BUILDING TODAY



The official magazine of the Registered Master Builders Association

www.buildingtoday.co.nz

June 2025

Volume 35 Number 5



SPEEDING UP BUILDING CONSENT APPROVALS

First accredited independent building consent approval company launched

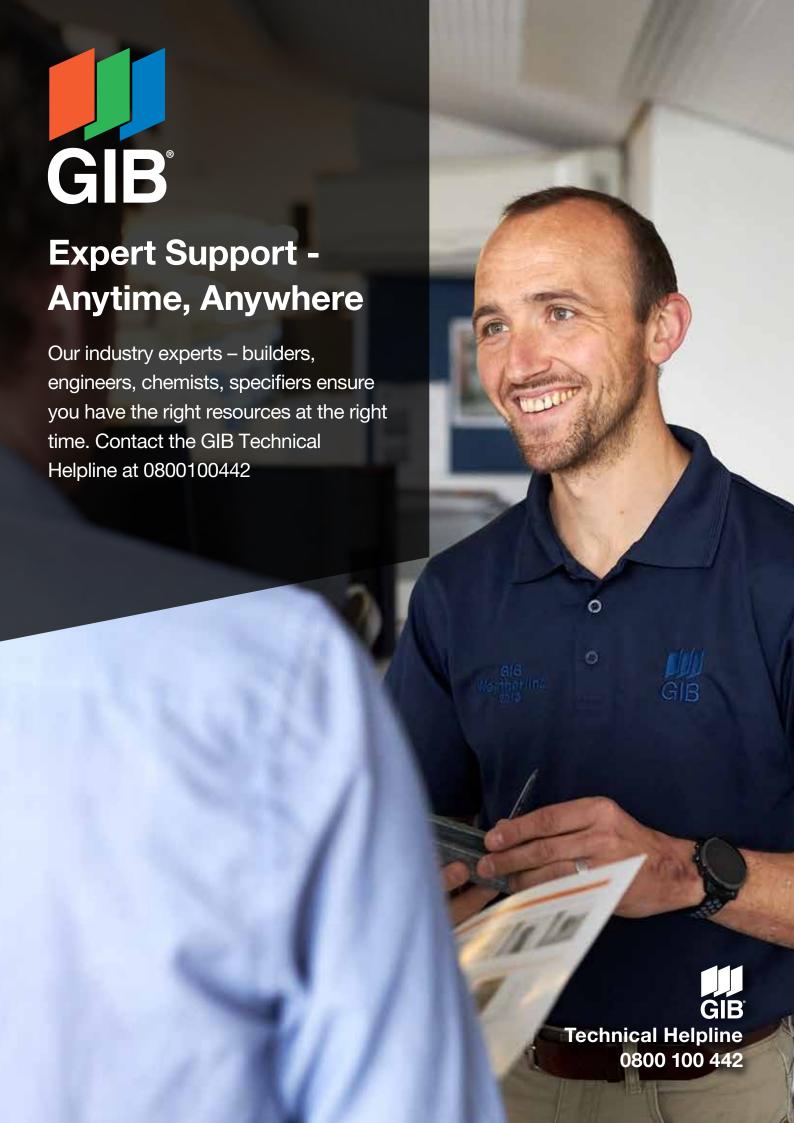
NZ COMMERCIAL PROJECT AWARDS WINNERS REVEALED

Wellington and Otago projects take out Supreme Award honours

A WIN FOR ICONIC WHANGANUI GALLERY

Top concrete award goes to an outstanding building transformation

ALSO INSIDE: VIEWS SOUGHT ON OVERSEAS BUILDING PRODUCTS



BUILDING TODAY

June 2025

Volume 35 Number 5

From the editor

RMBA chief executive Ankit Sharma's latest column reveals his continued industry positivity thanks to what he says is a growing alignment between Government intentions, market sentiment, and industry capability.

But he says it's the next step - how we move from momentum to delivery — that will shape not only the sector's recovery but the country's future.

Part of his optimism has been fuelled by Budget 2025's \$6.8 billion capital programme investment into schools. hospital infrastructure, and a new housing fund — a healthy input into the country's future construction project pipeline.

In this issue we feature winners from the recent New Zealand Commercial Project Awards, and the annual BuildLink Tradeshow in Auckland.

Also featured is an iconic Whanganui gallery that took top honours at the recent 2025 Concrete Construction Awards.

That involved the transformation of a nationally significant building into a worldclass facility for the community.

Enjoy the read!

Andrew Darlington Editor

PUBLISHER: Taurean Publications Ltd

EDITOR: Andrew Darlington 021 90 11 56, andrew@buildingtoday.co.nz

ADVERTISING MANAGER: Martin Griffiths 021 662 228, martin@buildingtoday.co.nz

BUILDING TODAY is the official magazine of the Registered Master Builders Association of New Zealand. Advertising statements and editorial opinions expressed in Building Today do not necessarily reflect the views of RMBA members, its executive or committees; or of the chief executive and staff unless expressly stated

Further, the RMBA and members are not liable for any statements made in Building Today unless otherwise stated. The editor reserves the right to edit, amend or reject copy where necessary.

The publisher does not assume any responsibility or liability for any loss or damage which may result from any inaccuracy or omission in this publication, or from the use of the information contained herein.

No warranties, express or implied, are made with respect to any of the material contained herein.







RMBA News

RMBA chief executive Ankit Sharma senses a growing alignment between Government intentions, market sentiment and industry capability.

NZCPA coverage

Results, images and judges' comments from this year's New Zealand Commercial Project Awards event.

3-20 BT News

First accredited independent provider to speed up building consents; New Cambridge plant to divert construction waste from landfill.

22-28 Concrete

Iconic Whanganui gallery wins top Concrete NZ awards honour, plus all the other winners.

29 Industry Opinion

NZ Timber Industry Federation Bruce Larsen calls for a Timber First approach.

30 Tools

Marking tasks made easy.

Product Review/Competition

The importance of quality safety boots; Plant-based paint range grows into a gloss finish; Shining a light for exceptional visibility, safety; Win Rotoflex safety boots worth \$305!

34-39 BuildLink Tradeshow

The BuildLink Tradeshow and Awards Conference was back, better than ever.

BCITO News

Letting his work do the talking: Gino Haynes' flooring journey.

42-46 Columnists

Why team leaders matter more than ever; Green construction in NZ; How environmental labelling works on building products.

ISSN 1171-0225 (Print) ISSN 1171-1264 (Online)

Turning momentum into delivery

RMBA chief executive Ankit Sharma senses a growing alignment between Government intentions, market sentiment, and industry capability.

s we reach the mid-point of 2025, \dashv there's a real sense that the ground beneath our sector is shifting.

The challenges of recent years haven't vanished, but there's a growing alignment between Government intentions, market sentiment, and industry capability.

What we do next, how we move from momentum to delivery, will shape not just our sector's recovery, but New Zealand's future.

Budget 2025: A step forward, but execution is everything

Budget 2025 confirms what many of us already know: construction remains central to New Zealand's economic resilience.

While the fiscal environment is tight, the \$6.8 billion capital programme including new school builds, hospital infrastructure, and a new housing fund sends a strong signal.

But, as ever, the test will be what's delivered on the ground.

For our members, that means more than just a headline figure. It means visibility of the project pipeline. It means procurement processes that are smart, efficient and fair.

And it means recognition that without better delivery models, we risk repeating the same mistakes that have hampered past programmes — delays, cost overruns, and avoidable disputes.

We were pleased to see the Government respond with a practical, business-minded approach, especially through the new Investment Boost policy.

From July 1, builders will be able to deduct 20% of the cost of new assets such as utes, tools, or new premises from taxable



income, on top of standard depreciation.

This is a real win. It gives builders across the country the confidence to invest in their business, at a time when every dollar

It also means more organisations around the country may look at adding new premises or renovating their current premises - which means work for the sector.

Procurement: A system in need of repair

One of the most consistent themes we hear from our commercial members is that procurement is holding our sector back.

Despite the investment signals, the rules and processes that sit behind public project delivery are often fragmented, overly complex, and risk-averse.

That's why Master Builders has made a comprehensive submission to the Government's procurement review calling for smarter, fairer and more consistent approaches.

Among our key recommendations are:

• Lift the Government Electronic Tenders Service (GETS) threshold from \$100,000 to \$500,000, and raise the international

tender threshold to \$20 million - giving more room for local firms to compete.

- · Share risk more fairly, especially around factors such as poor design, consenting delays, or cost escalations that are outside a builder's control.
- · Simplify and standardise processes, contracts and documentation, particularly for smaller and regional businesses.
- Procure for value, not just price. The lowest-cost approach too often ignores whole-of-life performance, safety, and long-term client value.

The message is simple: procurement matters. Get it right, and we unlock better outcomes for everyone, from clients and contractors to communities and taxpayers.

We know this is a critical area for our commercial members, which is why we have done extensive work around the Good Contracting Principles and Guidelines.

SA-2025: Fairer subcontracting, designed

We're also proud to be launching the new SA-2025 subcontract this month. Developed in partnership with the Specialist Trade Contractors Federation, this contract represents a major leap forward in fairness and functionality.

It aligns with the updated NZS 3910:2023, and tackles many of the issues subcontractors have flagged for years around clarity, retention, insurance, and the management of time, variations and notice.

It's a tangible example of industry leadership where we're not just pointing out problems but delivering solutions that work for real-world projects.

Building on regional success: Join us at Constructive 2025

ver the past few months, we held our first-ever series of Regional Constructive Summits across the country.

I want to thank everyone who joined us. Your presence, insights and openness helped make these events a real success.

While each summit tackled the unique challenges and opportunities of its region, what stood out most in the feedback I heard was something more personal — the value of connection and reflection.

Connection matters. Talking to other business owners, people who face similar pressures, risks and responsibilities, can be

Even though we often compete, in forums like these we find common ground. We realise we are not alone in the challenges we face. We share ideas. We spark new thinking.

And sometimes, we just feel a little more normal knowing others are going through the same highs and lows.

Reflection matters too. A strong building business is not just about working in the business — it's about working on the business.

The summits gave people space to take a step back, reflect, and refocus on what really matters. That is what makes good builders into great business leaders.

We are now building on that energy and insight as we prepare for Constructive 2025, our national industry summit, taking place on September 11-12 at the Aotea Events Centre in Auckland.

This year's conference will be more dynamic and action-focused than ever, featuring former Prime Minister Sir John Key on bipartisan infrastructure strategies, international keynote speaker Nigel Collin on embedding innovation through small steps, and Sport NZ chief executive Raelene Castle on leading under pressure.

We will also bring back the Innovation Showcase and expand our breakout sessions to make sure there is something for every business, no matter your size or region.

Registrations are now open, and I encourage you to secure your place early. For details and to register, visit the Constructive 2025 web site. We look forward to seeing you there and continuing the conversations that help us all build better, together.



ADAM HARFORD

Central South Island 2024 Master Builders CARTERS Apprentice of the Year Regional Winner

Adam Harford is employed by Trent Builders, and his training provider was BCITO.

experience for Adam Harford, who placed third.

"I felt so proud competing at the national competition. Master Builders put in such a huge effort to make the competition what it is - from the flash hotel room, CARTERS gifts, and personal touches - it made for such a unique experience," Adam says.

"The practical challenge was fantastically organised on the day, and that made it enjoyable to build. I managed to get the project built in the time frame and worked around a couple of tricky details in the plan. Looking back, I don't think it could have gone much better!"

I FELT SO PROUD **COMPETING AT THE** NATIONAL COMPETITION. MASTER BUILDERS PUT IN **SUCH A HUGE EFFORT TO MAKE** THE COMPETITION WHAT IT IS



JUDGES' COMMENT

Adam's passion for building began at just five years old, inspired by watching Bob the Builder on TV. Since then, his passion and skill have only grown, demonstrated by his impressive level of commitment and dedication throughout the competition. His focus and determination were especially evident during the practical challenge.

Achieving so much at such a young age is something Adam should be incredibly proud of. Congratulations Adam, you are well on your way to a successful career in the building industry.

CHALLENGES

For Adam, the pressure of having spectators and handling his nerves before the practical competition proved to be his biggest challenges.

"Having the preschool kids cheering us on was nerve wracking but so encouraging. Blocking out the distractions, such as the clock ticking down, was essential for me to complete the building on time and to a high quality.

"The support from my colleagues, employer, family and friends was fantastic throughout the whole competition. It was great to see all the competitors support one another and I appreciate the effort put in by the organisers to host such a memorable event," Adam says.

OWNED BY

PRINCIPAL PARTNER

CARTERS

EVENT PARTNERS





REGIONAL SPONSOR



houseoftheyear.co.nz

Down to the detail

Tophill Homes

Volume/Group Housing New Home \$500,000 - \$750,000











Successes

Adam Zhang, Director at Tophill Homes, says that winning the Volume/Group Housing New Home \$500,000 - \$750,000 category award at the 2024 National House of the Year Awards was an unreal feeling.

"Honestly, we couldn't believe it! Winning bronze and silver previously have been great achievements, but a Category and Gold Award was beyond what we expected and made the effort worth it," Adam says.

"The House of the Year awards are well known and bring high recognition to our business. It shows clients we deliver top quality homes and helps us stand out in the market, which is truly invaluable. It's just cool to be part of something so big."

Challenges

Working within a tight space was the biggest challenge for Adam and his team, pushing them to think outside the box.

