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The official magazine of the Registered Master Builders Association

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August 2023

Volume 33 Number 7

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Details, page 36



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INLAND PORT WELCOMES FIRST GOODS TRAINS

Milestone marks major new opportunities for importers and exporters

ANNUAL RANZ ROOFING AWARDS ANNOUNCED

Stunning Opito Bay entry takes out major residential award

LITERACY, NUMERACY AND LIFE SKILLS BOOST

BCITO links up with rural education provider to enhance basic skill levels

ALSO INSIDE: MOST ATTRACTIVE EMPLOYERS NAMED

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Edge Finding

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August 2023
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From the editor

As most readers will be aware, New Zealand and Australia are co-hosting the 2023 FIFA Womens World Cup, which is now drawing to a close.

But back on the morning of the opening day of the tournament, viewers worldwide were instead focused on a commercial construction site in downtown Auckland which was the scene of a shooting resulting in the fatalities of two workers, before the gunman, a contractor working at the site, took his own life.

The site is a 21-storey flagship project for Precinct Properties that will house a five-star hotel, and law and accountancy offices. Building on the project was expected to be completed in the final quarter of this year.

Suicide prevention group Mates in Construction said it would ensure there is a comprehensive process in place for the weeks ahead, and intended to maintain a strong supportive presence on site as workers returned.

Building Today sends its deepest condolences to the families of the victims of the tragic incident.

Andrew Darlington
Editor

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Master Build Guarantee and Constructive — supporting members in the current environment

RMBA chief executive David Kelly reminds members that a range of online services is available to support them and their clients during a time when the economy is front of mind for everyone.

As the election draws nearer, the economy is front of mind for everyone. That also means navigating the current downturn.

Master Builders is continuing to engage with all political parties on the settings that will make the most difference to our sector.

There are also steps that you can take to ensure you are prepared for current conditions.

We offer a range of online services to support you and your clients. This includes our contract and Guarantee, which are a key part of the Master Builders offer, and should be a strong selling point for your business.

Setting up to succeed

Whether it's a residential or commercial build, how you set the project up at the beginning can determine its success. Ensuring the contract and procurement process is open and transparent, and provides a fair balance of risk, is a critical first step.

As a Master Builder you have access to New Zealand's leading contract — RBC1 — which is reviewed regularly to ensure it is right for market conditions.

A key feature of the contract is the provision for price fluctuations, which ensures transparency and allows a fair balance of risk for you and your clients.

We recommend you exercise caution before removing these clauses or offering



fixed-price contracts in the current environment.

We also want to remind you to ensure all variations and product substitutions are discussed and agreed in advance, and recorded in writing with your clients.

This is an area where we are seeing some confusion at present — and it can lead to tricky disputes if not covered properly at the time.

We have a range of resources online to support you with the contract and negotiations, and this will be a key focus at our upcoming Constructive Forum.

Protecting your clients with a guarantee

For many of your clients, one of the most important factors in choosing a Master Builder is the Master Build 10-Year Guarantee.

However, we know there is also some misunderstanding in the market about the guarantee and what it means. We

are working hard to ensure we clearly communicate this important aspect of the build process — and need you to also play your part.

It is vitally important you discuss the guarantee with your clients. Under New Zealand law, if your organisation has access to a guarantee, you are required to offer it to your clients.

If your client decides not to take one out, ensure they sign the waiver and you provide this to us. This protects them and you.

We also recommend you encourage your clients to discuss the guarantee with their lawyer to ensure they understand what is covered and what their obligations are.

For most clients, building a home will be the biggest investment of their lifetime. While the vast majority of builds go smoothly, sometimes things can go wrong, or a builder's circumstances might change.

The Master Build 10-Year Guarantee provides clients with support to complete their project, and protect their investment if something does go wrong.

Our guarantee is the market leader. It is the most comprehensive residential guarantee in the market as it provides cover for loss of deposit and non-completion.

As a result, customers and most banks request it by name. There are materials available on Offsite, the Master Builders members web site, to support you in discussing the guarantee with your clients.

Constructive 2023 — Working Better to Build New Futures

We are due to launch an election manifesto in the coming months, which sets out the regulatory settings that will support our sector and the wider economy.

The themes and initiatives will be discussed at our upcoming Constructive Forum, and I hope to see you there.

This is the year for action. Addressing the boom/bust cycle must be a key focus for Government. We need to focus on how we can support our workforce so we emerge stronger as the market corrects.

Constructive will also discuss how we can lift productivity



by addressing consenting and poor procurement practices.

Also to be discussed will be the sharing of new approaches and technologies that can help us tackle climate change and

create more sustainable buildings that won't compound our affordability challenge.

Now is the time for the sector to come together and take action. This year's Forum will be held in Auckland on August 30-31.

For more information visit www.constructive.org.nz.



Community collaboration

Karamea Area School

CATEGORY
Special Award

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Brosnan

PROJECT PARTNERS
MOAA Architects (Architect/Designer),
The Building Intelligence Group
(Project Manager)



About the build

The team at Brosnan was grateful for the recognition and celebration of this exceptional project after it was announced the team had won a Special Award at the 2023 Commercial Project Awards.

"We were keen to be a part of the Karamea Area School project. Given our experience in education and regional projects, we were confident we could make a positive difference for the remote Karamea community," Brosnan regional manager Rudi MacDonald says.

"Community collaboration was essential to the success of the project. The Karamea community joined together to raise funds to extend the project's footprint to include the multi-purpose hall. It's enjoyed by students during the school day, and used by the wider community for various events and activities — it even serves as a civil defence base," MacDonald says.



Challenges

The build did have its challenges.

"The remoteness of the location, adverse weather, and flooding events all had drastic impacts, specifically the weather and flooding as they affected our access routes to the build site," director Craig Brosnan says.

"Something we're proud of is our teamwork and commitment to finding solutions that benefited all involved. The original school was built in 1874, and had significant sentimental and historical value to the community. By listening to the community's concerns, we were able to find solutions that served their unique needs. One of those solutions was relocating the school's old hall so it could be repurposed and continue to be enjoyed by the community. We are grateful that our effort, solutions and collaboration on this project are being recognised."



Judges' comments

This project saw the remodel of Karamea Area School, including the rebuild of a library, hall, gymnasium, administration building, various technology subject facilities, and new classrooms.

Due to historical connections, there was some resistance at first. Brosnan won over the locals by relocating the old hall so it could be retained and repurposed by the community. The team also supported the community fund raising, alongside the Ministry of Education, to construct a full-sized, multi-purpose hall that has become the heart and centre of the whole community, including a civil defence base.

REGISTERED MASTER BUILDERS

HOUSE OF THE YEAR

ONCE IN A LIFETIME

WILSON BUILDING (WGTN)

National New Home \$1.5 - \$2 million category



Successes

Wilson Building (Wgtn) company director Grant Wilson was really pleased for his whole team when they won the New Home \$1.5 - \$2 million category at the National House of the Year Awards last year.

"I was very excited, the team worked so hard, and they put their everything into this build. It's wonderful to have our skill and craftsmanship recognised on a national level," Wilson says.

"This was a once in a lifetime build. The home has front two-storey bay windows — you don't get the chance to build an element like this very often. It's an unforgettable build, and one I am very proud of. I especially love the traditional design of the exterior — it ties in beautifully with the rest of the neighbourhood," Wilson says.

Challenges

Grant and the Wilson Building (Wgtn) team overcame a few challenges throughout the construction process.

"The most difficult part of the build was the positioning of the house on the site, particularly in relation to the street and the neighbours. Careful planning and logistics were key to ensuring all parts of the build went smoothly, and complications were mitigated.

"Winning this award is a testament to the hard work of the entire company and our continued pursuit of excellence," Wilson says.

