice as fast, in all weather conditions, while delivering all the strength and durability required by New Zealand's stringent building requirements.

This sounds like a job for Structural Formblock, according to W Stevenson & Sons Ltd building products technologist Ryan de Kock.

"The fastest way to lay blocks, Formblock lets you construct certain structural walls quickly, accurately and efficiently. It's a unique masonry system stacked with benefits," he says.

"Construction of a wall is around twice as fast as conventional blockwork for large, low-complexity walls, and can be done even when it rains or when blocks are wet," he says.

Mr De Kock says Formblock is ideally suited for sizable, simple walls that need to be constructed quickly, such as inter-tenancy, retaining, basement and boundary walls, and a competitive alternative to precast and timber frame construction.

Conventional mortar is used only to level the first course, so subsequent courses can be laid in all weather conditions.

A Formblock wall is designed the same as a standard block wall, except for a slightly different starter bar layout.

The builder stacks the blocks and clips them together with a bridge in a stretcher bond pattern, places the steel rods, then fills the wall with a specially designed Stevenson Formfill concrete mix to maintain the system's performance.

He says as with standard masonry, the walls need control joints to reduce stresses that can cause cracking. In addition, Formblock nominal block sizes allow conventional blocks such as lintels and rebated blocks to be mortared into a Formblock wall.

This sizing also allows Formblock to be dovetailed into a conventional existing masonry wall.

Mr De Kock says a new area of masonry design which suits Formblock well is post-tensioning, a form of construction designed to improve structural



*A Formblock wall looks like any other, is as strong as any other, but is about twice as fast to build and can be constructed in all weather conditions.*



*The Stevenson Formfill concrete mix, used here to fill the blocks, was specially designed to maintain the system's performance.*



*Formblock blocks are clipped together with a plastic bridge in a stretcher bond pattern.*



*Steel rods in the stacked, clipped-together blocks.*

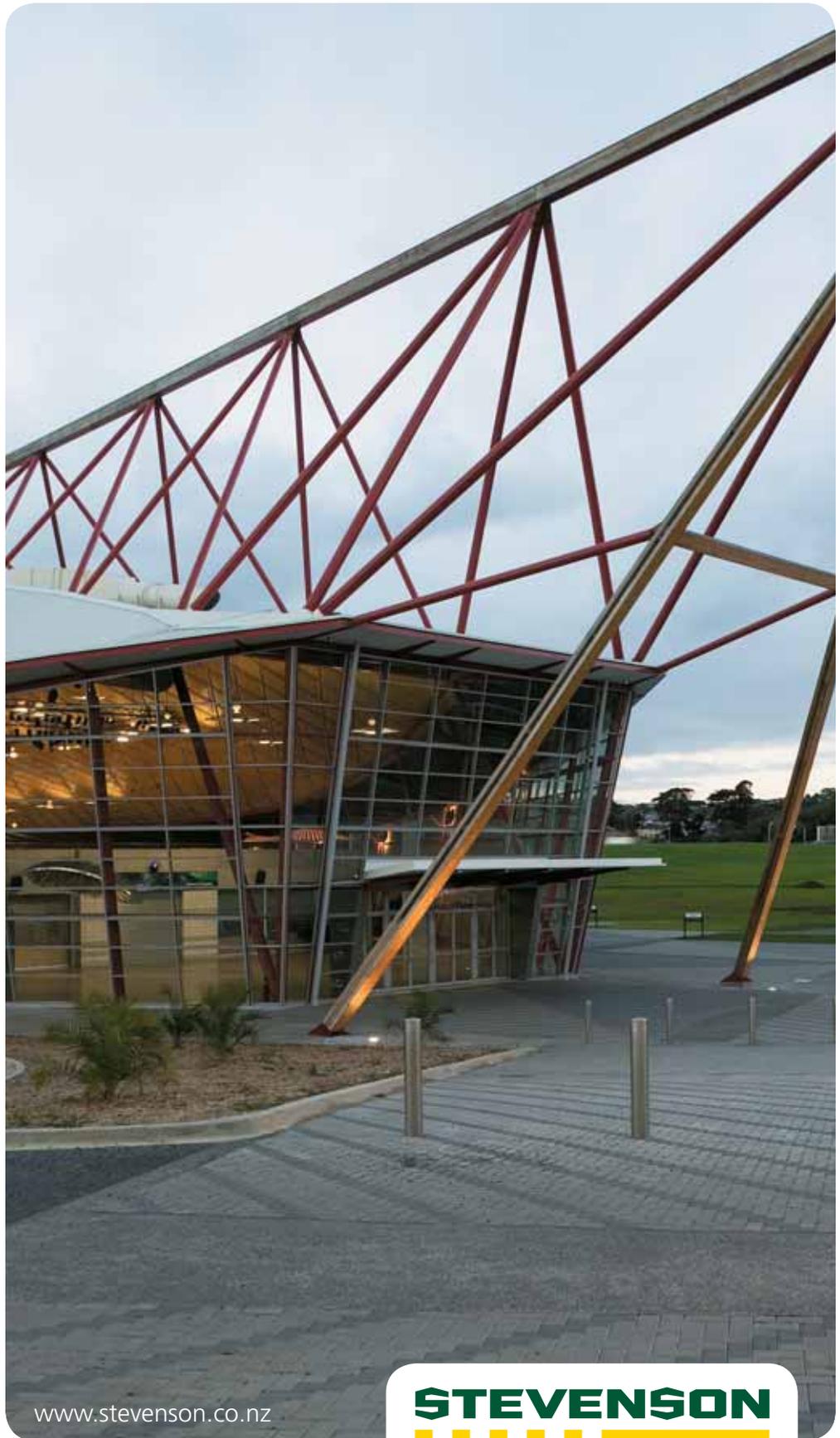
performance of walls for certain applications.