"We had to make sure every area — living, dining, kitchen, and bedrooms — were practical but still felt spacious. Plus, the client wanted a unique and modern home, so we spent a lot of time and effort customising every detail, from lighting to cladding, you name it!

"The awards are not just about the money but also about helping to lift industry standards. It's great to see more builders, especially Asian builders, putting their best work forward and getting recognised on a national level," Adam says.







Judges' comments

This residence exemplifies outstanding value for money, seamlessly blending impressive design with practical functionality. The combination of full-height joinery with the stonework gable creates remarkable street appeal, welcoming you into a spacious home, which includes four bedrooms and three bathrooms.

The well-appointed kitchen features a unique curved island that connects seamlessly to generous indoor living spaces, offering a perfect balance of style and functionality. This home is a testament to thoughtful design and quality craftsmanship, making it a well-deserving winner.





National Sponsors

















houseoftheyear.co.nz

Excellence in renovation

Velvin Building

National Supreme Renovation of the Year





Taking home the National Supreme Renovation Award at the 2024 House of the Year awards was both an overwhelming and proud moment for the Velvin Building project team.

"We were absolutely stoked to take home so many accolades. One of my team members actually encouraged me to enter, and since it's only the second house I've ever submitted, winning one award, let alone several, was a real honour," says Joe Velvin-Turner, owner and director of Velvin Building.

"It was especially fulfilling to win for a home in Queenstown, where there are so many highend builds. I'm incredibly proud of the team for all their hard work and for putting up with my fussiness along the way," Joe says.

Challenges

Working with the existing building proved to be the team's biggest challenge for their Queenstown build.

"We had to carefully restore the old building whilst constructing a new ground floor and incorporating structural steel into the existing framework. With everything out of alignment, and trying to blend materials to fit the modernised environment, there were many complexities to this project.

"This award really validates the level of quality we deliver, and gives our clients confidence that our work is of the highest standard. Overall, it's a fantastic way to demonstrate your skills and gain recognition in the industry, and we couldn't be happier with how everything turned out," Joe says.







Judges' comments

This stunning restoration of a classic A-frame home in Queenstown revives a beloved holiday retreat which sits against the iconic backdrop of The Remarkables ski field. Despite the steep site, expansive glazing was achieved to showcase the breathtaking views.

The owners embraced the challenges of renovation to preserve the home's nostalgic charm, skilfully incorporating original elements such as exposed rimu flooring and salvaged timber joinery. The judges were captivated by the rustic appeal of the interior, featuring locally-milled southern beech timber with a natural pinhole finish, expertly crafted by the builder.























SUPREME AWARD WINNERS

A NEW BENCHMARK FOR SUSTAINABLE DESIGN IN NEW ZEALAND

MASTER BUILDERS SUPREME AWARD OVER \$10 MILLION,
MITRE 10 TRADE ENVIRONMENTAL AND SUSTAINABLE AWARD,
COMMERCIAL PROJECT OVER \$25 MILLION AND SPECADVISOR
EDUCATION PROJECT AWARD

Project: Ngā Mokopuna (formerly The Living Pā), Wellington Owner: Te Herenga Waka — Victoria University of Wellington

Entrant: LT McGuinness Wellington

Partners: 335, Dunning Thornton, Rider Levett Bucknall, Tennant Brown,

The Building Intelligence Group

Judges' comments:

This project confronted some of the most pressing challenges facing contemporary buildings as the sector transitions towards a more sustainable future. Built to meet the demanding criteria of the Living Building Challenge, the project pushed boundaries across mass timber construction, on-site energy generation, and water management systems.

The judges noted that this project wasn't for the faint hearted, with its success hinging on collaboration between the client, designers, contractors, and suppliers. Innovative and forward-thinking approaches from all involved produced a high-performance, sustainable, and culturally grounded design. Congratulations to LT McGuinness Wellington and all project partners — this truly is an outstanding commercial project.







STANDOUT ARCHITECTURE AND CONSTRUCTION DELIVERED THROUGH A COLLABORATIVE APPROACH

MASTER BUILDERS SUPREME AWARD UNDER \$10 MILLION AND COMMERCIAL PROJECT \$3 - \$10 MILLION

Project: Scapegrace Distillery, Lake Dunstan

Owner: Breen Construction Entrant: Breen Construction

Partners: Cheshire Architects, HFC Structures, Pacific Process

Judges' comments:

The future-focused approach taken for the Scapegrace Distillery is evident in its unique design. A clear commitment to sustainability shaped key decisions throughout the build, such as adopting laminated timber frames and electric boilers.

Working in difficult weather conditions and with multiple specialist contractors, the team showed effective coordination and care in delivery. Process engineering had to be adapted for the challenging weather to maintain quality and the health and safety of all involved. The external and internal claddings are well crafted, and the complex processing components is executed to a high standard. This is a stand-out project that the team can rightly be proud of and is worthy of the Supreme Award under \$10 million.





















FEATURE AWARD WINNERS

SPECIAL AWARD

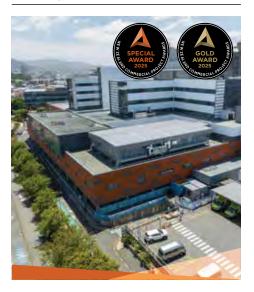
Project: Wellington Regional Hospital Temporary

Decant Ward

Entrant: Naylor Love Wellington

Partners: Aurecon, Health New Zealand Capital,

Coast and Hutt Valley, Kensway Consultants, Neet Design, Rider Levett Bucknall



SPECIAL AWARD

Project: Golden Bay High School Rebuild

Owner: Ministry of Education Entrant: Naylor Love Canterbury Partners: Noble PM, WSP New Zealand



SPECIAL AWARD

Project: Dolomite Point Redevelopment Project,

Punakaiki

Owner: Te Rünanga o Ngāti Waewae Entrant: Naylor Love Canterbury Partners: Department of Conservation,

Lewis Bradford, RCP, Sheppard & Rout Architects



INNOVATION AWARD

Project: Hotel Grand Chancellor, Auckland

Entrant: NZ Strong Group Partners: Beca, Ignite Architects,

Rider Levett Bucknall



COMMERCIAL PROJECT UNDER \$1 MILLION VALUE AWARD

Project: Temuka Courthouse Museum

Owner: Temuka & Districts Historical Society Entrant: Timaru Construction

Partner: Temuka & Districts Historical Society



COMMERCIAL PROJECT \$1 – \$3 MILLION VALUE AWARD

Project: Fonterra South Bloc Fitout, Hamilton

Owner: Fonterra

Entrant: Livingstone Building Partners: Beca, Chow:Hill, Maltby's, The Building Intelligence Group

















FEATURE AWARD WINNERS AND CATEGORY WINNERS

COMMERCIAL PROJECT \$10 - \$25
MILLION VALUE AWARD AND TOURISM
AND LEISURE PROJECT AWARD

Project: Ayrburn Arrowtown

Owner: Winton

Entrant: Cook Brothers Construction
Partners: Aquaheat, ENGCO, Qube Consultants,

SA Studio



INDUSTRIAL PROJECT AWARD

Project: Tuhiraki AgResearch, Christchurch

Owner: AgResearch

Entrant: Naylor Love Canterbury

Partners: Architectus, Beca, Cosgroves,

Johnstaff Projects (NZ) Pty,

 ${\bf Lab\text{-}works} \ {\bf Architecture}, {\bf Offsite} \ {\bf Design},$

Rider Levett Bucknall, Strawman Projects



CIVIC PROJECT AWARD

Project: Te Pou Ō Mata-Au | Clutha District War

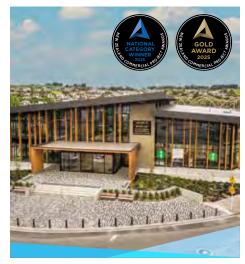
Memorial & Community Centre

Owner: Clutha Community Hub Charitable Trust

Entrant: Calder Stewart Construction

Partners: Clutha Community Hub Charitable Trust, Egis, Kieran Cooper Design, Octa Project

Management, Pedersen Read, Spaceworks



CARTERS COMMERCIAL PROJECT AWARD

Project: Building 11 Central Park, Auckland Owner: Oyster Property Group (C/O CP

Auckland LP)

Entrant: Macrennie Commercial Construction Partners: Envelope Engineering, JCY Architects,

TSA Riley



WINSTONE WALLBOARDS RESIDENTIAL PROJECT AWARD

Project: Oxford Terrace Baptist Church – Accommodation & Offices, Christchurch Owner: Oxford Terrace Baptist Church

Entrant: Contract Construction

Partners: Andrew Barrie Lab, Barnes Beagley Doherr, Cosgroves, Ruamoko Solutions



HERITAGE AND RESTORATION PROJECT AWARD

Project: St Joseph's Catholic Church Temuka Owner: The Roman Catholic Bishop of the

Diocese of Christchurch Entrant: David Fridd Building Partners: Constructure Christchurch,

Desmond Prisk Architects Limited, Rawlinsons

















CATEGORY WINNERS AND GOLD WINNERS

COMMERCIAL FIT OUT PROJECT AWARD

Project: Anderson Lloyd Christchurch

Owner: Anderson Lloyd **Entrant: Gaze Commercial**

Partners: AMT Mechanical Services, ENGCO, Holmes Group, Marshall Day Acoustics



ALTUS WINDOW SYSTEMS HEALTH PROJECT AWARD

Project: Te Hurihanga ō Rangatahi | The Youth Hub

Entrant: Naylor Love Canterbury

Partners: Field Studio of Architecture and Urbanism, Lewis Bradford, One Four, Pederson Read, Powell Fenwick



RETAIL PROJECT AWARD

Project: ANZ Bank | St Lukes, Auckland Owners: ANZ Bank, Cachet Group

Entrant: Cachet Group Partner: ANZ Bank





GOLD AWARD WINNERS

Altus Window Systems Health Project

- Health Central Alexandra Breen Construction
- Ormiston Hospital Expansion Savory Construction
- Redcliffs Medical Centre Johnstone Callaghan Architects
- Te Hurihanga ō Rangatahi | The Youth Hub Naylor Love Canterbury
- Te Kaika Wellbeing Hub Naylor Love Dunedin
- Tōtara Haumaru Hawkins Waikato Hospital Molecular Biology Laboratory Fosters
- Wellington Regional Hospital Temporary Decant Ward -Naylor Love Wellington

CARTERS Commercial Project

- 3 Te Kehu Way Naylor Love Auckland
- 22 Wiltshire Street Naylor Love Central Otago Building 11 Central Park Macrennie Commercial Construction
- HWR Tower Naylor Love Central Otago
- Stantec Building Alaska Construction + Interiors

Civic Project

- Auckland Council Manukau Hub Building Extension & Refurbishment -Savory Construction
- Feilding Public Library Strengthening & Modernisation -Alexander Construction Central
- Te Kupenga o Rongomai: Maidstone Sports Hub Maycroft Construction and Stephenson & Turner
- Te Pou Ö Mata-Au | Clutha District War Memorial & Community Centre -Calder Stewart Construction
- Te Whare Whakatere Ashburton Library & Civic Centre -Navlor Love Canterbury
- The Kind Foundation Cook Brothers Construction

Commercial Fit Out Project

- Anderson Lloyd Christchurch Gaze Commercial
- Fonterra South Bloc Fitout Livingstone Building
- Hnry Office Fitout Zeal Commercial Interiors Meridian Energy Unispace
- MinterEllisonRuddWatts BLACK

Heritage and Restoration Project

- Naenae Post Office Development Community Centre -Duncan Commercial Construction
- New Zealand Parliament Executive Wing Façade -Naylor Love Wellington
- Speight's Ale House Naylor Love Central Otago St Joseph's Catholic Church Temuka David Fridd Building
- Temuka Courthouse Museum Timaru Construction

Industrial Project

- 63 Hynds Drive JLC Construction
- BRANZ Westside Redevelopment Hawkins
- CoolTranz Cohesive Construction Canterbury
- KiwiRail Hillside Calder Stewart Construction
- KiwiRail Waltham Mechanical Hub Calder Stewart Construction
- · Kmart New Zealand National Distribution Centre Facility, Ruakura Superhub
 - Calder Stewart Construction
- NZ Blood Service Highbrook Fitout Stage 1 Savory Construction
- Ray Staiger Fosters
- Riverlea Group iLine Construction
- Scapegrace Distillery Breen Construction
- Terra Cat Cook Brothers Construction
- Tuhiraki AgResearch Naylor Love Canterbury

Retail Project

- · ANZ Bank | St Lukes Cachet Group
- Tamahere Country Club Cafe Tamahere Country Club

SpecAdvisor Education Project

- Auckland University of Technology A1 Building Naylor Love Auckland
- B19 Ministry of Education Reference Design ASC Architects
- Golden Bay High School Rebuild Naylor Love Canterbury
- MANUKURA Campus Development Maycroft Construction
- Mt Albert Grammar School Southbase Construction
- Ormiston Primary School Stage 3 ASC Architects
- St Ignatius of Loyola Catholic College Savory Construction Ngā Mokopuna (formerly The Living Pā) LT McGuinness Wellington
- University of Auckland Human Sciences Building (B201) Hawkins
- University of Canterbury Kōawa Creative Technologies Precinct: Wairakei Building - Dominion Constructors