Judges' comments

This home does an outstanding job of honouring and respecting the history of the neighbourhood and the surrounding buildings that Mount Victoria is renowned for.

The home has been built extremely well, and exudes comfort and style, especially considering the fact it was built on such a narrow and steep site. The interior is a crafted balance of traditional and contemporary design, with its plastered cornices, panelled walls, and deep skirting boards alongside elements and materials that you would expect to find in a more modern design.

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About the Build

Sweeping sea views, a sumptuous interior, swimming and spa pools, and sustainability — this home truly has it all. Perched atop the Tasman clifftop, this three-bedroom cedar weatherboard residence offers stunning views from Rabbit Island all the way around to Abel Tasman from virtually every room.

The design is a masterful blend of sophistication and comfort, where each room flows intuitively into the next, revealing meticulous workmanship at every turn. The covered outdoor kitchen and lounge is an impressive destination for get-togethers with friends and family, or for quiet meals.

The allure of this home extends beyond its clever design and top-notch craftsmanship as it's a stellar example of self-sustainability — it harvests its own water, processes its own waste, and produces enough power to run the home, plus extra to charge a battery pack. What more could you possibly want?

Judges' comments

This home has been designed for relaxed outdoor living, and is positioned to maximise the stunning views. Looking out towards the sea there is a sheltered area, which features a double-sided gas fire to ensure the view can be enjoyed no matter the temperature.

On the other side of the home there is an expansive outdoor living area which is second-to-none. The area includes a covered outdoor lounge, dining space, and an outdoor kitchen cooking area, along with three heated swimming pools and a sunken seating area warmed by another outdoor fire.



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KNOWLEDGE IS POWER

CHRISTOPHER REEDY

LOWER NORTH ISLAND REGIONAL WINNER

Christopher Reedy is employed by Barber Construction, and his training provider was BCITO, a business division of Te Pūkenga.



JUDGE'S COMMENTS

Christopher exhibited a profound commitment to his craft and displayed a notable passion for the construction industry. Throughout the competition he demonstrated an extensive understanding of industry changes, and showcased his building expertise effectively. It was evident that Christopher's technical skills were commendable, and his ability to lead and shoulder responsibilities were noteworthy aspects of his performance and interview.

During the competition, Christopher's in-depth knowledge of construction practices was evident in the quality of his work. His projects displayed a high level of precision and attention to detail, indicating his proficiency as a builder. His technical expertise and leadership capabilities were evident. Overall, Christopher's performance in the competition was impressive.

It was clear that Christopher had put a lot of effort in to ensure he was well versed on the required interview topics. His passion for the industry really shone through, particularly his extensive building knowledge. It is obvious that Christopher keeps up to date with industry changes, and is now running his own jobs. He will go a long way in the construction industry.



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First tranche of tenants for Auckland Airport's Manawa Bay revealed



Auckland Airport has shared a first look at some of the tenants who will be settling in at the \$200 million-plus premium outlet shopping centre, Manawa Bay, as construction continues to ramp up.

The centre is attracting a wide range of sought-after brands that include Kate Spade, Coach, PUMA, Fila, Under Armour and Flo & Frankie, amongst others, who will be bringing their offering to the precinct.

Commercial chief Mark Thomson says Auckland Airport is delighted to begin announcing the type of retailers committing to Manawa Bay, bringing a quality range of fashion, sportswear and accessories at outlet prices.

"We're proud to be announcing some of our first stores for Manawa Bay, and thrilled with how the project's being received by the market," Thomson says.

Filling up fast

"The outlet centre's filling up fast and all of our anchor sites have now been leased. Brands are gaining access to what will be New Zealand's first purpose-built outlet shopping centre — designed and created based on what retailers require to offer the best experience possible to their customers," he says.

Manawa Bay is a 24,000sq m outlet

shopping centre being built on the water's edge on Auckland Airport's precinct, and is on track for opening in the second half of next year.

"The entire outlet centre is a greenfields site, designed with high quality retailing outcomes for customers and retailers.

"We're building two loading docks for tenants to move stock into the centre, and ample additional storage capacity for retailers, making it an efficient and spacious centre for them to operate in," Thomson says.

"We have over 1400 customer car parks directly in front of the centre, along with a dedicated pick-up and drop-off area for ride share services, taxis and buses. We also have a much larger parking network for additional capacity on busier days.

Importance of sustainability

"We know how important sustainability is to retailers, and this is at the forefront of our development — everything from the largest rooftop solar array in New Zealand to the country's first gas-free electric food court.

The centre will house 100-plus retail brands, with stores ranging in size from 50sq m to 1500sq m.

Last year Auckland Airport broke ground on the 150,000sq m site in the north-east

of the airport precinct.

Construction of the 5-Star Green purpose-built outlet centre is advanced, with foundations nearing completion, currently at 90%.

"Despite serious wet weather this year, we're proud to say we're still on track, running to programme.

"The building's structural steel is 60% completed, with the roof installation following closely in behind it, and the first concrete floor pour has been done," Thomson says.

Manawa Bay will make the most of its water-facing location, and embrace large, light-filled open spaces in the dining area, with 13 food and beverage options, and an easy-to-navigate, figure-of-eight layout for the centre.

Transport was a central consideration in the design, with opening hours (being 10am - 6pm) planned outside busy traffic times, and terminal-bound traffic prioritised. It is also conveniently located close to a main arterial route, with access to public transport options.

The park-like setting overlooking the mangroves (Manawa is one of the words for mangroves in Te Reo Maori) will see the shopping centre's central food and beverage area freely flowing to alfresco dining and nature-inspired play spaces.

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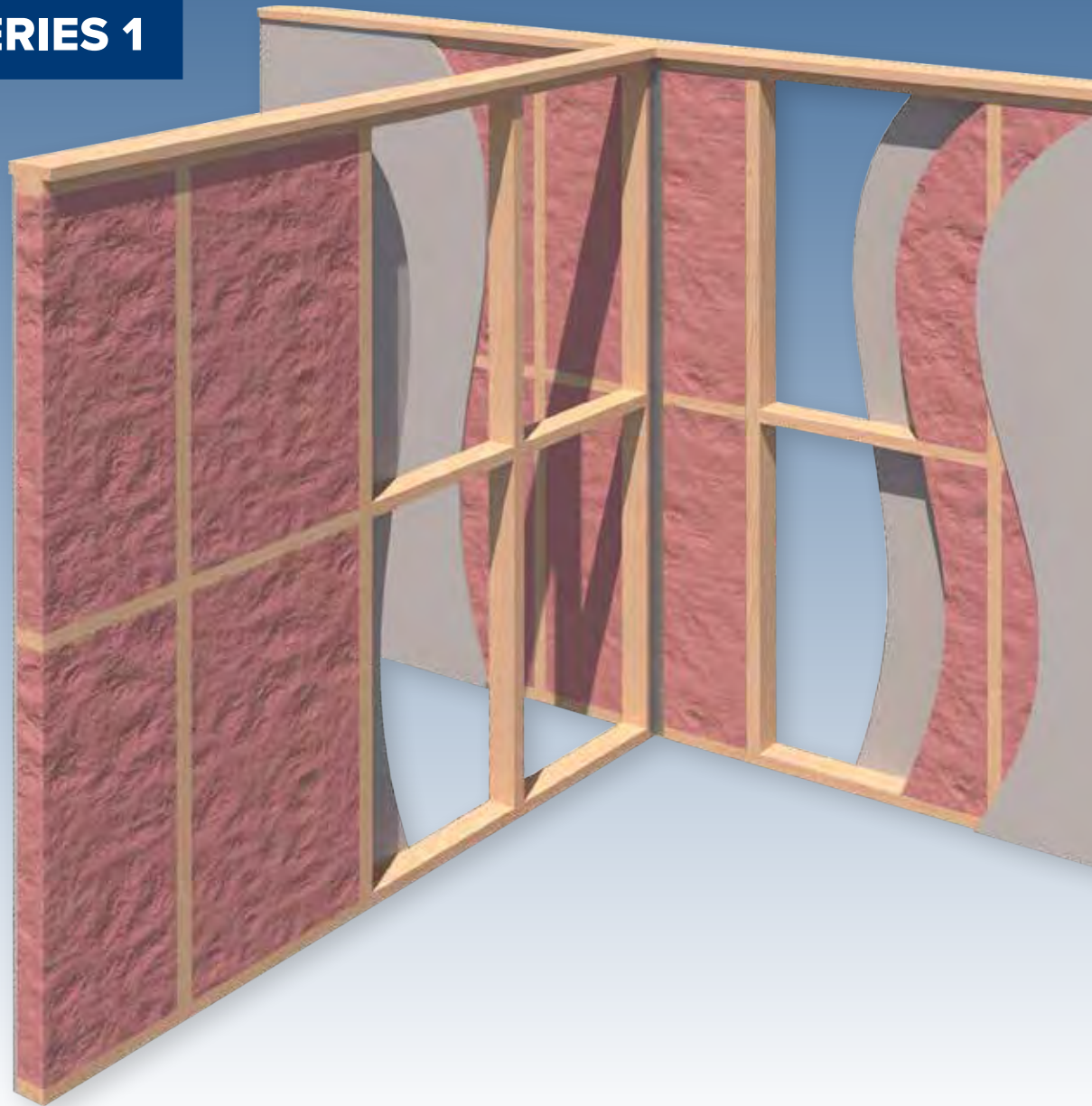