Stevensons DryBlock technology can be used simultaneously with Formblock as a made-to-order product to improve weatherproofing.

When the wall is ready, exterior surfaces can be plastered or clad, and interior surfaces lined, plastered or left exposed.

# Stylish outdoor ideas that give you the edge

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**STEVENSON**

# Freedom to design faster, with confidence

New software offers designers more flexibility, features

**D**esigners and users in the construction industry have been using Hilti anchors with confidence for some time now.

Hilti anchors are backed by thorough testing and an array of technical information to give the designer complete confidence.

As designs have become more elaborate, so Hilti has kept touch through innovative anchor design.

Unfortunately, according to Hilti, anchor software available to the designer has been unable to offer the same flexibility — until now.

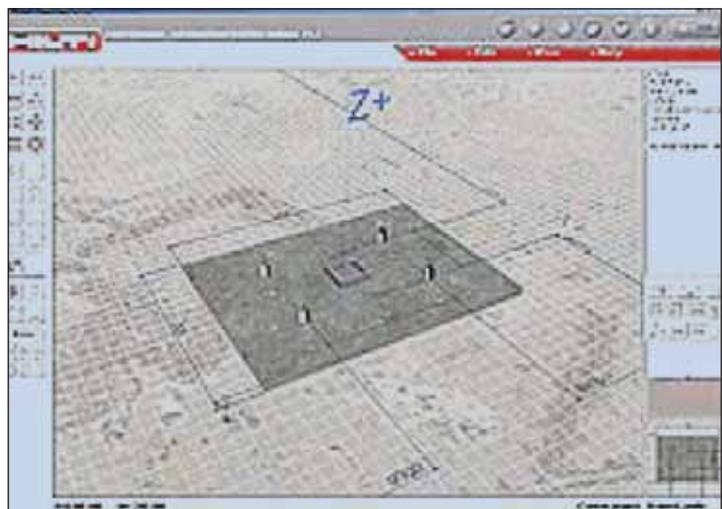
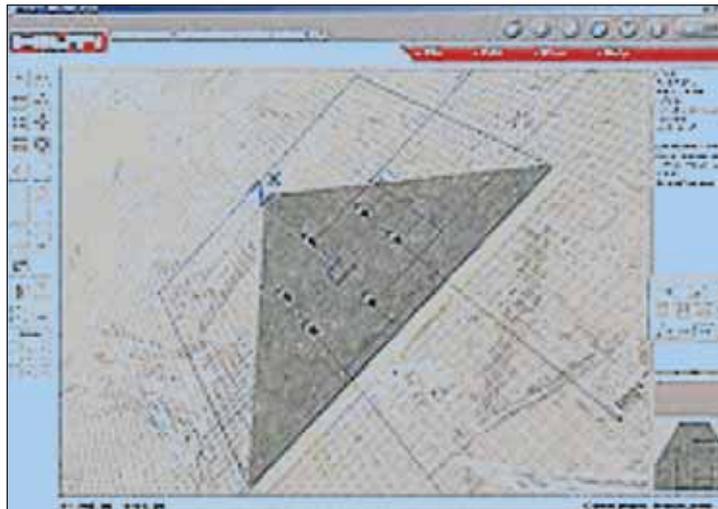
Profis Anchor Design software is fully interactive, completely flexible, and offers the designer a host of new features exclusive to Hilti.

Profis has been thoroughly tested to enable users to have complete confidence in the design and output. It also makes the job of anchor design simpler and faster, using many innovative features such as:

- Easy-to-use 3D interactive display,
- Change and modify designs at the touch of a button,
- Any shape of base-plate, any anchor combination,
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- Complete design information for the entire Hilti range,
- Produce workshop drawings, and
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# Cutting-edge solutions provided by concrete specialist

By Jenny Baker

**C**oncrete cutting, drilling and removal specialist Lowery Supa Cutters Ltd not only offers half century of experience in its field, but is also an acknowledged leader in health and safety, good environmental practice, innovative solutions and industry involvement.

The company, based in Auckland and Wellington, works in the residential, commercial, and civil construction markets. With around 20 operators in the field, sales representative Kail Watson says it is able to service each part of the market and maintain service timelines with customers.

"No project is too big or too small. We're committed to delivering successful results on time, every time. Whether it's completing expansion cuts on the foundation pad of your new dream home or cutting and drilling on construction sites, we have the people, tools and skills to meet all concrete cutting, drilling and removal requirements," he says.

According to Mr Watson, Lowery is frequently approached for competitive pricing. "We commonly win competitive jobs as we have the most complete range of equipment in New Zealand. We find by using the correct equipment, jobs are completed faster and more cost effectively, to the surprise of many customers.

"Coupled with a large team, Lowery is able to service all customer requirements," he says.