GOLD, SILVER, BRONZE AND PLATINUM WINNERS

GOLD AWARD WINNERS CONTINUED

Tourism and Leisure Project

- Ayrburn Arrowtown Cook Brothers Construction
- Dolomite Point Redevelopment Project Naylor Love Canterbury
- Fergus Bar & Kitchen Fosters
- Hamilton Gardens Visitor Precinct Downey Construction
- Hope Church Rolleston Bushnell Builders
- Hotel Grand Chancellor NZ Strong Group
- IHG Club Lounge BLACK
- Te Arikinui Pullman Auckland Airport Dominion Constructors
- Urlar Winery Redevelopment DLA Architects

Winstone Wallboards Residential Project

- 219 225 Riccarton Road Consortium Construction
- 239 Flat Bush School Road Treasure Homes
- Catalina Bay Apartments LT McGuinness Auckland
- Matipo Haven Reco Construction
- Northlake Lot 1005 Cook Brothers Construction
- Oxford Apartments Dominion Constructors
- Oxford Terrace Baptist Church Accommodation & Offices -Contract Construction
- Te Āwhina Marae-Papakāinga Scott Construction
- The Helier Peddlethorp
- Willard Street Social Housing Consortium Construction

PLATINUM AWARD WINNERS

Awarded to: Robinson Construction

National Category winning projects:

2006: Winner QBE Insurance Retail and Business

Commercial Project for a project in Blenheim 2014: Winner Retail Project for Pak'n Save Marlborough 2023: Winner Civic Project for Lansdowne Sports Hub

2024: Winner BUILT Tourism and Leisure Project for Marlborough

District Library and Art Gallery 2024: Winner Value Award \$10 – \$25 million for Marlborough District Library and Art Gallery

Awarded to: Unispace

National Category winning projects:

2020: Winner Commercial Fit Out Project for **HEB Construction**

2024: Winner Resene Commercial Fit Out Project for Arup 2024: Winner Value Award \$1 - \$3 million for Arup

2024: Winner Environmental and Sustainable Award for Arup

2024: Winner Supreme Award Under \$10 million for Arup



SILVER AWARD WINNERS

Altus Window Systems Health Project

- MRI Replacement W & W Construction
- Peke Waihanga Artificial Limb Service Christchurch Centre -RM Designs & Contract Construction
- Ward 22 Middlemore Hospital Accent Construction

CARTERS Commercial Project

- 93 Cameron Road iLine Construction
- Fisher & Paykel Car Park Macrennie Commercial Construction
- Northlake Lot 1006 Cook Brothers Construction
- SWIFT Manulife Cullen Keiser Architecture
- The Regent Building Cook Brothers Construction

- GDC Emergency Centre Currie Construction
- Ngā Awa Block | Taihape Amenities Building W & W Construction
- Salvation Army Cook Brothers Construction
- Te Puna Oranga Ngākau | Hato Hone St John Ambulance Station Levin -W & W Construction

Commercial Fit Out Project

- ASB Sylvia Park & Kiwi Property Unispace
- Lightspeed Unispace
- Manawa Energy iLine Construction
- Nelson City Council Unispace
- TSA Riley BLACK
- Visa Office Fitout Savills
- Westpac Fitout LT McGuinness Wellington

Heritage and Restoration Project

Te Horo Kilns: Station Building Restoration and Site Works -Sparrow Construction

Industrial Project

- Cochranes of Canterbury Cohesive Construction Canterbury
- ESR Building 7 Apollo Projects
- Hellmann Extension Stage 3 Macrennie Commercial Construction
- Maersk Ruakura Apollo Projects
- Mainfreight Savill South Macrennie Commercial Construction
- R. Redpaths Cohesive Construction
- RML Fosters
- Roofing Industries Waikato Waikato Construction Management
- Tru Group Limited Building Cohesive Construction Canterbury
- Windowmakers Building Rahopara Cabra Joint Venture

Retail Project

- Admire Commercial Contract Construction
- Ingham Great Lake Taupō DLA Architects
- Miles Group Lexus Showroom Amalgamated Builders
- Nero Tapware Gartshore
- Sandringham Mixed Use Johnson Architects
- The Hill Fletcher Living

SpecAdvisor Education Project

- Ashburton College Redevelopment Hawkins
- Laidlaw College Built NZ
- Papanui High School Redevelopment Hawkins
- Parakai School Accent Construction
- Punawai Kristin School Charitable Trust
- Te Hīnātore Lytton High School Hall DStevens

Tourism and Leisure Project

- Astrolabe Wines Blenheim Apollo Projects
- Cargo Brew Hall Lakes Building Co
- Hotel Indigo Auckland & 51 Albert Residences Icon NZ
- The Runholder Te Kairanga Winery Holmes Construction
- Whare Waka Urbo Homes

Winstone Wallboards Residential Project

- Ahikā Housing Complex Cook Brothers Construction
- Metlifecare Somervale Stage 1 Fosters



BRONZE AWARD WINNERS

Industrial Project

Storage Options Ravenswood - Carmody Construction

Retail Project

- Grain Buds Auckland Unique Constructions
- Toot Sweets HWR Property

Tourism and Leisure Project

Te Ara Pounamu - Experience Centre - Tony Wilkins Builder













Mentoring partnership to build business capability and sustainability for construction sector

The Construction Growth Foundation (CGF) is partnering with Business Mentors New Zealand (BMNZ) to deliver mentoring to help strengthen business capability in the construction sector.

The initiative addresses a key issue for the sector, where smaller firms predominate, and many struggle to maintain financial sustainability long term, as reflected by the fact that half close fewer than five years after beginning trading.

CGF chief executive Brian Dillon says many small and medium-sized (SME) construction business owners are highly skilled in their trade or profession, but may not have had the opportunity to build up business knowledge.

"By offering this mentoring support, we're responding to the need to develop business skills, which will ultimately benefit the sector as a whole," Dillon says.

"We're delighted to partner with BMNZ given their track record of empowering kiwi businesses across a range of sectors for the past 34 years."

BMNZ connects entrepreneurs and SME owners with experienced volunteer mentors who offer practical guidance on everything from managing staff to growing revenue and



BMNZ chief executive Sarah Trotman

overcoming industry-specific challenges.

BMNZ chief executive Sarah Trotman says the organisation has supported more than 80,000 businesses to date, including some in the construction sector, and knows that support for trade businesses is urgently needed.

"We know business owners in the construction trades and professions are facing significant pressures — from skills shortages to rapid growth demands," Trotman says.

"A mentor who has 'been there and done that' can make a huge difference. CGF's support through this partnership enables us to reach more of these business owners and

equip them with the guidance they need to succeed long term."

Under the partnership agreement, CGF is funding mentoring registrations for 12 months from May 1, 2025, which will enable BMNZ's mentoring support to be offered to small (up to 20 FTEs) businesses that are members of a CGF member association.

Successful applicants will receive a year's mentoring, gaining access to tailored, one-on-one support from BMNZ's national pool of more than 1500 experienced volunteer mentors.

CGF is an umbrella organisation that represents 17 construction industry associations. A core focus of its strategy is capability-building and skills development to support the long-term resilience and sustainability of its member associations, and the sector as a whole.

Views sought on new building product specs

Tradies, local authorities, designers, retailers and the public are being urged to have their say on a draft document that would enable many more overseas products to be easily used in New Zealand.

MBIE Building Performance and Engineering manager Dr Dave Gittens says this new document streamlines the process for those looking to use proven and tested overseas products, knowing they will be accepted through the consenting system.

"The draft Building Product Specifications document released recently contains specifications and overseas standards that can be used to demonstrate compliance with the Building Code," Dr Gittens says.

"Designers will be able to use overseas products that comply with any one of these standards and specifications to show the building work meets overall Building Code requirements.

"We have released the proposed first version of this document which contains specifications and standards for products that we already know and use, such as windows, plasterboard and cladding.

"We will be rolling out further updates to this document over time, as well as developing other pathways for recognising overseas products.

"We think there'll be a lot of interest in the changes — from councils who will be using the Building Product Specifications when assessing compliance, to designers, builders and developers keen to understand what other options are out there. I'd like to encourage everyone to have their say."

Submissions for the consultation close at 5pm on Monday, June 23.

Find out more and have your say on MBIE's web site: www.mbie.govt.nz/have-your-say/give-feedback-on-the-building-product-specifications.



First accredited independent provider to speed up building consents

New Zealanders will now be able to get into houses sooner and at less cost with the launch of Building Consent Approvals (BCA), the country's first fully independent residential building consent authority.

The privately-owned company will operate nationally, and promises to issue building consents within 10 working days for eligible residential projects.

BCA has been accredited and registered by the Ministry of Business, Innovation & Employment (MBIE) as the first independent Building Consent Authority.

It has been reviewed to ensure it complies with Building Act Regulations by International Accreditation New Zealand (IANZ), the government-appointed accreditation body. BCA has full civil liability coverage for its activities, providing assurance to home owners, developers and councils.

BCA chair Tony Sewell says the company's focus is low-risk residential housing (notably single-storey homes) rather than large or complex buildings.

Sewell is one of New Zealand's leading building and development consultants, having served for many years in pivotal roles such as president of the Property Council NZ.

"Our goal is to make the building consent process faster, easier and cheaper. Our approach will support the rapid delivery of quality homes, particularly in high-growth areas like Selwyn and Christchurch, where housing demand is surging," Sewell says.

The Building Act has allowed for independent building consent authorities to enter the market since 2004, as an alternative service to what's provided by local councils.

Under the Act, any organisation, public or private, can apply to become a Building Consent Authority if it meets strict accreditation and registration requirements.

"With BCA focused on low-risk residential housing, it will take the pressure off local body workloads so they can concentrate on commercial, retail, apartment buildings and more complex, higher-risk projects.

"As a government-approved, accredited co-regulator, our role is to ensure building

risk, quality and civil liability responsibilities are covered," Sewell says.

Building Consent Approvals has been assessed against the same legislation as all council BCAs, ensuring that consumers' risk is consistent with either entity processing the building consent.

"Local councils around

New Zealand have long struggled to recruit enough skilled technical staff for consenting work. BCA will help relieve this burden."

Selwyn District Council chief executive Sharon Mason says while the council will continue to process the more complex building consents, it's always good for consumers to have choice.

"Private providers will help alleviate pressure, especially during building booms like Selwyn has experienced in recent years," Mason says.

Today Homes managing director Jon Sanders says the reduced waiting times for consents will improve the flow of their projects — "allowing us to get homes out of the ground faster and into the hands of our clients sooner".

Ambitious targets

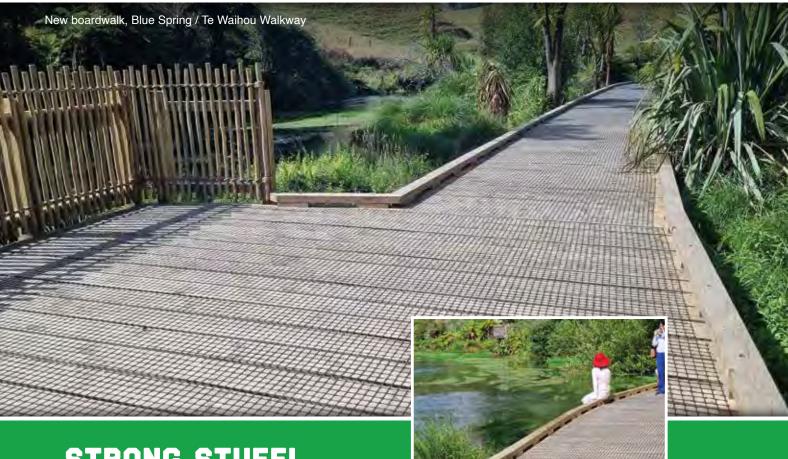
Building Consent Approvals has set itself ambitious performance targets, including a "10 days or less" time frame given for consents when applications meet requirements — far quicker than many current processes.

Other targets include completing 30% of building inspections remotely, issuing building consents for low-risk replicated designs (for pre-approved building designs) within two working days, and completing building inspections and Code of Compliance Certificates within two working days. For further information visit www.bcapprovals.nz.



A NORTHBEAM NORTHBEAM Tille hooms, posts and joists

Timber beams, posts and joists



STRONG STUFF!

The Northbeam range adds real strength, stiffness and the WOW! factor to any project - civil, commercial or residential.

Tailor-made in lengths up to 7.2m, these largedimension SG8 and SG10 beams and posts come only from mature Radiata pine grown in the north, so it's stronger, denser and stiffer. Naturally.

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.

A: 34 Cove Rd, Waipu P: 0508 432 115

E: northbeam@northpine.co.nz

W: www.northpine.co.nz





Resource management reform updated

The second Resource Management Reform Update of 2025 was issued in April, and focuses on the Government's recent announcement of two new pieces of legislation to replace the Resource Management Act 1991.

Resource Management Reform Minister Chris Bishop says two new Acts would cover planning and the natural environment.

Bishop says replacing the RMA will enable economic growth and make it easier to plan for, and deliver, infrastructure and housing, while protecting the environment.

Other goals for the RMA replacement legislation include establishing a system that:

- is more nationally consistent,
- is less costly and complex than the current regime,
 - is easier for a range of users to access.
- sets clearer limits for using natural resources, and
- gives more certainty about how land and resources are used for development.

Critically, any future system must allow us to adapt to, and plan for, the effects of climate change, or natural hazards, Bishop says.

The two replacement Acts are:

- the Natural Environment Act (NEA), which will focus on the use, protection, and enhancement of the natural environment. This includes land, air, freshwater, coastal and marine water, and other natural resources.
- The Planning Act, which will focus on land-use planning to enable development and infrastructure.