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WSP, Beca and Ventia named most attractive employers

Engineering and professional services firm WSP has been named as the most attractive employer in New Zealand within the construction and engineering sector, according to the 2023 Randstad Employer Brand Research.

Recognised for its reputation, financial health and job security, WSP also achieved the double accolade of being named as one of the Top 20 Most Attractive Employers in New Zealand, ranking fifth overall.

The 2023 Randstad Employer Brand Research explores 4302 New Zealand workers' perceptions of employer brands, providing a unique understanding of employee and job seeker preferences.

Other high performing construction and engineering companies were Beca (#2) and Ventia (#3).

Beca was recognised for being financially healthy, providing opportunities for career progression and its good reputation, while Ventia (including Ventia, Visionstream and Broadspectrum) was perceived as attractive due to its financial health, job security and career opportunities.

Randstad New Zealand country director Richard Kennedy says while it remains a

challenging time due to ongoing talent shortages and rising material costs, the construction and engineering sector remains a significant contributor to the New Zealand economy.

"This is being fuelled by major Government infrastructure projects and recent weather events like Cyclone Gabrielle leading to high demand for specialist construction and engineering talent," Kennedy says.

Strong employee brand

"This underpins the importance of having a strong employee brand that will deliver stand-out and competitive advantages when attracting and retaining talent."

Commenting on WSP being recognised as the fifth most attractive employer in New Zealand, managing director Ian Blair says the business and what it does is about people.

"We have smart, talented people who are committed to creating what matters for future generations across New Zealand.

"At WSP we work every day to provide an inclusive environment where our people can bring fresh perspectives and creativity

to be at their best in helping solve New Zealand's environmental and infrastructure challenges," Blair says.

Work-life balance, salary and benefits remain priorities

The research also reveals what Kiwi job seekers look for when it comes to choosing where to work.

Notably, workers are prioritising work-life balance (#1), attractive salary and benefits (#2) and good training (#3) during today's uncertain economic climate.

This is a significant shift compared to the previous two years where work-life balance remained steadfast as the most important priority for Kiwi job seekers.

Perhaps, unsurprisingly, three quarters of workers are placing increasing importance on non-remuneration benefits, and exploring personal career growth options in areas including reskilling (67%) and upskilling (76%).

Recruitment and HR specialist Randstad New Zealand believes the findings align with New Zealand's market sentiments that show that only 16% of workers changed employers in the last six months compared to almost a quarter (24%) last year.

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BCITO launches new educational initiative

Joint initiative with REAP Aotearoa will help enhance a range of skills

Support for regional construction apprentices lacking confidence with literacy, numeracy and other life skills such as driving a car or using a computer will be offered through a joint venture between BCITO Te Pukenga and REAP Aotearoa (Rural Education Activities Programme).

The partnership aims to tear down some of the main barriers that prevent trainees from completing their apprenticeships, providing support for those who live in rural communities.

Additional support needed

“As part of our eight-year programme in Workforce Development for the construction sector, we identified additional support was needed for our apprentices and their theory-based learning, particularly those living outside the main centres,” BCITO acting director Greg Durkin says.

“REAP Aotearoa provides leadership, support and educational opportunities across rural New Zealand.

“We’re really lucky we can tap into their

network and provide a helping hand for those who need it.”

There are currently 13 REAPS around rural Aotearoa that BCITO apprentices and learners can join.

Variety of programmes

REAP offers a variety of programmes apprentices can benefit from — for example, driver education and licencing programmes, digital literacy and language programmes, including Te Reo Maori.

With around 21,000 learners enrolled in BCITO courses, almost 15% face challenges across literacy, numeracy and computing.

BCITO Te Pukenga training advisor Stuart Caulfield says some apprentices were struggling to upload images of their work, and using the MyBCITO computing platform.

“We can’t assume that everyone is tech-savvy, has a driver’s licence, or even has English as their first language,” Caulfield says.

“REAP Aotearoa has the expertise to

support apprentices with all of these essential skills and more.”

REAP Aotearoa national director Tracey Shepherd says by facilitating meaningful and relevant opportunities for learners of all ages and stages, REAP Aotearoa enables people to stay connected, confident and independent.

“This support is crucial for their overall success in learning and life,” Shepherd says.

Support and camaraderie

“From bricklayers to the flooring industry, this initiative has united construction industry apprentices, encouraging them to meet up each week at REAP centres, fostering a sense of support and camaraderie between them,” BCITO Te Pukenga area manager for Canterbury North, Nelson and Marlborough Stefan Hartel says.

Initially launching in the Upper South Island, BCITO and REAP Aotearoa are excited to roll out the initiative to more communities across rural New Zealand.



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First goods trains welcomed at Ruakura Inland Port

Ruakura Inland Port — a newly minted, 9ha customs-controlled cargo facility on Hamilton's eastern boundary — has welcomed its first two goods trains, one each from Tauranga and Auckland.

The new \$60m facility has been more than 15 years in development by Tainui Group Holdings, the commercial entity of Waikato-Tainui, and will be operated in a joint-venture with Port of Tauranga for an initial period of 50 years.

Senior management representing the JV were on hand to mark the first train from Tauranga rolling into the twin 800m rail sidings.

Tainui Group Holdings chief executive Chris Joblin says the milestone marked an exciting new opportunity for importers and exporters, especially in the Waikato and Bay of Plenty regions.

"This is a big step towards reducing carbon emissions from the Upper North Island supply chain. It gives importers and exporters the option to move away from the previously ubiquitous round-trip, road-based journeys, towards more rail-based, one-way movements for cargoes," Joblin says.

Recent modelling commissioned by the JV from independent supply chain experts has confirmed potential cost savings of up to 30% for cargo owners using rail from Ruakura Inland Port — compared to the round-trip, road-served transport model from Hamilton to Tauranga and Auckland.

Initially, two trains a week, each capable of carrying around 90 containers, will call at Ruakura Inland Port as the inland port undergoes final commissioning during August.

Train calls will then be increased to match demand. KiwiRail operates more than 85 train services per week between MetroPort Auckland and Tauranga which pass through Ruakura.