Mr Watson says Lowery is also the only concrete cutting and drilling company in New Zealand with Workplace Safe Management Practices Programme accreditation.

The company has a comprehensive Health and Safety Policy with ACC accreditation, is a member of SiteSafe, and field staff complete the New Zealand Concrete Sawing and Drilling Association's safety courses.

Its environmental policy, including a unique system it developed to dispose of concrete slurry safely, won it the North Shore City Council's Business Excellence Award in 2004 for Excellence in Environmental Management, and Platinum level Enviro-Smart achievement in 2006.

The company is committed to help grow the construction and concrete cutting and drilling sector, and is currently working with the BCITO and the construction industry to develop a NZQA National Certificate to recognise skills in the industry.

Lowery works daily in the greater Wellington and Auckland regions, as well as throughout New Zealand and in the Asia Pacific region on a project basis.



Lowery staff can drill holes in reinforced concrete as deep as 20m and greater than 2m in diameter.



According to Lowery, using the correct equipment makes jobs safer, faster, easier and more cost effective to complete.

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## New Zealand's largest solar water heating system installed at Springhill



**A**zzuro Solar has just finished commissioning a solar array of 36 evacuated tube collector panels for the roof of the new Springhill Corrections Facility, making it the single largest solar water heating system site in New Zealand.

The solar water heating system designed for Springhill Corrections Facility, south of Auckland, boasts 126sq m of compound parabolic concentrator solar collectors which are more than 3sq m each and provide a working collector area of 108sq m.

Azzuro Solar general manager Dana Darwin says the solar array will offset 41% of the water heating for one of the large accommodation blocks at the prison.

"In peak conditions, the solar water heating system at Springhill will generate 72 kilowatts of energy," he says.

Government spokesperson for energy efficiency and Greens co-leader Jeanette Fitzsimons says with climate change accelerating and energy prices rising, it makes sense to use the sun to heat prison water and reduce their carbon footprint.

"The Government promotes the uptake of solar water heating across public buildings, commercial buildings and residential houses as part of its commitment to sustainability," she says.

"We need trials like this of very large commercial systems, which are more complex than those for single family homes and can potentially save large amounts of energy.

"It is good to see government buildings leading the way in demonstrating larger systems, and I look forward to the monitoring results."

Department of Corrections energy manager Cees Ebskamp says the development of the new facility included a strong focus on sustainability and energy efficiency.

"As a government leader in the adoption of sustainability, the Department of Corrections took a "whole of life" approach to investing in energy efficiency technologies for this new prison, which could be in use for 100 years.

"The Department will be assessing the performance of the array on the Springhill site as we pursue the most efficient solutions to meet our energy needs," he says.

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# When speed and accuracy count

**W**hether you're drilling holes for wiring or plumbing, cutting out sinks or hobs, ripping out windows or noggs, DeWalt's 18 Volt XRP range will do the job faster every time.

The new XRP 18V drills provide end users with a 15% increase\* in speed of application versus the closest 18V competitor, an advantage that is most noticeable to contractors when completing applications that require large diameter bits such as self-feed and auger bits.

In order to obtain this speed of application advantage, DeWalt built each drill with a high power, high efficiency motor that delivers maximum performance in drilling and fastening applications.

DeWalt also made improvements to the transmission, allowing it to handle the increase in power from the new motor, clutch and switch. In addition, the new XRP drills have 10% longer run time\*\* than the previous line of XRP drills.

The XRP hammerdrills (DC925KC/KAT, DC935KC) come

with a 13mm self-tightening chuck unique to DeWalt drills. The innovative chuck system tightens throughout the application to prevent bits from slipping.

For improved performance and durability, the chuck is designed with debris vents that allow dust and debris to escape during use, which is particularly useful in overhead applications

The XRP drill/drivers (DC920KA, DC930KA) are equipped with a single sleeve axial locking chuck, which features a locking sleeve that slides back to lock the jaws of the chuck onto the bit.

This feature helps to prevent the sleeve from unlocking during high vibration applications, as well as during drilling applications performed in tight quarters where the sleeve rubs against objects.

Each hammerdrill/drill/driver in the new line has a patented 3-speed transmission that optimises the speed applied to each application, offering end users maximum performance for various applications.

For example, first speed is ideal for drilling large holes in wood using large diameter hole saws and auger/

self-feed bits. Second speed is ideal for use with spade/speed bits and screwdriving, while third speed is most commonly used for hammer drilling into concrete.

To provide maximum job site durability, DeWalt drills are built with a new switch, transmission and clutch, as well as an improved motor design.

Each of these features help the drills to withstand the most extreme job site environment conditions, and allow users to complete the most demanding applications.

\* Claim based on average speed of drilling 60mm self-feed bits in 6 x 2 timber and 22mm auger bits into (2) 4 x 2 timber. Average results based on six applications using six drills.

\*\* Claim based on average number of holes drilling 32mm hole saws in 20 gauge metal and 6mm x 25mm deep holes into concrete. Average results based on six applications using six drills.



## Innovative new latching door stop now on market

**M**iles Nelson's new 700SC latching door stop is the latest addition to its already extensive range of quality hardware products.

The Miles Nelson-registered design provides a hold back and quick release solution for latching back doors.

The foot release design and simple operation allow for use in commercial and residential applications.

The new door stop is made from zinc alloy and finished powder coat satin chrome, and is suitable for interior and exterior use.

