

# BUILDING TODAY

THE OFFICIAL MAGAZINE OF THE REGISTERED MASTER BUILDERS ASSOCIATION



VOLUME 24 NUMBER 11

NOVEMBER 2014

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INSIDE:  
HOUSE OF THE  
YEAR 2014:  
RESULTS,  
IMAGES AND  
COMMENT

REGISTERED MASTER BUILDERS  
**HOUSE  
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# BUILDING TODAY

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## FROM THE EDITOR

Acting chief executive Brendon Ward says it's about time we took a step back and took the time to celebrate success — whether it be related to organisational progress — as in the case of the RMBA — or an awards success.

Speaking of which, this issue carries all the results, images and comments from another RMB House of the Year competition which again brought together and highlighted the prodigious home building talents of the RMBA's members.

Also profiled in this issue is RMB Carters 2014 Apprentice of the Year winner Tom Southen from Christchurch.

And industry opinion columnist Mike Fox asks the question: Are you a "price provider" or a "solution provider"?

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1-year subscription: \$57.50

ISSN 1171-0225 (Print)

ISSN 1171-1264 (Online)

### PUBLISHER

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# Celebrating our successes!

## Chief's Chat

By Acting CEO Brendon Ward



Sometimes we get caught up in day-to-day business and don't take time to reflect on the successes we have — either the business achievements, the people we work with, or the accolades received. And, as 2014 comes to a close, this year has been a period of significant change and also successes.

In mid-October nine of the top apprentices from around the country gathered at The Cloud in Auckland to showcase their talent and passion for building.

Tom Southen from Canterbury took out the title of Registered Master Builders Apprentice of the Year 2014, but all nine finalists must celebrate and be celebrated as the future of our industry (see story, page 6). Even *Campbell Live* came to the party for a good news story!

In mid-November builders of 100 of the best homes from across the country converged on Auckland for the national 2014 House of the Year Awards gala dinner.

### Magnificent occasion

This is a magnificent occasion to celebrate the best our membership has to offer across a range of categories.

There is also ample opportunity to showcase and recognise all the other regional entrants

who won awards this year (see House of the Year coverage, pages 8-17).

From an organisational perspective, the RMBA is now extremely well placed for the future.

One of the big successes we've had recently is the appointment of David Kelly as chief executive.

Given David's previous role as Canterbury Rebuild & Recovery director at the Ministry of Business Innovation and Employment, and his previous roles in the Department of Building and Housing, this is a big coup for the industry and I'm really looking forward to working with David.

### Capable staff

There are also a bunch of new, very capable staff members at the RMBA who have either just celebrated, or are about to celebrate, their first anniversary at the organisation.

They complement our existing staff who are extremely eager to serve and support members to be the best builders possible.

The Residential Working Group and Commercial Working Group have both been re-energised. We're having good debate on some of the issues, challenges and opportunities in these areas.

Once there is a solid understanding of what they are, we will then prioritise these and start working on solutions that can be rolled out.

### Longest boom cycle in history?

The boom cycle we are in is projected to be a long one — possibly the longest in our history. Reports have forecast construction will be worth \$100 billion over the next three years.

This comes at a time when the Building Act is changing, new health and safety legislation is being introduced and Registered Master Builders is taking up the mantle to be even more relevant to you for revised contracts, updated guarantees, advocacy within government, updated and timely training, and targeted advice.

These are some of the things we are celebrating at the moment.

I hope in this boom period for construction that you're taking the time to celebrate your wins, whatever they might be — loyal and engaged staff, a supportive and encouraging boss, friendly and knowledgeable suppliers, reliable and proficient subbies, happy and content clients or just a good piece of work done well.

A simple "thank you" might be all it takes!

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# Best Practice Guides available to develop and maintain robust procedures

By RMBA president  
John Macdonald

This subject may have been written about a couple of times recently. But I think it is very important as in the past couple of weeks *Fair Go* has investigated building companies, and it seemed to me that the common themes were communication and the lack of good robust contracts and procedures.

As builders, we are dealing with the single most costly investment that owners will ever make, so we have a responsibility to make sure that every step of the process is as professional as possible.

There are plenty of guides to help you achieve this on the Registered Master Builders web site.

The first is the Master Builders contract. There are many variations of it to cover every type of building work that we do, and it is vital that this is the first step when starting a project.

The second would be to set up a programme, such as Microsoft Projects, if you haven't already done this at tendering time.

If you look in the Best Practice Guide on the RMBA web site there are some very good tips on how to go about this.

A detailed payment claim should accompany every invoice that the client receives. It is vital this contains any variations and additions to



the contact.

Something else to consider is to give the client a "cost-to-complete" with every payment claim.

## Up-to-date knowledge

This means you have made it quite clear what the cost to date is, so the client has up-to-date knowledge of where the project sits in their projected budget.

This cost-to-complete information, in my experience, avoids disputes over money at the end.

This continual updating of the financial progress of the build gives the client the opportunity to alter and update their projected

budget. Again, the Best Practice Guide has good examples of these.

From then on, as far as I am concerned, it is all about communication between the building team and the client.

With every dispute I have been involved with in my various roles at the RMBA, this has been the common theme.

Sometimes it is best just to sit back and think about the situation from the other person's point of view — how would you feel if it was happening to you?

## Best form of advertising

Just remember, building a home is a deeply personal and emotional journey for most people, and you want a happy outcome for everyone at the end — after all, this is your best form of advertising!

I hope this doesn't sound like a lecture, but it is disappointing to see the Registered Master Builders logo on *Fair Go*, as it affects all Master Builders.

As the demand for our services increases we need to ensure builders have great systems in place to help them in every situation.

So, if you are struggling with any of this, have a read of Ashley Hartley's Best Practice Guide that he has written to help every Master Builder with developing great systems.

# APPRENTICE

OF THE YEAR

BUILD AN EXCELLENT FUTURE

# Christchurch apprentice takes out title of 2014 Apprentice of the Year

**T**om Southen was "completely blown away" when his name was read out as the Registered Master Builders Carters 2014 Apprentice of the Year.

Entering the competition to see how he measured up against his peers, Tom never expected to win. He says the other national finalists were strong competitors, and the practical component was a real challenge.

"The practical was pretty nerve wracking. It took me a while to be able to block out the time pressures and the public watching, as well as the apprentices on either side of me," he says.

"There was an excellent group of guys in the final this year, and we just had no idea who was going to take out first place. The competition was a great opportunity to meet other apprentices at similar stages in their careers — we had a lot in common and definitely had a few laughs."

Tom is employed by Farmbuild in Christchurch, and has become a bit of an inspiration to other apprentices within the company.

"I'm one of four apprentices at Farmbuild, and none of us had ever entered the competition. After seeing how things work this year the other guys are pretty keen to have a go next year."

"My advice to them was 'nothing ventured, nothing gained' — you should jump on every opportunity you're offered. The competition is a great opportunity to test yourself and learn about your ability to cope under pressure."

Tom says he is looking to complete his apprenticeship within the next couple of months, and one day he would like to own his own company.

"I'm really happy at Farmbuild. Once I finish my apprenticeship I'd like to take on a project management role within the company," he says.



Registered Master Builders Carters 2014 Apprentice of the Year winner Tom Southen was "completely blown away" when the announcement was made.

"I'd also like to complete a management course or further my study with the \$5000 grant I got as part of my prize package. The future is looking pretty exciting!"

Apprentices, employers and young people aspiring to be a part of the construction industry are encouraged to join the Facebook page at [www.facebook.com/apprenticeoftheyear](http://www.facebook.com/apprenticeoftheyear), or follow us on Twitter — @AOY\_NZ.

For more information, visit [www.apprenticeoftheyear.co.nz](http://www.apprenticeoftheyear.co.nz).

Owned by the Registered Master Builders Association, the Apprentice of the Year competition is made possible thanks to principal sponsor Carters, the Building and Construction Industry Training Organisation (BCITO), and supporting sponsor the Ministry of Business, Innovation and Employment (MBIE).

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# NEW ZEALAND'S SUPREME HOMES

Auckland builder PSL Construction Limited has taken out the Supreme Award for the Registered Master Builders 2014 House of the Year at Saturday night's gala dinner in front of more than 500 guests from the building industry at the Langham Hotel in Auckland.

This year is the third time builder Phil Leach has been presented with the Supreme Award, also winning in 2009 and 2012. This year, he also received the sought-after Craftsmanship Award and the Westpac New Homes over \$2 million category for a home in Waipu, Northland.

The Supreme Award for the Registered Master Builders 2014 Renovation of the Year was awarded to Absolute Building Services Limited for the major renovation of a home in Devonport. The builder also received the Future-Proof Renovation Award over \$500,000.

The Supreme, Lifestyle and Category Award winning builders have been recognised as New Zealand's finest, displaying a high level of craftsmanship and exquisite attention to detail.

## House of the Year

The competition judges said PSL Construction's relentless attention to detail is well-complemented by the excellent standard of workmanship achieved throughout this well-designed home in Waipu, Northland.

"As you walk in the front entry, the hallway meanders down gentle ramps to beachfront views, passing a giant outdoor fireplace and chimney that protrudes into the hallway and incorporates a curved recess," judges said.