Bills to develop this legislation are expected to be introduced to Parliament later this year, and the new Acts are intended to be law by mid-2026.

Blueprint to replace the RMA

The Government established an Expert Advisory Group (EAG) in September 2024 to prepare a blueprint to replace the RMA, based on the objectives and principles set by Cabinet.

The EAG delivered its draft report in December, which provided a package of 21 recommendations to deliver a system that is fit for New Zealand's unique geography and resources

This blueprint has formed the basis to develop the replacement resource management system.

Proposed legislation's impact

The new legislation may narrow the scope of the resource management system and the effects it controls

Each new Act could have a set of national policy directions to simplify and direct local government plans and decision-making, and provide guidance on how to resolve conflicts between competing priorities.



The new Acts' proposed structure. While their final design may vary, a dual act approach has been proposed to reduce overlap between different laws and regulations, and to provide a clearer framework for managing effects on the natural environment.

National direction

National direction under the Natural Environment Act will cover freshwater, indigenous biodiversity and coastal policy.

National direction under the new Planning Act will cover urban development, infrastructure — including renewable energy — and natural hazards.

Targeted proposals will be progressed to have immediate effect on certain instruments while the new resource management system is developed and implemented.

Consultation documents relating to the national direction programme are expected to be released in mid-2025.

For further information on the national direction programme visit https://environment.govt.nz/publications/national-direction.

Nationally standardised land-use zones

The new legislation will introduce nationally standardised planning zones.

Each region will have a combined plan, that includes:

- spatial plans to provide longterm, strategic direction and identify development areas, existing and planned infrastructure corridors and strategic sites,
 - environment chapters to regulate

natural resource use,

- planning chapters to regulate land use, using standard zones, and
- shifting the focus of policy setting to a national level, which will enable local decision-making to focus on local issues, and reduce the number of plans nationwide.

Resource consents

Resource consents will still be required under the new system, but there will be fewer of them because there will be more permitted activities, nationally standardised land use zones, and more national standards.

The number of consent categories will be reduced, and people who are not directly affected by a consented activity will not be able to object to the application or relitigate an outcome.

Environmental limits

Environmental limits describe a minimum acceptable state, or the maximum acceptable harm or pressure on the natural environment.

Under the RMA, limits have been set for national direction for air quality, freshwater, soil, and some aspects of biodiversity.

The EAG recommended the new system have a better system for natural resource allocation and charging for use, and provide a better legal framework for setting environmental limits to protect natural resources and give more certainty about where development can and should be enabled.

In addition to environmental limits for air, freshwater, soil, biodiversity and ecosystems, the NEA could include environmental controls to protect significant natural values, including significant natural areas.

• Submissions on the Resource Management (Consenting and Other System Changes) Amendment Bill closed in February, with Select Committee hearings held in February and March.

The Select Committee is expected to provide its report to Parliament in mid-2025.

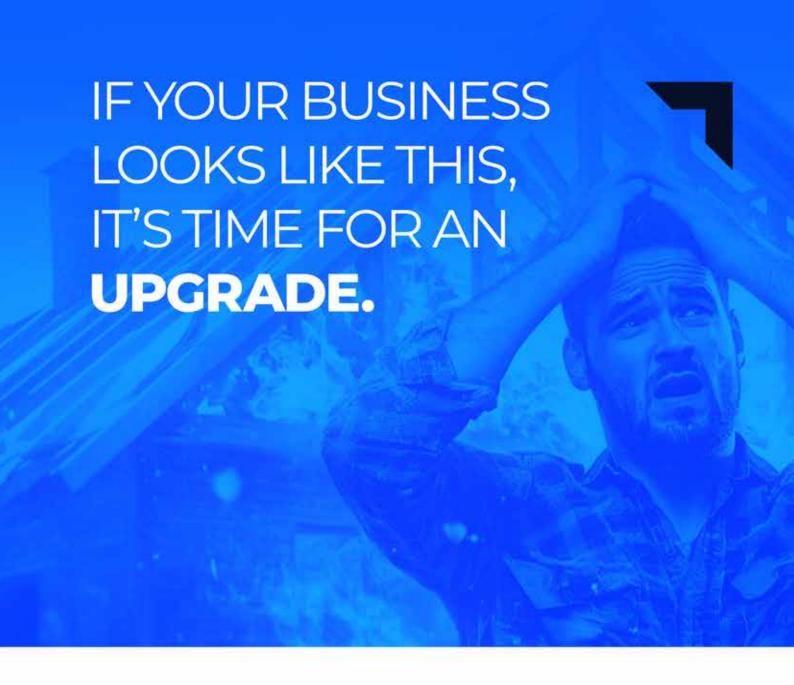
Fast-track applications process underway

The Fast-track Approvals Act 2024 commenced last December. Since February 7, 2025, anyone can apply to have development and infrastructure projects considered for fast-track approval.

The Fast-track web site (www.fasttrack.govt.nz) has a range of information about the resources and tools available to applicants and other participants in the Fast-track process.

These tools include an application portal and case management system to receive and manage applications through the process, and a time-sheeting system for government agencies, councils and others who will charge for their time and costs associated with processing applications.

Information on the Fast-track applications process is available at https://environment.govt.nz/acts-and-regulations/acts/fast-track-approvals/fast-track-approvals-process.



Outdated systems, poor cash flow, and stressful days aren't a badge of honor.

They're holding you back.

At TPB, we help builders upgrade their businesses – stronger profits, smoother teams, and **more time for life.**



UPGRADE YOUR BUSINESS. START TODAY.

WWW.THEPROFESSIONALBUILDER.COM

Construction cost growth flatlines as slowdown persists

The latest figures from QV CostBuilder show construction costs overall have barely risen in the second quarter of 2025, amidst an ongoing downturn for the industry.

The average cost of building a standard one or two-storey 150/230sq m home in Auckland, Wellington, Christchurch, Hamilton, Dunedin or Palmerston North has risen just 0.1% in the past three months — down again from the 0.4% increase recorded in the first quarter of this year.

Annually, the cost of building a home in one of those six centres has increased by an average of 1.3%, which is in stark contrast to the double-figure growth experienced throughout 2021, 2022, and 2023.

"This ongoing deceleration in construction cost inflation signals a broader industry slowdown," QV CostBuilder quantity surveyor Martin Bisset says.

"With subdued demand and tighter economic conditions, we're now seeing many building material prices either holding steady or trending downward.

"Where we previously saw surging labour costs due to shortages, particularly in skilled trades, we're now seeing a plateau," Bisset says. "This is a positive for developers managing tighter margins in a cooling market."

In the meantime, the cost of building non-residential buildings (excluding educational buildings) has also increased slightly by 0.1% this quarter, with an annual cost increase of just 0.9%. In the Q1 update, costs remained steady, up just 0.1% for the quarter and 1.2% for the year — also reflecting the downward trend in building costs in New Zealand.

"These figures tell a story of stability rather than volatility. Construction costs are plateauing, but that doesn't mean predictability for every project. The complexity, level of finish, and design elements will always have a major influence on overall cost," Bisset says.

Geopolitical instability

However, he warns that geopolitical instability had the potential to impact prices in the future.

"New tariffs have exacerbated the high levels of tension and uncertainty in international relations which, along with recent escalation of armed conflicts, means a general sense of political volatility continues to pose risks, not only to construction costs but also to the economy as a whole.

"Anything that impedes the flow of goods across the world has the potential for increasing the difficulty and, therefore, the cost of acquiring building materials in Aotearoa."

Steel framing was among the biggest movers this quarter, down 5.7%. Structural steel fell 2.1%, leading to a 1.4% drop in prices for stairs and balustrades, and frames (0.7%).

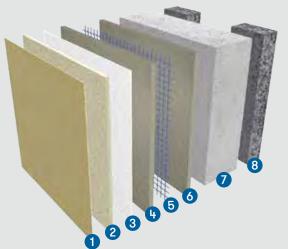
Site preparation costs dropped 1% due to a reduction in sheet piling and diesel rates. Suspended ceilings fell 4.6%, and fire proofing costs decreased 3.2%.

Bucking the trend, Formwork costs rose slightly by 0.3%, as did exterior walls and exterior finish costs.

The downturn in overall construction activity — particularly in residential housing — has eased pressure on the labour market. Labour rates have remained relatively stable to March 2025, rising 0.14%, although they are up 1.8% over the past year.

Fewer projects mean there's less competition for workers, which is helping to stabilise hourly rates and control one of the biggest contributors to project budgets.





- 1 Resene X 200
- Pre-Coloured Texture
- 3 Resene Limelock
- 4 PM100 Quick Render
- 5 Fibreglass Reinforcing
- 6 PM100 Quick Render
- 7 Integra Lightweight Concrete
- 8 Cavity Battens



Excellence in architecture

Our Façade Systems have been designed and tested to be the most efficient and complete barrier plaster facades available.

Our INTEGRA lightweight, aac concrete Façade System has passed stringent BRANZ weathertight testing and can only be installed by qualified, Registered LBP plastering professionals.

Each project is backed by our OnSite Quality Assurance programme - which will protect your clients most important investments for years to come.



www.reseneconstruction.co.nz 0800 50 70 40



EIII SINT insulation



- New generation of dual thermal & acoustic glasswool insulation at highly competitive rates
- CodeMark certified and designed for New Zealand conditions
- Made using up to 80% recycled glass





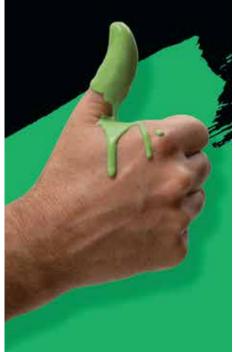
- Find Eliment online on Smartspec,
 MasterSpec & Design Navigator
- Available to order nationwide from ITM,
 Placemakers and other selected building merchants and installers
- Now GreenTag Level A Certified, suitable for NZGBC Homestar & Green Star projects!



For more information visit elimentinsulation.co.nz



Trust a Resene Eco.Decorator to do your job just right!



When it comes to your decorating projects it helps to know you've got the right painter for the job as well as the right paint. So when you choose the services of an approved **Resene Eco.Decorator** you can be sure that the paintwork will be just as good as the paint.

ecodecorator.co.nz



New \$6.4 million Cambridge plant to divert construction waste from landfill



Waikato-based ResourceCo Ltd has been awarded \$2.57 million from the Government's Waste Minimisation Fund to build New Zealand's first dedicated construction and demolition (C&D) recycling plant, tackling one of the country's largest and most under-addressed waste streams.

The \$6.4 million project, co-funded by ResourceCo, will see the establishment of a resource recovery plant in Cambridge, designed to divert up to 72% of C&D waste from landfill.

Once fully operational, the plant will process up to 187,200 tonnes of waste annually, turning timber, concrete, gib, plastic and metal into valuable products such as biofuel, fertiliser, roading aggregate, and landscaping material.

"This is a project with the environment and economy at its heart," ResourceCo director Henry Fullerton-Smith says.

"Our new facility provides a smart, sustainable alternative for construction companies, developers and home owners across Waikato, Bay of Plenty and Taranaki. Instead of sending useable materials to landfill, we'll be giving them a second life."

The initiative supports the Aotearoa Waste Strategy and Waikato Regional Council's Waste Strategic Action Plan, both of which call for bold infrastructure to reduce emissions and support the shift to a circular economy.

The plant is due to be commissioned by the end of 2025. Waste diverted is expected to include:

- 29,300 tonnes of timber repurposed for biofuel, bedding and landscaping,
- 11,300 tonnes of concrete and glass crushed for roading aggregate.
- 5100 tonnes of plasterboard turned into fertiliser and compost,
 - 2900 tonnes of metals sold to scrap

metal dealers, and

• 2600 tonnes of plastics reused by local recycling partners.

In total, that's more than 51,000 tonnes, or more than 51 million kilograms, of construction and demolition waste given a second life instead of going to landfill.

The project will also deliver social and economic benefits for the region, including 14 new full-time jobs, growing to 19 roles by 2026.

It also includes partnerships to support youth education and career pathways, such as with Smart Waikato's Secondary School Employer Partnerships (SSEP) programme, which connects employers and teachers to help Year 9-10 students apply classroom learning in real-world contexts.

ResourceCo is also a member of the FutureForce Careers Hub, a trusted platform supporting Waikato rangatahi, their whanau, and educators with impartial, practical information on local career opportunities.

The hub profiles young workers, shares career planning tools, and highlights key industries in the region.

Engagement with local iwi, Ngati Koroki Kahukura, has also been positive, with two hui held on-site to date.

ResourceCo is working towards a memorandum of understanding that reflects shared values around environmental care, skills training, and youth development, alongside progressing a cultural impact assessment.

"This isn't just about managing waste better — it's an initiative that supports the community and employment. We're proud to have the government's backing to turn waste into value and leave a cleaner legacy for our region," Fullerton-Smith says.



We're here, for you

Because building well today means protecting what matters tomorrow



Proudly designed and made in New Zealand, we take responsibility for how our products impact the environment. From reducing landfill waste and embracing circular packaging, to manufacturing with renewable energy, our commitment is continuously validated through independent assessments. By keeping production local, we not only support Kiwi communities but also reduce our environmental footprint, helping to protect the place we all call home.

Exclusively available through:





Iconic Whanganui gallery wins top Concrete NZ awards honour

Project transforms a nationally significant building into a world-class facility

The refurbishment and expansion of Whanganui's iconic Te Whare o Rehua Sarjeant Gallery has taken top honour at the 2025 Concrete Construction Awards held at the Cordis Hotel in Auckland recently.

