

BUILDING TODAY



The official magazine of the Registered Master Builders Association

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January 2025



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Details, page 2

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INDUSTRY CONDITIONS LOOK SET TO IMPROVE

Construction Cost Index
indicates a rise in
construction levels for 2025

PROFILES FOR SUCCESS

Highlighting companies — and
their products and services —
geared for success in 2025

VOCATIONAL EDUCATION: CERTAINTY NEEDED

Industry welcomes
consultation to create fit-for-
purpose education system

ALSO INSIDE: CONFLICTING FORCES TO SHAPE NZ'S 2025 PROPERTY MARKET

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WITH
BUILDING TODAY

BUILDING TODAY

January 2025

From the editor

If you're reading this then congratulations — you've made it through the first quarter of the 21st Century!

Where did it go? It's hard to say off the cuff, but when you reflect upon what has happened in that time you realise there have been a few challenges to overcome in those 25 years.

The most obvious and unique event was the Covid-19 pandemic which, unfortunately, spelt the end for many businesses and livelihoods.

The Global Financial Crisis just over a decade ago hit most industry sectors hard and, specifically for the construction industry, there's been the usual cyclical ups and downs to negotiate.

In this very first digital-only issue of *Building Today* — unless you count the one we were grudgingly forced to distribute electronically during the aforementioned pandemic — we highlight some of the companies who serve the industry with innovative products, services and solutions.

In general, here's hoping 2025 sees the emergence of a resurgent and thriving construction industry.

Andrew Darlington
Editor

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Building consents information for November 2024.

1-year subscription (11 issues): **\$83.60**

More landslide claims than ever — NHC encourages home owners to get prepared



Damage to a retaining wall following the 2011 Christchurch earthquake.

The Natural Hazards Commission Toka Tu Ake (NHC Toka Tu Ake) has received almost 10,000 claims for damage from landslides in the past three years, nearly 10 times more than the previous three years, when there were just over 1000 claims lodged.

The country's natural hazards insurer is urging home owners to ensure they understand the natural hazards that could impact their properties, and the limits of their insurance.

"The significant storms in recent years caused devastation to communities across the country," NHC Toka Tu Ake chief resilience and research officer Jo Horrocks says.

"Landslide damage can be complex and costly to fix, and the insurance available for damaged land is limited," Horrocks says.

"It's really important to understand the risks, think about ways to protect your property and factor that into your financial planning — before an event happens."

NHC Toka Tu Ake currently receives more claims for damage due to landslides than any other natural hazard.

Since the Auckland anniversary floods in January 2023, losses from landslides have totalled \$302 million — more than four times the cost from all other natural hazards combined.

"For landslide damage, the natural hazards scheme covers up to the first \$300,000 of damage to an insured home, and private insurance covers the rest up to the policy limit.

There is also a limited contribution available for damage to land through the national scheme.

However, the scheme can only cover up to the value of the insured land, up to 8 metres around your home.

For some home owners, that won't cover the full costs of repairing their land, especially when complex landslides have occurred," Horrocks says.

"If you live on or near a slope, there are things you can do to identify signs of potential slipping and to prepare your property.

"Consider getting advice from a geotechnical expert, and keep an eye on your retaining walls and slopes to make sure they're well-maintained," she says.

"It's also important to understand the limits of cover for your driveway, and to consider if you can strengthen it against storm damage and make plans in case your driveway gets washed away."

If you're buying a new property, you also can visit the Natural Hazards Portal for information on past claims related to landslides and other natural hazards, which could indicate future risk.

Construction conditions look set to improve in 2025

Construction conditions look set to improve in 2025 as mortgage rates drop, but overall cost growth may still remain relatively controlled, according to CoreLogic chief property economist Kelvin Davidson.

"There are also signs in the new dwellings data from Stats NZ that a floor may have been reached, and that a rise in construction is likely in 2025.

"However, construction sector activity is unlikely to suddenly surge higher, especially with the slowdown in population growth due to the decline in net migration," Davidson says.

The cost to build a "standard" single-storey, three-bedroom, two-bathroom stand alone dwelling in New Zealand increased by 0.6% in the three months to December, half the 1.1% growth seen in the third quarter of 2024 and also below the long-term average quarterly rise of 1.0%.

CoreLogic's latest Cordell Construction Cost Index (CCCI) shows that the annual growth over the past 12 months has also slowed to just 1.1%, down from 2023's rise of 2.4%, and also well below the spike of 10.4% in 2022.

Davidson says it was little surprise that construction cost growth had slowed in the past 12 to 18 months.

"The previous Covid-related pressures on materials supply chains such as plasterboard are no longer an issue, and there's also been a wider slowdown in the number of new dwellings consented and actual residential construction work being undertaken.

"As a result, there's been reduced pressure on the industry's capacity, which naturally dampens cost growth, both for materials and labour."

He points out that although the downturn in the construction sector has been deep and prolonged, it started from a very high base, meaning that over the longer-term, recent levels of dwelling consents and construction activity have remained above previous troughs — including from right after the Global Financial Crisis (GFC).

Elsewhere in the market, Davidson notes that loan-to-value ratio (LVR) rules continue to incentivise property buyers to look at new-build dwellings, while the debt-to-income (DTI) ratio restrictions do the same.

To read the report, visit www.corelogic.co.nz/reports/cordell-construction-cost-index.

New report emphasises infrastructure costs when planning for growth

A new report by the New Zealand Infrastructure Commission, Te Waihanga, highlights the opportunities that Auckland's population density offers for reducing infrastructure costs for New Zealand.

"Statistics New Zealand's population projections show that Auckland is expected to grow nearly 30% over the next 25 years, so it's crucial we figure out ways to reap the benefits of population density when it comes to providing infrastructure services like our water, electricity, hospitals, schools and roads," Te Waihanga chief executive Geoff Cooper says.

"The good news is that on many counts, the cost to service infrastructure can be cheaper in Auckland than in other places," Cooper says.

"For example, the cost to the Crown to roll out the Ultra-Fast Broadband Initiative that occurred between 2009 and 2022 for Auckland households and businesses was around 13% lower than the cost elsewhere in New Zealand (\$971 for Auckland compared to \$1110 for the rest of New Zealand).

"Retail electricity prices, which reflect the full costs of generating, transmitting, distributing, and retailing electricity, are lower in many parts of Auckland, compared to other parts of the country.

"For example, in Auckland Central retail electricity prices are about 5% lower than the national average. The lower prices appear to be mostly due to lower distribution charges, which makes sense when you consider a kilometre of electricity line in an urban area will serve more customers than a kilometre in a rural area," Cooper says.

"In terms of land transport, Auckland's density reduces the average distance that people need to travel to reach their destination, which is reflected in the fact that Auckland has 79% less local roads per capita and 88% less state highways compared to the rest of New Zealand.

"Auckland's density also increases the viability of providing public transport services — Auckland accounts for 55% of New Zealand's total public transport boardings.

"Auckland receives 33% of total National Land Transport Fund (NLTF) spending, which is similar to its share of national population. But it spends this very differently compared to the rest of New Zealand," Cooper says.

Auckland spends less on road maintenance as it has a smaller network to maintain. It spends more on public

transport operations and capital investment, reflecting higher levels of public transport provision and use.

Auckland also spends more on road improvements due to more complex mitigation requirements in an existing urban environment and higher land acquisition costs.

"The challenge then is to manage these costs down through a longer-term approach to infrastructure planning that leverages the benefits of density — for instance, designating or acquiring land for infrastructure in advance to make it cheaper and easier to build the infrastructure when and where we need it.

"As we gave as an example in our 2023

report 'Protecting land for infrastructure', if the land for the North-South Opaheke Arterial had been purchased at the time, the cost would have been \$78m, but the price could rise by 13 times, to \$1bn by the time of expected purchase," Cooper says.

"Our largest city needs to grow in a way that stacks up financially and shares benefits widely.

"This means that a critical component of addressing the infrastructure challenge is a deeper understanding of where the lowest-cost places are to grow from an infrastructure perspective.

"This information might then usefully drive planning processes rather than follow them."



The New Zealand Infrastructure Commission says on many counts, the cost to service infrastructure can be cheaper in Auckland than in other places around New Zealand.

Background information:

- Outside of looking at the cost of Auckland's network infrastructure compared to the rest of New Zealand, the report also looks at what Auckland households spend on infrastructure and Aucklanders' perceptions on options to pay for infrastructure services, such as water, roads and electricity.

- In 2023, the Auckland region had a population of 1.66 million people, or 33% of New Zealand's total population. However, the Auckland region only occupies 1.8% of the country's total land area.

- In 2023, Auckland contributed 38% of the country's total economic output (GDP, or gross domestic product).

- Auckland's population isn't evenly distributed within its region, with 92% of Aucklanders living in only 14% of the region's area.

- Auckland is less densely populated than large European cities, but it is comparable to similarly-sized Australian and Canadian cities.

- The median motorway expansion project in Auckland cost around \$13.2 million per lane-kilometre (in 2021 New Zealand dollars), which is equal to over \$50 million per kilometre for a four-lane road.

This is 62% higher than the median cost of around \$8.2 million per lane-kilometre in the rest of New Zealand.

Celebrating success in building capability across the construction sector

Umbrella association focused on playing lead role in trade training.

In the first full year of implementing its strategy, the Building and Construction Training Fund (BCTF) has awarded more than 55 scholarships to tradespeople completing advanced trade-related study, and provided governance training for more than 100 directors from its member constituency.

The BCTF is an umbrella association that represents 18 construction trade association members, and which is focused on building capability across the industry by playing a lead role in advocacy around trade training, as well as supporting access to ongoing development opportunities.