"A matching insitu concrete fireplace and chimney is also found in the main living space, together with timber floors and poplar plywood ceilings, all setting the scene for a home that has been meticulously built.

"This home is testament to this builder's construction ability. The high standard of workmanship and attention to detail PSL Construction has constantly achieved makes the business a worthy recipient of this year's Supreme Award," said the judges.

## Renovation of the Year

Absolute Building Services Limited's Supreme Award winning renovation in Devonport, Auckland, which also won the Future-Proof Building Renovation Award over \$500,000, impressed the judges who said this was a renovation of major proportions with numerous challenges for the builder.

## SUPREME AWARD FOR THE REGISTERED MASTER BUILDERS 2014 HOUSE OF THE YEAR



### PSL Construction Limited

FOR A HOME IN WAIPU, NORTHLAND

#### JUDGES CITATION

Situated close to the beach, this well-designed home gives the owners various living options with a guest wing, a separate bunk room with adjacent living, and a private bedroom retreat for the parents.

As you walk in the front entry, the hallway meanders down gentle ramps to beachfront views, passing a giant outdoor fireplace and chimney that protrudes into the hallway and incorporates a curved recess.

A matching insitu concrete fireplace and chimney is also found in the main living space, together with the timber floors and poplar plywood ceilings, all setting the scene for a home that has been meticulously built.

This home is testament to this builder's construction ability. The high standard of workmanship and attention to detail PSL Construction has constantly achieved makes it a worthy recipient of this year's Supreme Award.

# ANNOUNCED

REGISTERED MASTER BUILDERS  
**HOUSE  
OF THE YEAR**

"The builder was faced with a difficult building environment, with a steep site requiring scaffolding over 10 metres high, and a narrow shared drive providing the only access to the site," judges said.

"Structurally, everything except the garage, kitchen floor joists and lift shaft were removed. The kitchen was removed and placed in storage before being reinstated in the existing position. Clever cavity sliders allowed the entry foyer to be closed off from the large living area, and the balance of the home was incorporated into three levels.

"Indeed a home of exceptional quality, which combined with the high standard of associated finishes throughout, sees this remarkably executed renovation exhibiting an outstanding example of construction skills in all aspects.

"What has resulted can only be described as a beautifully functional modern home with faultless attention to detail, situated in a breath-taking area of Auckland's Stanley Bay."

Registered Master Builders Chief Executive Officer David Kelly says he is thrilled with the level of competition this year,

which reflects the high standards maintained by its members.

"I would like to congratulate all of this year's national award winners, in particular the builders presented with Supreme Awards – PSL Construction and Absolute Building Services," he says.

"Our goal is to encourage our members to take pride in what they do and strive to achieve excellence in their field, and we are incredibly proud to recognise and celebrate our members' achievements in this highly competitive environment."

All Supreme, Lifestyle and Category Award winners were selected from 100 Gold Reserve National Finalists, which were each involved throughout the 11 regional competitions held throughout New Zealand during July and August.

The Awards are made possible through the support of PlaceMakers, James Hardie, GIB, Nulook, Ministry of Business, Innovation and Employment, Future-Proof Building, Carters, ITM, Plumbing World, Resene, Master Build Services and Westpac.

**For more information about the competition, visit the Registered Master Builders website [www.masterbuilder.org.nz](http://www.masterbuilder.org.nz).**

## SUPREME AWARD FOR THE REGISTERED MASTER BUILDERS 2014 RENOVATION OF THE YEAR

### Absolute Building Services Limited

FOR A RENOVATION IN DEVONPORT, AUCKLAND

#### JUDGES CITATION

This was a renovation of major proportions with numerous challenges for the builders.

Structurally, everything except the garage, kitchen floor joists and lift shaft were removed. The builder was also faced with a difficult building environment, with a steep site requiring scaffolding over 10 metres high, and a narrow shared drive providing the only access to the site.

The kitchen was removed and placed in storage before being reinstated in the existing position. Clever cavity sliders allowed the entry foyer to be closed off from the large living area, and the balance of the home was incorporated into three levels.

Indeed a home of exceptional quality, which combined with the high standard of associated finishes throughout, sees this remarkably executed renovation exhibiting an outstanding example of construction skills in all aspects.

What has resulted can only be described as a beautifully functional modern home with faultless attention to detail, situated in a breath-taking area of Auckland's Stanley Bay.



## CRAFTSMANSHIP AWARD



### PSL Construction Limited

FOR A HOME IN WAIPO, NORTHLAND

#### JUDGES CITATION

The builder's relentless attention to detail is complemented by the excellent standard of workmanship he has achieved throughout the construction of this well-designed home.

Negative detailing around doors and floor to wall junctions, and the timber and plywood panelling, have all been completed with absolute precision – the hallmark of highly-skilled tradespeople and sound project management.

The beautiful poplar plywood ceiling, skirting and architrave detailing, two stunning insitu concrete fireplaces and timber floors all add to an exceptional quality build.

PSL Construction is a deserving winner of this year's Craftsmanship Award.

## MASTER BUILD SERVICES RENOVATION AWARD UP TO \$250,000



### Beach House Builders Limited

FOR A RENOVATION IN WHANGAMATA

#### JUDGES CITATION

As one of the original homes in Whangamata, the asbestos-clad two bedroom bach was stripped back to its bones on its journey to meet the dreams of the client.

Although the footprint of the existing home didn't increase, a modern holiday home was created, while still keeping the bach feel.

Cantilevered bunks and the marrying of the new solid timber T & G flooring in the lounge with that existing in the kitchen became part of the challenge.

Beach House Builders is a more than deserving winner of this category.



## ITM RENOVATION AWARD \$250,000 - \$500,000



### Breen Homes

FOR A RENOVATION IN ALEXANDRA, OTAGO

#### JUDGES CITATION

A 112m<sup>2</sup> extension, with vertical tray copper cladding, exterior joinery that is thermally broken, and schist all complement the Central Otago scenery.

A large amount of internal schist lines the media room, complete with a 'picture frame' window, as well as hallway walls and a large open fire.

Interior features include a large frameless glass cavity slider leading to the link, which separates the existing house from the extension.

Very well constructed and finished, this home extension is in harmony with the existing house with retention of character well-maintained – a job well done.

## FUTURE-PROOF BUILDING RENOVATION AWARD OVER \$500,000



### Absolute Building Services Limited

FOR A RENOVATION IN DEVONPORT, AUCKLAND

#### JUDGES CITATION

Remedial work commenced on this 380m<sup>2</sup> home with five bedrooms, three bathrooms and three separate living rooms that included upgraded foundations and new tanking around the lower level.

As a result of the builder's ingenuity and dedication to providing the best result for his clients, the homeowners now have an extremely well-built home that fully utilises the difficult site and surrounding views.

Careful design considerations and changes have made this home a comfortable and desirable place to live.



## MINISTRY OF BUSINESS, INNOVATION & EMPLOYMENT NEW HOMES UNDER \$250,000



### Redshaw Homes

FOR A HOME IN GREENMEADOWS, NAPIER

#### JUDGES CITATION

Building a home of this quality, including all the home comforts for its owners, is no easy task in this restricted price range.

This home has two bedrooms and two bathrooms, double garaging with internal access, and the main living areas are well complemented with an adjacent, fully-equipped kitchen and a north-facing outdoor living area.

The builder is to be congratulated for achieving such a good end result that is well balanced and suits the occupant's lifestyle.

## PLACEMAKERS NEW HOMES \$250,000 - \$350,000



### Fowler Homes (Manawatu) Limited

FOR A HOME IN FEILDING, MANAWATU

#### JUDGES CITATION

This is an interesting home that is tailored to suit the owners' requirements.

A separate bedroom wing for the master bedroom, ensuite and small office is well positioned to the rear of the main living areas, including a well-equipped kitchen enabling the remaining two bedrooms and bathroom to be shut off when not in use.

The builder has maintained a high standard throughout, with careful consideration given to the adjacent rural views and outdoor living spaces.

This is a home to sit back and enjoy for many years to come.



**PLACEMAKERS NEW HOMES**  
**\$350,000 - \$450,000**



**Inhaus Developments Limited**

FOR A HOME IN RICHMOND, NELSON

**JUDGES CITATION**

This 209m<sup>2</sup> linea clad home was built for clients who wanted a timeless, classic home with easy indoor-outdoor living.

Built using high-quality materials, including granite benches, American white oak flooring and generous skirtings and architraves, this three bedroom home offers cosy living and understated elegance.

The builder has produced a neat, high standard of finish to this home making it a pleasure to judge.

**JAMES HARDIE NEW HOMES**  
**\$450,000 - \$600,000**



**Harris Builders**

FOR A HOME IN ST ARNAUD

**JUDGES CITATION**

This family holiday home is situated on a sloping site overlooking Lake Rotoiti and exterior detailing with a major feature of Core 10 steel helps the home to merge seamlessly into the hill landscape.

The C shaped construction forms a sheltered courtyard, enabling the house to step up the hillside. The rear wing forms the children's division, while the front wing of the house, with featured cedar ceilings, includes the master bedroom and ensuite, powder room, a large laundry for drying skiing gear and an adjacent sauna.

Well-considered use of materials, along with a contemporary design, has generated a project needing a high degree of craftsmanship and the builder has met this challenge superbly.