The gallery project won the Premier Award and the Excellence in Concrete for the Community category in recognition of extending the structure's life, preserving architectural integrity, and transforming a nationally significant building into a world-class facility for the community.

The 2025 Concrete Construction Awards celebrate excellence in concrete design, construction, innovation, rehabilitation and research, with entries judged across nine categories.

More than 280 people attended the awards, including architects, concrete designers, engineers and developers from across New Zealand.

Te Whare o Rehua Sarjeant Gallery reopened in November 2024 after a major redevelopment that strengthened and restored the original 105-year-old heritage-listed structure.

A striking new wing, Te Pataka o Ta Te Atawhai Archie John Taiaroa, was also added.

Seismic resilience

Concrete New Zealand chief executive Rob Gaimster says through hidden concrete interventions, the refurbishment and expansion of Te Whare o Rehua Sarjeant Gallery delivered seismic resilience without compromising heritage value

"The result is a restored gallery that honours its past and safeguards its future — an exemplar of how concrete can respectfully modernise historic infrastructure," Gaimster says.

"This remarkable project sets a national benchmark for how concrete can restore, strengthen, and honour New Zealand's most significant public buildings."

Calibre of entries 'outstanding'

Almost 50 projects from around the country entered the 2025 Concrete Construction Awards.

They were judged in categories including:

- innovation,
- · infrastructure,
- \bullet sustainability, and
- landscaping.

"The calibre of award entries this year has been outstanding, emphasising concrete's role in resilient, low-carbon infrastructure," Gaimster says.



Category Award Winners and Highly Commended

Premier Award and Excellence in Concrete for the Community

Te Whare o Rehua Sarjeant Gallery, Whanganui

The refurbishment and seismic strengthening of Whanganui's heritage-listed Te Whare o Rehua Sarjeant Gallery has transformed a nationally significant building into a world-class facility.

Through innovative and concealed concrete interventions, the project extends the structure's life, preserves architectural integrity, and re-establishes the gallery as a cultural treasure for the community and Aotearoa.

Judges praised the project's outstanding use of concrete to deliver a discreet yet highly effective seismic strengthening solution within a sensitive heritage context.

More than 300 stainless steel post-tensioned bars, new composite

diaphragms, and meticulously executed concrete tie beams were employed to enhance resilience while maintaining architectural elegance.

The result is a restored gallery that honours its past and safeguards its future — an exemplar of how concrete can respectfully modernise historic infrastructure, meet seismic standards, and deliver enduring value for the community and the nation.

Project team: Clendon Burns & Park, Sarjeant Gallery Trust, Warren & Mahoney, McMillan & Lockwood and Contech.

• Highly Commended: Wi Neera Walkway, Raglan.



Te Ara Tupua, Wellington

Te Ara Tupua is a transformational coastal pathway linking Wellington and Lower Hutt. Through innovative use of concrete — including XBlocPlus armour units, ECOncrete tidal pools, and enhanced reef structures — the project protects vital infrastructure, enhances marine habitats, and expresses mana whenua values. It sets a new benchmark for sustainable, resilient coastal design in Aotearoa.

The judges were impressed by the project's ambitious scope and sophisticated use of concrete to address seismic and environmental challenges. Te Ara Tupua demonstrates how tailored concrete solutions can reduce carbon, shorten construction time frames, and enhance habitat complexity.

From seismic-tested XBlocPlus revetments to precast ecological

features and submerged reef structures, this project redefines what low-carbon, culturally grounded infrastructure can achieve. It stands as a national exemplar of concrete's potential to serve communities, nature, and future generations.

Project team: Te Ara Tupua Alliance, NZ Transport Agency Waka Kotahi, Downer NZ, HEB Construction, Tonkin + Taylor, Brian Perry Civil and Preco Precast Concrete.

• Highly Commended: Tauhara Geothermal Power Plant, Taupo; SH94 Homer Tunnel Avalanche Shelter, Fiordland.



Excellence in Architectural Concrete

Wai Ariki Hot Springs and Spa, Rotorua

Wai Ariki Hot Springs and Spa in Rotorua is a luxury wellness facility shaped by Ngati Whakaue values and geothermal context.

Concrete was essential to the design — providing structural durability, aesthetic richness, and material authenticity. Its strength and resilience made it ideal for the site's corrosive environment and long-term performance needs.

Judges were impressed by the outstanding architectural expression achieved through concrete in this culturally significant project. Also praised was the close collaboration between architects, engineers and suppliers in delivering bespoke precast and in-situ elements.

With longevity a key requirement for this generational development, concrete was expertly specified and detailed to ensure structural resilience, environmental resistance, and enduring cultural value.

Project team: RCG Architects, Pukeroa Lakefront Holdings, Firth Industries, WSP NZ, Hawkins Construction, Nauhria Precast, Stevenson Concrete, Natural Habitats, and Boffa Miskell.





From page 23

Excellence in Commercial Concrete

Manawa Bay Premium Outlet Centre, Auckland International Airport

Manawa Bay at Auckland Airport is New Zealand's largest premium outlet shopping destination, integrating more than 36,000sq m of concrete flooring and 2300sq m of low-carbon architectural precast panels.

Designed to reflect the arrival of the first waka and honour the local environment, the centre sets a national benchmark for sustainable, high-performance commercial construction — and is the country's first retail outlet centre to achieve a 5 Green Star design rating.

The judges were impressed by the scale, vision and collaborative excellence behind Manawa Bay. This complex commercial

development brought together top-tier professionals across architecture, engineering and construction to deliver a landmark project at New Zealand's busiest airport.

Concrete played a central role — from durable, low-carbon facade panels to high-spec polished floors — enhancing aesthetics, reducing embodied carbon, and maintaining performance through demanding site conditions.

Manawa Bay is a beacon of innovation, sustainability, and design sophistication in modern concrete construction.

Project team: Auckland International Airport, Nauhria Precast, Eclipse Architects, TRCB Architects, Day Consultants, Savory Construction, Polished Concrete (PCL), Firth Industries, Stevenson Concrete, Conset Construction and Bespoke Landscape Architects.



Ecoreef erosion solution, Akitio

Developed through collaboration between a local inventor, contractor, and council, the EcoReef system has delivered an innovative concrete solution to severe erosion challenges along the Akitio River in the Tararua District.

More than 1100 modular reinforced concrete units were installed to reinstate critical roading infrastructure, enhance fish habitat, and provide long-term resilience in a culturally and environmentally sensitive site.

The judges recognised EcoReef as a ground-breaking concrete innovation addressing a real-world infrastructure challenge with strength, simplicity and ingenuity.

The modular, interlocking concrete units — designed for rapid installation and long-term durability — restored a storm-damaged rural lifeline while enhancing ecological outcomes and respecting iwi values.

This home-grown solution, borne from coastal adversity and hands-on experimentation, exemplifies the creative potential of concrete when paired with practical insight and community collaboration. It's a transformative project with national relevance and future-facing impact.

Project team: Tararua Alliance, Ecoreef, Lattey Group, Tararua District Council, Bridgeman Concrete and Agmar Tools.

• Highly Commended: KiwiKrete for KinaKrete.

Excellence in Sustainable Concrete for the Planet

Shakespeare Bay Log Yard, Marlborough Sounds

Faced with the need for a heavy-duty, long-life pavement solution, Port Marlborough adopted New Zealand's first large-scale use of Roller Compacted Concrete (RCC) for its 35,000sq m Shakespeare Bay log yard.

Delivered by Rolco in collaboration with Firth, the project cut embodied carbon by up to 50%, eliminated construction waste, and set a new benchmark for resilient, low-emissions port infrastructure — demonstrating RCC's future potential for industrial and other applications across Aotearoa.



The judges were impressed by the pioneering application of Roller Compacted Concrete technology in a demanding port environment. The project demonstrated exceptional foresight, collaboration, and execution, resulting in a durable pavement that drastically reduces embodied carbon, waste, and long-term maintenance.

By proving RCC's suitability for New Zealand conditions, the project not only future-proofs key infrastructure but opens new possibilities for sustainable roading nationwide.

Project team: Rolco NZ, Firth Industries, Gill Construction Co and the Port Marlborough New Zealand (PMNZ).

• Highly Commended: APD Factory, Auckland.

Continued page 26

Leading a locally made, low carbon future.



Be a part of positioning New Zealand as a global leader in low-emissions steel production.

We're proud to announce that we're set to have our source steel supplied from New Zealand Steel's new Electric Arc Furnace (EAF) from 2026. Support us while we transition by investing in locally-made products that will contribute to ensuring steel production in New Zealand is sustainable for generations to come. Recycling domestic scrap steel instead of exporting it offshore means we'll be maximising the lifecycle of our products and delivering locally made, lower carbon reinforcing steel. The introduction of the EAF at New Zealand Steel and your support of locally-made, means you'll be part of the biggest industrial decarbonisation effort in our country's history to date. Around 50% less coal usage and 45% less emissions (scope 1 & 2) from day one is just the beginning of a significant industry transformation. Join us on this landmark journey.

Find out more at pacificsteel.co.nz/EAF









From page 24

Excellence in Concrete Remediation and Reuse

Region 3 & 4 Bridge Strengthening Programme, Waikato and Bay of Plenty

The Region 3 & 4 Bridge Strengthening Programme rehabilitated 14 concrete bridges across the Waikato and Bay of Plenty using Fibre Reinforced Polymer (FRP) technology.

This innovative approach extended service life, reduced embodied carbon by up to 99%, preserved heritage structures, and enabled freight efficiency — demonstrating concrete's adaptability for climate-resilient infrastructure in regional New Zealand.

Judges were impressed with the programme's commitment to preserving and strengthening concrete infrastructure through innovative, low-impact techniques.

By adopting FRP strengthening over full deck replacement, the project achieved dramatic reductions in embodied carbon, construction waste, and disruption, while enhancing durability and seismic resilience.

The team's ability to work under live traffic and tailor solutions across diverse sites speaks to outstanding technical skill and collaboration. This initiative sets a high standard for sustainable concrete remediation and future-proofing regional transport networks.

Project team: NZ Transport Agency Waka Kotahi, Beca and Contech.

• Highly Commended: SH1 Mangatoetoenui Stream Bridge Replacement, Desert Road.



Waiaroha Heretaunga Water Discovery Centre, Hastings

Waiaroha Heretaunga Water Discovery Centre in Hastings transforms a critical water infrastructure site into an inspiring public space that celebrates environmental stewardship and community learning.

Central to the landscape is the expert use of permeable and decorative concrete, delivering complex pathways, riverscapes, amphitheatre steps, and drainage systems that emulate the natural journey of water, blending technical precision with cultural story telling.

Judges applauded Waiaroha for its outstanding use of concrete to shape a community landscape with a strong environmental and educational purpose.

The intricate execution of permeable concrete, curved pathways, exposed aggregate finishes, and a concrete "river" showcases a high level of craftsmanship and innovation.

The project demonstrates how concrete, when used with imagination and care, can support sustainability, reflect cultural narratives, and create spaces that connect people to place and purpose.

Project team: AMC Contracting, Gemco Construction, Firth Industries and Hastings District Council.



Excellence in Residential Concrete

Iconic 3D Show Home, Hamilton

The Iconic 3D Show Home in Hamilton is New Zealand's first residential building constructed using 3D-printed concrete technology.

Designed to showcase QOROX's innovative wall system, the 167sq m home features more than 200sq m of off-site printed concrete panels. Completed in just 99 days, it demonstrates a new era in sustainable, efficient, and visually striking concrete construction for residential settings.

Judges were excited to see the potential of 3D concrete printing realised in a residential context. This show home combines

architectural flair with seismic resilience, thermal performance, and remarkable build speed.

By integrating a low-carbon, locally-sourced mix and producing virtually zero waste, the project represents a leap forward in residential concrete innovation. The result is a home that feels soft and inviting, yet is robust and efficient, proving that concrete's future in housing is not only possible, but already here.

Project team: Iconic Construction, QOROX, The Architecture People, GA Hughes & Associates and Brymer Heights.





Sustainably Made Drainage & Passive Fire Solutions

Allproof's Auckland production facility has been awarded a Toitū enviromark® bronze certification.



New rebar tier faster and more powerful than ever before

his new generation MAX Rebar-Tier, the RB443T TwinTier, features three new design innovations to provide the greatest efficiency and highest level of safety reinforcing ironworkers have ever experienced

The TwinTier's "dual wire feeding mechanism" increases tying speed by reducing the time needed to twist and feed the wire, consequently reducing the cost, and shortening the time required for construction. The tool's dual-wire wrap ensures each tie is reinforced for maximum hold.

The wire pull back mechanism firmly pulls the tie wire in to adjust the tie to the rebar's size, maximising the strength of the tie. When forming a tie, the tool makes a loop with the wire and then pulls the wire to tightly secure and lock the rebar in place.

Precise amount of wire

This mechanism feeds a precise amount of wire to match the thickness of the rebar being tied, cutting down on the use of unnecessary wire. The bending mechanism consistently feeds, pulls back, twists and releases the perfect sized tie for each application.

This generation tier produces ties that



are approximately 50% shorter in height, allowing for thinner concrete pours.

Also, the ends of each tie are positioned downward to increase safety, and wire spools now produce up to 240 ties (when tying D12 x D12 rebar).