The 700SC design allows for left and right hand door operation.



## Estimating made easy

**D**atabuild's software for builders has the solutions to help your business work smarter, not harder.

The Databuild software is an easy-to-use package developed over 30 years. Developed by people from the industry and customer feedback, Databuild continues to be the most popular product on the market.

The software gives users the ability to concentrate on what they do best — build quality homes.

Powerful estimating tools include question-based estimating, recipes, graphical take off and CAD import options. All included in the software, these tools are quick and simple to use.

"Databuild is comprehensive but entirely flexible, allowing us to tailor its functions to suit our procedures and requirements, and is a powerful tool in the management of a successful business in this industry," according to David Reid Homes (Tasman) quantity surveyor Simon Reeve.

Databuild software is used nationwide by David Reid Homes and many other quality builders, including sole traders through to nationally franchised companies to assist in managing their business.

Back costing is replaced with "Live Costing" in Databuild. This helps businesses take a tighter control of their margins and to find problems when they are still in a position to do something about it, not at the end of the job.

This provides the user with up-to-the-minute job costing reports, capturing overruns and variations to help ensure profit is maintained on all jobs.

The accounting functions are in-built into the package and, as a job-based accounting package, it is much more powerful than generic accounting packages not specifically designed for the industry.

Databuild has permanent staff in New Zealand and a nationwide network of consultants providing localised support. This ensures customers get the assistance they need when they need it.

The support services are staffed by trained experts in the field who can step you through all queries. Detailed support material is available and regular training is offered, as well as on-site, phone, email and web-based support.

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# Cladding inspired by nature

**D**iamond has recently introduced two new metal wall cladding profiles spawned from the beauty of nature, Sahara and Pacific.

Both of these contemporary profiles provide an eminent appearance that sets them apart from any other on the market.

Sahara, with its bold curved ribs and narrow pans spanning like the sand dunes of its desert's namesake, provides a soft distinguished look unmatched by any of its wall cladding alternatives.

Pacific gives a stark contrast to this, providing a sharper, more definitive look with its fine ribs and broad pans, reminiscent of the peaks and troughs of the world's largest ocean.

These profiles can be used to clad a whole house, or in conjunction with other cladding materials, to create stunning feature walls that catch the eye and create the desired, differentiated appearance for your house.

Sahara and Pacific wall cladding profiles are available in plain or pre-painted steel and aluminium, and they use the same paint system and materials as Dimond's roof, fascia, spouting and downpipe products, allowing for ease of matching or contrasting these profiles with existing products.

Provided the correct material and coating is used for the specific site environment, both profiles are backed by a 15-year warranty.

Sahara and Pacific provide the best of both worlds,



*Above: The Sahara wall cladding profile.*

*Right: The Pacific profile.*



giving the cost effectiveness and flexibility of metal wall cladding with a fresh cutting-edge appearance.

Designed for residential and commercial use, Sahara and Pacific are available nationwide. For more information on these profiles contact 0800 DIMOND or visit [www.dimond.co.nz](http://www.dimond.co.nz).

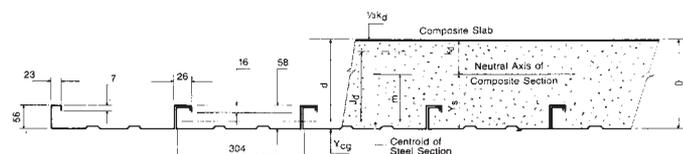


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Fig 1 TRAY-DEC 300 — NOTATION FOR COMPOSITE SLABS



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## Advice on hand for budding apprentices and prospective employers

**P**romoting careers in the construction industry and helping reduce the industry's skills shortages were key messages of the Building and Construction Industry Training Organisation's (BCITO) third annual Building Careers Week, held from September 10 to 16.

Building Careers Week featured a series of successful information evenings in major centres for school leavers and parents to learn more about building career options. Barbecue breakfast events were also held at nine hardware retailers nationwide to help tradespeople learn more about the BCITO apprenticeship system.

This year the BCITO in the Bay of Plenty region introduced BCITO Bus Trips, which were invitation-only events in Whakatane, Whitianga and Gisborne. Students were taken on a tour of local building projects to see first-hand what it's like to be a part of the industry.

A popular feature of Building Careers Week was the school Build-Ability Challenge, in which high school students involved in the BCITO's Elementary Construction Skills courses formed teams to construct a purpose-built rabbit hutch for local SPCA branches. This year, 18 teams from 16 schools throughout the country participated in the challenge.

Cambridge High School was named the 2007 Build-Ability Challenge champion, taking out top prize for their outstanding purpose-built rabbit hutch. Judges said the team presented an outstanding record of work with meticulous documentation of every step of the process, using photos, sketches and descriptions.

Taieri College in Mosgiel received a Highly Commended award for their entry which demonstrated an innovative design that was well recorded.

BCITO chief executive Ruma Karaitiana says the week has been one of the major drivers in boosting the uptake of building apprenticeships in the past couple of years.

"We've achieved some impressive growth in the number of apprentices training in the construction sector. But there's still a way to go in order to future proof the industry's demand for a highly skilled and professional workforce," Mr Karaitiana says.