## LIFESTYLE AWARDS



### OUTDOOR LIVING AWARD

**Metzger Builders Limited**

FOR A HOME IN DUVAUCHELLES, CANTERBURY

#### JUDGES CITATION

This home's dual, semi-enclosed outdoor living spaces are generous and well-positioned to capture the magnificent views this home has on offer.

With a louvered opening roof, exterior fireplace and barbecue facilities, coupled with generous swimming and spa pools, the home owner has many options for entertaining as well as protection from the elements.



### HEART OF THE HOME KITCHEN AWARD

**Metzger Builders Limited**

FOR A HOME IN DUVAUCHELLES, CANTERBURY

#### JUDGES CITATION

This beautifully crafted American Oak panelled kitchen, finished in high gloss is a standout. Black joinery is contrasted by the cream stone tops and tiles, and finished off with beautiful splashes of colour in fittings and splashbacks.

A large separate scullery serves the kitchen well and all the living and outdoor areas open out from this hub of the home.

A stand out feature is the centrally positioned tropical fish tank located above the cook top, so the owner can be entertained while preparing supper.



### PLUMBING WORLD BATHROOM EXCELLENCE AWARD

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**Trevor Ward Builders Limited**

FOR A HOME IN QUEENSTOWN

#### JUDGES CITATION

This exceptional master ensuite has been masterfully designed and the builder has produced a bathroom of outstanding quality.

The bathing area is set slightly aside from the main functional area of the bathroom and is set in an angular shaped section of the room, which incorporates a floor to ceiling window allowing vistas of Lake Wakatipu whilst bathing.

The wall of the shower into the master bedroom is clear glazed from floor to ceiling, allowing the occupant a view through the master bedroom to the lake and beyond.

This is a bathroom fit for a king in a superb location, and has been meticulously finished by highly skilled craftsmen.



### RESENE SUSTAINABLE HOME AWARD

 **Resene**  
the paint the professionals use

**Bella Homes**

FOR A HOME IN HIKURANGI, NORTHLAND

#### JUDGES CITATION

This home was designed to maximise the spectacular view and blend with the coastal landscape.

The entire home is clad with factory oiled vertical shiplap cedar and the ceilings to the upper level are lined with negative detailed plywood.

The incorporation of thermally broken joinery, tiled floors for thermal mass, highly specified insulation, LED lighting and a large bank of photovoltaic panels, with the solar battery bank in the basement level, means the power the home does not consume is fed back into the main grid.

Along with the above, the collection and storage of storm water and the environmentally approved wastewater system make this home very sustainable and close to being self-sufficient.

## NULOOK NEW HOMES \$600,000 - \$1 MILLION



### HAMR Home Building Contractors

FOR A HOME IN WHITIANGA

#### JUDGES CITATION

This stunning architecturally designed cedar and concrete block home takes a dominating position on top of Centennial Hill, carefully positioned between the established surrounding homes to allow views from almost every top floor room.

Living spaces surround three sides of the home and a roofed indoor/outdoor living room has a clever complex of cedar shutters and fixed louvre screens. This extends the indoor living spaces, giving a feeling of openness, whilst providing privacy from the close neighbours.

Two open log burning fires warm the indoor and outdoor living rooms, which reveal amazing views of Mercury Bay.

The builder has certainly been challenged with this project and he has proven equal to the task, providing a fine example of a high degree of workmanship.

## CARTERS NEW HOMES \$1 MILLION - \$2 MILLION



### Lost Craft Carpentry Company Limited

FOR A HOME IN ONETANGI, WAIHEKE ISLAND

#### JUDGES CITATION

Taking full advantage of the unobstructed views, the house has been designed primarily as a family residence, but also as luxury holiday accommodation.

The use of timber internally and externally means that with time and use the house would grow in character and fit in seamlessly to its surroundings. Each room truly maximises the outlook and meets the brief beautifully for a no fuss beach house that will only get better with time.

Drying off from a swim in the pool, before lounging on sun chairs or huge beanbags overlooking the sea creates the ultimate relaxing experience.

The difficulty of building on Waiheke Island and attention to detail has been met by the builder who has achieved a superb result.



## WESTPAC NEW HOMES OVER \$2 MILLION



### PSL Construction Limited

FOR A HOME IN WAIPU, NORTHLAND

#### JUDGES CITATION

This large home sits comfortably on a narrow, beach front site and the design has met the requirements of the owners perfectly.

A well-positioned, semi-enclosed outdoor living court has good access to the adjacent main living areas.

Clad in whitewash stained vertical cedar boards, together with the introduction of exposed structural steel beams, honed concrete block and a huge pivoting front door makes this home a standout.

## BUILDER'S OWN HOME AWARD

### Urban Homes

FOR A HOME IN TAMAHERE, HAMILTON

#### JUDGES CITATION

This modern home has been four years in the planning and the result is evident in this well thought out build.

The creative use of materials, including precast panels, exposed steel roof structures and dark stained vertical cedar cladding makes for a striking finish.

The double sided fire adds atmosphere to the two living rooms and the designer contemporary kitchen leads directly to the outdoor living area, which is made even more adaptable to the weather conditions with the installation of adjustable louvres.

This builder's own home has been very well planned and constructed, and finished with a high degree of quality workmanship.



## GIB SHOW HOME AWARD



### A J Saville Builder

FOR A HOME IN QUEENSTOWN

#### JUDGES CITATION

This 'Ski Barn' with an impressive entry foyer, featuring band sawn pine walls and cedar ceilings, has this home exuding cosy warmth and rural charm, perfectly created for that skiing holiday.

The superb two level timber home has been designed with a combination of sunrooms and verandahs to ensure maximum benefit is enjoyed all year round.

This is a home full of warmth and character that has been meticulously detailed, and has drawn the best out of the builder to achieve an impressive result.

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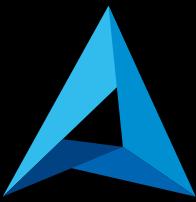
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## NEW ZEALAND COMMERCIAL PROJECT AWARDS

# Ninety-eight day stadium token of pride

The deadline of a Crusaders home game looming over them post the Christchurch earthquakes saw Hawkins Construction take on the task of building an 18,000 seat temporary stadium in just 98 days.

With a team of more than 400 workers on site and more than 180,000 man-hours, Hawkin's efforts were recognised as they took out the Industrial Category and won Gold in the 2014 New Zealand Commercial Project Awards.

Hawkins Construction South Island Ltd, along with project managers RCP, architects Populous and engineers CPG and Beca, worked together to ensure all work was carried out efficiently, effectively and safely.

Although the immovable completion date added significant pressure, project director Andrew Holmes of Hawkins Construction says careful planning and excellent teamwork ensured their objectives were met.

"The key thing is we had no time — so we had to be really careful with time management. But knowing that was a key risk, we mitigated it by close attention to programming and making sure everything was sequenced," Mr Holmes says.

"We also had to have robust daily contingency plans ready as well, just in case. The co-operative spirit between all partners pulled this project together. There was a great degree of trust at all levels which helped get us across the line."

The extensive planning involved a detailed day and night roster, critical in ensuring all necessary work was completed in the time allowed. These tasks included the construction of the structural steel framework, electrical work and concrete pours.

The concrete platform under the north and south stands was one of the largest single concrete pours ever in Christchurch, with 230 delivery trucks coming and going overnight.

Getting all the materials quickly was also a vital component in this timely project, requiring some innovative recycling and a "can-do" attitude from the team.

The lighting towers used were from Carisbrook Stadium in Dunedin, a number of components



such as food and beverage portacoms and seating were shipped from Auckland's Eden Park, and turf from the former AMI Stadium was reused.

"There were a number of components coming in from different places, so we adopted a recycling mentality which allowed us to morph them into something new which was pretty exciting," Mr Holmes says.

To all those involved, this project meant more than just a delivery of a building, but a testimony to the strength and resilience of Christchurch. Mr Holmes hopes the new AMI Stadium stands as a token of their pride.

"We managed to deliver it as a team because it was critical to meet the needs and aspirations of Christchurch. It was, for many people, the first bit of good news they'd had in a while.

"Project-wise, we achieved all our targets in terms of budget, time, quality and safety, and the people of Christchurch were grateful for it."

### Fast Facts:

- **Project:** Christchurch Temporary Stadium (AMI Stadium)
- **Project Team:** Hawkins Construction South Island Ltd, RCP, Populous, CPG, Beca
- **Client:** Christchurch Stadium Trust
- **Budget:** \$32 million
- **Stats:** 4500cu m of concrete used (approx)



# LBP SKILLS MAINTENANCE POINTS: WE'LL HELP YOU WITH THAT.

Keeping up with your LBP Skills Maintenance points quota is simple with PlaceMakers. We're running PlaceMakers Skills Maintenance Seminars around the country during the year and our magazine, Under Construction can also contribute to your points requirement. We know time is money, so spend your time wisely, join us for a Skills Maintenance seminar and sign up for your monthly copy of Under Construction.