Capability-building beyond trade training

Former interim BCTF chief executive Grant Florence says as an organisation focused on capability-building beyond initial trade training, the BCTF helps bridge an existing gap in the sector, especially given the uncertainties from further reform of vocational education.

"Supporting tradies and other

professionals in the construction sector to do advanced study not only helps lift standards across the sector, but is also one of the ways that we can retain valuable experience in the industry, by helping them develop and potentially progress into new roles," Florence says.

"Similarly, the governance training that we've been providing helps to build leadership skills in-house, ensuring that boards have the ability to think strategically about the future of the industry."

Big investment

In 2024, the BCTF invested more than \$300,000 in its members' governance training and scholarships for individuals undertaking NZQA Level 4 or above qualifications in specialist construction in a range of areas, such as Building Information Modelling, civil engineering, architecture, kitchen design and construction law.

In addition, the BCTF has also supported initiatives to share best practice, such

as developing best practice guidelines, and commenced a longer-term project to identify and map construction career pathways as an input to developing solutions to retain skilled tradespeople in the industry.

"We're doing what we can as an industry, but it's also critical that the Government gets the latest round of vocational education and training reform right," Florence says.

'Reform doesn't go far enough'

"We provided our feedback on the Government's proposal for reform earlier in the year, sharing our view that the reform proposed does not go far enough to ensure that vocational education is truly industry-led to drive improved outcomes.

"This latest round of reform presents an opportunity to get things right, so the BCTF is committed to ongoing engagement with Government to ensure the voice of industry and, ultimately, learners in our sector, is heard," Florence says.

BCTF appoints new CEO and board members

The Building and Construction Training Fund (BCTF) has appointed Brian Dillon as its new chief executive, alongside two new Board members, Rob Gaimster and Brett Francis.

BCTF board chairperson Kieren Mallon says the appointment of Dillon, coupled with the appointment of two new board members representing specialist trade industries, reinforces BCTF's commitment to capability building across the construction sector, and is an important milestone for the organisation as it enters its second year of implementing its strategy.

"Brian brings extensive experience in the construction industry, as well as in-depth knowledge of vocational education in New Zealand," Mallon says.

Shaping future of NZ construction

"His skillset, along with strong industry relationships, will enable the BCTF to continue shaping the future of the New Zealand construction industry through advocating for a vocational education system that meets industry needs, sharing best practice and supporting



BCTF board chairperson Kieren Mallon

ongoing skills development.

"We would also like to acknowledge and sincerely thank Grant Florence for his tenure as interim chief executive of the BCTF, and his ongoing commitment to the industry which is reflected in the fact that he will remain on the Board going forward as a co-opted director of BCTF.

"Grant has been instrumental in developing and implementing the BCTF's strategy to date," Mallon says.

Dillon has more than 25 years'

experience in vocational education and construction-related roles, including most recently as National Ako Network Director (Construction and Infrastructure) at Te Pūkenga, and as the Faculty Dean at Toi Ohomai Institute of Technology. He holds an MBA from the University of Waikato.

Gaimster and Francis represent specialist trades within the construction industry. Gaimster is currently Concrete New Zealand chief executive, and previously sat on the BCITO Board and the BCTF Board during the time of its initial formation.

Francis is the chief executive of the Window and Glass Association of New Zealand.

"With these new appointments, the BCTF is poised to continue playing a lead role in advocacy around capability building in the trades, and we look forward to continuing to support initiatives to lift standards in the industry," Mallon says.

Dillon, Gaimster, Francis and Florence will take up their new positions this month.

Vocational education: Certainty needed after years of change

The recent announcement of further consultation around work-based vocational education was met with cautious enthusiasm by the civil construction industry, which will need to ramp up training and qualifications to deliver on the government's infrastructure work programme.

Civil Contractors New Zealand chief executive Alan Pollard says it is good to see acknowledgement that more robust consultation was needed, and the industry welcomed further discussion to establish a sound vocational education model.

However, this was an unstable time for the workforce, and time spent on consultation should be combined with urgency lest uncertainty further undermine learner, educator and employer confidence, Pollard says.

"We welcome the decision to further consult with industry about creating a fit-for-purpose vocational education system, and the opportunity to explore the details in the new proposals for work-based learning at the earliest convenience.

Willing and able to work quickly

"We're ready, willing and able to work quickly with officials. Certainty is important, first for employers looking to take on new staff, but also for our colleagues working in the education system, who have faced years of disruption and change, and will be looking for stability."

He says it is important any changes enabled the education sector to come to the table in preparing new entrant workers in gaining the skills needed to work in horizontal construction, which involved transport, water and the construction of other core infrastructure such as ports, airports, stopbanks and seawalls.

"This is an industry that has very specific needs. Training is hugely important, in terms of project quality outcomes and in terms of safety outcomes.

"There is a lot of risk in working underground with heavy machinery, and it's essential that workers are well prepared."

Pollard says industry is doing its part through career promotion and development of training opportunities for workers.

But there had been concerns in prior consultation that proposed changes risked reducing capability and increasing the cost of construction and maintenance of water and transport infrastructure by



Infrastructure trainees learning on the job.

placing education cost on industry, making infrastructure construction more expensive and reducing industry's capacity.

"We are in a lull right now as we wait for the government's transport and water construction plans to turn into construction-ready projects and hit the market. And when these projects come, we will need the ability to scale up quickly. We should be ramping up training, now."

Pollard says it takes the industry around five years to train a new entrant to be a multi-skilled civil tradesperson. Infrastructure construction trade skills are in hot demand globally.

Next to no government support

While infrastructure construction offers great rates of pay and amazing career opportunities, there is next to no government support for domestic intakes of infrastructure workers through the education system.

He says the industry has developed strong relationships with its education partners Waihanga Ara Rau Construction and Infrastructure Workforce Development Council, Connexis and the Construction Centre of Vocational Excellence, but these organisations needed clarity in their roles to deliver successfully.

Apprenticeships and training would be of pivotal importance, and while it is good to see acknowledgement of this in the latest announcement, civil construction has been disappointed to see its Apprenticeship Boost funding set to end.

Question marks also remain around the millions of dollars of industry money that have been reserved for civil construction training, currently held in business divisions and education trusts.

Pollard says this is money held specifically for reinvestment in industry training programmes, and should not be used to offset current operating deficits.

He looks forward to having significant input into the new model to ensure the best outcomes could be reached for learners and the civil construction industry.

Trades academies and managed apprenticeships needed

More attention on training models such as trades academies and managed apprenticeships is needed, as New Zealand largely did not deliver civil trades skills in schools, fund fit-for-purpose training programmes, or provide funding support for workplace training delivery by the civil construction industry, outside of providing workbook-based qualifications — meaning companies are effectively schooling new workers from scratch.

Pollard says without real Government-industry partnership to onboard workers through domestic civil infrastructure construction trades intake programmes, the industry would be left to develop skilled civil construction workers from square one, once again.

"For many years now, skilled civil construction workers endeavouring to construct and maintain our infrastructure networks have gone unrecognised and under-served by education, despite delivering some of the most important initiatives for our society.

"We need to recognise the value these people add to our country, and it's a real shame to see recognition of these people as skilled and valued workers fall by the wayside."

Conflicting forces to shape New Zealand's property market in 2025

New Zealand's property market has greeted 2025 with a mix of challenges and opportunities, as lower mortgage rates contend with stretched affordability, abundant listings, and a softening labour market.

CoreLogic NZ's December Housing Chart Pack shows that while mortgage rate reductions will provide relief for many buyers, expectations of significant growth remain tempered by ongoing affordability constraints and broader economic conditions.

CoreLogic NZ chief property economist Kelvin Davidson forewarns debt-to-income (DTI) ratio caps — which limit the amount that can be borrowed relative to income — could also impact some borrowers in the first half of 2025.

"Lower mortgage rates will support sales activity and help stabilise property values, but affordability constraints, elevated listings, and a soft labour market will remain key challenges," Davidson says.

"DTI restrictions may also start to influence buyer behaviour, adding further complexity to the market outlook next year."

Taking these headwinds and opportunities into account, Davidson expects property sales volumes to rise by approximately 10 to 15% in 2025, with national values increasing around 5%, marking a muted recovery by historical standards.

November market performance

Property sales activity rose by 9% in November compared to the same month in 2023, marking the 18th rise in the past 19 months. However, despite the rise, volumes remain approximately 10% below seasonal norms, reflecting cautious buyer sentiment.

Total listings available for sale increased to 30,150 in November, following the seasonal winter slowdown.

"The volume of listings on the market is providing buyers with time to negotiate and secure deals on their terms, but sales remain constrained by affordability and confidence factors," Davidson says.

Reflecting the buyer's market, the CoreLogic Home Value Index (HVI) declined a further 0.4% in November,



CoreLogic NZ chief property economist Kelvin Davidson.

the ninth consecutive monthly fall. Since February's "mini peak" last year, national property values have dropped around 5%.

Regional performance remains varied, with Wellington, Auckland, and Hamilton underperforming, Tauranga showing stability, and Christchurch and Dunedin recording slight gains.

Davidson says first home buyers (FHBs) have maintained a strong presence, accounting for 25.5% of property purchases in November as they enjoyed lower house prices, less competition and leveraged financial tools such as KiwiSaver.

Mortgaged multiple property owners (MPOs), including investors, increased their market share to 23% while relocating owner-occupiers ("movers") remain quieter but could gain momentum as conditions improve.

Regional perspective

The regional property market continued to reflect diverse trends, Davidson says. Total listings in the year to November

2024 rose significantly in key regions, with Wellington, Bay of Plenty, and Auckland seeing increases of more than 10% compared to 2023.