"There are more than 9500 apprentices currently training with the BCITO, and more than 1000 people will achieve a national certificate this year, which is fantastic for the industry and the general public knowing there are more qualified people working on our building sites."



The Cambridge High School team present their winning Build-Ability Challenge entry to the Waikato SPCA.

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# FPB — brought to life!

**A**nother successful Auckland Home Show was held last month, with 50,000 plus visitors attending the show.

While Carters is trade focused, they understand that there are certain things they can do to help make building easier for their customers.

One of these things is to continue to educate consumers on the value of Future-Proof Building. This helps create pull-through so that customers come to the builder better educated about the beneficial effects of using premium products, with the final aim to deliver a better home now that'll be worth more in the future.

To help get this message across, Construction Marketing Services ran half hour seminars on FPB intermittently through the five days of the show.

These seminars were to whet the consumer's appetite regarding FPB, and attendees were armed with plenty of reading material to learn more about it and the partners involved.

For those that couldn't attend on the day but expressed interest in the seminars, further seminar dates will be organised.

Another interactive element to the stand was an exhibit with sliding doors controlled by a motion sensor.

Various sounds from everyday life such as mowing, car alarms and planes passing overhead were playing behind the doors in an enclosed space, but muffled by a noise control solution such as Pink Batts Silencer and GIB Noiseline.

When someone walked up to the display, the doors opened due to the motion sensor and the true volume of the sounds playing was revealed!

Two FPB partners contributed prizes to the stand so a competition was run to win a Homotech heat pump or an InSinkErator steaming hot water tap.

Once a stand visitor filled in an entry form, they (and their partner/family) were eligible for a free tape measure.

Congratulations go to winners Annette McIntosh of Papatoetoe who won the heat pump and Chris Whyte of Birkdale who won the steaming hot water tap.

For the third year in a row, Carters offered free espresso coffee on its stand to anyone that filled out an entry form. This proved to be an excellent drawcard for the stand, with queues extending out into the aisle at times!



**FUTURE-PROOF BUILDING**



The stand was a success as it delivered on its goal of educating consumers on the concept of Future-Proof Building. It also helped bring the FPB concept to life so consumers could see the relevance to their home maintenance, renovation or when starting from scratch to build a new home.

Carters would like to thank the FPB partners that took part in the stand, including Tasman Insulation, Winstone Wallboards, Homotech, Parex, Norman Ellison Carpets, Electrolux, DVS, Clearlite and a special thank you to CMS for helping man the stand and presenting the seminars.



# Why profitable businesses can go bust!

Sort four financial areas and get your cashflow back on track

By Sue Hirst  
Director, CAD Partners Pty Ltd

If a business is selling plenty of products or services and buying labour and parts at the right price how is it possible for it to go bust?

Cash is more often than not the reason why so many businesses fail. Profits can't be spent until they are collected.

Obviously it's important to sell at the right price and create the maximum amount of both gross profit and net profit. If you don't focus on collection though your business won't last very long.

Cash is the lifeblood of any business, and if it isn't flowing at the right place at the right time, this can cause real headaches for the business owner.

Getting cash into the right place at the right time means having it in your bank account for more of the time, and not that of others.

There are many places your cash can be other than in your bank account, such as:

- customers who haven't paid you yet,
- suppliers you have paid too quickly,
- stock — surplus or slow moving,
- work in progress — ie, work not invoiced,
- plant and equipment that could be leased, and
- excessive overheads.

Let's briefly discuss some of the above and how you could get the cash moving back into your bank account quickly.

Customers who owe you money are more important than those who don't! It's much easier to get money out of customers you have already sold to than new ones.

Many business owners feel uncomfortable about debt collection. If this is you, get someone else to do it.

It may seem expensive but it's much more expensive to have your cash funding other people's businesses.

To employ a part-time accounts receivables clerk could

cost as little as \$200 per day. If done properly it could put much more than that in working capital back into your bank account.

Suppliers often get paid too quickly. You've heard the term "the squeaky wheel gets the attention".

Many bookkeepers will get a cheque signed immediately for a demanding supplier or, worse still, as soon as the invoice comes in.

This can play havoc with your cashflow. You need to use up all of the available terms and negotiate better ones if you can. It can pay huge dividends to spend a bit of time investigating other suppliers and better payment terms.

Work in progress can be a real hiding place for cash. If you have hundreds of jobs on the go at once, it can be very hard to manage them all to a point where they can be invoiced.

It may seem strange to consider stock as cash but it is. Just think of it as \$50 bills piled up in your stock room. Do you have any methodology behind your stock purchasing? Many businesses buy when the sales representative calls in or if they get offered a discount.

You should buy stock when it suits you and your needs, not those of your supplier. Discounts can also be a big trap.

## Why are they discounting?

Ask yourself why are they discounting? Do they know something you don't? Is there a new product coming up that will supercede the existing one?

You need to measure the cost of having that stock sitting around sucking up your precious working capital against the discount being offered.

It may be tempting to swap cashflow for potential increased profits, but if it's going to cause you cashflow problems perhaps it's not worth it.

Work in progress can be a real hiding place for cash. If

you have hundreds of jobs on the go at once, it can be very hard to manage them all to a point where they can be invoiced.

There can be all kinds of hold ups, such as slow parts delivery, labour problems or getting access to job sites. If you are trying to do this manually, or in your head without any process, it can cause you real headaches and cashflow problems.