## UPCOMING SEMINAR DATES

BRANCH	DATE	TIME
PlaceMakers Wairau Park	Thursday 20 November	7.00am-9.00am
PlaceMakers Nor-West/ Westgate & Helensville	Thursday 20 November	5.00pm-7.00pm
PlaceMakers Silverdale	Tuesday 25 November	7.00am-9.00am
PlaceMakers Mangawhai	Tuesday 25 November	5.00pm-7.00pm
PlaceMakers Whangarei	Wednesday 26 November	7.00am-9.00am
PlaceMakers Kerikeri	Wednesday 26 November	5.00pm-7.00pm
PlaceMakers Kaitaia	Thursday 27 November	7.00am-9.00am

Dates and times may change. Contact your local store for more information and to confirm session times.



# Keep your projects **cooler** with a Resene CoolColour™



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See the **Resene CoolColour brochure** or your local Resene ColorShop or Reseller staff for more information on how you can keep your client's projects cooler.



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## New Zealand BIM Handbook launched

A tool to help increase the use of Building Information Modelling (BIM) by New Zealand's construction industry was released recently.

The New Zealand BIM Handbook was launched by the Building and Construction Productivity Partnership at the Auckland Infrastructure and Procurement Forum attended by construction industry leaders.

BIM is the digital representation of the complete physical and functional characteristics of a built asset – everything from bridges to buildings. It involves creating a model with real life attributes within a computer and sharing that information to optimise the design, construction and operation of that asset.

The BIM Handbook was commissioned by the Productivity Partnership and produced by the BIM Acceleration Committee, a voluntary industry and government body, with extensive industry input and the support of BRANZ.

"We believe BIM is a potential game changer in terms of lifting the performance of New Zealand's building and construction sector," Productivity Partnership manager Chris Kane says.

"Overseas experience shows that using BIM on construction projects can result in significant productivity gains. BIM puts everyone in the project team on the same page – or screen – delivering major benefits through better collaboration and co-ordination."

The handbook follows the normal progression of a project from pre-design through to operation, promoting the ability of BIM to add value over the whole life of a building.

"Greater use of BIM helps reduce construction costs as well as ongoing maintenance costs," Productivity Partnership construction systems workstream leader and BIM Acceleration Committee chair Andrew Reding says.

"This handbook is intended to be a hands-on resource to support people to use BIM and capture its benefits. We expect that it will be helpful right across the industry, including clients, architects, designers, quantity surveyors, engineers and construction companies."

The handbook aims to:

- provide a framework to help decide if/how

New Zealand BIM Handbook

July 2014



A guide to enabling BIM on building projects

Funded by BRANZ  
from the Building Research Levy

BUILDING AND CONSTRUCTION  
PRODUCTIVITY  
PARTNERSHIP  
*building value*

BIM should be used,

- enable clients to better brief their project team when using BIM,
- create a common language around BIM to improve industry communication, and
- outline the process that should be followed to efficiently use BIM on a project.

As a result of industry feedback, the BIM Handbook is structured into nine separate documents – a main document and eight appendices – to provide easy access to key information.

"We know that users will want to print out specific sections of the handbook so we've packaged the information to respond to that need," Mr Reding says.

"For instance, we've provided templates for BIM briefing and planning documents and examples for people to follow. We'll continue to refine and expand the contents of the handbook, based on people's experience using it."

It is intended that the BIM Handbook be used in conjunction with New Zealand Construction Industry Council Design Documentation Guidelines.

For more information visit  
[www.buildingvalue.co.nz/BIM-in-NZ](http://www.buildingvalue.co.nz/BIM-in-NZ).



# Win a FREE house lot of Freeflow downpipes

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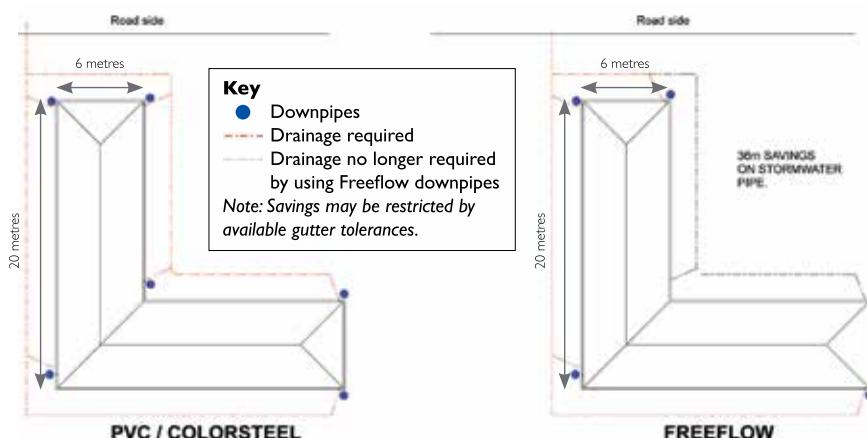
Order **Freeflow** aluminium downpipes from your house plan before 31 March 2015 and you may enter our on-line draw for one of five free house lots and free installation. Go to [www.freeflowpipes.co.nz/competition](http://www.freeflowpipes.co.nz/competition)

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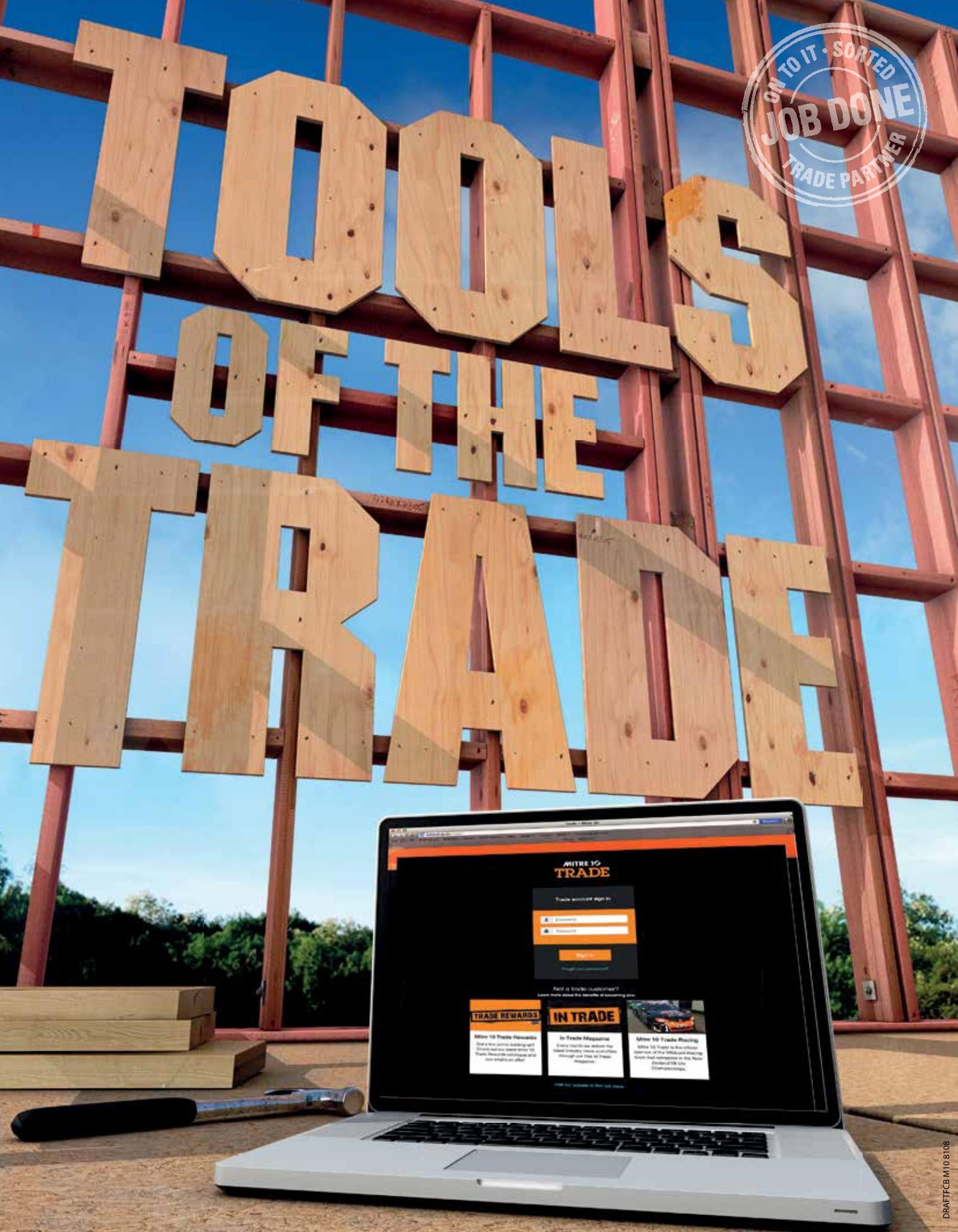
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## Free access to proven processes for New Zealand councils

Local councils throughout New Zealand have gained free access to a new online library that allows them to share their knowledge and experience with other councils.

The Local Government Shared Process Library NZ consists of around 1000 processes developed by councils and uploaded to the cloud for sharing.

The library is supported by business process management software provider Promapp, and includes processes for activities where there is high public interest, such as building consents, resource consents, wastewater management, environmental health and environmental monitoring, and liquor licensing.

It also includes an extensive set of processes for dealing with land information, parking, libraries and museums, recreation and leisure, community development, animal management and compliance, as well as customer services.