Elevated stock levels have heavily impacted Wellington where property values are down 24.6% from their peak, while Christchurch has recorded more modest falls of 6.5% for the same period.

"Regional markets are displaying a mixed performance, with some areas stabilising while others face ongoing price corrections," Davidson says.

"The abundance of listings will give buyers significant choice into 2025, but sellers may need to be realistic in their price expectations if they want to secure a sale in a timely manner."

Demand eases on rental market

Rental growth has settled, increasing only 1% in the year to November 2024 on the Stats NZ flow/new tenancy measure, comfortably below the long-term average of 3.2%.

Rents in Auckland remain flat at \$650/week, but have increased 14% in Dunedin in the past year to \$530/week, where gross yields are the highest in the country at 4.5%.

"Rents are already high in relation to household incomes, so a slowdown was always likely at some stage," Davidson says.

"But subdued rental demand owing to a slowdown in net migration and more available listings on the market is also adding to the slowdown."

Even with the slowing rental conditions, gross rental yields are at their highest level since early 2016, reaching 3.9% in November, from a floor of 2.8% in late 2021.

It's unlikely to be a high enough return for some investors, who will be eagerly anticipating a fall in rates to reduce their gap between rent and mortgage repayments.

"Even though rental yields have trended higher, they're still relatively low compared to mortgage rates, so some would-be property investors might still be watching and waiting for interest rates to fall even further — which would reduce the required top-ups from other income," Davidson says.

December Chart Pack highlights:

- New Zealand's residential real estate market is worth a combined \$1.62 trillion.
- The CoreLogic Home Value Index fell 0.4% in November 2024, the ninth consecutive monthly decline, bringing the total fall since February 2024's mini peak to around 5%.
- Total listings on the market surpassed 30,000 in November 2024 to be 25% up on the five-year average.
- Property sales activity increased 9% year-on-year in November 2024, but remains 10% below typical seasonal levels.
- First home buyers represented 25.5% of purchases, while MPOs accounted for more than 23%.
- Rental market conditions remained flat amid slowing net migration.
- Inflation returned to the 1 to 3% target band, with the next OCR cut forecast for February 2025.

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BUILDING TRUST



PROFILES FOR SUCCESS

A group of construction workers in hard hats and safety vests, with one worker in the foreground raising his fist in celebration. The background is a blurred construction site.

HIGHLIGHTING THE COMPANIES
GEARED FOR SUCCESS IN 2025 —
THEIR PRODUCTS, SERVICES AND
SOLUTIONS, AND HOW THEY ARE
HELPING THE CONSTRUCTION
SECTOR THRIVE IN 2025.

Build smarter with TreadTech aluminium deck framing

When it comes to deck building, speed, durability, and precision can make or break a project. That's where TreadTech by UNEX Systems can help.

Designed in New Zealand with more than 40 years of engineering expertise, TreadTech is a game-changer for decks, balconies, pools, and rooftops.

Combining height-adjustable pedestals with a robust aluminium subframe, it's the smart choice for builders who want to deliver quality while saving time and costs.

Build anywhere, build better

Every project is different, and TreadTech is built with versatility in mind. It accommodates deck heights from 23mm to 785mm, making it ideal for everything from low-profile decks to elevated rooftop spaces.

Uneven ground or sloped terrain? No problem. TreadTech's adjustable pedestals come with slope correction, so builders can achieve a perfectly level surface every time.

Whether you're working on a residential backyard or a large-scale commercial site, this system adapts to your needs.

Say goodbye to maintenance hassles

TreadTech's aluminium subframe is built to last. Unlike timber, which can warp, rot, or require ongoing maintenance, aluminium resists corrosion and stands up to the elements. This means you can offer your clients a durable and low-maintenance solution.

Install fast, save time

Speed is everything on-site, and TreadTech makes life easier with its simple, welding-free installation. The components are quick to assemble, helping to reduce labour time and getting the job done faster.

The wide base of the pedestals spreads the load evenly, ensuring a stable and secure deck structure without the hassle.

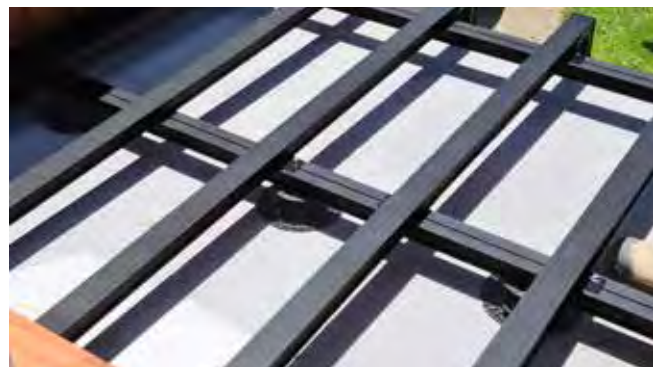
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As a builder, you need solutions that tick every compliance box. TreadTech meets the New Zealand Building Code, and UNEX Systems backs this up with DWG files, Producer Statements (PS1), and expert support from its team of engineers and CAD technicians.

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Key factors that drive up the cost of development funding



By Squirrel founder John Bolton

People always get hung up on interest rates, but when it comes to the cost of development finance, they're only part of the equation.

It's often all the other rates, fees and hidden costs, which, if you're not careful, add up, eating into your profits and potentially costing you other opportunities.

Here are some essential things to consider when trying to understand (and minimise) the total cost of your loan.

How do bank and non-bank lenders compare?

Banks charge lower interest rates and fees (so they seem cheaper at first), but there are hidden costs behind those headline numbers.

For starters, banks are much more conservative — usually only willing to lend up to an LVR of 60% to 65% and an LTC of between 75% to 80%. That means having to front with more equity, and equity is expensive. If accessing the extra cash means embarking on a joint venture, for example, that's half your profits gone.

Then there's the added bureaucracy. Banks require more presales, their QCs are more expensive, and they'll typically want a bond from your builder.

Non-banks, by contrast, are generally much more flexible. In some circumstances, non-banks may be willing to lend up to an LVR of 80% and up to 90% of development costs, meaning you've got less money tied up.

In return, you'll pay a premium in rates and fees. Most non-bank lenders set their pricing to achieve an overall return of 15% to 18%.

What else do I need to watch out for?

Development finance has three main costs — the interest rate, establishment fees and line fees. And it's that last one that can really sting you.



The line fee is a rate charged monthly on the total limit of the loan and over the loan term. So, it stays the same no matter how much or little you've drawn down. Typically, line fees range from 1.3% to 1.8% per annum (or 0.1% to 0.15% per month), but the most expensive I've seen is 3% pa.

When the establishment fee and line fee are added together, they can be as high as 6% of your total borrowing.

Development loans progressively draw down. If applied to an average drawn loan balance, these costs combine to add up to an effective interest rate of 18% or even higher.

Specialist funding for smaller developments

The tighter margins that come with smaller-scale developments make it even more important to sweat the details of costs.

Banks and larger non-bank lenders aren't always set up to cater to smaller deals (<\$5 million), so finding a lender that can efficiently handle smaller stuff will make a huge difference.

At Squirrel, we specialise in funding projects up to \$3.5 million, and can use our relationships across the lending spectrum to coordinate finance for bigger deals.

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10 strategies for builders to attract potential clients

Builders can utilise many strategies to attract potential clients, although it's advised to start with two or three and, once mastered, expand to more. But if you're light on leads, attack all 10 below and grow your business over the next 18 to 24 months. The Professional Builder's Marketing and Partnerships General Manager Karla Farrar outlines 10 recommended strategies.

1 Three-street-wide flyer and door hangers

Introduce your services to specific neighbourhoods using flyers or door hangers. This tactic generates leads and builds brand awareness.

Include your business details and a special offer, such as a free home consultation, since you're already working nearby. It's also a respectful way to inform neighbours of any construction noise or disruption.

2 Site and vehicle signage

Displaying your business information on signs and vehicles is a simple but effective way to boost visibility. Position signs at your worksites with your logo, web site, and contact details.

Adding association logos (eg Master Builders, NZCB, LPB) enhances trust. Include QR codes linking to more information about your services. You can also add a photo of yourself to personalise the signage.

3 Geo-fenced Facebook advertising

Geo-fencing allows you to target specific geographic areas with Facebook ads. Before running ads, ensure your online presence is polished. A marketing audit will confirm that your web site and social media profiles clearly who you are, what you do and how you can help.

After your audit, run geo-targeted Facebook ads. If you're new to this, it's worth hiring a specialist social media marketer. Ensure your web site and profiles align with the ad content for higher conversion rates.

4 Google AdWords and landing pages

Pairing Google AdWords with a well-designed landing page can effectively convert visitors into leads. Ensure your landing page highlights customer testimonials, case studies, and examples of completed work to build trust and credibility.

Visitors want to know how you can specifically help them with timelines, budgets, quality, communication and trustworthiness concerns.



5 Home shows, show homes, and open homes

Participating in home shows or hosting open homes allows you to engage directly with potential clients. This builds trust and showcases your work.

Be sure to have professional marketing materials such as WOW Packs, and Look Books available. Offering a free consultation to visitors can further incentivise potential clients to reach out.

6 1% referral programme

Referrals are one of the most powerful ways to generate new business. Offering a 1% referral reward to those who refer clients can incentivise word-of-mouth marketing.

Share the programme widely, targeting past clients, sports clubs, real estate agents, and networking groups such as BNI. You could also offer Prezzy cards or gifts as rewards for successful referrals.

7 KLT Instagram strategy

The "Know-Like-Trust" (KLT) concept is vital in Instagram marketing. The goal is to help clients get to know your business and trust your expertise.

Share content that answers the questions: Who are you? Who is in your team? How can I trust you? How can you specifically help me? This will help you stand out from competitors. And pull the curtain back so people Know, Like and Trust you more.