The TwinTier's added features also include a jaw that is constructed to tie D10 x D10 up to D22 x D22 rebar. This wide jaw accommodates larger gauge rebar, while its slim arm offers the freedom to work in tight spaces.

The TwinTier's quick load magazine makes changing wire spools a piece of cake, and its frontward position provides improved balance/ergonomics, making flatwork easier.

A low "battery power consumption" design allows the tool to produce 5000 ties per charge using a 5.0Ah, 14.4volt Lithium-ion battery, which recharges in just 60 minutes

The tool's 6-step torque adjustment dial allows its user to adjust the strength of the tie based on the application. Steel, electrogalvanised and stainless steel wire are all available for use with the TwinTier

Double the speed

It works at double the speed and produces double the number of ties from a single roll of wire than the RB398 model, and far exceeds that of any of its competitors.

Overall, no matter the application, the MAX TwinTier reduces the time it takes to complete a job, saves businesses money by cutting man hours needed for each project, and increases the productivity of

For more information visit www.sifco.co.nz.



//INTIER** **RB443T** 7th Generation RE-BAR-TIER"

Double the Speed - Double the Ties

Simple to operate - fast to use - wraps 2 x 1.0mm tie wires, tensions and ties tight, with a 50% shorter tie height than other models. Ties a combined size of 20mm, up to 44mm, approximately 240 ties per coil, 5000 ties per charge, with the MAX® 60 minute fast charger. The MAX® RB443T TwinTier Re-bar tier is lightweight, with a compact body.

New 5.0Ah Lithium-ion battieries. Made in Japan.

NZ distributors fastening solutions www.sifco.co.nz

Battery operated re-bar-tying tool for:

- Precast concerete products
- Building foundations
- Road and bridge construction
- Floors and walls
- Retaining walls
- Swimming pool walls



For a demo, contact sales@sifco.co.nz

See you at the BuildNZ Expo, 15th-16th July, Auckland Showgrounds, Stand O18, Hall 4

Wood is Good — but is government policy supporting it?

New Zealand Timber Industry Federation president Bruce Larsen says government procurement policy continues to miss the mark when it comes to supporting the local timber industry, with the NZTIF calling for a Timber First approach that recognises the legitimacy and sustainability of New Zealand's own legal forestry framework.

ew Zealand's forestry and timber processing sectors are proud contributors to regional employment, carbon storage, and renewable resource management.

And the New Zealand Timber Industry Federation (NZTIF) champions a clear message — Wood is Good — for the environment, for the economy, and for the future

Despite this, government procurement policy continues to miss the mark when it comes to supporting local timber.

The NZTIF is calling for a Timber First approach that recognises the legitimacy and sustainability of New Zealand's own legal forestry framework — rather than defaulting to restrictive international certification schemes that shut out many local producers.

Government procurement: Who really benefits?

There has been at least one Request For Proposal (RFP) recently issued by the Department of Conservation which mandates Forest Stewardship Council (FSC) certification as a requirement for timber supply.

While well-intentioned, this creates a barrier for many small-scale New Zealand forest owners who harvest responsibly and legally under our world-class regulatory system — but don't hold international certification.

Requiring FSC certification excludes a significant portion of New Zealand's log supply, particularly from small woodlot owners, who are fully compliant with the Resource Management Act, National Environmental Standards for Plantation Forestry, and other robust domestic legal and environmental controls.

As we noted in our press release in May: "It is New Zealand's laws that ensure sustainability, not an offshore certification logo."

Rural impact: Local sawmills left out

This exclusion doesn't just hurt small forest owners — it also affects the rural



sawmills and processors who have longstanding relationships with these growers.

Many of these mills are located in regional communities, providing jobs and economic activity where it's needed most.

Because government procurement rules require certified logs for public projects, these sawmills can't use legally harvested, locally sourced timber from their usual suppliers — even when the product is high quality, fit for purpose, and environmentally sound.

This policy effectively cuts domestic processors out of public construction opportunities, and undermines the resilience of New Zealand's local timber supply chain.

A missed opportunity for regional growth

By imposing international certification criteria that don't recognise New Zealand's own legal frameworks, government agencies are unintentionally excluding a large share of the country's sustainable wood supply.

This disadvantages small and mediumsized businesses, Maori land owners, and regional processors who are operating entirely within legal and sustainable standards.

Ironically, these policies also reduce the likelihood that New Zealand-grown, lower-carbon timber is used in public projects — at a time when the country is seeking to

reduce emissions and strengthen regional resilience.

If it's Good Enough for Wool . . .

In a welcome move, the Government recently announced that all new government-owned buildings costing \$9 million or more, and refurbishments of \$100,000 or more, must use woollen fibres for insulation and acoustic treatments.

This is a great step forward for New Zealand's wool sector and for circular, natural materials. But it raises a simple question — if it's good enough for wool, why not wood?

Like wool, New Zealand timber is renewable, low-carbon, and locally produced. Yet our own public procurement system often overlooks timber grown and processed in Aotearoa.

A call for a Timber First policy

The NZTIF is calling for a Timber First procurement policy that prioritises New Zealand-grown and processed timber, and accepts logs and lumber produced in accordance with New Zealand's environmental laws, not just international certification systems.

This approach would:

- support local and regional forestry businesses, including small-scale woodlot owners and rural sawmills,
- recognise New Zealand's strong regulatory framework, which already ensures legal and sustainable forestry practices,
- reduce embodied carbon in government buildings and infrastructure by favouring locally-sourced timber, and
- stimulate domestic processing and value-add opportunities, rather than driving demand offshore.

Wood is Good — let's back it

New Zealand doesn't need to import sustainability. We grow it here — legally, responsibly, and renewably.

A Timber First policy that aligns with our own legal standards would ensure that public money supports local jobs, lowers emissions, and builds a stronger regional economy.

Marking tasks made easy

The Hultafors Dry Marker is a grip-friendly pen with a built-in sharpener for clear markings.

It is easy to remove from its holster, so the user does not have to let go of what they're working with.

The shape of the holster ensures that the pen stays in place, even when you move.

The pen's sharpener is in the holster for easy access. For longer durability, dirt and moisture are diverted away from the pen via a hole in the bottom of the holster.

Hultafors Dry Marker refills are a clever solution featuring a compact container housing 10 leads — perfect for precise markings on diverse surfaces.

This refill system is designed for convenience, and is easily

attachable with a clip to pockets or tool bags.

The container's innovative design ensures lead protection during transit, and it dispenses the leads one at a time.

Presently, these refills are offered in three colour options — graphite, red, and yellow, and are compatible with the Hultafors Dry Marker, a must-have tool for professionals who demand efficiency and quality in their marking tasks.

Features include:

- Grip-friendly and ergonomic design.
- Roll stop on both pen and holster.
- Sharp and accessible sharpener placed in the holster.
- Optimised lead for durability and resistance to moisture.
- Refills are available with 10 leads in a smart container.





Control!

Do you feel in control of your business as much as you would like?

If not, email me for help: andy@tradescoach.co.nz

www.tradescoach.co.nz



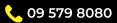
Upgrade Your Marking Game!

Dry Markers











Shining a light for exceptional visibility, safety

 $W \\ \text{hen it comes to lighting up a worksite, brighter means safer} \\ -\text{ and nothing shines brighter than Jackson's all-new TPLX} \\ \text{industrial chain lights.}$

With a massive 27,000 lumens from 10 high-output lamps, the TPLX is the most powerful TPL on the market, ensuring exceptional visibility across the work site, no matter the conditions.

Built for brutal work site environments, the TPLX features patented cable technology that keeps fittings intact and



Keeping sites powered, protected & productive

ARE YOU DOING ENOUGH TO KEEP YOUR WORKFORCE SAFE ON SITE?

• Built tough for extreme site conditions
• Available to hire or purchase
• Custom colours, layouts & plugs available
• Designed & manufactured here in NZ

BuildNZ M22

**STALL STALL STALL

**STALL STALL

**STALL

functioning — no more busted lights halfway through a job.

The IP68-rated lamps, the highest level of dust and water protection available, mean these lights aren't just tough — they're built to thrive in the harshest indoor or outdoor conditions.

Need flexibility? The TPLX can daisy-chain up to 225m, adapting easily to multi-level sites or sprawling ground projects.

And whether you're looking to invest long term or need a solution for the short haul, the TPLX is available for hire or purchase, whatever suits your timeline and budget best.

Next-level safety with 360° illumination

What really sets the TPLX apart is its unique LED design that shines downward and upward.

This clever feature lights up ladders, scaffolding, and overhead hazards, keeping your team safer wherever they're working. No other chain light on the market offers this kind of full-circle site visibility.

Whether you're lighting up a quick reno or a months-long build, TPLX delivers high lumination, extreme durability, and full-site safety in one rugged package.

Come and see the TPLX in action at the BuildNZ Expo, Auckland Showgrounds, July 15 to 16. Find us at Stand M22 we'd love to show you what makes this light so game-changing. Get a quote today by emailing sales@jackson.co.nz.

Plant-based range grows again — into a gloss finish

Specifiers
and users of
Resene Super
Gloss paint
now have an
environmentally
preferable option
to choose from,
with new plantbased Resene
Waterborne Super
Gloss made using
hybrid alkyd
technology.

It provides the gleam and high gloss finish of the original, with much lower Volatile Organic Compounds (VOCs).



The product is tough and durable and with lower VOCs. Initially this new product will be available in white, off white and blackest black, with more colours to be released in the future.

It's ideal for projects such as doors, trim and joinery inside and out, and anywhere a tough glossy finish is required.

If you're choosing a colourful pastel hue for a front door, Resene Waterborne Super Gloss will add lustre to the colour and help make it pop.

Gloss finishes are well suited to high wear and tear and hightouch areas, and are easy to wipe or wash clean.

The Resene range of plant-based paints is available at Resene ColorShops.

The importance of quality safety boots

Blundstone is committed to supporting a safe and healthy working environment from the ground up.

The company understands that quality safety boots are imperative in helping to reduce workplace injuries. Having a firm and secure grip on the floor is critical for actions such as lifting items to simply walking around the work site.

Safety footwear is designed to provide the necessary traction, stability and protection against hazards such as slippery surfaces, sharp objects, and uneven terrain.

To keep yourself and your team safe, it's vital to choose safety footwear that is purpose-designed for the task.

If you're a Kiwi tradie in need of boots that can handle the grind while keeping feet comfy and stable, the Blundstone RotoFlex #9061 is built for you.

These boots feature a 150mm black water-resistant leather upper and a heavy-duty TPU toe guard for added protection. The steel-toe cap is broad-fitting and cut-resistant, tested to withstand a 200-joule impact.

The GripTek XHD sole offers excellent grip and stability, is heat resistant up to 300°C, and resists fuel, oil, cuts, and slips.

For more than 150 years, Blundstone has been designing and manufacturing award-winning safety footwear. Their range includes dozens of styles built to keep workers safe and comfortable, no matter what job, environment or challenge the day holds.

For more information on these high-quality Australian-designed work and safety boots, visit www.blundstone.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 pair of Rotoflex #9061 work boots worth



\$305

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!

BUILDING TODAY

Congratulations go to the 10 lucky readers who have won a copy of *The Profitable Builder's Playbook*, each worth \$65



Tradeshow and Awards 2025 – back and better than ever

With 56 supplier exhibitors in attendance, the recent BuildLink Tradeshow held in Auckland was a tremendous success.

BuildLink group Ltd chief executive Simon Burden says members had the chance to connect and engage with a large range of suppliers, from paint to timber poles and everything in between — there truly was something for everyone. Spot prizes and exclusive buying deals added even more excitement to the day.

"As the Tradeshow concluded, we rolled straight into the 2025 BuildLink Awards," Burden says.

"This year's Awards featured an expanded range of supplier categories, a reflection of the strong partnerships and dedication across our supply chain.

"And as I keep saying to anyone and everyone who will listen, events like this simply wouldn't be possible without the continued support of our wonderful suppliers.

"The energy and engagement over the day was amazing. There's a real buzz and optimism across the BuildLink membership — we're united, motivated, and excited for what the future has in store," Burden says.

"Congratulations go to all our 2025 Award Winners."







Need a Shed? Any Size? No Problem!











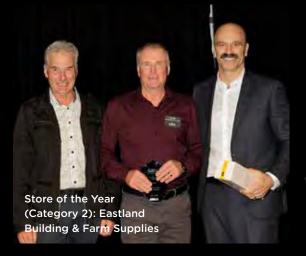




www.buildlink.co.nz









Absent: Team Member of the Year: Staci Needham, Eastland Building & Farm Supplies







Sprit of BuildLink: Derek King, Maniototo Hardware & Garden Centre





BuildLink Tradeshow supplier stands:



Ampelite (NZ) Ltd www.ampelite.co.nz

As New Zealand's leading supplier of fibreglass and polycarbonate roofing and cladding systems, Ampelite has proudly supported Kiwi industries, builders and architects for more than 25 years. Since opening our doors in 1995, we've grown to become a trusted name in premium daylighting and weather protection solutions.



Armorsteel sales@armorsteel.co.nz 0800 27 6677

At Armorsteel", we are dedicated to providing the highest-quality steel cladding systems and personnel access doors that are specifically engineered for the challenging New Zealand environment. Our products have been developed with a focus on durability, ensuring that they can withstand the harshest of natural elements that New Zealand has to offer.