"Anyone with a council email address will be able to access the Local Government Shared Process Library NZ," Promapp co-founder Ivan

Seselj says. Councils from all over the country have submitted 1000 processes to share with all other councils. Taken together these processes represent the results of many thousands of hours of analysis, documentation and review.

"Councils will be able to use the library to gain detailed insights into the way other councils operate and improve their own processes, performance and customer service," he says.

All processes in the library were developed by councils using Promapp software.

"We were happy to share our entire building consent authority quality assurance process with other councils," library champion, Jamie Dale of the Taupo District Council says.

"We've invested heavily in trying to keep it simple and effective, which allows us to focus on delivering building control services to our customers. International Accreditation New Zealand (IANZ) has reviewed the complete process and accredited it as meeting the requirements of the Building (Accreditation of Building Consent Authorities) Regulations 2006."

Council staff can use the library to search for and view processes in map and procedure form, and print, share, download and deploy them. They can assess the quality of their existing processes against other councils'. They can find, adapt and adopt proven processes faster, saving time and money.

And if their council already uses Promapp they can export the process and import it into their own Promapp system, improving efficiency and service.

"Councils are today under significant pressure to do more with less, to operate efficiently and deliver good service on a lower cost base. They are accountable, and their costs and performance are under scrutiny as never before," Mr Seselj says.

"This is all about better utilisation of good thinking. Our software allows New Zealand councils to spend a few minutes browsing processes that have already been created by other councils, instead of spending hours creating one from scratch."

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# Hawkins consolidates, re-brands and positions for future growth

Company aiming to hit \$1 billion in annual revenue, up from projected \$700m in 2014

**H**awkins has announced that it has re-branded as it positions itself for a period of sustained future growth.

The company will now be known simply as Hawkins, to focus on the delivery of multi-disciplinary projects under one unified brand.

A refreshed logo signals the change of approach and renewed focus on project service and delivery

New company objectives include:

- Raising annual revenue to \$1 billion — from the forecast \$700m this year — through a mix of onshore and selected offshore projects.
- Investing in technology as a critical enabler to



improve productivity.

- A relentless focus on health and safety to continually improve performance.
- Expanding Hawkins offshore on a project-by-project basis, focusing on core areas of expertise.
- Continued support for unemployed Maori and Pacific Island people into trades training

through initiatives such as the He Toki ki te Rika programme, a collaborative partnership based in Christchurch and led by Ngai Tahu with CPIT and Hawkins, which has seen 700 Maori enrolments into trades training over the past three years.

Hawkins chief executive Geoff Hunt says the company thinks success is about making the right social, economic and environmental choices today, to build better communities tomorrow.

"People and society are expecting more from companies these days, and we are responding by building a modern, high performing organisation in step with a rapidly changing world," Mr Hunt says.



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- GIB TradeFilla**: A 5kg tub labeled "PLASTERBOARD REPAIR COMPOUND" with a 10-minute working time claim.
- GIB GAP FILLER**: A 300ml tube labeled "A FLEXIBLE GAP FILLER".

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NZ MADE FOR NZ CONDITIONS



# Are you a 'price provider' or 'solution provider'?

*Building Today* columnist and industry stalwart Mike Fox talks candidly about issues concerning the New Zealand construction industry.

Your answer to the above question may determine your success and how long you survive in the industry.

Ever wondered why an increasing number of highly successful builders have more work than they can handle, but never seem to tender for their work? The answer: They are more than likely "solution providers" for their clients.

It's becoming increasingly clear that acting as a free price provider for potential clients is not a sustainable way for builders, or the construction industry as a whole, to move into the future.

The problems and pitfalls of the tender market are extensive, and create a mug's game for those that are more often than not short stayers in the industry.

Relying solely on the tender market for the majority of your work means you'll be working extremely hard in a high-risk environment. You'll be making a lot less money than you are capable of, and you'll probably want to be out of the industry within three to five years, primarily because you won't make enough profit to continue running a sustainable business.

But it doesn't have to be this way.

It costs many thousands of dollars for a builder and his sub-trades to produce an accurate tender, and these costs will be replicated by all the builders participating in the race to provide the cheapest price.

Why is it that the only professional in the construction chain that isn't paid during the tender process is the builder? The designer gets paid, the engineer gets paid and the quantity surveyor gets paid. But what about the builder?

Unfortunately, the builder only gets a ticket to enter the tender lottery, and only wins the lottery usually by making a mistake.

When tendering, the lowest price is invariably taken. This price could be as much as 5% to 10% below the next lowest tender and, in some cases, is even below cost. Builders are ever optimistic that they will make it up on the way, but history shows this very unlikely.

If your tender does happen to be the lowest in price, it may still be beyond the client's budget, and so negotiations begin. It astounds me that



Mike Fox

so many builders will blindly price work not knowing what the client's budget is, or if they can even afford to proceed.

As the lowest tenderer you then have the pleasure of seeing how you can reduce your costs and margins further, so that the project can proceed without a redesign. I'm sure you've all been there at some point.

By this time you will have invested significant intellectual knowledge, money and time into trying to win the project so will, of course, be reluctant to lose the contract, and may make unwise compromises as a result.

The best course of action for a prudent builder is to move on to profitable work and let your competitors struggle to try and make a living out of a project based on all the wrong fundamentals.

Unfortunately, many builders who have already put in a tender that is too low, then agree to unrealistic time frames and penalty clauses and, consequently, have a life of misery trying to deliver the impossible.

Once the project is complete, they carry liability for the project that they were never properly recompensed for for 10 years. Sound unfair? It is.

However, the only person to blame in these instances is yourself — for taking on the impossible. My advice to you: don't do it. You would be better off fishing.

With this type of business practice, you will undoubtedly be working flat-out, going slowly, painfully broke, and on the road out of the game within three to five years.

So, how do the smart builders avoid the tender trap?

Simply put, they offer solutions to the clients' needs. A typical client wants a project designed

and built within budget, finished on time with minimum inconvenience, and they want a quality product at the end of the process.

They also want their builder to be around in the future, should any issues arise. This is not too much to ask and, ideally, should be the end result of all building projects.

The building process is an interruption to the client's normal routine and something they would happily avoid if they could. They want a roof over their head or a commercial operation, as efficiently as possible, so they can continue with their lives. As a builder you need to understand this fundamental fact.

Unfortunately the traditional design and tender market rarely delivers on the above, and unless clients are educated about this they will blindly fall into the same old trap of employing a designer and going to tender for the cheapest price.

Typically, the first sign of trouble for the client is when the tenders arrive 50% to 100% above their budget. By this stage, huge amounts of money and time have already been spent by all involved, only to find that the project cannot proceed or is delayed while a new design is completed and tenders recalled.

This is a not a smart way to do business, and it's a shame our industry allows this waste of resources to continue.

It's time for us to wake up, move on and leave this mess to those who are only capable of getting work by offering a cheap price. Would these same clients get five prices from competing dentists for removing a tooth, and then negotiate with the cheapest quote to see if they could reduce the price further?

I very much doubt they would risk their personal safety in this manner. However, they are naively prepared to gamble on their biggest investment by taking a cheap construction quote.

There is a better way. More and more clients, builders and designers are working in project teams lead by the builder to deliver quality, fast-track buildings with certainty of budget and time frame from the outset, and there are significant advantages for all involved.

The designer and client get to work with a reputable builder who will survive long term.

*Continued page 29*

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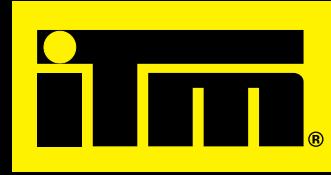
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# Repairs to plasterboard walls and ceilings

**R**epairs to plasterboard can be easily done, ranging from minor damage such as scratches, dents and chips to holes in a wall or ceiling.

Different products are best suited for different types of repairs. Winstone Wallboards has a range of GIB products well suited to make these repairs easy and to create a professional finish.

Ready-to-use compounds are ideal for small repairs such as scratches, dents and cracks. They can be applied straight from the pail with a broad knife or similar, and once dry can be sanded smooth, ready for painting or decorating.

Ready mix compounds shrink back, and larger or deeper scratches (for example, around 2mm to 10mm, but not holes) may require multiple coats to achieve a perfectly flat finish. Ensure each coat is dry before applying the next coat and before painting or decorating.

The 4 litre pail of GIB Plus 4 or the 2 litre pail of GIB RediFilla are ideal easy-to-use ready mix repair compounds, and can easily create a professional finish.



For holes or damage larger than 10mm wide, a setting compound such as GIB TradeFilla 10 is recommended.

Setting compounds harden with a chemical reaction that converts plaster to gypsum. Setting occurs after mixing with water and a specified working time — 10 minutes for GIB TradeFilla.

GIB TradeFilla is ideal for repair work or stopping short joints because:

- it does not shrink,
- before it hardens it can be scraped back smooth,
- if a second coat is necessary it can be applied quickly, and
- once dry it can be sanded smooth ready for painting or decorating.

GIB TradeFilla can be used to fill holes up to 20mm in diameter (more than most other setting compounds). For larger holes a back block is required. Note a higher skill level is required when fast setting compounds are used compared to ready mixed compounds.

To fill gaps where plasterboard comes up against other materials such as timber skirting or architraves, a flexible filler is required.