8 Case studies and testimonials

Trust is crucial in the building industry,

and case studies and testimonials are an excellent way to build it. Video testimonials are particularly effective, though written ones are also valuable.

Ask satisfied clients if they would be willing to serve as references for future projects, especially for larger jobs. This can reassure potential clients and give them confidence in your abilities.

9 Networking and sponsorships

Networking can be a powerful tool for builders. Consider joining business groups like BNI, where you can meet potential clients or partners. Awards, such as the Master Builders House of the Year competition can also build credibility.

Sponsoring local events is another way to increase visibility while giving back to the community. Sponsoring local sports clubs, such as a rugby or netball team, can give your business added exposure. Sponsorships are an easy way to build goodwill while promoting your services.

10 Marketing and sales audits

If you're struggling to generate leads, a marketing and sales audit can be a first effective step you take. Make sure all your online and offline marketing materials clearly communicate your services, brand identity, and how you operate.

Once this foundation is in place, refining your sales strategies will help you improve your conversion rates and build long-term relationships with home owners.

By implementing these 10 strategies, you can improve your lead generation and establish your business as a trusted name in residential building. Focusing on marketing, trust-building, and strategic networking will position your company for sustained growth.

• **The Professional Builder — empowering builders to run successful businesses by improving their confidence and giving them the necessary skills and systems to become great leaders. For more information visit www.theprofessionalbuilder.com.**



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H&S — some key points and tips to keep your worksite safer

In 2024 WorkSafe shared an important report about workplace harm and risks in New Zealand. It's a long one — 106 pages! — but it's packed with helpful information about how we're doing with safety and what needs improving. Luckily, HazardCo Head of Health and Safety Evette McClure has done the hard work for you. She's pulled out the key points and added tips on how you can make your workplace safer today.

New Zealand trends in work-related fatalities and injuries

Most work-related fatalities and serious injuries happen in just a few industries. Unfortunately, construction makes the list, as does agriculture, forestry and fishing, manufacturing, and transport.

Over the past 20 years, things have gotten better, with work-related deaths and serious injuries dropping by more than half. However, this progress has slowed down in the past 10 years.

Between 2017 and 2021, New Zealand's work-related fatality rate was still 40% higher than Australia's, even when adjusting for things such as job numbers and economic activity. It's a wake-up call, and we should be doing better.

Construction has the highest rate of all industries. In other words, a construction worker heading out the door for the day has a higher chance of injury than someone working in a factory, driving a truck, working on a farm, or any other industry.

Types of injury

When we look at workplace injuries, we can group them into five main categories:

- **Sudden accidents:** These are injuries that happen unexpectedly, often in high-risk industries such as construction or manufacturing.
- **Airborne risks and carcinogens:** This is exposure to harmful dust or other contaminants in the air. In New Zealand, more than half of the workforce is exposed to at least one carcinogen. Unfortunately, in some industries, workers face multiple risks, and safety measures aren't always properly enforced, leading to serious health issues over time.
- **Musculoskeletal risks:** Jobs that involve heavy lifting, awkward positions, and long periods of standing, often lead to these kinds of injuries. These risks are especially common in physically demanding jobs.
- **Work environment and organisation risks:** Things such as shift work, extreme temperatures, or disorganised environments can cause physical and



mental stress.

- **Psychosocial risks:** High work demands, lack of job control, and negative behaviours such as bullying or harassment are common across many industries.

How can we create a safer workplace?

The big takeaway from the report is this — most serious injuries and deaths occur in just a few industries, so that's where we need to focus.

To make these workplaces safer, it's important to have strong safety measures in place. This means better controls in place (and enforcing them), providing proper training and resources for workers, and building a culture that values safety.

Here are some ways you can proactively make a difference on your site today:

- **Lead by example:** Take the initiative in promoting safety. Regularly demonstrate

safe practices, and make safety a priority in your daily tasks. Your actions will encourage others to follow suit.

• Encourage open communication:

Create an environment where everyone feels comfortable discussing safety concerns. Encourage team members to share their thoughts and ideas on how to improve safety on-site.

- **Regular safety meetings:** Schedule regular safety meetings to discuss any potential hazards, recent incidents, and preventive measures. Use these meetings as a platform to reinforce the importance of communication and teamwork.

- **Encourage reporting:** Make it easy and non-intimidating for workers to report safety issues or concerns. Let them know their input is valued and will be acted upon.

- **Collaborate on solutions:** Involve workers and contractors in finding solutions to safety challenges. By working together, you can come up with practical and effective ways to improve safety on-site.

- **Set clear expectations:** Clearly communicate safety expectations and procedures to all workers and contractors. Ensure everyone knows their role in maintaining a safe work environment.

- **Evaluate and improve:** Continuously assess your safety communication practices. Identify areas where communication might be lacking and take steps to strengthen it.

When we all work together, we can create a future where every worker in New Zealand goes home safe and healthy at the end of the day.



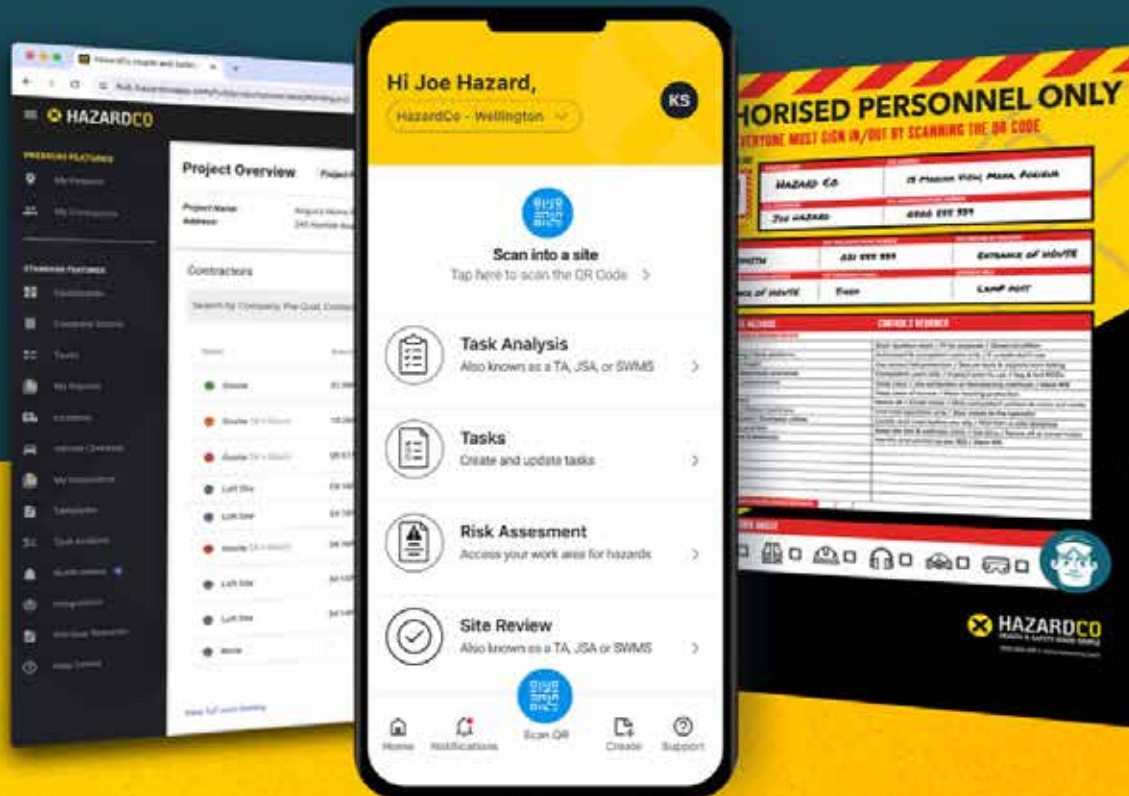
- **For more information,** you can check out our **Fostering a Culture of Safety** blog or download HazardCo's **Simple Guide to Toolbox Meetings**.



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Builders and scaffolders — stay safe, follow the code

When it comes to working near electricity, not knowing the rules can have serious consequences.

Electrocution, injuries, or costly repairs are risks no one wants to face.

That's why Powerco is saying it's vital to follow the NZ Electrical Code of Practice NZECP34 – Electrical Safe Distances.

This code outlines the minimum safe distances you must maintain when working near power lines, poles, or other electricity network equipment.

Before you begin any work, carefully assess your surroundings.

Are you working under or near power lines or poles? Are wires or network equipment within reach of scaffolding or tools?

If so, you need to take extra precautions.

If your project is in Powerco's network area, we're here to help.

Call us on 0800 Powerco (0800 769 372) to discuss your plans and to ensure they meet safety standards.

For projects outside our area, it's equally important to contact your local electricity lines company.

Safety should never be an afterthought.

By following NZECP34 and seeking guidance when needed, you can protect yourself, your team, and the public.

If in doubt, keep at least 10m — the length of a bus — away from lines.

Make sure your next project is one you complete safely — and without unnecessary risks.

Further information is available from: www.powerco.co.nz/news/media/construction-industry-urged-to-follow-the-code, or contact John Luke, Powerco, on 021 963 812.

Below: Are you working under or near power lines or poles? Are wires or network equipment within reach of scaffolding or tools? If so, you need to take extra precautions.





Building near power lines? Follow the code.

Not knowing what's a safe distance can come at a price. Help avoid electrocution or serious injury – and any costs of correcting the work – by following NZ Electrical Code of Practice NZECP34 - Electrical Safe Distances.



Visit powerco.co.nz/building or scan the QR code to know what's safe.

Think twice. Think safety.