This year will also see the opening of other large-scale businesses at the



Team members from Tainui Group Holdings, Port of Tauranga, KiwiRail and Quality Marshalling greet the first-ever goods train to arrive at Hamilton's Ruakura Inland Port.

adjacent Ruakura Superhub. These include the 40,000sq m Kmart Distribution Centre, and new cold storage facilities operated by global player Maersk (16,000sq m) and Big Chill (13,000sq m), which will generate freight through the inland port.

Port of Tauranga chief executive Leonard Sampson says partnering with TGH to operate the inland port has delivered strategic infrastructure which will amplify the connectivity of the Port's existing facilities.

"By combining Port of Tauranga's expertise in developing and operating ports with the deep regional connections of TGH, and the scale and efficiency of the Ruakura location, we can deliver more value for our regions and customers," he says.

Quality Marshalling Ltd (a 100% owned subsidiary of Port of Tauranga) will manage physical operations at the inland port.

KiwiRail chief executive Peter Reidy also welcomes the opening of this strategic

node on the national rail network.

"It is not only an expansion, but a better utilisation of our national rail network. We believe that rail offers resilience against supply chain disruptions, and it is good to see increasing interest and use," Reidy says.

"Importantly, this project shows an increased connectivity of our infrastructure to benefit cargo owners and consumers across the country to help decarbonise land transport in New Zealand."

Joblin sees the opening as a point of pride for the region's economic infrastructure.

"It is exciting to see another dot on the map for Hamilton. This is the type of infrastructure to really cement the city's importance in New Zealand's economic landscape.

"With Ruakura Inland Port operating and the adjacent the Waikato Expressway, it's an alignment of infrastructure that will deliver great value for our country, region and Waikato-Tainui," Joblin says.

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NZTIF president: Structural timber sales volumes plummeting due to building activity downturn

New Zealand Timber Industry Federation president Bruce Larsen is calling on the Government to provide investment-friendly initiatives so that timber processors can add more value to help improve the New Zealand economy, reduce unemployment, and significantly improve the boom-bust nature of forest harvesting and timber manufacturing.

It is ironic that I read all manner of “positive press” from government agencies and other organisations lauding timber manufacturing as a possible “get out of jail free” card for New Zealand’s climate change obligations at a time when the industry is facing a crisis.

Residential house construction is in a very poor state — actual building is much lower than the current reported statistics suggest — and it will take some time for the actual scale of the problem to flow through.

Some large group home builders — the powerhouses of the industry — are facing reductions in orders of 50% to 80% if the stories I’m hearing are anything to go by. Sales volumes of structural timber would support this view.

The timber shortage during the pandemic followed all the rules of a classic commodity shortage.

At every level of the supply chain, panic ordering and stockpiling conspired to make the shortages appear much greater than they actually were.

Significant downturn

Now, with a significant downturn in building activity (largely engineered by the Reserve Bank), New Zealand is awash with excess structural timber.

Sawmills, as the primary step in the supply chain, feel the heat first and longest as the merchants, traders, builders and others all reduce their stock holdings and “cash up” before reordering.

All this is happening while the Government is encouraging timber processors to invest in more capital and convert a greater proportion of logs into timber and reduce the dreaded “log exports”.

In theory, by adding more value we can improve the New Zealand economy, reduce unemployment, and significantly improve the boom-bust nature of forest harvesting and timber manufacturing.



But there are a few issues. Most large mills in New Zealand concentrate on cutting structural framing timber.

A large proportion of the logs exported are packaging grade (although if there is no domestic timber manufacturing in the local area, then the whole log must be exported).

At every level of the supply chain, panic ordering and stockpiling conspired to make the shortages appear much greater than they actually were. Now, with a significant downturn in building activity (largely engineered by the Reserve Bank), New Zealand is awash with excess structural timber.

Increasing the size and efficiency of large structural mills that predominantly supply an over-full domestic market may drive timber prices down and close some smaller, less efficient regional mills — which, in turn, will make more regions reliant on export logs, but may not increase the volume of logs processed.

Timber exporting is the answer but, apart from Australia and the Pacific Islands, *pinus radiata* is not a well-recognised

structural timber.

Large structural mills only process suitable parts of the tree and, except for a few cases, New Zealand has not managed to produce large-scale packaging grade producers that can compete long-term in the Asian market.

Many structural mills ship off their low-grade products and accept the price, effectively subsidising the Asian packaging timber with their other, higher value products.

However, there is an opportunity to transform the timber manufacturing industry. It comes in the form of Harvested Wood Products (HWP).

This term recognises the “delayed emissions” benefit of long-lived harvested wood products.

Investment-friendly actions

If this was combined with some investment-friendly actions from Government — primarily, accelerated depreciation on capital investment — then New Zealand is likely to be globally competitive in packaging timber.

The Government currently accounts for HWPs as part of New Zealand’s nationally determined contribution calculation (which aims to reduce net greenhouse gas emissions to 50% below gross 2005 levels by 2030).

However, these carbon “credits” are not distributed to those who generate them (ie timber manufacturers).

If incentivised with these credits, wood processing could significantly expand to reduce embodied carbon, and de-risk forest owners’ reliance on the export log market.

However, as the wheels of bureaucracy slowly grind on, I fear we will only see more “boom and bust” commodity cycles, and foresters will need to look for additional export log markets once the current crisis is over.

BRANZ-appraised, single-tool purlin fixing system launched

Fastening systems company Paslode understands that simple changes in process can flow through to multiple benefits on site.

One catalyst for change is the new BRANZ-appraised Paslode purlin nail, streamlining the job of fixing purlins and roofing battens.

The purlin nail is a 3.15mm nail with annular grooves and a full round head. Placed corner-to-corner, three 80mm-long bright purlin nails meet the 2.4kN clamp down capacity required for type T fixing as per NZS 3604.

Armed with the FrameMaster, builders have a single-tool solution to fix purlins quickly and accurately while eliminating double handling, and reducing the movement of people up and down scaffolding and across the frame.

The new nailing system anchors the purlins in one walkover.

There's no more fixing, then returning screwing purlins.

Paslode New Zealand product manager Edlir Truja says builders no longer need to secure the purlins with a nail, then climb off the scaffolding, change tools, fill their pouch, then go back up, picking each individual screw from their belt.

"The purlin nail system saves that whole second process, saving up to half the time compared with the combination of nail and blue screw fixing," Truja says.

Greater convenience

"That adds up to greater convenience and less time bending and bracing on the roof at odd angles.

"All up, they can get the roof on faster and easier — and get on to the next job or the roof shout earlier!"

Three Paslode purlin nails placed corner-to-corner complies with the building code for Type T fixing based on the withdrawal power required.

The diagonal nail placement is key. The configuration works with hips and valleys, and builders can simply use a timber blocking mechanism for joints.

"Builders can use these nails and configuration, and be confident and satisfied with the job," Truja says.

Genuine Paslode purlin nail

"When the job is complete, the head indicator P mark gives inspectors the quick heads-up that it is a genuine Paslode nail."

For optimum performance, use Paslode's purlin nail with the latest FrameMaster models (B20580/B20543P).



For more information on the Paslode purlin nail system and other Paslode fastening systems featuring best-in-class

lightweight cordless technology and patented fastener technology, visit www.paslode.co.nz.



FIXING PURLINS? THREE NAILS AND YOU'RE SORTED

Our Purlin Nail was designed so builders can spend less time working at heights, and get the roof on faster. BRANZ appraised, it's a single-tool solution to accurately fix purlins fast – freeing up time, labour and tools.



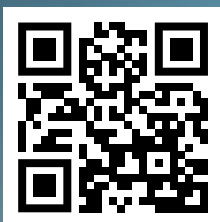
A single tool solution for fixing purlins



One, two, three... our Purlin Nail saves time, labour and tools



BRANZ appraised, so you're good to go.
Appraisal No. 1249 [2023]



Fixing Purlins?