GIB Gapfiller is ideal for sealing gaps between plasterboard and other materials such as timber, plastic, tiles and bricks. It is water based, easy to work with, can be painted, and has great adhesion and flexibility.

**For instructions and videos on how to repair damaged plasterboards lining, visit [www.gib.co.nz](http://www.gib.co.nz).**

**Call the GIB Helpline on 0800 100 442 for more information on compounds and fasteners you can also use for your bathroom renovation.**



## Are you a 'price provider' or 'solution provider'?

From page 26

From day one, a strong working relationship is developed which enables the best construction solutions and accurate budget advice to be incorporated into the design, taking away the risk of drawings being produced that don't match the client's budget.

The client receives quality advice on budgets, along with good value engineering and economic building systems.

With larger projects, the time frames can be significantly reduced by staged commencements while detailed design is being completed for later stages.

No matter the size of the project, there are always advantages in taking a team approach. The builder benefits from having certainty over

upcoming projects, and also has reduced overheads because resources are not wasted chasing fruitless work.

The builder also gets paid a fair price for delivering a total solution from upfront advice to timely completion of the project.

The key to success in the building industry of today is to change your mindset from being a "price provider" to a "solution provider". Take control of your destiny, and have a significantly more fulfilling, stable and financially rewarding career. Good luck.

**• This article contains the author's opinion only, and is not necessarily the opinion of the Registered Master Builders Association, its chief executive or staff.**

## A fast and smart fit

Fletcher Window and Door Systems has developed Smartfit to take the complexity and risk out of window installations.

The changes to the building code in the mid-2000s saw the introduction of as many as six layers of protection within a window opening. While these extra layers were good in principle, the more complexity there is, the harder it is to get it right.

There are also many loose parts that are needed to accompany the window to the site, such as support bars and head flashings and other small components, which make window installation a complex and arduous three-handed process.

Smartfit strips out all the site complexity and brings that extra fiddly work back to the window factory where everything the window needs is fitted to the window itself in a controlled production environment.

Fletcher Window and Door Systems says

Smartfit is New Zealand's fastest way to install windows — up to 90% faster than the status quo. Smartfit will simplify and speed up the way windows are installed and achieve weathertightness around them.

The innovation starts by moving the entire window outside of the wall underlay line, so that the layers of flashing tapes and other protective measures in the opening are no longer required.

The air seal is now completed by taping the window to the wall underlay at the outer wall framing line, so this also removes the need for the messy and time consuming air seals that went around the internal reveals.

The head of the unit is where it is most clever. The head flashing, cavity closer and end dams are now part of the window, and the "top hub" end component provides total water management at this critical joint.

Smartfit is fully patented, CodeMark certified and BRANZ appraised.

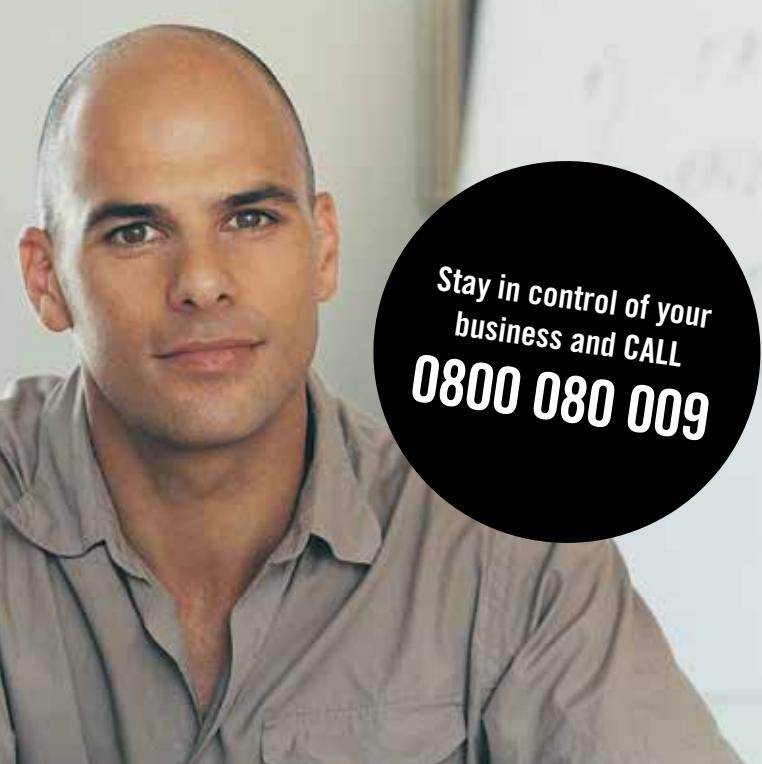


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## BT's Back in Time

### 20 years ago:

- Thirty-two presidents and vice-presidents attended a two-day seminar in Wellington where they learned the importance of working as a team and maintaining regular contact and good relationships with the news media.

RMBF chief executive Trevor Allsebrook said RMBs had to continue to promote themselves in the community, and contact with the media played a major role in that.

"We have come a long way in terms of improving our public profile in the past few years, but there is certainly scope to go further. With that in mind, we engaged professional media consultants to brush up our presidents' skills in dealing with the media, putting them through the hoops with interviews about newsy matters, with the media experts then appraising their performance," Mr Allsebrook said.

### 15 years ago:

- More than 1500 engineers and scientists from around the world were to assemble in Auckland to attend the 12th World Conference on Earthquake Engineering.

Conference organising committee chairman, deputy vice-chancellor Bob Park of Canterbury University, said the emphasis in conference proceedings would be placed on earthquake risk reduction in developing countries, international issues and earthquake engineering in practice.

Social and economic issues, lessons from recent earthquakes, lifeline systems and design criteria and methods were also being covered.

### 10 years ago:

- The Department of Building and Housing was established on November 30, 2004, absorbing the functions of the Building Industry Authority and having primary responsibility for the regulation of building practitioners.

It was envisaged that the new department would provide a one-stop shop for building and housing policy and regulation.

The Building Act also established a new Building Practitioners Board which had responsibility for ensuring the accountability of Licensed Building Practitioners (LBPs).

### 5 years ago:

- After being hard hit by the global economic downturn, the country's construction industry can look forward to improved performance and expansion in 2010, according to Department of Labour head of labour market Monique Dawson.

"Key to ensuring the industry's long-term development will be the availability of skilled staff, with the retention of apprentices, in particular, being vital," Ms Dawson said.

She was commenting on *Construction Sector Outlook*, a report from the Department of Labour that charted the growth of the industry since the turn of the century, and how it had responded to the downturn over the past two years.

"The *Construction Sector Outlook* report investigates the relationships between construction industry activity and indicators that have historically led its growth," Ms Dawson said.

"The analysis shows that a recovery in residential construction activity can be expected to commence before the end of the year, while employment may fall slightly further before stabilising."

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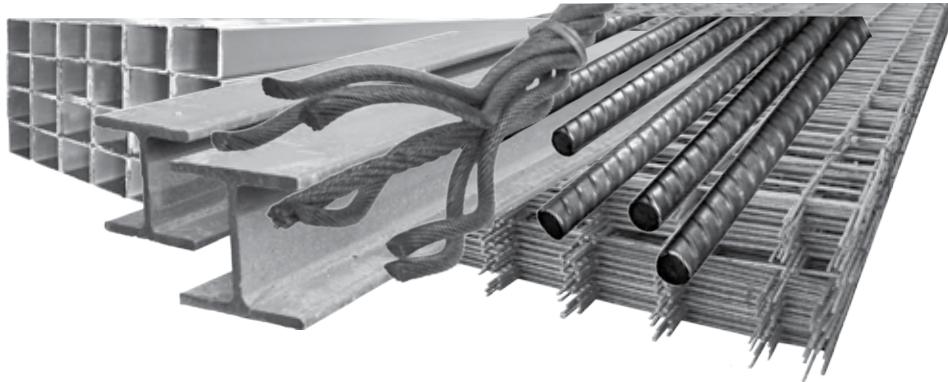
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# Getting your head around the younger generation

**Young people today — they don't know what hard work really means."**

Ever thought this about your apprentice? Your boss probably thought the same thing when you were an apprentice!

Here, we look at some generational traits of "millennials" — also known as "Gen Y", or those born between 1980 to 2000. Rather than this group of youngsters being "no good", it seems most of the negative perceptions towards them are due to a lack of understanding.

It's important that this is understood, as millennials will compose the majority of the construction workforce by 2025.

To harness the positive attitudes of today's young workers, employers and industry leaders need to understand the way they think and behave.

On one worksite alone there may be at least three different generations all trying to work together. To ensure a harmonious environment, each generation needs to have an understanding of the other so that everyone's ideas and opinions benefit the business and the industry as a whole.

Although older workers may find many of the traits of millennials annoying, they are actually well attuned to the world they inherited.

In order to mentor the next generation of construction professionals, industry leaders of today need to understand the millennial mindset to help groom youngsters for leadership roles in the future.

Here's a look at the attitudes and actions of millennials, and an explanation of how the wires can easily get crossed between the way they may be interpreted and what they actually mean.

Employers with new apprentices should be able to identify with these!