A simple job management system can save lots of headaches. With a computerised system you have all the information in one place about each and every job.

You will know what work you have done for whom, who worked on it and for how long. You will know what parts were used, as well as being able to compare what you quoted on the job to what actually occurred.

This puts you in a strong position to tighten up your quoting skills. One issue many contractors face is never quite knowing how much labour they are invoicing, compared to what they are paying for.

With a good job management system you can see this very quickly and clearly.

This puts you in a position to ask the question of labour hire: "What were you doing with the rest of the time?"

If you do a very quick estimate of how much money you have in outstanding customer debts, suppliers paid too quickly, excess or slow moving stock and work not invoiced, you may find it's worth spending a little time and money getting these four areas sorted out.

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# High Court conflict of authorities — Construction Contracts Act 2002 and statutory demands

**Tim Bates** of Auckland law firm Legal Vision reports on a recent CCA decision that makes the law uncertain regarding statutory demands.



It had been clear law following the decision of *Volcanic Investments Ltd v Dempsey & Wood Civil Contractors Ltd* that a set-off or counterclaim could not be used as a mode of setting aside a statutory demand made upon a company where the statutory demand was based on an unresponded to payment claim.

## Law uncertain

The recent decision of *Silverpoint International Ltd & Others v Wedding Earthmovers Ltd* now makes the law uncertain.

The facts of the recent case were as follows. Three

statutory demands were served by Wedding Earthmovers Ltd (WEL) on MPL, and one statutory demand was served upon FDL, PBL and SPL. The total amount sought was approximately \$1 million.

MPL applied to set aside its statutory demand on the basis that the amount claimed in it was subject to a genuine dispute. It said a substantial reduction needed to be made to reflect credits. It also said that, as regards invoices due and owing, it was entitled to apply these against debts owed to it by WEL, and debts owed by WEL to Favona.

PBL applied to set aside the statutory demand on the basis that WEL owed money to it, and that the invoice on which the statutory demand was based was mistakenly addressed to it rather than the correct recipient MPL.

SPL applied to set aside the statutory demand on the basis that WEL was obliged to wait for payment until the outcome of the proposed tender became known and, in the alternative, that SPL was a type of joint venture to which a number of entities made contributions either by supplying money or services for which they were not to be paid.

The court first of all considered the statutory demand served upon FDL. This sought the sum of \$102,399.65. It represented two payment claims that had been rendered for civil works carried out by WEL.

The court concluded that one of the invoices was enforceable because it amounted to a payment claim under the Construction Contracts Act 2002, and had not been responded to by way of a payment schedule.

It was claimed by FDL that the cost of remedying the defective drainage work was \$450,000, and this counterclaim neutralises any liability it had to WEL. The issue for the court to decide was whether WEL could invoke the provisions of s79 of the CCA to bar FDL from raising any counter-claim in response to the statutory demand.

FDL argued that the decision of *Volcanic Investments*

Ltd had been wrongly decided and that s79 could not be used to defeat an application to set aside a statutory demand on the basis of a genuine counterclaim/set-off.

The court concluded that the statutory demand process pursuant to the Companies Act 1993 was not a proceeding for the recovery of a debt for the purposes of s79 of the CCA.

The court held that it is a preliminary step that frequently accompanies a winding up proceeding — which itself may be intended to recover a debt.

However, the court went on to hold that liquidation proceedings are only the beginning of a process that may lead to part or entire satisfaction of a debt. They are not proceedings for the recovery of a debt for the purposes of s79 of the CCA.

## Conflicting High Court authority

The effect of this finding is to provide a conflicting High Court authority to the *Volcanic Investments* decision. It leaves the law uncertain and now means that where the recipient of a statutory demand raises a valid counterclaim or set-off in response to a statutory demand, then this may be sufficient to defeat the statutory demand. Only the Court of Appeal and/or Supreme Court can resolve this conflict of authorities.

In conclusion, the court ruled that the application to set aside the statutory demands of FDL, PBL and SIL was successful.

However, it ruled that the application of MPL was unsuccessful in that no reasonably arguable defence was available to it as regards the statutory demands.

In summary, parties owed money under construction contracts should now be very wary of issuing statutory demands against companies that have at all times in response to payment claims, argued that a set-off/counterclaim exists.

That is especially so where a documentary basis for a set-off/counterclaim has been produced.



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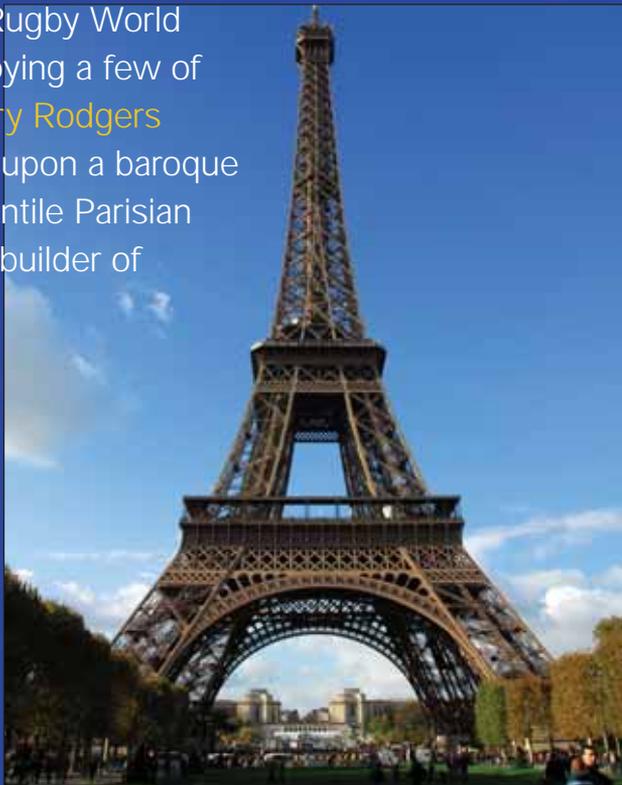
**Principal: Timothy Bates LLB (Hons)**