LEARN MORE

Alternative solution for Purlin to Truss "Type T"; fixing Joint to 2.4kN capacity.
BRANZ Appraised (No. 1249) FOR PURLIN & BATTEN FIXING ALTERNATIVE SOLUTION TO NZS 3604:2011
Tables 2.2, 10.10, A10.10, 10.12, A10.12, 15.9 and A15.9
Three Paslode Purlin nails replace 1/10g self drilling type 17 screw, 80mm long if installed according to direction.

Paslode[®]

2023 RANZ Awards announced recently



Congratulations go to the 2023 Roofing Association New Zealand (RANZ) Award winners.

They were:

Residential Roof of the Year: Aspect Roofing, Opito Bay, Coromandel

Commercial Roof of the Year: Harkin Roofing, Gib Factory

Training Company of the Year: Edwards and Hardy

Young Roofer Excellence: Liam Williams, Prestige Roofing

Trainee of the Year: Darian Giles, Marshall Industries

Supreme, biennial award – RANZ Roofing Excellence Award: Shaun Harris, CS Roofing Southland

Metal Roofer of the Year: Nathan Leslie, Top Notch Roofing, Otago

Membrane Roofer of the Year: Harvinder Singh, Superior Waterproofing, Auckland

Pictured right: Images from this year's awards ceremony.





Always choose a Roofing Association Member for roofing work

Roofing Association (RANZ) Member businesses are:

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RANZ Residential Roof of the Year 2023



Aspect Roofing, Opito Bay, Coromandel

The roof comes second only to the backdrop in terms of visual appeal yet, in many ways, complements it with contrasting straight lines and symmetry.

This has been achieved through attention to detail and a well-considered set out. It's worth noting that this is all soft metals, not steel, and so presented challenges around the pitch and the elements.

We faced major hurdles initially with our coil being in transit to New Zealand for several months, and again when it came to installing the spouting.

In order to push forward we ended up folding the gutters from mill finish aluminium then custom painting them and all the rainwater components.

This roof was completed by a two-man team, with the project manager stepping in to do the copper mouldings around the chimneys — flat lock seam with coulisseau welts to join the corners.

Joe installed all welded powdercoated flashings to the skylights — with one diverter taking the three large skylights on both main faces — along with channel drains to chimneys and custom penetration seals.

The pitch was a challenge as we had to use clamps to install the rigging, and the wind made things tricky at some points also. Delivery had to be spot on, being in a very remote location four hours from our base. We really had to make sure we had every detail covered before our truck left!





RANZ Commercial Roof of the Year 2023



Harkin Roofing, Gib Factory, Tauranga

Judges said despite the vast scale of the roof, it is not, in itself, the primary stand-out of this entry. The complex logistics, environmental considerations and overall job management is truly a level above. This entry highlights the fact that excellence in our craft involves a lot more than a great looking roof.



Brad Harkin of Harkin Roofing accepts the award for RANZ Commercial Roof of the Year 2023.

Young Roofer Excellence Award

Liam Williams, Prestige Roofing, Matamata



In this under-25 years category, Liam's work impressed the judges, noting that his entry showed a great example of what can be achieved when time is spent on planning the installation of the product. Liam implemented the roof installation well, complementing great design with some very skilful metal work.



Roofing Trainee of the Year Award

Darian Giles, Marshall Industries, Invercargill



Showing promising talent and acquired capability in his craft, Darian's entry impressed the judges with his evident thoughtfulness and skill in installation.



Training Company of the Year Award

Edwards and Hardy



Often we think of the training award as working at the very high end of our industry, but the re-roof and repair market is massive, complicated and often unregulated. To have an organisation doing this well, in this market, is an exceptional achievement, and a huge credit to the entrant.



Roofing Excellence Award

Shaun Harris, CS Roofing Southland



Judges said Shaun is a very modest, humble, self-effacing young gentleman. He just gets on with what is required to be done. He is not one to "blow his own trumpet", despite having a lot to be proud of.



Flexible underlay designed for ultimate safety

Hydra roof underlay is a breathable, fire-retardant, self-supporting, tri-laminate, flexible underlay designed with Hydra's patented Gripspot technology for ultimate safety during roof construction.

Specifically developed for the local built environment, Hydra roof and wall underlays guarantee to stand tough against New Zealand's unique weather conditions, and meet all local code requirements, creating warmer, drier, healthier homes.

Hydra's breathable, non-woven, synthetic, tri-laminate underlay enables moisture to escape by absorbing and removing dampness using Hydry Technology, whilst preventing any growth of mould.



Hydra is a heavy-duty underlay with excellent flammability index ratings. Its Gripspot technology increases traction when working on roofs.

The raised texture spots are the key, keeping traction high and funnelling away water.

Consider the complete system approach to secondary weathertightness in the next home or building you design or build.

The Marshall Weatherization System includes:

- Hydra roof underlay,
- Tekton or Hydra wall underlays,
- Super-stick flashing and construction tapes,
- Seam tape, and
- Trade seals.

The system provides superior weathertightness and protection of the building envelope.

This secondary line of defence, an all-in-one system from one supplier, offers up to 50 years' durability.

Hydra roof underlay is BRANZ-appraised and suitable for most roofing types, including pressed metal tiles, concrete or clay tiles, and metal roofing profiles, and can be fixed to timber or steel framing.

Working closely with architects and councils throughout the design phase, Marshall Innovations provides systems and solutions that deliver a weathertight building envelope.

Visit www.mwnz.com or call 0800 776 9727 for more information.

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BRANZ Appraised ClearVue is a cost effective alternative to traditional glass roofing systems. ClearVue is lightweight, easy to install & gives you design flexibility as it can be retrofitted to an existing structure, or you can use our ClearVue Span Bar that can span up to 5.1m. Visit clearvue.co.nz to learn more or contact PSP Limited: info@psp.co.nz or 0800 786 883.





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Fit-for-purpose drainage products essential

Ensuring that products are fit for purpose is essential when selecting a drainage product for any membrane roof or balcony installation.

When specifying the best drain for any waterproofing membrane installation, correct product selection needs to consider the type of membrane, the location and detail of the install, the required flow rate, and the project budget.

Allproof has been supplying New Zealand-made membrane clamp ring drains and accessories for more than 30 years. In fact, the company began its evolution as a manufacturer of drainage products when it started supplying waterproofing products in the 1980s.

Identifying the importance of specialist drainage products for waterproof membrane installations, Allproof began developing and manufacturing its extensive range of roof and balcony drains in the 1990s. Since this time, it has significantly expanded its manufacturing capability and product range at its manufacturing base on Auckland's North Shore.

This has enabled the company to offer an extensive range of membrane roof and balcony drainage products to suit every project, providing specifiers with options when selecting the best product for any project.

Working with industry, and using its manufacturing capability, Allproof is able to offer an end-to-end solution for specifiers.

Allproof designs and manufactures prototypes and tooling, injection moulds, and CNC machines and fabricates its range of waterproofing membrane drainage products.

The company uses a nationwide network of distribution outlets and salespeople, and quality is assured through independent certification of its manufacturing and products.

Throughout its history, Allproof's solution-focused approach has led to the development and introduction to the New Zealand market of products such as injection-moulded plastics for heat applied waterproofing membranes, integral drainage overflow systems, and the Allthrough balcony drainage system.

These products all use various fit-for-purpose material components that Allproof manufactures, including plastic, stainless steel and bronze.