## Constant need for feedback

**Perception:** This is a bid for attention or a lack of know-how that irritates supervisors.

**Reality:** Eager to please, young people want to know they're doing a good job and look for mentorship. They want frequent feedback and guidance.

## Confident in their abilities, especially in regard to technology

**Perception:** They are over-confident and expecting fast promotion. They're unwilling to pay their dues and think they know it all.

**Reality:** They want a meaningful, important job that pays the bills and gives them a sense of purpose. In regard to technology, they are up with the play.

## Crave immediate gratification

**Perception:** They're disrespectful and unable to show respect to authority.

**Reality:** They are data-driven and not concerned with emotion, and deal with the hard facts. They're all about equal rights at every level.

## Not interested in working 9 to 5

**Perception:** Young people have a short attention span and are unwilling to put in the required time and effort.

**Reality:** Millennials are open to change, and are flexible. They're willing to work any time provided they're able to do so on their own schedule. They want and expect the freedom to choose.

## They're restless

**Perception:** They're impatient and arrogant. They think they are more accomplished than what they are.

**Reality:** Millennials are action-oriented, self-motivated and eager to achieve goals. They're motivated by their own ideas making an impact. When their ideas have a quick impact they're satisfied employees.

## Too connected to their parents

**Perception:** Young people are coddled, and unable to make decisions for themselves.

**Reality:** Millennials are family-oriented, and they long to remain connected and think about the community at large rather than just themselves.

## Self-promoting

**Perception:** They are narcissistic and self-obsessed, particularly online.

**Reality:** Instagram, Facebook, Twitter — these days everyone markets themselves and their very own personal "brand" in order to stand out above the competition. Millennials have no choice but to invest and develop an online presence.

## Job-hoppers

**Perception:** They're disloyal and unable to stick with one thing for any length of time.

**Reality:** Millennials are concerned with their work environment and don't want to be taken advantage of. They're hard workers and they're willing to put in the hours, but it's important that it's in the right environment.

Imagine going to sleep and waking up to a workday in the 1960s — it would be completely different to your workday in 2014.

Young people have evolved just like the work environment has. If you're taking on a young apprentice or worker, assign them a mentor, provide ongoing high-quality training, and give them a stake in your company's outcome by encouraging their ideas and questions. Provide constant specific feedback and all will be well in both your worlds!

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# What is the legal effect of a performance bond?

Timothy Bates, principal of Auckland law firm Legal Vision, considers the effect of a performance bond that Mainzeal was required to provide to QPAM when it was contracted to construct/design Vector Arena in Auckland.

The High Court was asked to determine a performance bond's enforceability pursuant to a summary judgment application brought in respect of it in the case of Quay Park Arena Management Ltd (QPAM) v Great Lakes Reinsurance (UK) PLC.

## Background

In May 2004 QPAM entered into a design and construction contract with Mainzeal to design, construct, commission and maintain the Vector Arena.

The contract value was \$72.3 million and pursuant to it, Mainzeal was required to provide a performance bond to the value of \$3.3 million.

Great Lakes Reinsurance entered into the performance bond with QPAM on the request of Mainzeal. It is common knowledge that Mainzeal is now in liquidation.

Ultimately, the performance bond was called up by QPAM due to non-completion of the contract works by Mainzeal and/or its liquidators.

Great Lakes Reinsurance resisted making payment pursuant to the performance bond for two main reasons.

First, it said the contract works were substantially complete, and the bond was limited to the completion items.

In broad terms, Great Lakes Reinsurance said the real value of the bond remaining was \$300,000 rather than the \$3.3 million sought.

Second, it also challenged the validity of the engineer's certificate which accompanied the



demand under the performance bond, asserting that the engineer had failed to validly exercise his contractual discretion.

## What is the nature of an obligation pursuant to a performance bond?

The High Court judge considered the English authorities in coming to his conclusions on the special character of a performance bond.

A performance bond is similar to a letter of credit or a guarantee. It was an unconditional undertaking on the part of Great Lakes Reinsurance to make a payment on demand, and the court was not entitled to enquire into the rights of QPAM and Mainzeal under the construction contract. It was an on-demand obligation.

Whilst Great Lakes Reinsurance attempted to contend that there had been an amendment to the contractual rights of QPAM and Mainzeal as brokered through a compromise/settlement agreement which, in turn, affected the rights arising under the performance bond, this was decisively dismissed by Associate Judge Doogue. He concluded that:

- On-demand performance bonds do not require proof of a default in the underlying

contract before the bond is called.

- The performance bond in this case expressly excluded consideration of the position as between Mainzeal and the plaintiff.
- The performance bond contemplated the underlying construction contract being varied but expressly stated that any variation would not discharge liability under it.
- There was no pressing commercial reason to find that the payment obligation under the performance bond had reduced as a result of the compromise/settlement entered into previously as between Mainzeal/QPAM as otherwise it would have been specifically recorded in the agreements.

The High Court concluded that the performance bond continued to stand, and on-demand Great Lakes Reinsurance was obliged to make payment of the full amount.

## Summary judgment fails

However, the summary judgment application otherwise failed. The court held that it was at least arguable that the engineer had failed to properly certify a sum for the completion of work, by choosing to ignore that there had been an agreed reduction on the scope of the responsibilities of Mainzeal from those originally set out in the construction contact.

The court also held that it was arguable the engineer had failed to factor in previously agreed maintenance items as between Mainzeal and the principal QPAM.

## Note

This case is important because it usefully restates the law on the absolute nature of on-demand performance bonds. However, in this case, its enforceability by way of summary judgment was dependent upon the engineer's certificate issued with it.

**Note:** This article is not intended to be legal advice (nor a substitute for legal advice). No responsibility or liability is accepted by Legal Vision or *Building Today* to anyone who relies on the information contained in this article.



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# The internet or China

Architect Don Bunting wonders what our world would have been like without the internet.

**S**omeone recently said that if you fell asleep during a lecture and were then suddenly asked "what do you think?" by the presenter, the two most reliable instant answers would be "the internet" or "China".

It's certainly difficult to imagine what the world would be like if the internet had not been invented, or if China had not broken out of its communist yoke and embraced a middle class existence.

The internet is a convenient grab-bag title for a whole range of communication technologies. Some rely entirely on the internet for their existence — Google for example — while others, like the music industry, use the internet as an effective delivery mechanism.

## Web or Internet?

There is also confusion around what the internet is as against the World Wide Web. The World Wide Web is, or was, a system of interlinked hypertext documents that are accessed via the internet.

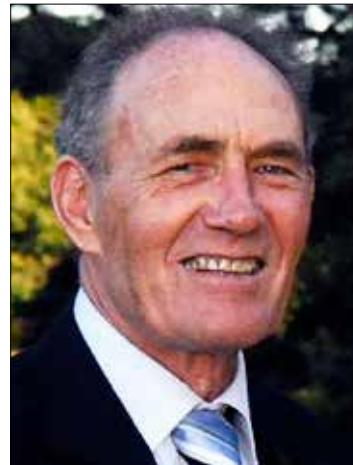
Tim Berners-Lee, a British computer scientist, is considered to be the inventor of the Web. In 1989 he wrote a proposal for what would eventually become the Web. The 1989 proposal was originally designed as an effective communication system for his company, but Berners-Lee realised that the concept could be implemented throughout the world.

The internet is a global system of interconnected computer networks that use the standard Internet protocol suite to link several billion devices worldwide.

The origins of the internet date back to research commissioned by the US government in the 1960s to build robust, fault-tolerant communication via computer networks.

It is now an international network of networks consisting of millions of private, public, academic, business and government packet switched networks, linked by a broad array of electronic, wireless and optical networking technologies.

The internet carries an extensive range of information resources and services, such as the inter-linked hypertext documents and applications of the World Wide Web, the infrastructure to support email, and peer-to-peer networks for file sharing and telephony.



When Bill Gates launched Windows 95 he deliberately decided not to include a web browser, because he didn't see the internet as important to either Microsoft or the world. If he had not changed his mind the internet as we know it may never have occurred.

The concept that a computer (and more latterly a whole range of devices) was more than just a super calculator and word processor didn't initially gel with Bill Gates, but as soon as Netscape launched its browser he had Microsoft working day and night to develop and launch Internet Explorer.

## Moneymaking machine

A great strength of the internet is that it appears to be free. However, it is the engine for a billion different ways to take your money in an almost painless manner. People have discovered that "the click" is a great way to make money.

Essentially, if you click on a web address someone is going to pay someone else for the fact — while the address owner will do all they can to persuade you to give them even more.

It may not be money they seek. It may be that other great valuable asset, information — information about you that can then be sold on to someone who wants to access your demographic.

## China's middle class revolution

The development of a middle class in China paralleled, if it was not caused by, the

information revolution — led by the internet and the World Wide Web. Once the internet revealed for the first time what the Chinese population were missing out on, even a powerful communist government could not hold back the tide of marketplace economics.

The population of China's middle class, based on families having an annual income above the poverty line (i.e. having some disposable income), grew from close to zero in 1995 to an estimated 87 million in 2005. This number is expected to rise to 60% of China's population of 1.1 billion by 2016.

Without the growth of China's middle class both the New Zealand and Australian economies would be in a very poor way. China's need for growing amounts of energy and food is now a critical factor in assuring both countries' economic health.