The Yale Unity Slim Smart Lock — custom colours for every home



The Yale Unity Slim Smart Lock is inspired by the rising popularity of smart locks in New Zealand, where modern homes crave convenience and advanced technology.

Yale has a rich history of designing mechanical locks for the New Zealand market, including unique narrow backset mortice locks with multipoint locking.

The Yale Unity Slim Smart Lock builds on this legacy by incorporating smart lock technology, and leveraging the global capabilities of the Yale Home App ecosystem.

This lock is available with various handle types, ensuring visual consistency across window fasteners, sliding door handles, and internal and external hinge door handles.

The colour customisation feature enhances its appeal to home owners by allowing them to match the handle colour to their doors. This customisation can be delivered in a very short lead time, involving die casting, powder coating, and assembling the lock body to suit the desired door type.

When it comes to security, the product offers four locking points. By simply lifting the handle, users can lock the latch and lift bolt in the mortice lock, and throw shoot bolts into the head and sill of the door frame.

The Yale Home App allows users to manage the lock remotely, including locking and unlocking, and receiving instant notifications on their smartphone.

The installation process for builders is user-friendly, with full set-up and programming instructions available in print and online formats, including step-by-step video guides.

The lock is part of the Yale Home ecosystem and has onboard integration, eliminating the need for a separate module to connect the lock. It is compatible with Apple and Google systems.



Early feedback from beta testers has been positive.

Users appreciate the convenience of going key-free and using a PIN code or the app to unlock the door. The ease of locking the door by simply lifting the handle has also been highlighted as a game-changer.

The lock's slim design contributes to a home's overall aesthetics, making it suitable for front doors as part of a grand entrance. Its compatibility with multiple backset options means it can be used on various doors, including popular aluminium-framed doors with large glass panels.

For builders, the Yale Unity Slim Smart Lock complements other windows and doors, and offers the added advantage of colour matching to meet clients' discerning design expectations.

Yale supports builders and home owners post-installation with extensive online resources, including how-to guides and videos covering installation, programming, and troubleshooting.

Additionally, a dedicated New Zealand-based customer services team is trained on the Yale Unity Slim and Yale Home app to provide further assistance.

For more information, contact your local window and door supplier, or visit yalehome.com/nz.



Introducing

Unity® Slim Smart Lock

A keyless, secure, and user-friendly smart lock designed for all types of hinged doors.



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LEARN MORE



Key
Free



Multipoint Locking
Lift-to-lock



Fits narrow
door stiles



Designed for
New Zealand conditions



Total control
via the app



Bostik Academy — better results through knowledge

Learn and earn LBP and CPD points

Bostik Academy was created as a knowledge centre for professionals in the construction and trade markets, contributing to Kiwi builders' elective learning with the chance to earn LBP points.

It also helps architects and architectural designers keep up to date with the latest industry knowledge and to continue their

education by offering training as well as accredited CPD activities.

The Academy offers a variety of training possibilities. Led by Bostik's technical experts, you can sign up for personalised, in-person training sessions that match your needs, or follow online courses and webinars.

The training programmes are tailored

to the user's needs, ensuring that they can expand their skills and knowledge. A highly skilled training and technical team will present a complete product portfolio overview, best application methods, and key industry recommendations for projects.

Bostik Academy offers solutions to the user's immediate needs, including:

- Knowledge to expand product selection within Bostik and its local brands,
- An in-depth view of product applications and how they can benefit customers,
- The latest industry specification methods and norms,
- An inside resource with answers to Frequently Asked Questions and concerns,
- Technical support contacts,
- An opportunity to register for personalised technical seminars, and
- Access to a library of Technical Data Sheets (TDS), Safety Data Sheets (SDS), product presentations, and more.



Discover in-person training options

Are you ready for a training day that's anything but typical? Bostik can take builders' skills to the next level at its training facilities.

Whether you're a seasoned professional or just starting out, their comprehensive training programmes have everything you need to succeed. Training is hands-on, and you get to try and apply every step for yourself.

Need something tailored to your unique goals? They've got you covered — they'll customise the day to meet your exact needs and requests. Their experts can even help on location. Dive in, explore their offers, and find the one best suited for you.

Online training and webinars

Unable to attend in person? No problem — Bostik offers a variety of online training modules and webinars to enhance knowledge about its construction solutions. Whether you're looking to specialise in flooring applications or sealing and bonding applications, they have it all.

Like their in-person training, their online version can be tailored to your wants and needs. Technical experts will provide digital training at a location of your choosing, ensuring you acquire all the necessary technical skills.

Sign up for them through the link on Bostik's web site, or inquire about the possibilities for you and your team. Visit bostik.com/newzealand/en_NZ/bostik-academy/ for more information.



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- Masonry walls, foundations and basements
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- Beneath terrazzo, paving and quarry tiles
- Bathrooms, laundries and wet areas prior to tiling
- Planter boxes

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Before use refer to current Technical Data Sheet and Safety Data Sheet



BOSTIK

Allproof and Firefly collaborate to offer the complete fire stopping solution



Allproof Industries and Firefly have collaborated to offer a broader range of passive fire solutions to the New Zealand market.

This new partnership means Allproof will be importing and distributing Firefly passive fire solutions to complement their own New Zealand-made systems. This expands the range of solutions available on the market and options available to specifiers and installers.

Allproof will be adding to their catalogue:

- Fire stopping — Batt, sealants and

collar solutions.

- Structural protection — Steel protection as well as concrete upgrade and protection for the support elements inside the building line.
- Compartment barriers — Smoke and flame barriers and Titan Party wall systems.
- Seismic solutions — Catering to horizontal, vertical, lateral and axial movement.
- Movement joints — Control joints, Titan Base Isolator and Seismic 2 Hour Fire Rated Joint System.
- Multiservice blocks — Open vertical

penetrations with existing or new services.

Allproof Industries can now offer a complete fire stopping solution for architects and specifiers which are tested to AS1530.4:2014 as compliant project solutions.

The company has technical support through its partner Firefly as well as its own New Zealand-based sales support to help with purchase, installation and technical queries.

By aligning with Firefly, Allproof can provide enhanced technical expertise and support to the industry.

Firefly, a subsidiary of TBA Protective Technologies Ltd, is committed to delivering innovative and premium passive fire stopping and thermal protection solutions.

With more than 140 years' experience and a strong connection to its British head office, the company brings best-in-class technology and expertise to its solutions.

Its extensive range of fire-resistant textiles and passive fire stopping products is designed to ensure the highest levels of safety and compliance for customers' peace of mind.



The Firefly Batt.



The Firefly Titan Party wall system.

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Delivering a broad range of passive fire solutions
to the New Zealand construction market.

See allproof.com for more information.



allproof.com

What makes this new roofing product stand out?

PSP Limited is excited to announce Suntuf EZ Glaze Polycarbonate roofing to the New Zealand market.

When it comes to selecting a roofing material that combines strength, flexibility and style, few options rival the performance of Suntuf EZ Glaze.

This innovative roofing solution is destined to become the go-to choice for home owners, architects, and builders who are looking for an affordable, sustainable, and highly functional roofing system.

Whether you're looking to add a sleek, modern touch to your home, upgrade your commercial property, or create a sunlit outdoor space, Suntuf EZ Glaze has you covered.

The product's smart layout simplifies installation and fastening, while providing high load capacity and durability.



The 3mm-thick polycarbonate sheets fit directly over rafters without supporting purlins, making it an attractive and user-friendly solution for porches, carports, walkways, pergolas, verandas, awnings and entrances.

Suntuf EZ Glaze is designed to be a low-maintenance product. Unlike traditional roofing materials, polycarbonate does not attract mould or algae, and it resists staining and discolouration over time.

This makes it easier to maintain the aesthetic appeal and structural integrity of your roof with minimal effort.

In an era where performance, sustainability and aesthetics are top priorities for building projects, Suntuf EZ Glaze offers the ideal balance of all three.

With its impressive glass-like appearance, UV resistance, durability, and low maintenance, it's clear why more people are turning to polycarbonate for their roofing needs.

If you're ready to invest in a roofing solution that stands the test of time, look no further — it's your roof's new best friend.

PSP Limited proudly offers an extensive range of high-quality, innovative products alongside expert advice and premium service.

With more than 30 years of commitment to the New Zealand building, glazing, signage and display, and flexible signage media markets, PSP has established a reputation for quality and consistency.

To learn more, email sales@psp.co.nz.

• **Installation guide:** <https://youtu.be/ZCPppu8MdE4>

Below: A quick wash now and then is all that's needed to keep SunTuf EZ Glaze looking as good as new.



Polycarbonate Roofing System



Supplied by

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Grey Tint EZ Glaze™

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Fuller Pro — a trade tool guarantee that lasts forever . . .

For more than half a century, Fuller Pro has stood as a hallmark of quality and reliability in New Zealand's trade tool industry.

Celebrating 54 years of dedication to supporting Kiwi tradespeople, this proudly New Zealand-owned brand has built its reputation on delivering tools that not only meet the demands of professionals but exceed them.

At the heart of Fuller Pro's success lies a steadfast commitment to trade quality. Recognising the rigorous and often punishing environments that tools must endure on the job, the brand has invested heavily in developing products that are built to last.

From their precision-engineered hand tools to robust power tool accessories, Fuller Pro tools are meticulously crafted to ensure durability, functionality, and efficiency.

Every product is rigorously tested to perform in tough, real-world conditions, providing New Zealand's tradespeople with equipment they can trust.

One of Fuller Pro's defining features is its extensive product range. The brand offers a comprehensive selection of hand tools tailored to meet the diverse needs of the trade market.

Whether you're a builder, plumber, electrician or mechanic, Fuller Pro's catalogue ensures there's a tool for every task.