Each project is different, and factors relating to the specific installation details can have an impact on the selection of a roof outlet for a particular project. When selecting from Allproof's extensive range of roof or balcony membrane drainage products, issues to consider include:

- Spatial: width of gutter, proximity of downpipe to wall or corner, and ceiling or soffit cavity space available for downpipe,
- Membrane type: thickness, adhesion method (glue or heat),
- Flow rate: catchment area, open or covered, and
- Environmental: coastal or sea spray zone, geothermal, extreme temperatures.

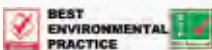
Considering these details, Allproof's range has developed to include small or larger diameter drain bodies, side outlet and scupper options, dome or flat grate options, membrane, tile or raised deck finishes, overflows and balcony Allthrough drains.

All these products are independently flow rate tested by a NATA certified laboratory for piece of mind.

Combined with years of infield service, Allproof's product warranty and after-sales service, a specifier or installer can be confident that the products are fit for purpose and meet the needs of the application.



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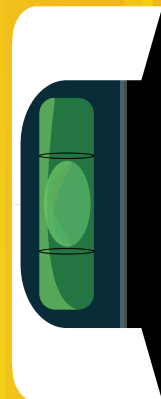


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Highly anticipated SARNZ conference on next month



The 2023 Scaffolding, Access, and Rigging New Zealand (SARNZ) Conference and Tradeshow will be held in Auckland over three unmissable days next month.

This highly anticipated conference will kick off with a networking afternoon/evening on Waiheke Island on September 13, followed by two conference days in the Auckland CBD on September 14 and 15.

Understanding the significance of partnering with reputable scaffolding, access, and rigging companies that adhere to Good Practice guidelines is crucial for

main contractors in the construction industry.

These specialised services play a pivotal role in ensuring the safety, efficiency, and success of any project.

Reputable companies prioritise the well-being of their workers and adhere to industry standards, reducing the risk of accidents and delays, while also maintaining compliance with regulations.

This event will bring together industry leaders, experts and professionals from all corners of the scaffolding and rigging world.

Unique opportunity

It offers a unique opportunity for main contractors to gain in-depth insights from industry experts, discover the latest innovations, and network with top-tier service providers.

By participating, main contractors can enhance their understanding of best practices, form valuable partnerships, and ultimately elevate the overall quality of their projects while ensuring the safety of everyone involved.

There will be plenty of opportunities to network with others – and to make doubly sure of it, SARNZ has created the fun day at Waiheke so attendees can connect with others ahead of the conference.

There'll be speakers and panel discussions, and a huge line-up of exhibitors aimed at all facets of construction businesses – from technology and innovation, gear suppliers, health and insurance, and much more.

SARNZ has had a huge 55 entries enter its Job of the Year Awards for 2023, with winners being announced at the awards evening on September 14.

Tickets for the Waiheke networking event are limited, so get in quick. Visit sarnz.co.nz/2023-conference to find out more about the conference schedule, speakers and registration details.

Follow us on social media for the latest updates, and join the conversation using #SARNZ2023Conference and #SARNZJotYAWards.



Scaffolding, Access and Rigging NZ

Helping members to be the best in the industry through quality and safety - every time.



Message 1: Hey mate, I need a good scaffolding company and some riggers. Know anyone?

Message 2: Sounds like you need some people who understand quality and safety.

Message 3: Yeah mate, I don't want to risk my roofing team with dodgy scaffold.

Message 4: I need to find someone who's really committed to quality and safety.

Message 5: Sounds like you need a crew that are SARNZ members. Check out their member base: sarnz.co.nz/member-directory

See why more people are asking for SARNZ members. As the association for the industry, our members are quality assessed and have access to support and training through us.

sarnz.co.nz
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| admin@sarnz.org.nz

Using locally-sourced product important for award-winning roofer

Winners of the RANZ Residential Roof of the Year 2022 award, Warkworth-based Webbs Brick & Roof Tiles, are passionate about using only high-quality, locally-sourced products.

After moving away from bituminous paper, Webbs' choice of underlay was VHP Roof Underlay from Masons.

"We made the decision some time ago to change to a synthetic paper for longevity and watertightness," company owner Bill Webb says.

"Most importantly, we want to work with a local supplier who provides a variety of products at a good price."

VHP Roof Underlay comes in four weights — VHP Value (125gsm), VHP Strong (140gsm), VHP Ultra (180gsm) and VHP Maxi (220gsm) — all providing great performance and excellent value for money.

VHP is self-supporting and fire-retardant (except for VHP Value), and is CodeMark-certified to meet NZBC requirements.

For Webbs, the VHP roll sizes and weights are another benefit.

"It means we can cover more area with a roll, and the lightness of the synthetic paper makes it so much easier to handle and transport, especially when working up on the roof," Webb says.

Manufactured from multi-laminate, non-woven polypropylene membranes, VHP Roof Underlay deflects water and air during construction and as part of the finished roof.

Highly breathable, it transfers water vapour at higher rates than bitumen-impregnated paper, and offers 21 days of UV resistance.

Webbs Brick & Roof Tiles is dedicated to providing the highest quality workmanship, and its award-winning work relies on products the company knows will perform.

"We would definitely recommend the Masons products. We have found the VHP Roof Underlay to be highly versatile — it can be used in most applications. The price is good, and the size of the rolls works for our projects," Webb says.

To learn more about Masons VHP Roof Underlay, visit the Masons web site: mpb.co.nz. Alternatively, call 0800 522 533 to talk to a local Masons rep.



Award-winning roofers Webbs Brick & Roof say weight-saving VHP Roof Underlay makes roofing easier.



SDWS16 perfect for greater holding power

No matter whether concrete roof, metal tile roof, asphalt, or long-run roof, the wind uplift resistance is only as good as the connection between the roof cladding and the trusses or rafters.

The SDWS16 Framing Screw from Simpson Strong-Tie is the perfect choice when requiring greater holding power and pullout resistance.

Purlin/batten screws

The SDWS16 Framing Screw is a 4mm

shank and 3.7mm root or core diameter, 89mm-long structural screw, designed with a SawTooth point that makes for fast installation without pre-drilling.

Its 11.2mm diameter washer head with box-nibs increases clamping force, and countersinks easily to provide a flush finish.

Due to its super holding power and pullout resistance, the SDWS16 is perfect for fixing purlins/battens to rafters/trusses where nails are not providing a strong enough wind uplift connection.

Alternative to NZS3604:2011

The SDWS16's 10g size and 89mm length meets the NZS3604 fastener requirements for fixing roof battens or purlins to rafters or roof trusses to resist wind uplift.

Technical data sheet

Characteristic withdrawal and pull-through capacity data for Specific Engineering Design is available on the Technical Data Sheet.



Long-awaited conference a ‘resounding success’



By Frame and Truss Manufacturers Association Chair Seith Harrison

The long-awaited FTMA conference, which finally took place at Te Papa, Wellington, last month was a resounding success, thanks in large part to the unwavering support and patience of sponsors, exhibitors and FTMA members.

On behalf of the FTMA, I'd like to extend my sincere gratitude to our naming sponsor, Spida, and our other major sponsors, Mitek, Pryda, Red Stag, and BCITO Te Pukenga.

Their generous support made this conference possible, and we are immensely thankful for their ongoing commitment to the FTMA.

I would also like to acknowledge and express appreciation to all our other sponsors and exhibitors who contributed to the success of the event. Your partnership is truly invaluable, and we are indebted to you for your dedication.

I extend a special thank you to all the FTMA manufacturing members who invested the time to attend, and who made the conference worthwhile for our sponsors.

It was truly encouraging to see our community come together after such a long time, and I know attendees enjoyed reconnecting with fellow members and industry colleagues.

We were privileged enough to have our conference opened by MP Megan Woods, and then enjoyed a fantastic presentation by Nigel Latta as our close.

But, for me, the highlight of the conference was undoubtedly the gala dinner and the captivating talk by Brad Smeele.