Bayonet www.bayonet.co.nz 0800 330 320

Bayonet is a third generation family business which has been supplying construction roof mesh and underlays, and commercial and rural fencing products since 1972. Bayonet appreciates being able to support the BuildLink group with quality products and exceptional service.



bbi Wood Products www.bbi.net.nz

bbi Wood Products has been supplying the market with top quality building supplies for more than 15 years. We proudly support the BuildLink group, showcasing our latest range of decking and



Bremick NZ Ltd www.bremick.co.nz nthnzsales@bremick.co.nz

We were excited to showcase our new innovation Fasten Strong Bugle Batten screws, decking, and SureQuik Pro chipboard screws. Bremick has all your fastening solutions covered, and is happy to be a partner to the BuildLink Group.



Cemix www.cemix.co.nz

Cemix Products Ltd is proud to partner with the BuildLink group as a trusted supplier. We offer a comprehensive range of bagged concrete, waterproofing, floor levelling, admixtures, and micro repair solutions to support the group and its customers. Our partnership continues to strengthen thanks to the ongoing support of BuildLink members.



${\bf Comfortech\ \ customerservices@comfortech.co.nz}$

Operating with pride since 1961, Pink* Batts* is the only glass wool insulation manufacturer in New Zealand. Pink* Batts* insulation is made from more than 80% recycled glass, designed to thermally and acoustically insulate ceilings, walls and floors, in new build and retrofit homes, and in commercial buildings.



CRC Industries www.crc.co.nz

Introducing CRC ETCH-10-a high-performance Red Oxide Vinyl Etch Primer designed for superior adhesion and corrosion resistance on ferrous and non-ferrous metal surfaces. Ideal for key-coating metals, bare aluminium, stainless steel, brass, copper and galvanised metal surfaces. ETCH-10 can be overcoated with most standard decorative paint systems for metals.



CSR Building Products NZ www.csr.co.nz

Proud to support the Buildlink network and to be named a finalist for Premium Supplier of the Year at the 2025 BuildLink Awards. Our brands share a rock-solid reputation for quality, reliability and integrity. Contact us for Bradford Insulation, Cemintel fibre cement panels, Hebel AAC, Monier roof tiles and PGH bricks.



Damar Industries Ltd www.damarindustries.com 0800 33 44 75

Damar Industries, with nearly 40 years of expertise, is a manufacturer and distributor of leading brands specialising in aerosols, coatings and chemicals. Operating New Zealand's largest aerosol plant, we deliver world-class products such as Andrew Solvents, Colour Lab aerosols and coatings, Glokote marking paints, and Poolstar pool chemicals.





Delfast delfast.com sales@delfast.com

Delfast was privileged to attend the BuildLink conference to meet, greet and showcase the great fastening solutions we have to offer. It was good to meet you!



Global Import & Exports www.globalimportexport.co.nz

Proudly supplying New Zealand's leading hardware retailers, Global Imports & Exports is a 100% New Zealand-owned and operated wholesale supplier of trusted high-quality building supplies and hardware. We proudly supply an extensive range of trusted brands, including Truper Tools, Farm Masta Garden Tools, Palmex Synthetic Thatch Roofing, and Builders Barrows.



Haydn www.haydn.co.nz

A large display of Haydn's award winning range of painting and decorating products were proudly on display and are available throughout the BuildLink network nationwide.



Hobeca Trading Company Ltd https://hobeca.co.nz orders@hobeca.co.nz

Hobeca is a trusted wholesaler to New Zealand's building and construction industry. Through our partnerships with leading brands, we provide an unbeatable range of tools, equipment, and hardware — backed by a hardworking team of professionals committed to helping our customers grow.



Hello Monday www.hellomonday.co.nz 09 377 5200

Hello Monday proudly supports BuildLink members with tailored HR advice and support. Whether you're new, growing or expanding, we're here to help. Call us now for expert HR advice. We're here to make HR easy!



Independent Building Supplies Ph: 0800 367 759

Independent Building Supplies (IBS) is proud to be the first supplier to BuildLink and has supported the group ever since. With a comprehensive range of panel products — from plywood to fibre cement — we're committed to helping Kiwis build better. Our focus on quality, innovation and service ensures our partners deliver outstanding results every time.



Madal Bal www.madalbal.co.nz

A new supplier to the BuildLink group, we supply Extol brand power tools and accessories, Fortum brand hand and speciality tools, and Heron brand multi-fuel generators and pumps. Attending the Tradeshow allowed us to properly introduce ourselves, and to show off a small percentage of our 300+ products to Buildlink members. Overall a great day was had by all.



Makita www.makita.co.nz

Makita NZ is proud to be a trusted supply partner of the BuildLink Group. With more than 100 years of expertise in power tool innovation, we're excited to launch our latest advancement in tool storage — MAKTRAK, a durable and versatile stacking system designed specifically for tradies.





Marshall Innovations 0800 776 9727 www.mwnz.com

Marshall Innovations was very happy to catch up with our BuildLink partners and show appreciation for supporting our business in all regions of New Zealand. Thanks from the Marshall



Mitek NZ www.miteknz.co.nz

MiTek are pleased to support the BuildLink Group with an extensive range of LUMBERLOK and BOWMAC structural fixings. The majority are manufactured at our Auckland manufacturing facilities, highly specified and NZ Building Code-compliant.



I-Built www.ibuilt.co.nz

I-Built offers a full range of plywood and engineered timber products. This includes our CoreClad™ Midfloor design service, and New Zealand's strongest-rated pine plywood — StrongPly14™ and FloorPly14™.



Permapine 0800 737 627 sales@permapine.co.nz

Permapine is proud to have won the award for Rural Supplier of the Year. We want to thank all of our loyal BuildLink customers for their support. Permpine now offers MCA as an alternative to CCA, Edged Quarters, Machine Rounded Poles up to 300mm. Permapine is FSC-certified.



Pryda www.pryda.co.nz

Established in Napier, Pryda has been an integral part of the building industry for more than 60 years, revolutionising the timber industry through cutting-edge design software, product innovations, and advancements in equipment and automation. The Pryda team is passionate about solving common problems with simple solutions to ensure everyone can work safer, faster and easier.



Selleys www.selleys.co.nz Account Manager: Gary Richards 021 926 017

Reflecting on a successful expo, Selleys showcased its top-tier products, including the trusted Liquid Nails range of adhesives, and trusted sealants Roof & Gutter and Wet Area, both backed by an impressive 25-year guarantee. Thank you to everyone who visited our booth and experienced our reliable solutions first hand!



Sika nzl.sika.com

New Zealand tradies have been building with us since 1959. What's new? Sika's "Purform" technology — stronger, faster and safer Sikaflex sealants and adhesives. Our new Sikafloor" levelling range will also keep builders on the level.



Soudal www.soudal.co.nz

As your trade partner, we're here to work alongside you and to have your back by providing trusted solutions, technical training, and support. Soudal — experts in sealants, foams and adhesives.





Steel & Tube Holdings Ltd www.steelandtube.co.nz sefton.ingham@steelandtube.co.nz

Steel & Tube, a leading supplier to New Zealand's construction industry for the past 70 years, is proud to partner with BuildLink, offering comprehensive solutions from the ground up.



Nationwide suppliers of reinforcing steel, mesh and accessory products. We're also New Zealand's largest wire fence manufacturer, with top fencing brands such as X""fence" netting and Tornado" gates. Summit has your reinforcing steel and wire fencing needs covered.



Toolware Sales Ltd 09 579 8080 www.toolware.co.nz

Toolware proudly showcased its new lines of Trade Centric tools and accessories at the BuildLink 2025 Tradeshow as a Premium Supply Partner.



United Steel www.unitedsteel.co.nz

United Steel is a leading distributor of steel reinforcing mesh to the New Zealand building industry, along with reinforcing steel, accessories, and structural and merchant steel. With a history spanning more than 40 years, we are committed to bringing a high level of product and service to the BuildLink Group.



Winstone Wallboards Ltd 0800 100 442 www.gib.co.nz

Building a better New Zealand is a team effort. We're here to support you with fast, reliable delivery and technical expertise. Let's build a brighter future together, overcoming challenges and achieving goals. You're shaping New Zealand's homes, schools and communities, and we're here to help. Let's Build.



Building Industry Federation NZ www.bifnz.co.nz office@bifnz.co.nz 021 655 569

The Building Industry Federation New Zealand (BIF NZ) is an independent body which represents industry participants, including manufacturers, importers, distributors, construction and housing companies, legal, financial, and other service providers in relation to the building industry supply chain.



Gunn Talent www.gunntalent.co.nz

Gunn Talent is BuildLink's national recruitment partner. We provide recruitment solutions in the building and construction market throughout New Zealand — including sales and marketing, leadership, business support, finance, operations, and manufacturing.



National Credit Insurance Brokers(NCI) www.ncinz.co.nz zara.mends@ncinz.co.nz National Credit Insurance Brokers was excited to join other businesses and suppliers at the 2025 Buildlink conference. As a specialist Trade Credit Insurance broker in New Zealand, we help ensure local businesses get paid what they're owed, every time!

Letting his work do the talking: Gino Haynes' flooring journey

or someone who once doubted his ability to gain a qualification, Gino Haynes is the perfect example of, you never know unless you try.

Deaf since birth, with New Zealand Sign Language as his first language, the Auckland-based flooring installer has gone from a chance offer to help out on a flooring project to a BCITO-qualified expert running his own successful company.

He's showing that there's no room for prejudice in his business.

"People look at me and think, 'you're deaf, can you really do the job?' But once I finish, they're surprised. Deaf or hearing, we're all human. We can all do the work," Havnes says.

Haynes' entry into the flooring industry came unexpectedly in 2018, when a friend from church, Hamish Frost, reached out to him while he was visiting the Cook Islands, asking if he'd be keen to lend a hand with a carpet installation job.

"When Hamish first asked me, I said no. However, my friend from the Cook Islands encouraged me to do it, so I decided to contact Hamish and take him up on his offer," Haynes says.

"At first, I just wanted to help him finish the project but the more I worked, the more I realised I really enjoyed it."

Once the project was finished, he stayed on working for Frost. However, although Frost encouraged him to pursue a formal apprenticeship, Haynes initially turned it down, as the idea of formal study was intimidating. But when Covid-19 hit and work slowed down, his mindset shifted.

Opportunity to focus on building skills

"With Covid in full swing and the world on pause, I saw an opportunity to focus on building my skills. That's when I decided to take on a BCITO apprenticeship," Haynes says.

First working with the supportive Frost, then for Carpet Court, all the pieces were in the right place to help him get ahead. Frost and another colleague in particular, Bailey Davis, made a lasting impression by going the extra mile to ensure he felt at home on site.

"They went so far as to learn sign language to better communicate with me on the job. I was blown away. It showed that people were more than willing to meet me halfway," Haynes says.

His BCITO training advisor, Shanish Datt, also played an important role.

"Shanish was a big part of my journey. He helped me understand what to focus



From left: Mosi Haynes, Gino Haynes and BCITO training advisor Shanish Datt.

on, and guided me through preparing for the block courses. He really made it his mission to support me."

One of Haynes' most memorable training experiences was attending a BCITO block course in Christchurch, his first with a New Zealand Sign Language interpreter.

"Having an interpreter changed everything. I could finally ask questions and really take in the learning. That was a total game changer for my learning, and allowed me to go to the next level," he says.

That saw Haynes win the BCITO Villars Award for outstanding commitment and dedication while still an apprentice in 2022.

Qualification breeds confidence

Achieving his qualification gave him the confidence to start his own flooring business, G8 Flooring, in 2023.

It was a leap of faith that came with plenty of hurdles, navigating the complexities of self-employment, building a client base from scratch, and doing it all while managing the added communication challenges that come with being a deaf tradesperson operating independently.

"Starting out was tough. A lot of people still prefer phone calls, which makes things harder for me. And when you're on your own there's no one to lean on, you've got to navigate everything yourself," Haynes says.

During slower periods, he kept up his learning, making the most of his time by expanding his skill set and enabling himself to bring a well-rounded service to potential clients.

"When things were quiet, I didn't want to just sit around. It was important to keep learning so I could offer something new. I started teaching myself how to do SPC vinyl plank flooring by watching online tutorials and giving it a go."

The success of his dedication to constant self-improvement is demonstrated by what he says was his most rewarding project.

An exacting client with a high-spec, six-bedroom home had already let go of several tradespeople. Haynes' attention to detail won him over.

"It was nerve-racking, but I took my time and trusted in my skills. By the end of it, the home owner was glowing with the job I did. I was so proud," he says.

Haynes has even applied his extra skills to his own kitchen floor at home.

As someone who doubted himself, he's now passionate about encouraging others with disabilities to pursue a career in the trades

"Take the leap. Surround yourself with understanding people and don't be afraid to lean on the BCITO. They offer incredible support that can really make a difference," he says.

The BCITO is keen to help more motivated Kiwis find their passion in the trades, with targeted resources dedicated to supporting deaf tradespeople and anyone who finds academic learning a challenge.

Learn more about how to get started at www.bcito.org.nz.

QUALIFICATIONS THAT FIT WHAT YOU DO





WORK SMARTER

Have your team work smarter, learn up-to-date skills.



TRAIN AN APPRENTICE

Help them learn the skills and become qualified.



ALREADY HAVE THE EXPERIENCE?

Get **skills recognised** with a formal qualification.



GROW YOUR BUSINESS THROUGH TRAINING

Training an apprentice is an **investment** in your business and the industry.