Designed with the end user in mind, these tools boast ergonomic designs, advanced materials, and features that enhance productivity without compromising safety or comfort.

Fuller Pro also sets itself apart by offering a warranty specifically tailored to the trade industry. Understanding the high stakes of professional projects, the brand's warranties underscore its confidence in the longevity and performance of their products.

This assurance allows tradespeople to focus on their work without worrying about equipment failure, reinforcing Fuller Pro's role as a dependable partner on every job site. Fuller Pro hand tools are

guaranteed forever, and this guarantee extends to the trade.

A key driver behind Fuller Pro's sustained success is its commitment to the local market. As a New Zealand-owned business, the brand takes pride in understanding and addressing the unique needs of Kiwi tradespeople.

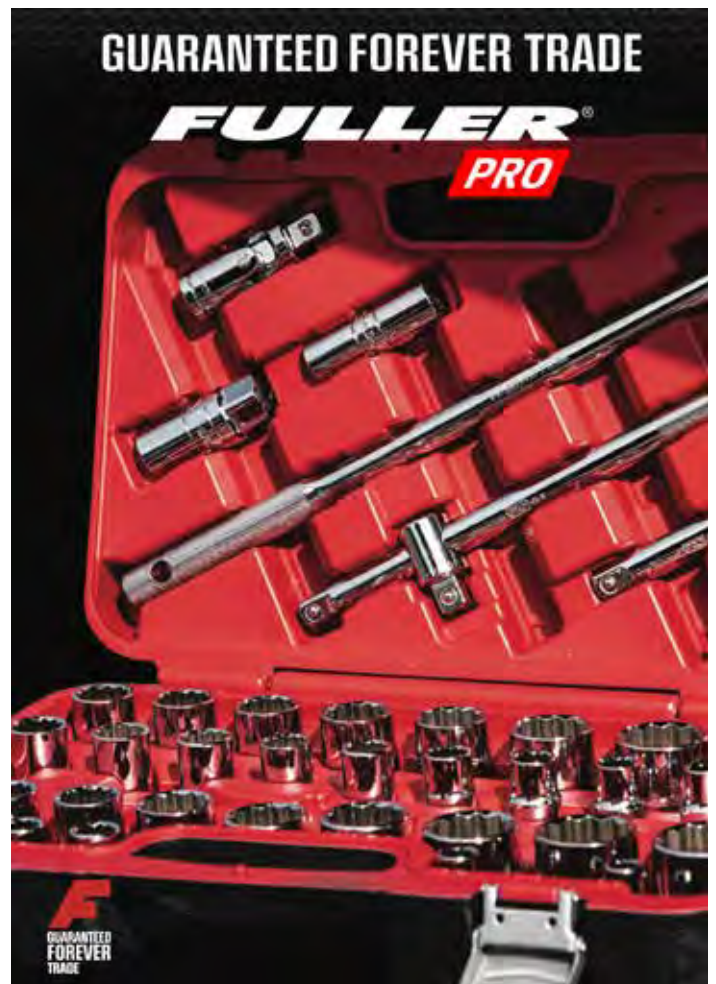
This local focus ensures that their tools are not only fit for purpose, but also aligned with the values and expectations of the New Zealand trade community.

Over its 54-year journey, Fuller Pro has become much more than a tool brand. It has evolved into a symbol of trust and excellence in New Zealand's trade sector.

Through its heavy investment in quality, dedication to innovation, and unwavering support for the local industry, Fuller Pro continues to empower tradespeople across the country.

Whether on a bustling construction site or a quiet workshop, Fuller Pro tools are the reliable companions that help turn hard work into tangible results.

Here's to another 54 years of building New Zealand's future, one tool at a time.



GUARANTEED FOREVER TRADE

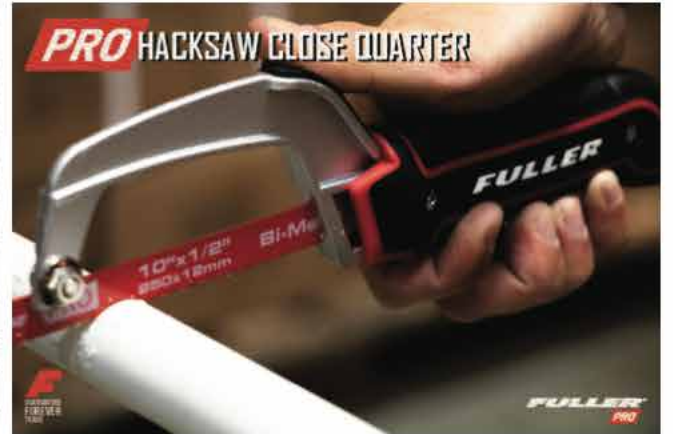
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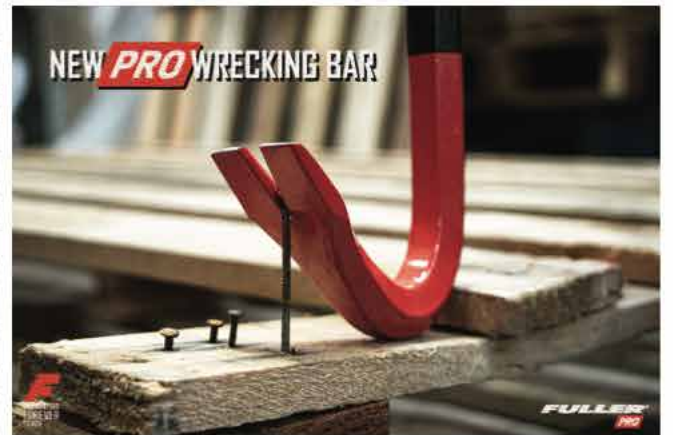
PRO HACKSAW CLOSE QUARTER



PRO TOOL BAG



NEW **PRO** WRECKING BAR



PRO HAND SAW



PRO SWIVEL HEAD
HAND RIVETER



Stalwarts celebrate 95 years of business in the NZ hardware industry

Next year marks a monumental milestone for GD Rutter as the company celebrates 95 years of business in the New Zealand hardware industry.

A family-owned and operated business, GD Rutter is currently led by the grandsons of the founder, George Daniel Rutter, who established the company in 1929.

Over three generations, the company has evolved and grown into a trusted name in hardware, with the family continuing to guide it towards success, focusing on delivering quality products and outstanding customer service.

A legacy of quality and innovation

For more than half a century, the Sylvan brand, which GD Rutter introduced to the New Zealand market, has become synonymous with quality and value.

Established 55 years ago, the Sylvan range quickly gained recognition across the industry for offering durable and stylish products at competitive prices. Today, Sylvan is regarded as a trusted brand for hardware professionals and DIY enthusiasts.

As GD Rutter celebrates nearly a century of success, the company remains committed to the values that made Sylvan a household name — craftsmanship, reliability, and a dedication to customer satisfaction.

The business has adapted to changing market demands over the years, moving with trends and ensuring that its products

remain relevant, functional, and stylish for modern homes and commercial buildings.

A new era of lever furniture

To continue its tradition of innovation, GD Rutter is excited to introduce new lever handle shapes and finishes to the successful Sylvan Centro range of lever handles.

This new range is set to elevate the Sylvan collection, combining modern design supplied in 100% recyclable packaging. The Centro range includes six sleek and sophisticated shapes, each designed with style and durability in mind.

The new range is available in three distinct models, catering to a variety of residential and commercial needs. Whether outfitting a home, office or retail space, the Centro range delivers an array of options to suit any design scheme.

A continued commitment to value

The company's dedication to innovation and customer service remains at the heart of everything it does. From the early days of George Daniel Rutter's vision to the present leadership of his grandsons, the company continues to honour its rich history while embracing the future.

As the company celebrates 95 years of success, it looks forward to seeing what the next 95 years will bring.

The Sylvan Centro range — functional lever handles for every space

As part of its 95th anniversary celebrations, GD Rutter has unveiled an exciting addition to its Sylvan product line — the Sylvan Centro range of lever furniture.

This new collection brings a fresh, modern look to the door hardware market, combining sleek design with superior functionality. For those seeking premium quality and exceptional value in door hardware, the Centro range is the perfect solution.

Versatility in design — six shapes, three models

The Sylvan Centro range offers a choice of six distinct shapes, each designed to suit various interior styles, from contemporary to industrial.

Whether updating your home, office, or commercial space, these lever handles bring sophistication and durability to any door.

The range is available in three unique models — passage, privacy, and dummy trim. This variety ensures there's a Centro lever handle to meet the needs of any environment.

The passage set is ideal for doors that don't require locking, such as hallway or closet doors, while the privacy set is perfect for spaces where security and

privacy are important, such as bedrooms and bathrooms.

The dummy trim set provides a decorative option for doors that don't require latching, adding a sleek, seamless look to your space.

New finishes — black and graphite

For an added touch of modern elegance, the Centro range introduces two new finishes — black and graphite. These finishes bring a bold, contemporary aesthetic to the traditional lever handle.

Whether outfitting a minimalistic urban apartment or a chic commercial space, these colours blend effortlessly with various design schemes, offering a refined yet functional solution for any interior.

Both finishes offer durability and a premium feel, ensuring that Centro levers not only look great but stand the test of time. The sleek matte textures are easy to maintain while resisting fingerprints and wear, keeping your handles looking fresh for years.

Easy installation and practical features

The passage and privacy sets come with a tubular 60mm backset latch, making installation quick and simple without sacrificing performance. This thoughtful inclusion ensures your doors function

smoothly while offering a long-lasting, reliable mechanism.

The levers are engineered to provide a comfortable grip, offering ease of use for any door in the home or business.

Whether renovating a single room or completing a large-scale commercial project, the Sylvan Centro range is designed to deliver a premium experience at a great value.