His inspiring journey from a life-altering catastrophe to rediscovering happiness and purpose serves as a powerful reminder to cherish the blessings we have, and to find courage during adversity.

It was a truly humbling experience that left a lasting impact on all who attended.

Looking back on the three days, I feel that the purpose of conferences has changed since our experiences of Covid-19 and lockdowns.

The camaraderie and knowledge exchange that takes place during these events is unparalleled. People enjoy being together, and I'm glad that the FTMA New Zealand Conference could serve that purpose.

FTMA NEW ZEALAND
Frame and Truss Manufacturers' Association
2023 National Conference

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- Looking at the big picture**
 - The housing market
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- Focus on your business**
 - Ten essential topics to improve and add value to your business

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Minister for Building and Construction Megan Woods opens the FTMA conference.



FTMA Chair Seith Harrison addresses the FTMA conference.



MC Te Radar.



Gala dinner speaker Brad Smeele.



Keynote presenter Nigel Latta.



Andrew Skinner presenting in the small group Knowledge Session.



Happy attendees at the opening function.



Spida machinery exhibition.

GoodYarn programme helping to build better mental health and stronger teams

Earlier this year, BCITO Te Pukenga contacted companies to see if they would be interested in trying the GoodYarn programme, aimed at normalising conversations about mental health, as well as helping everyone feel comfortable and included in the workplace. Blenheim-based painting company Construction Coatings Ltd (CCL) was one of those organisations that took part in the successful pilot.

Every industry has its mental health challenges, and construction is no different. BCITO Te Pukenga is keen to support people across the sector by helping employers have the right conversations with their teams and develop strategies to help workers stay healthy.

Earlier this year, BCITO Te Pukenga contacted companies to see if they would be interested in trying the GoodYarn programme, aimed at normalising conversations about mental health, as well as helping everyone feel comfortable and included in the workplace.

The programme nominates people in an organisation to become facilitators, and equips them with the skills and resources to implement strategies within their workplace and champion change from the top down.

Blenheim-based painting company Construction Coatings Ltd (CCL) was one of those organisations that took part in the successful pilot.

Ian Hunter is a manager at CCL, and needed no convincing about the merits of a more inclusive workplace — particularly for the female apprentices the programme was initially intended to support.

"I come from a diverse background and have never really worked in an "all bloke environment.

"This comes from having spent 20 years in the global film and television industry, and time as the owner/operator of a catering business and two restaurants, together with 14 years in the wine industry," Hunter says.

"One thing I have carried forward with me is how to communicate with different personalities, recognising that everyone requires a slightly different approach."

So, for Hunter and his team, a big plus was being able to adapt the GoodYarn programme to his own team.

CCL had already been working on its own policies in mental health and diversity and inclusion, which the GoodYarn programme complemented perfectly.

Besides learning more about recognising symptoms of poor mental health, Hunter



Blenheim-based painting company Construction Coatings Ltd (CCL) manager Ian Hunter.

believes the programme has helped in the way he interacts with those around him.

"For those who have been in the industry for a while, you know the peer pressure and old school bullying that can happen out on work sites.

"This can generate a lot of pressure — particularly if you're a new apprentice trying to do your best. At the same time, those in senior positions are not immune from experiencing this too," Hunter says.

"I found the programme useful to identify the types of harmful behaviours we as a business want to cut out — such as the male chest puffing — and it also just reinforces the importance of respecting one another."

In March, CCL built on this further by providing all staff, from senior managers right through to apprentices, with the ability to access a fully funded, confidential counselling service.

Hunter looks forward to introducing the GoodYarn programme to more businesses and seeing them benefit from the same knowledge.

"Very rarely do you see successful businesses where everyone thinks the same. That's just not how things work, and this programme encourages you to see things from a different point of view," he says.

To learn more about the GoodYarn programme and to get involved, contact your local BCITO training advisor.

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Te Pūkenga

Wide array of solutions for specialised drainage systems

Allproof industries specialises in providing solutions for complex projects through premium drainage and passive fire systems.

Commercial kitchens and production facilities for food and beverages often require specialised drainage systems optimised for the specific needs of each installation.

Allproof has developed a wide array of solutions through extensive research and development programmes to create off-the-shelf stock and systems that can be customised to each project.

These innovative systems are backed up by a large portfolio of projects providing in-service history.

These include large scale beverage, potato chip, poultry, and pet food factories, along with bakeries, butchers, supermarkets and restaurant/canteen kitchens.

The latest product offering to this category is the MC Series, a modular channel system. The MC Series provides an off-the-shelf solution for creating system layouts that can cater to the needs of each project.

The MC Series is made from 304 stainless steel comprising of channels and sumps available in two widths and depths,



The MC Series is a modular channel system that provides an off-the-shelf solution for creating system layouts that can cater to the needs of each project.

with sloped joining channels and grate options.

Outlets suit 100mm DWV or HDPE pipe, and include a double strainer basket.

Installers can select the required components which easily bolt together on site to create unique systems for each project.

By using standardised components,

installers benefit from reduced turnaround times, along with improved shipping and handling.

Allproof is an industry-leading drainage manufacturer that prides itself on providing innovative solutions to challenges faced on site every day.

www.allproof.co.nz

WIN!



We've got another great prize to give away to the lucky winner of this month's Building Today Trivia Question — a range of Swedish G-Man handsaws from Toolware Sales worth

\$460

Visit www.buildingtoday.co.nz, hit the Competitions link and correctly answer the Building Today Trivia Question to go into the draw to win this fantastic prize!

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The case of a relocation company's liability in respect of a defective home

Tim Bates and Fiona Dobroschi of Auckland legal firm TM Bates & Co assess the High Court decision in *Stott v Uplifting Homes Ltd*, where the plaintiffs claim the defendant company's relocation and building work was substandard.



In this case, the plaintiffs sought to cancel their contract with the defendant company, alleging there was a breach of contract, statutory warranties and statutory guarantees, by relying on the Building Act 2004 (the BA), Consumer Guarantees Act 1993 (the CGA), and Contract and Commercial Law Act 2017 (the CCLA).

Facts

On July 22, 2019, Mr Stott and Ms Savageau (the plaintiffs) entered a contract with Uplifting Homes Ltd (the defendant). The defendant was designated to uplift, transport and re-site a house from Remuera to Katikati.

The contract price was \$158,000 inclusive of GST, and accounted for the building consent plans to be drawn and submitted to the local council on the plaintiff's behalf, with "no changes to the original floor plan" and using "existing roofing materials".

An issue that stemmed in the relocation process was that the house was transported from a low wind zone to a high wind zone, which became a concern for the plaintiffs.

Due to the shift in environment, the Western Bay of Plenty District Council (the council) building consent requirements required the council to impose specific requirements for the relocated house in terms of the foundations, internal bracing and roof structure.

The house was placed on temporary foundations until the building consent was issued. The plaintiffs were distraught at the state of the house upon its arrival and establishment, and believed damage would continue to ensue while remaining on the temporary foundations.

The defendant assured the plaintiffs that the damage was a normal part of relocating, and would not affect the re-siting of the house on permanent foundations.

The defendant tasked Prestige Removals Ltd to complete the work, and on May 13, 2020, a building consent was issued for the relocation.

The works were done sporadically, and by January 2021, the plaintiffs' builder raised concerns about the quality of the building works.

Consequently, the plaintiffs engaged a registered building inspector and surveyor,

with both highlighting substantial issues with the works done, and providing recommendations.

Quantity surveyors estimated remedial works would exceed \$520,000, with alternative demolition and make-good costs equating to between \$24,000 to \$33,000.

Despite attempts made by the defendant to assert its right to remedy under the CGA, the plaintiffs were intent on cancelling the contract, relying on breach of the BA warranties, CGA guarantees and contract, and sought to pursue legal action.