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# M. Eiffel's Eyesore

With the Rugby World Cup occupying a few of us, **Dr Kerry Rodgers** ruminates upon a baroque and mercantile Parisian fancy of a builder of machines



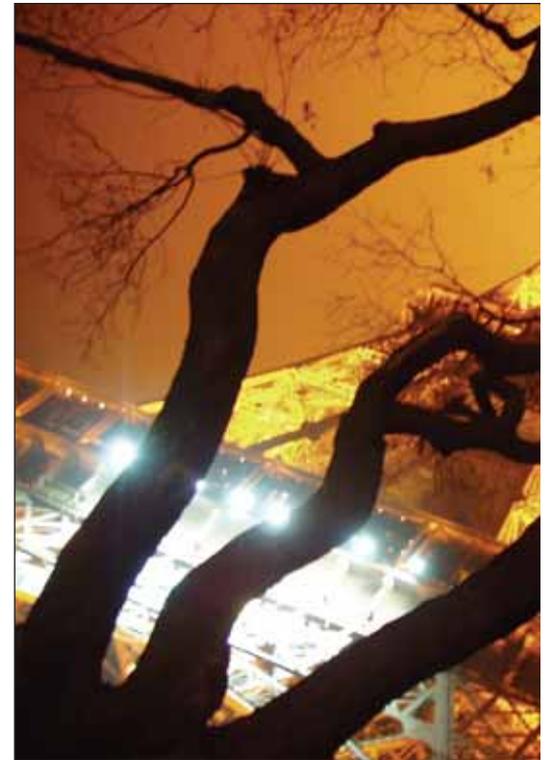
## Eiffel Eyefuls

Monsieur Eiffel's tower has starred in numerous movies, including 007's pursuit of May Day up the Eiffel and her parachuting off it from a height of 200 metres — a film chase to savour.

Other notable films include:

- Charles Crichton's *Lavender Hill Mob* (1950)
- Blake Edward's *The Great Race* (1965)
- Richard Lester's *Superman II* (1980)
- John Glen's *A View To Kill* (1985)
- Anthony Waller's *American Werewolf in Paris* (1988)
- Ron Howard's *Da Vinci Code* (2005)

And, of course, not forgetting *Sex in the City* — at least once.



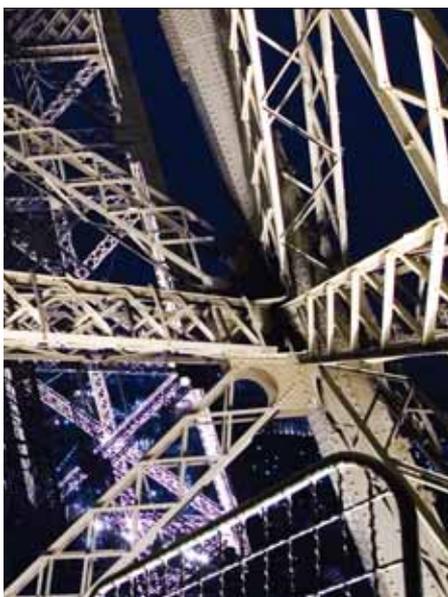
## Eiffel Stats

Construction:	1887-1889 (2 years, 2 months and 5 days)
Contractor:	Gustave Eiffel & Cie
Engineers:	Maurice Koechlin & Emile Nouguier
Architect:	Stephen Sauvestre
Workforce:	50 engineers/designers, 100 foundrymen, 121 construction workers
Materials:	18,038 pieces laminated iron 2,500,000 rivets
Weight:	Metal framework — 7300 tonnes Total — 10,100 tonnes Downward force on foundation — 4.5kg sq cm





Movement:	Wind — 60 to 70mm Heat — 180 mm
Base:	Square with 125m sides
Height:	• 1889 with flag (312.27m) • 1991 with antenna (317.96m) • 1994 with antenna (318.7m) • 2000 with antenna (324m) • Tallest building in world — 1889 to 1930
Steps:	1665
Paint:	50 tons per coat
Age:	118 years
Visitors:	To December 31, 2006 — 229,623,812



## Getting it up

In 1887 Gustave Eiffel got the nod from the Paris authorities to begin construction of his tower. It was intended as no more than the spectacular entry arch for the Exposition Universelle, a kinda world's fair marking the centenary of the French Revolution.

Eiffel had offered his novel design to Barcelona to grace their Universal Exposition of 1888. The Spaniards took just one look at the plans and said, "No way, José." It was too way-out. There was no precedent.