The combination of modern design, new finishes, and practical functionality ensures these lever handles are not only a stylish choice but a smart one.

Built for durability, designed for style

As with all Sylvan products, Centro lever handles are built to withstand everyday use, with quality craftsmanship that ensures longevity. Their contemporary design, paired with premium materials and finishes, ensures they remain an attractive, functional addition to any space for years to come.

In a market flooded with door hardware options, the Sylvan Centro range stands out for its blend of form, function and affordability. With options for passage, privacy, and dummy trim sets, and two bold new finishes, these lever handles offer a stylish, durable and practical solution for any modern interior.



New Centro Styles Available Now!

Our Centro range of architecturally designed lever handles will add style and elegance to your home.

Designed in New Zealand for New Zealand homes.



Venice
I-98R.G



Roma
I-96R.SNP



Cori
I-97R.B

Features

- Passage & Privacy lever furniture
- Concealed screw fixing
- Rose diameter: 56mm
- Privacy function is available by integrated privacy on the rose of the handle or Privacy function by separate turn and emergency release.
- 60mm latch backset is included with all Passage & Privacy sets
- Dummy trim can be installed back to back for use on French doors
- Finish: SNP - all handle shapes, Graphite: Venice only, Black: Cori, Venice



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THE BEST JUST GOT BETTER.

Senco's Duraspin auto feed drywall screw gun has been re-engineered with contractor-requested features that improve jobsite productivity.

DS225-18V

Patented corner-fit feed system

Detachable feed system to expose bit for quick reversing

5000 RPM high speed brushless motor

Precise depth of drive adjustment with depth lock

Quick slide button bit change

Variable speed trigger with lock and reverse



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Features aplenty with the DuraSpin DS225-18V

Powered by an efficient brushless motor, the Senco DuraSpin DS225-18V is designed with specific drywall installation applications in mind.

This high-speed, auto-feed drywall screw gun features Senco's patented corner fit technology.

Other features include:

- **Enhanced feed system:** Automatically aligns screws after the previous drive, so there is no waiting for screws to advance after

the nosepiece is compressed. This saves time, and eliminates skipping screws and jams.

- **Brushless motor:** The new brushless motor is smaller, produces less heat and provides better performance and less wear and tear on internal components over time.

- **Removable feed system for reversing or finishing screws:** Now you can expose the bit in a snap. The entire front end on the new models comes off in a click to remove or finish proud screws.

- **Smaller and lighter:** Weighing just 2.5kg (including battery), the new DS225-18V is lighter than prior Senco models. The new model is also smaller and shorter to get into tighter spaces.

- **Universal nosepiece for drywall and wood:** A new universal nosepiece is designed to keep from marring drywall while also being easy to angle for toenailing wood. There's no need to switch out nosepieces based on application.

- **Latest Li-Ion battery technology:** The DS225-18V is supplied with 2 x 3Ah batteries.

The new batteries provide more than twice the number of drives per charge of previous DuraSpin auto-feed screwdrivers in the same size pack.



The 700 pack of Camo Stainless Deck Screws.

Fastener-free deck surfaces looking good!

Camo Fasteners are one of the first hidden deck screw fastening systems designed to easily and affordably attach pine, hardwood and composite deck boards directly to the substructure, resulting in a fastener-free deck surface.

Made from 316 Grade Stainless Steel, the screws feature a reverse rake tip that removes deck material as it bores, allowing the screw to penetrate the board without splitting.

A star drive offers more points of contact for better performance, and reduces bit slippage and wear.

An aggressive lower thread pattern provides superior holding power, while the reverse upper thread pulls the board tight to the joist, and provides a clean, finished entry.

A unique trimhead design provides a less visible point of entry.

Camo Marksman Tools automatically establish spacing between boards, and direct CAMO Edge Screws into the edge of the board, leaving a smooth deck surface.

They are available from Senco NZ.

www.senco.com

Achieve a fastener-free surface on square decking with this easy and affordable hidden fastening system.

MARKSMAN Tools automatically establish spacing between boards and direct CAMO Edge Screws into the edge of the board, leaving a smooth deck surface. Plus, the MARKSMAN System is backed by a CAMO warranty for use in leading deck boards.

Ph: 09 4444 9424
Email: nzsales@kyocera-senco.com
Web: www.prefixdirect.co.nz

Innovative NZ-made timber bracing portal gives builders the edge

The team at Prolam has done it again, launching the next generation of their game-changing PLX Portal bracing system. With a new foot plate and foundation fixing option, the PLX Portal delivers increased bracing capacity in a more compact, build-friendly design.

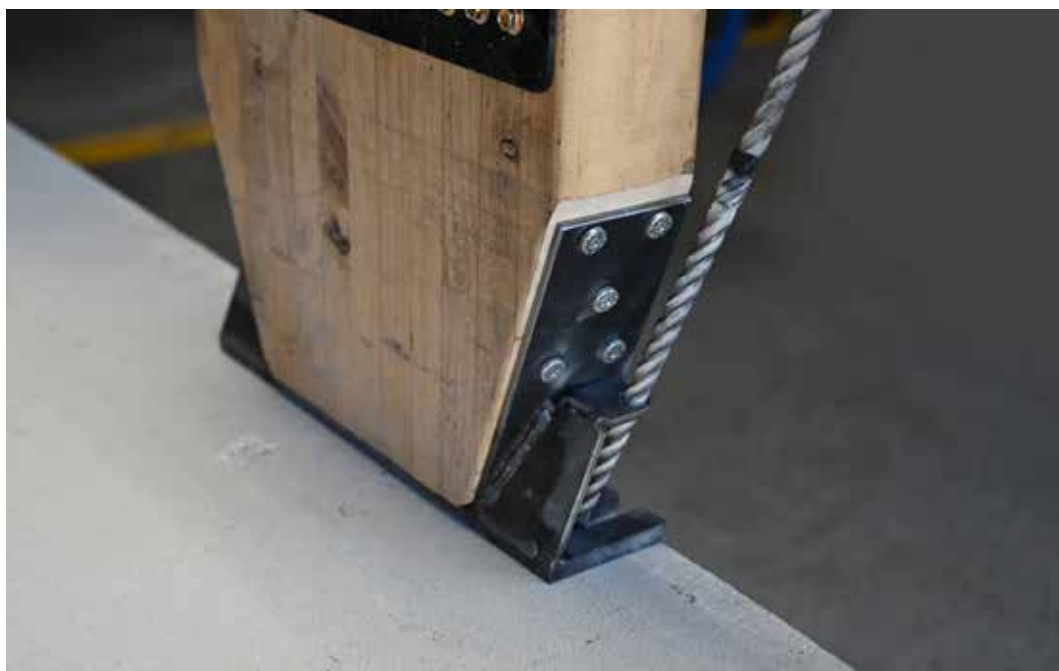
Since its launch in July 2023, the product has been a hit with builders looking for an alternative to steel portals for internal openings, garages, and window frames. Now, the Motueka-based engineered timber manufacturers have taken their innovative glulam timber-steel hybrid bracing portal to the next level.

What's new?

- Enhanced foot plate and angled anchor bolts boost bracing capacity and provide a robust fixing solution for insulated foundations.
- Slimmer 240mm column option saves space without sacrificing strength, making it ideal for tight areas such as garage openings.
- Simpler installation with a top-down fixing method that saves time on-site.

Designed for insulated foundations

Insulated or "hot edge" foundations are becoming the norm in residential builds in response to changes to Clause H1 of the NZ Building Code.



"The PLX Portal's new foot plate and angled anchor bolt solve the edge distance challenge, with the foot bracket drill guide ensuring the bolt goes in at the exact angle required to securely fix the portal to the foundation," Prolam managing director John Woodman says.

Putting builders on the front foot

Prolam's commitment to designing products that simplify construction has been front and centre in the product's development.

Woodman says the portal can be

installed with standard tools and, due to its lightweight design, it can be lifted into place without the need for extra labour or equipment such as hiabs or cranes.

In addition, the top-down fixing method enables builders to get the portal into position before bolting it into place.

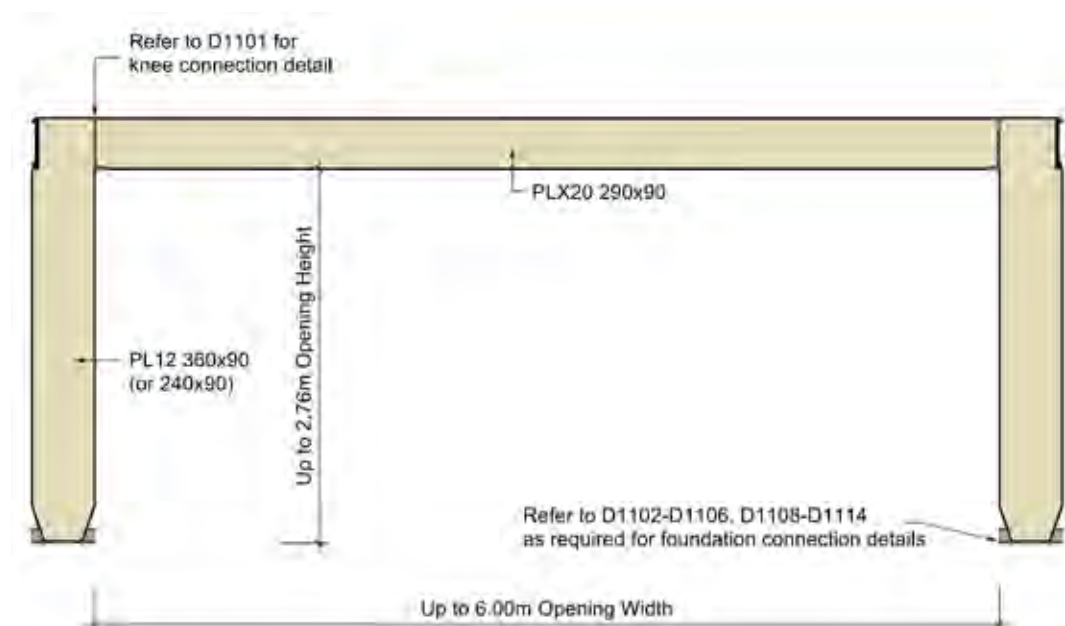
And, because the portal can be directly connected to roof and wall frames, there's no need for packing for cladding, dramatically cutting install time compared to other bracing options. Builders are reporting it can be installed in as little as 30 minutes.