Provisions relied on by the plaintiffs

The plaintiffs alleged various breaches of the Building Act 2004 and, in particular, the implied statutory warranties. Specifically, section 362I (1) provides:

a) that the building work will be carried out:

(i) in a proper and competent manner, and

(ii) in accordance with the plans and specifications set out in the contract, and in accordance with the relevant building consent.

(d) that the building work will:

(i) be carried out with reasonable care and skill, and

(ii) be completed by the date (or within the period) specified in the contract or, if no date or period is specified, within a reasonable time.

Section 362M(2)(b) entitles the home owner to cancel the contract if the builder fails to remedy the breach of warranty within a reasonable period.

Similarly, the plaintiff also alleged breaches of the CGA including:

- Section 28 Guarantee as to reasonable skill and care,
- Section 29 Guarantee as to fitness for particular purpose, and
- Section 30 Guarantee as to time for completion.

Ruling

The High Court ruled that Uplifting failed to carry out its building work for the plaintiffs in a proper and competent manner, in accordance with the building consent and within a reasonable time in breach of the Building Act 2004 warranties

implied into the contract.

The High Court also ruled that Uplifting had failed to comply with the Consumer Guarantees Act guarantee as to completion.

It also ruled that the plaintiffs were entitled to cancel the contract. The test applied in assessing this was as follows:

"In my assessment, a reasonable client fully acquainted with breaches of that magnitude would not have entered into the contract. The breaches accordingly being substantial, the Savageau/Stotts were entitled to cancel the contract, as they did."

The High Court ruled that the relief sought was to be considered on compensatory, rather than damages principles, namely from identification of what the innocent party "actually lost by reason of the breach" rather than their position if the contract had been performed.

The court ultimately found in favour of the plaintiff, although judgment was not entered for the full sum sought.

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



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Marketing lessons from Mr Spock

Andy Burrows – The Trades Coach – explains the Vulcan Mind Meld trick that Star Trek’s Mr Spock used to employ to “get to know people better” – and how it can help you in your everyday marketing and promotion.



For those of you old enough (like me) to remember Leonard Nimoy as Mr Spock on the original television series of Star Trek, you may also remember the Vulcan Mind Meld trick he used to perform.

In order to understand a subject person better or uncover hidden memories, Spock would place his hands on a person’s head and mentally become one with them.

He would then be able to think as that person thinks and, of course, help save the day in some way.



What does Star Trek have to do with marketing for builders and tradies?

In terms of marketing for builders, quite a bit as it turns out. When developing your marketing and sales strategies, I want you to think “Vulcan Mind Meld” as the first thing you do before you think about spending any time or money on implementing tactics.

Why? Because understanding your potential client and how they think will save you a lot of wasted effort and precious resources in your lead generation efforts.

It will make your building or trades company stand out more in a crowded market, and make it more likely that a prospective customer will reach out for that first conversation.

By knowing how your potential clients think and feel, and by expressing that in your marketing messages, they will automatically assume you have the answer to their problem or dream.

Improve your sales effectiveness

The Vulcan Mind Meld technique also plays a big part in the sales process for builders or other trades.

Achieving better conversion rates in sales is often about developing trust with a prospective customer.

One element in the trust building equation is to focus more on the customer’s needs and wants, rather than boasting about how good a builder or tradesman you are.



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If your messages are more client-centric and directed better at the key emotional drivers of your clients, you will rank higher in their eyes, and will likely achieve a higher sales price than someone with a more generic message.

How to understand your target client better

So how can you do this without the special Vulcan skills that Spock has?

Two things that may help you in this process are Asking and Listing.

It seems pretty obvious, but the first thing to try is ask past clients what were the main reasons for deciding to go with you, and also asking similar people what were the main wants and fears they considered before engaging a tradesperson like you?

When they tell you, ask why again. Why is/was that important to you? Empathise with them and draw out the core emotional reasons.

Secondly, make a list. On an A4 piece of paper draw a line down the middle.

Head the left column with Fears and Frustrations, and put Wants and Desires on the right column.

Start listing the problems that the client is trying to get away from and, on the other side, the better situation they are trying to reach.

The aim here is to become your client and think like they think. Just like Spock!

Wrapping it up

When you can express your target clients’ problem or dream almost better than they can, you are in the perfect place to develop your marketing offer. It will resonate with your target clients much more effectively.

This will help you achieve a much greater conversion success percentage in your sales process, and probably a higher price too.

“Live long and prosper” Mr Spock.

For help in developing your own Vulcan Mind Meld process, contact me at www.tradescoach.co.nz, or email me at andy@tradescoach.co.nz.

Building Consents Information

For all authorisations, June 2023

Dwellings	\$1,728,253,683	Total All Buildings	\$2,511,137,478
Domestic Outbuildings	\$19,224,348	Non-building Construction	\$37,098,570
Total Residential	\$1,747,478,031		
Non-residential	\$763,659,447	Total Authorisations	\$2,548,236,048

Number of new dwellings consented

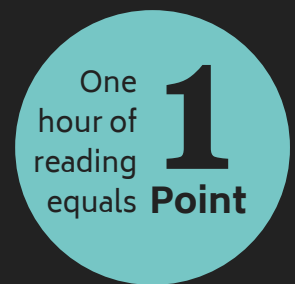
	Jun 2023	May 2023	Jun 2022		Jun 2023	May 2023	Jun 2022
Far North District	20	30	20	Palmerston North City	42	57	21
Whangarei District	33	42	74	Tararua District	2	4	8
Kaipara District	17	6	19	Horowhenua District	15	16	20
Rodney District	83	49	111	Kapiti Coast District	35	14	16
North Shore/Albany Wards	219	178	377	Porirua City	21	21	10
Waitakere Ward	194	239	312	Upper Hutt City	26	46	19
Auckland Wards	408	293	404	Lower Hutt City	31	94	98
Manukau/Howick Wards	198	311	276	Wellington City	20	150	51
Manurewa-Papakura Ward	198	273	272	Masterton District	17	9	14
Franklin Ward	77	95	79	Carterton District	2	12	10
Thames-Coromandel District	14	24	23	South Wairarapa District	5	11	4
Hauraki District	14	11	14	Tasman District	25	33	37
Waikato District	82	72	96	Nelson City	11	34	25
Matamata-Piako District	28	13	33	Marlborough District	14	26	19
Hamilton City	188	135	108	Kaikoura District	11	3	6
Waipa District	44	34	89	Buller District	8	15	11
Otorohanga District	1	2	3	Grey District	2	6	0
South Waikato District	11	11	5	Westland District	6	7	9
Waitomo District	4	5	1	Hurunui District	17	16	16
Taupo District	36	23	28	Waimakariri District	66	79	61
Western Bay of Plenty District	21	12	64	Christchurch City	397	369	378
Tauranga City	77	87	66	Selwyn District	108	114	210
Rotorua District	14	97	40	Ashburton District	34	23	33
Whakatane District	8	9	5	Timaru District	11	21	20
Opotiki District	4	14	2	Mackenzie District	7	7	7
Gisborne District	22	10	11	Waimate District	7	4	6
Hastings District	39	55	26	Waitaki District	18	8	7
Napier City	22	30	19	Central Otago District	21	45	14
Central Hawke's Bay District	7	8	11	Queenstown-Lakes District	149	120	96
New Plymouth District	32	19	25	Dunedin City	34	72	49
Stratford District	7	5	13	Clutha District	12	2	7
South Taranaki District	5	16	12	Southland District	16	13	12
Ruapehu District	3	3	6	Gore	5	4	5
Whanganui District	14	23	23	Invercargill City	26	18	23
Rangitikei District	10	5	11	Area Outside TA	0	0	0
Manawatu District	23	11	14	Total	3402	3725	4310

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