And so Eiffel offered it to the French. Even they were not all that enthusiastic, and a permit was issued to allow the structure to stand just 20 years. It had to be built to allow for easy demolition in 1909.

Eiffel's chief engineers, Emile Nouguier and Maurice Koechlin, had the idea for a very tall tower designed as a large pylon, consisting of four columns of lattice girders, separated at the base but meeting at the top.

The company simply extended the principle they had perfected and patented for bridge supports to allow the symbolic 1000 feet to be achieved.

All individual pieces were forged in Eiffel's factory outside Paris. Each was then used to prefabricate larger forms of about five metres across. On the site, bolts were replaced with heated rivets to ensure a tight fit.

The assembly used wooden scaffolding and small steam cranes mounted onto the tower. The greatest difficulty came in erecting and bonding the four main pillars at the first floor. These were raised at an angle from their 80m-spaced bases, and supported so as to meet with millimetre precision on 50 metres.

OSH would have been impressed. Despite the tower being an open-frame structure with only a couple of intermediate platforms, only one man died in the building, thanks to Eiffel's use of movable stagings, guard rails and screens.

As the tower rose and came to dominate the Paris skyline, it produced strong reactions in the populace. Its shape and style were unlike anything seen before.

The critics regarded it as an unacceptable eyesore. Some of the more articulate insults included:

- truly tragic street lamp,
- belfry skeleton,
- a half-built factory pipe,
- a carcass waiting to be fleshed out with freestone or brick,
- a funnel-shaped grill, and
- a hole-riddled suppository.

Novelist Guy de Maupassant despised it long and loathingly. When asked why he later lunched in its restaurant every day, he replied that it was the one place in Paris where he couldn't see it.

The curvature of its uprights blew many a French mind. Their shape was prescribed mathematically as offering the least possible wind resistance.

Construction took just five months for the foundations and 21 months to finish assembling the metal pieces. The tower was inaugurated on March 31, 1889, and opened on May 6 of that year.

Today it still stands, albeit without a permit! It is the most recognisable and most visited icon in the world.

And it was saved from demolition by the arrival of new-fangled wireless communication. The French found a need for a tall aerial, and the tower's 300 metre height proved ideal.

No doubt Rugby World Cup games are being broadcast from it now.

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. . . and to Albert Assink who has won the Alco Products Buddy 3 Ladder (right)



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## Tip 41. Surface finish expectations and lighting design

### Setting customer expectations

No sheet lining material or substrate has a surface that is perfectly flat and totally free of minor imperfections.

Often "reasonable expectation" and "attainability" are not the same.

Designers and builders must understand and explain to their customers the quality that can reasonably be expected from the chosen materials in each specific situation.

A reasonable expectation is that the surface, particularly with flush-stopped linings, appears flat.

### Installation and design

It is important to acknowledge that the fixing and, particularly, the stopping processes for plasterboard are manual processes.

Hence, it is quite normal for the finished joint of flush-stopped materials to be slightly raised above the surface of the sheets being joined.

By careful attention to the design and installation of the substrate, the linings, the applied finish and the

lighting conditions which impact on the linings' visual imperfections can be minimised.

The specified "level of finish" for each internal area

must be carefully chosen and agreed to best disguise these imperfections and to meet the owner's expectations.

### Gauging the final finish quality of a wall surface



NOT Recommended



Recommended

#### Checking for final finish quality

Applying a high wattage light at a very acute angle to the wall, say 20° or less, will highlight the smallest defect that would not be visible under normal lighting conditions.

As a suggestion, a more realistic test to locate surface imperfections would be to hold a medium wattage light at an angle of approximately 40° about 1.2 to 1.5 metres from the wall or ceiling and assessing the surface from that distance.

## Lighting design tips

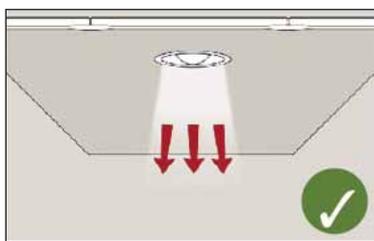


Fig 1

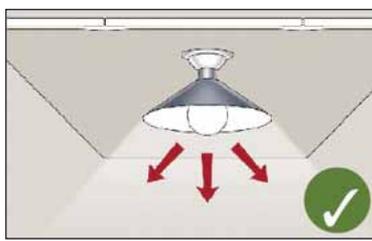


Fig 2

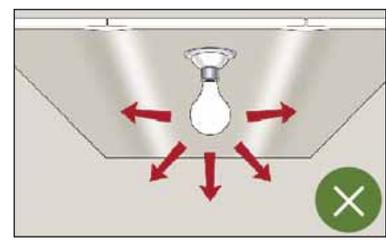


Fig 3

Recessed downlights (fig 1) and light shades (fig 2) can help enhance surface finish appearance, whereas surface-mounted lights without shades (fig 3) may accentuate small imperfections.

**A**void critical lighting (light striking a wall at a shallow angle). The greater the angle of light hitting a wall (ie, the closer to a right angle the light source is), the less obvious any imperfection will be. Use light shades or recessed downlights, and position windows away from the edges of walls and ceilings, or use shades. Avoid spot lighting or wall-mounted uplighting, or be careful about where these lights are directed and the angle at which they hit a surface.



Avoid positioning windows hard up against the end of a wall or ceiling.



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