Supporting a strong and sustainable build

Extensively tested by Prolam, Scion, and third-party engineers, the PLX Portal provides bracing units to resist wind and earthquake loads. It is also backed by an Environmental Product Declaration (EPD) that can be used to obtain Green Star and Homestar project points.

Available through timber merchants nationwide, the PLX Portal can be ordered using the Prolam Specifier, for fast, precise product specification with PS1 certification for council approval.

For more information visit prolamnz.com, or email info@prolamnz.com.



A cross-section of the PLX Portal.



Prolam PLX Portal Frame

The PLX Portal is a builder's dream!

Watch
the video



Build strong, smart & fast

Get on the front foot with the PLX Portal, the glulam timber bracing solution that simplifies construction of garage and window portals and internal openings.

► **Stronger by design**

Timber x steel = superior spanning & bracing

► **Innovative fixing solution**

Foot plate with angled anchor bolt for insulated slabs

► **Hassle-free fit for tight spaces**

Narrow, space saving 240mm column

► **Light & simple to install**

Easy, on-site assembly – no special tools or equipment



**NEW Foot
Plate**

**MORE Bracing
Capacity**

Building better together

prolamnz.com



NZ designed & made



Prolam[®]
Engineered Laminated Timber

Why most business plans are a waste of time — and what to do about it

Andy Burrows — The Trades Coach — explores why conventional business plans often fail building company owners — and provides a more effective approach.



Here we are at the start of a new year — the traditional time when attention turns, by some, to putting a new business plan together.

While I am quick to promote the benefit of the business planning process, for many business owners it's a waste of time and effort. This month I will explore why conventional business plans often fail building company owners, and provide a better, more effective approach.

The problem with traditional business plans

Too rigid for a dynamic industry

The construction industry is inherently dynamic, with each project presenting unique challenges, including fluctuating material costs, labour availability, weather delays, and compliance issues. A conventional business plan typically relies on long-term projections and market analysis that quickly become outdated.

The industry demands flexibility, but traditional plans are often rigid, making them more of a bureaucratic burden than a useful tool for day-to-day management.

Too theoretical, not practical enough

Traditional business plans focus heavily on theoretical projections, including market size, financial forecasts, and SWOT analyses. Smaller building companies rarely have the resources for exhaustive research, and the numbers are often educated guesses.

Moreover, these elements don't address practical challenges such as finding reliable subcontractors, managing day-to-day operations, or maintaining cash flow.

A plan that doesn't help you navigate these practical challenges is not useful.

Lack of focus on action

Conventional business plans outline

objectives but don't explain how to achieve them. Phrases such as "achieve market leadership" are easy to write but hard to execute without actionable steps.

A smaller building company needs a plan that provides specific guidance on winning projects, managing sites, and reducing costs — more focused on execution than documentation.

A better approach: The two-page planning model

I googled "business plan template" and received 868 million results. Good luck finding the best option for your business in that list!

Most will be big, corporate-friendly models that will take you weeks to put together, and will probably end up in a drawer somewhere, never to see the light of day again.

You need a simple yet comprehensive planning model that is light on fuzzy, long-term goals and heavier on shorter-term actions.

Focus on a two-page plan

Condense your business plan into a couple of pages, including essential components — your vision, target customers, unique selling points, basic financial goals, and a short list of key business projects to focus on for the next 90 days.

A two-page plan is easy to review weekly and update quarterly, which encourages you to use it as a regular reference.

This brevity forces you to articulate what's really important — such as focusing on a specific issue that is acting as a roadblock to growth. It makes your plan more actionable and less likely to gather dust.

Add in cash flow planning

Cashflow is king in building, yet

traditional business plans often overlook this critical element. A useful addition to your two-page business plan is a cash flow forecast.

Use a simple spreadsheet or tool to predict periods of lower net cashflow and prepare for them.

This helps you manage project

revenue and expenses effectively, ensuring that operations continue smoothly, even if payments are delayed.

Actionable milestones and realistic goals

Instead of focusing on lofty goals, the two-page plan emphasises actionable projects that are priorities for the next 90 days. For example, rather than just stating, "Grow revenue by 20% this year," the two-page plan breaks it into shorter-term actions such as "Rebuild web site into a lead generating tool", or "Reach out to two architects each month for a coffee/beer." Follow through on the actions and the goals will happen.

Regular reviews and flexibility

The two-page plan isn't a static document — it's a living tool that evolves. Take time each week to review your plan, and list out a few small tasks necessary for moving one or more of your 90-day projects along a bit.

Are there any issues that have cropped up that may affect the progress of the 90-day projects? Update your plan at least quarterly to reflect these changes and keep it relevant.

This flexibility is crucial in building, where the unexpected is always around the corner. The two-page plan allows you to adapt quickly, which can make all the difference to the survival and growth of your business.

Conclusion

Traditional business plans, while useful for some, often fall short for small building companies. They are too rigid, overly strategic, and lack practical, actionable tactics.

On the other hand, the two-page plan prioritises flexibility, cashflow management, critical projects, and regular updates — making it far more valuable in the real world.

By adopting the two-page planning process, you can better navigate the dynamic nature of the building industry, while still having that longer term vision for your business clearly in mind.

Instead of focusing on producing an award-winning plan document, your two-page plan will help align your core business strategy with daily actions on site and in the back office.

For help in putting your two-page business action plan together, email me at andy@tradescoach.co.nz and we can book in a time.

Building Consents Information

For all authorisations, November 2024

Dwellings	\$1,532,819,304	Total All Buildings	\$2,431,618,525
Domestic Outbuildings	\$15,735,198	Non-building Construction	\$72,242,100
Total Residential	\$1,548,554,502		
Non-residential	\$883,064,023	Total Authorisations	\$2,503,860,625

Number of new dwellings consented

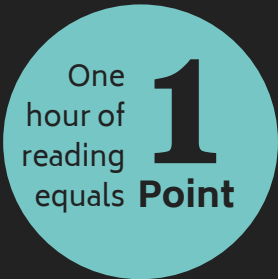
	Nov 2024	Oct 2024	Nov 2023		Nov 2024	Oct 2024	Nov 2023
Far North District	50	14	33	Palmerston North City	35	61	23
Whangarei District	27	30	37	Tararua District	0	1	3
Kaipara District	4	11	17	Horowhenua District	17	15	17
Rodney District	68	96	80	Kapiti Coast District	24	24	32
North Shore/Albany Wards	280	174	148	Porirua City	17	16	3
Waitakere Ward	143	213	198	Upper Hutt City	22	14	15
Auckland Wards	324	227	239	Lower Hutt City	48	20	48
Manukau/Howick Wards	228	281	241	Wellington City	87	19	33
Manurewa-Papakura Ward	118	164	171	Masterton District	20	10	16
Franklin Ward	45	66	87	Carterton District	4	1	6
Thames-Coromandel District	13	11	16	South Wairarapa District	7	7	3
Hauraki District	3	4	5	Tasman District	31	20	30
Waikato District	68	55	48	Nelson City	16	9	23
Matamata-Piako District	21	8	24	Marlborough District	14	13	15
Hamilton City	46	68	70	Kaikoura District	4	2	2
Waipa District	37	40	32	Buller District	8	3	3
Otorohanga District	1	1	1	Grey District	7	10	2
South Waikato District	4	12	11	Westland District	5	4	3
Waitomo District	1	2	1	Hurunui District	13	11	9
Taupo District	23	38	50	Waimakariri District	50	87	66
Western Bay of Plenty District	7	33	30	Christchurch City	401	362	402
Tauranga City	31	29	48	Selwyn District	108	110	148
Rotorua District	142	31	39	Ashburton District	23	17	39
Whakatane District	8	18	8	Timaru District	9	12	13
Opotiki District	5	3	1	Mackenzie District	5	5	3
Gisborne District	9	13	11	Waimate District	1	0	1
Hastings District	40	23	18	Waitaki District	10	3	12
Napier City	21	40	28	Central Otago District	33	22	23
Central Hawke's Bay District	1	4	8	Queenstown-Lakes District	161	127	110
New Plymouth District	31	29	23	Dunedin City	35	30	49
Stratford District	2	13	4	Clutha District	4	5	3
South Taranaki District	6	13	8	Southland District	9	8	21
Ruapehu District	4	1	7	Gore	6	4	2
Whanganui District	14	12	11	Invercargill City	11	12	14
Rangitikei District	1	8	2	Area Outside TA	0	0	0
Manawatu District	15	11	10	Total	3100	2850	2958

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Northbeam can be ordered and produced in small 'piece lots'. You order only what you need.

Treated up to H6 standard, Northbeam SG8 and SG10 solves problems for designers and specifiers looking for cost-efficiencies and innovation in their plans. Download our unique SG8/SG10 Span Tables booklet to see how!

Civil contractors and procurement managers looking for quality, high-spec solid timber beams and posts for infrastructure projects need look no further. Available from merchants nationwide.

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