And now the so-called second wave in the development of a new market is occurring, with increasing numbers of cashed-up tourists from China, at least partly driven by learning about our relatively clean and green image via the products they buy.

## A world without the internet

It is certainly difficult to imagine a world without the internet. However, it would not have made as much difference to the business world as to the way we interact and connect on a social level.

Without the internet, computer technology would still have developed at much the same pace — it just would have been a bit less convenient transferring data and knowledge.

And private intranets of some form or other would have developed to fill the need for business-to-business connectivity.

For person-to-person contact, cell phones would have still become ubiquitous, as a mobile phone doesn't need the internet to operate — it just adds a further level of interest and appeal.

The greatest loss to business and personal life from the internet not existing would have been email. Imagining a life without email takes you back to the dark ages of telex and facsimiles or, even worse, relying on the Post Office.

While that's a scary thought for some, no one under 30 would send an email when a text or tweet would do.

# Don't let apathy rule — see how your business measures up

Terry Sage of Trades Coaching New Zealand says entering business excellence awards competitions can present you with an inward view of the business you thought you knew everything about.

We have just gone through the 2014 Northland Business Excellence awards, an institution that our sister company Business Coaching New Zealand has been a part of for the past eight years as a category sponsor.

We sponsor the Emerging Business section and, I have to say, love every minute of it. For us Northlanders it's about the only opportunity to get all tarted up in new clothes, with fancy hair, and enjoy a night out with 400 other like-minded business owners. And that's just from the boys' perspective — the girls love it too.

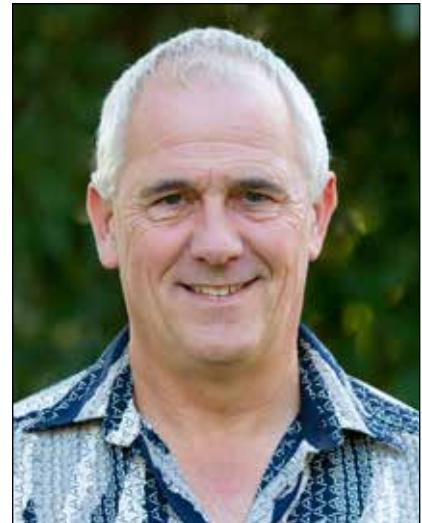
But sitting here at my desk sending congratulations and commiserations emails, it occurred to me there were no entries from the construction industry. The closest one was from a timber mill.

Is this just a coincidence? Am I reading something into this that isn't really there or is there a genuine reason for this apathy?

It could be that you would rather put your efforts into competitions such as House of the Year or through your suppliers or trade organisations — and that's all good as they are worth causes. Or is it pure apathy?

Can't be bothered, it's a waste of time, got better things to do like earn money, what's the point, what do I get from it? These are all comments we get when we talk about business awards, and all are relevant.

So let's explore what you can get out of entering a business award. Well, the obvious is a trophy, a bunch of flowers and a certificate for the office wall. Then there is the marketing angle and the promotion of having "award winner" plastered over everything.



There's the networking and recognition from the big night itself. It's an awesome team building event by celebrating success with all your staff being present, a real feeling of being part of something great. And there is the oneupmanship over all the competition.

"Hang on a minute — you only get this if you win. What about all the others who enter and lose," I hear you say? Great question, which leads on to why you should enter.

The best reason to enter is you get to look at your business from a different angle to working in it every day of the week. It opens your eyes to things that are missing, have slipped through, never got around to or even never knew existed.

All the regional awards are run slightly differently from each other, but the judging process covers not only business 101 but more in-depth analysis.

The Northland awards look at leadership, planning, staff, customers, processes, marketing, financial, health and safety and sustainability, to name the main areas.

Just think about taking the time out of your daily grind to answer some questions on these points and looking at how your business operates — or, more to the point, doesn't operate — in these areas.

What sort of improvements could you start making to the business? Add to that the feedback the judges give you which, effectively, is free business coaching, to help the business along.

Bottom line is, it takes effort to do it. It is not an easy process to open the doors and be scrutinised by strangers and sometimes criticised (professionally of course), but the rewards are huge. It's not about just taking away the prize but the inward look at the business you thought you knew everything about.

My advice from a purely business growth point of view — "just do it", give it a go. Don't persist with an apathetic attitude — outshine your competitors and show the general public you are a winner.

Let us know if you are entering, and we'd be more than happy to read over your entry before you submit it — just to add our viewpoint gained from eight years' awards experience.

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# Building Consents Information

For All Authorisations, September 2014

Dwellings	\$765,510,000
Domestic Outbuildings	\$12,203,000
Total Residential	\$777,713,000
Non-residential	\$483,996,000
Total All Buildings	\$1,261,709,000
Non-building Construction	\$27,421,000
Total Authorisations	\$1,289,130,000

## Number of new dwellings consented

	Sep 2014	Aug 2014	Sep 2013		Sep 2014	Aug 2014	Sep 2013
Far North District	12	25	14	Horowhenua District	9	8	6
Whangarei District	19	30	33	Kapiti Coast District	36	27	12
Kaipara District	14	16	15	Porirua City	26	16	8
Rodney District	110	78	92	Upper Hutt City	8	3	9
North Shore City	54	113	113	Lower Hutt City	30	30	6
Waitakere City	66	94	62	Wellington City	81	31	52
Auckland City	99	149	87	Masterton District	5	1	4
Manukau City	103	156	86	Carterton District	5	5	4
Papakura District	77	46	31	South Wairarapa District	2	5	3
Franklin District	41	49	29	Tasman District	22	15	27
Thames-Coromandel District	14	33	17	Nelson City	35	15	8
Hauraki District	7	4	3	Marlborough District	20	14	18
Waikato District	34	24	34	Kaikoura District	4	0	2
Matamata-Piako District	8	3	12	Buller District	1	6	5
Hamilton City	48	63	67	Grey District	1	2	3
Waipa District	27	34	40	Westland District	3	5	2
Otorohanga District	1	0	3	Hurunui District	15	10	5
South Waikato District	1	1	2	Waimakariri District	56	49	115
Waitomo District	0	1	1	Christchurch City	361	307	309
Taupo District	9	6	9	Selwyn District	93	129	120
Western Bay of Plenty District	28	32	29	Ashburton District	9	20	24
Tauranga City	79	97	61	Timaru District	30	22	21
Rotorua District	3	4	1	Mackenzie District	5	1	3
Whakatane District	6	4	4	Waimate District	6	2	0
Kawerau District	0	1	0	Chatham Islands Territory	0	0	0
Opotiki District	0	1	6	Waitaki District	9	6	4
Gisborne District	3	8	4	Central Otago District	20	11	16
Wairoa District	0	0	0	Queenstown-Lakes District	58	48	60
Hastings District	15	19	12	Dunedin City	31	24	23
Napier City	13	10	22	Clutha District	5	3	6
Central Hawke's Bay District	2	2	1	Southland District	8	7	6
New Plymouth District	32	38	29	Gore District	0	4	2
Stratford District	2	1	3	Invercargill City	19	10	9
South Taranaki District	5	0	5	Area Outside TA	0	0	0
Ruapehu District	2	3	1				
Wanganui District	7	10	3	Total	1985	2022	1862
Rangitikei District	4	1	2	• Based on 2006 census areas			
Manawatu District	12	11	9	• Each dwelling unit in a housing project is counted separately			
Palmerston North City	14	16	27	• Figures in these tables may differ from published statistics			
Tararua District	1	3	1				



Source: Statistics New Zealand

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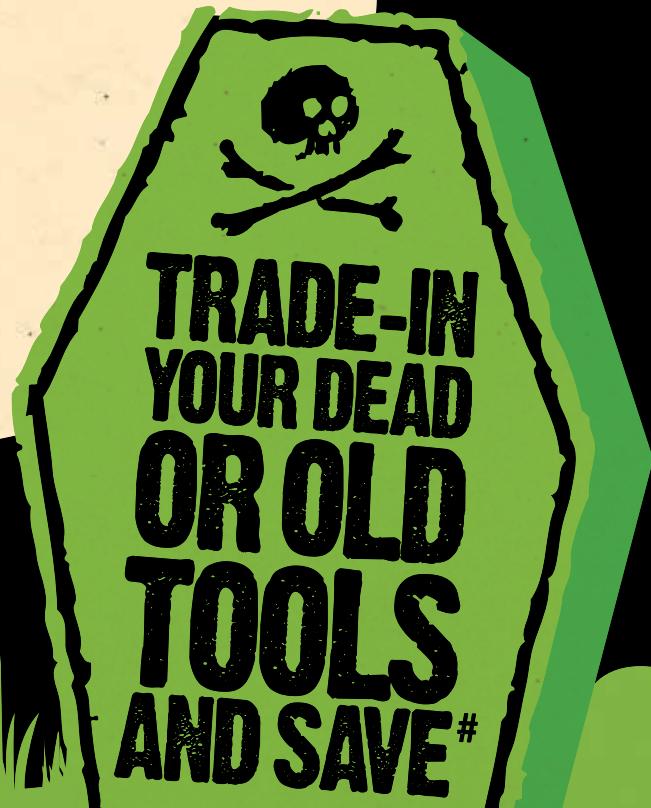
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