ARCHITECTURAL ALUMINIUM JOINERY



INTERIOR CONSTRUCTION



BRICK AND BLOCK LAYING



JOINERY



CARPENTRY



KITCHEN AND BATHROOM DESIGN



CONCRETE



PAINTING AND DECORATING



EXTERIOR PLASTERING



RESIN FLOORING



FLOORING



STONEMASONR



FRAME AND TRUSS FABRICATION



SUPERVISOR



GLASS AND GLAZING



TILING

CALL BCITO TODAY 0800 4 BCITO (422 486)

bcito.org.nz



Managing the front line: Why team leaders matter more than ever

Tradie HR director Leigh Olsen urges employers to train and support middle managers — the engine room of any trade-based business.



was chatting to a foreman recently who looked exhausted. I asked how he was going, and with a strong shake of his head replied, "Leigh, I've had a gutsful — I'm sick of people taking advantage of me, thinking I'm their friend and not their supervisor.

"It's long hours with little thanks and, at times, I feel like I'm getting it from both sides — from my workers not turning up and then the boss blaming me for everything that goes wrong."

I've heard this type of comment many times from site supervisors and team leaders who are faced with the reality of their management role, and left feeling that they are being pulled in all directions.

These hard working individuals have often been promoted for being great on the tools, but then find themselves thrown into the deep end when it comes to managing people.

They're left feeling unsupported, frustrated and overwhelmed by their managerial responsibilities.

Leading and managing people is a new set of tools to learn — it's about dealing with people, problems, company policies and procedures, and pressure all day long.

Without the right training and support, these leaders can easily end up stumbling through each day, hoping to keep everything together. Some figure it out — many don't. And when they don't, the whole team can feel it.

So what are the warning signs that you might need to give more support to your team leaders and supervisors?

- Orders being barked across the floor instead of explained, or team members getting shut down when they speak up.
- No one knowing why the plan has changed again.
- Supervisors walking around angry, short-tempered or stressed.

• Mixed messages — an example of this happened on one of my client's site recently when the foreman told the team in their toolbox meeting: "Safety is our top priority — make sure you follow every procedure." And then said: "But we're behind schedule, so let's move quickly and get this done by lunch."

Supporting your team leader/supervisor

So how can you set this middle manager up to succeed and find the right balance for everyone?

· Does the role fit the person?

The first question I always ask is — is this the right job for the person?

Not everyone wants to manage people — and that's okay.

Some of the best tradespeople I've met were miserable in leadership roles, because they only took the job thinking it was the next step up, or they didn't know how to say no to the boss.

I worked with a site leader once who was terrified of having one-on-ones with his crew. He avoided them at all costs.

Eventually, the owner and I asked if he'd rather move into a technical project-based role instead.

The poor bloke nearly cried. He was relieved someone had finally given him permission to admit he didn't want the job.

We need to stop pushing people into management just because it's the next rung on the ladder.

The role has to fit the person — and not everyone wants to climb the ladder.

Provide training on managing people

Apply the same approach you did when that person was possibly your apprentice — train them in the tools that they need.

Give them training on all the core

topics such as giving feedback, coaching and what all the company policies and procedures mean.

When I run workshops for site supervisors and team leaders, we don't sit around reading policies.

We keep it real. We talk about what actually works when managing people on site — what to say, what not to say, and how to lead under pressure without losing your cool.

Being fair and reasonable isn't just about ticking the boxes under New Zealand employment law — it's about doing right by your team and keeping the site running smoothly.

In one workshop session, a foreman shared that he'd texted a no-show worker: "Get your lazy arse in here."

He honestly thought that was fine. Like many, he'd never been shown what's okay legally — or what actually gets results when managing a team the right way.

With a bit of guidance, we gave him the tools to handle no-shows the right way — legally, professionally, and with more impact. No more "lazy arse" messages. Just confident, clear leadership.

For example a better text might be: "Joe, you haven't shown up for your 7am start and we're concerned about where you are. You need to call me before (insert time). If I don't hear from you or you can't give a valid reason, this may be treated as an unauthorised absence."

The point is: Be clear. Set a deadline. Show concern. And spell out what happens next. That's how you lead a team the right way.

Never forget - team leaders are your engine room!

Here's the truth — middle managers are the engine room of any trade-based business. They are the ones turning strategy into action.

They are the ones running the job, managing the crew, keeping customers happy, and making sure things get built, fixed, installed, or delivered on time.

But they can't do it alone. They need the right training and support. And a workplace that sees them not just as a buffer between workers and management — but as a key part of the business.

At Tradie HR, we specialise in helping the

Tradie HR is a unique service, providing Human
Resource support tailored to Kiwi trades businesses
of all shapes and sizes. Because whether you are
starting out or gearing up to take your trades
business to the next level, getting that people stuff
right is crucial to your success.

We look forward to talking with you.
Call Leigh Olsen for a free consultation.

HR Essentials
People Strategy
Problem Solving

+64 027 530 9986
leigh@tradlehr.co.nz
www.tradiehr.co.nz

Continued page 43

Building company director found liable for inducing breach of restraint

Tim Bates of Auckland law firm T M Bates & Co reviews the Court of Appeal decision in the case of Blight v Colville, which ultimately held the director of a building company liable for inducing breach of a restraint of trade.

The facts of this case concerned building companies operating on the West Coast of the South Island. The case was the appeal from a High Court decision which was entered against building company director Mr Blight.

Facts

Adam and Matthew were brothers. They operated a house building business on the West Coast under a franchise agreement with Deacon Holdings Ltd t/a GJ Gardner Homes

One company held the building franchise (HWCL) and the other, CDL, held the land upon which the houses were built. Houses were sold as a land and house package.

Adam and Matthew fell out over Adam's personal difficulties, and Matthew purchased Adam's share of the business for around \$1m.

The sale and purchase agreement contained restraint of trade clauses preventing Adam owning or being involved in any similar business in the location.

However, it preserved his ability to work as a builder's labourer, and to build his own house.

Here enters Peter the appellant, who owned a building business. Adam started working for Peter, who was made aware of the restraint of trade clauses.

Adam wrote to Matthew seeking that he waive the restraint of trade, which he did not agree to.

Shortly thereafter, Peter incorporated a company, WCRL, of which he and his wife were 50% shareholders.

WRCL purchased the Stonewood Homes

From page 42

trades get their people stuff sorted.

Whether it's training team leaders, sorting work site conflict, or making sure you're ticking all the legal boxes — we're here to help.

If you're ready to step up or want to support your team leaders and supervisors better, give us a call. Let's make sure your leaders are leading with confidence — and not just crossing their fingers.

Note: This article is not intended to be a replacement for legal advice.

franchise, and then Adam and Peter incorporated HDDL.

Adam was a 50% shareholder of this company, and Peter and his wife were the other shareholders.

HDDL was the entity that acquired the land, and subdivided it for the purposes of sale.

The evidence established that both Adam and Peter were associated with the Stonewood Homes franchise (introduced as new operators by Stonewood Homes in marketing material), and also that Adam funded the new business, at least partially.

There was also evidence from Adam's ex-wife and mother consistent with him being actively involved in this business as an operator — not just as a builder's labourer.

There was also evidence from trade suppliers consistent with him being an operator of Stonewood Homes.

This Stonewood Homes operation began competing in the building market and selling homes market, and secured 11 new house contracts in 2022.

At first instance in the High Court, it was ruled that there was a breach of the restraint of trade by Adam, and that, in fact, Peter had induced that breach.

Both Adam and Peter were found liable to Matthew for the breach of the restraint, and the sum of \$126,000 was entered against Adam and Peter, in favour of Matthew for losses suffered.

On appeal, brought by Peter only (Adam having been adjudicated bankrupt), the Court of Appeal was asked to consider whether the breach of restraint of trade had been induced by Peter.

The court found that, effectively, Peter and Adam were pursuing a joint venture, and the causation element of inducing a breach was inevitable.

Adam would not have engaged in conduct that involved competition in breach of his restraint without having Peter to shelter behind or conceal his breach.

The Court of Appeal upheld the High Court's finding that Peter's conduct had induced the breach of restraint.

The court was then asked to determine whether the requisite element of intention was present for Peter to induce the breach.

The court ruled that wilful blindness

would be sufficient to establish intention.

It held that what was required and present in this case was Peter's knowledge of the restraint, and a deliberate choice not to make further enquiries of its terms.

In this instance, Peter knew of the restraint, and that his business with Adam breached the restraint.

The court was particularly swayed by the attempts of both Peter and Adam to conceal Adam's involvement, including undocumented loans between the two.

The final point on appeal was whether the actual loss had been proved. The Court of Appeal ruled that the proper measure of damages for inducing a breach of restraint requires an assessment of the loss actually occasioned to the plaintiff.

The court ruled that this was sufficiently established for the purposes of the finding of \$126,000 — albeit that the wrong test for the measure of damages had been utilised — and it was not willing to overturn the High Court's finding on damages.

Comment

Restraints of trade have real teeth, not only for the contracting party but also for anyone looking to get into business with someone subject to a restraint of trade.

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 or *Building Today* to anyone who relies on the information in this article.



PO Box 147423 Ponsonby 1144 ı Auckland Unit 63, 210-218 Victoria Street West Central Auckland 1010

Green construction in New Zealand

Pacifecon research manager Philip Dawes provides an insight into some of the alternative and sustainable construction happening around different parts of the country.



There are currently several initiatives that are promoting sustainability within the construction sector, indicating that it certainly seems to be the way of the future for the industry.

Alternative building refers to construction methods that differ from mainstream modern architectural practices.

More projects around the country are choosing alternative building for cost, sustainability, health and innovation reasons — but they still have to meet the building code.

In the past financial year we saw a number of Kainga Ora properties entering the construction phase falling into the category of green construction.

The organisation has a focus on reducing the amount of waste generated by their developments by reducing carbon emissions in their buildings, minimising waste, and ensuring their homes are resilient to climate change impacts. They often look to relocate or deconstruct older homes too.

Materials we're seeing used in many of these green projects include structural insulated panels (SIPs), which are large panels sandwiching a polystyrene core, and insulated concrete forms (ICFs), which are polystyrene blocks that are positioned and strengthened with metal rebar rods. Concrete is then poured into the cavity to give the building its structural integrity.

SaveBOARD is another material we're seeing increased use of — the low-carbon alternative to traditional products is made from upcycled packaging such as cardboard, coffee cups and tetra packs.

Green asphalt is also gaining popularity. Made from materials such as recycled glass, plastics, and reclaimed asphalt pavement that has been removed from existing roads, it's often used for roofing, paving roads and landscaping.

One notable green project we're reporting on is Tauranga Museum, which has just entered the construction phase.



It's targeting a 6 Green Star Rating, with the design including terracotta baguettes along a horizontal grain, with curves and glazing on lower levels and a hybrid timber structure.

The museum building will incorporate environmentally-sustainable practices and technologies.

Shifting to transportable options, our research team has noted a rise in passive homes around the country.

These transportable homes and commercial prefabricated buildings have become more popular, especially with buildings used as accommodation, medical centres and offices.

They offer a more efficient and smarter way to build warmer, healthier, cheaper and more environmentally-friendly homes.

Examples of the materials used in these projects include recycled brick, wood and steel, wool, bamboo, straw, sawdust, timbercrete, soil and rammed earth-style products.

These are just a few examples of alternative and sustainable construction practices we're seeing in New Zealand.

Well-designed green buildings will save money, increase comfort, and create healthier environments for people to live and work in, providing improved indoor air quality, natural daylight and thermal comfort

 Pacifecon's 30 New Zealand-based researchers bring you the most accurate and up-to-date project information and industry news.

We report on green construction projects seeking Green Star and Homestar ratings, and deliver a number of reports throughout the year, focusing on different areas within the industry.

Head to www.pacifecon.co.nz to learn more about the information we offer, to get in touch, or to book a free demo with our team, and have all your questions answered.

Some quick facts we're reporting on in the green construction category:

- There are 139 projects yet to get underway for Greenstar and Home Star around the country. The private sector has 64% (89) and public sector has 36% (50) of those projects.
- 123 projects targeting green construction ratings were reported going to construction in the past financial year (to March 2025).

How environmental labelling works on building products

In Building Today May, the Environmental Innovation Centre (EIC) presented a practical overview of what makes a construction product environmentally sustainable. This month, they've teamed up with Eco Choice Aotearoa to help readers understand what labelling is about, and the advantages of using certified eco-labelled products.

There are many things to consider when buying materials and products for your building project.

Navigating "green" purchasing decisions can encompass issues such as cost, quality and performance, through to client specifications and compliance.

Adding "environmental sustainability" to the list can be complex and confusing, and often costly!

And then there is "greenwashing" — what product marketing claims can you genuinely trust?

To help you navigate this, many building products in the New Zealand market have labels or stamps on their packaging claiming environmental performance.

However, like many other marketing claims, there is high variability in the quality, transparency and performance behind different environmental labels and claims.

Eco-labels vs other environmental labels or claims

Applying environmental labels to products is a voluntary process in New Zealand (except for the Energy Star rating).

There are three types of environmental labelling categories that can be certified under the International Organisation for Standardisation (ISO). Each category must meet a range of factors reflecting environmental attributes.

The gold standard — Type 1 eco-labels

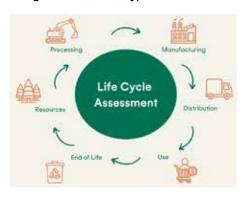


Figure 1: Type 1 eco-labels use a full lifecycle assessment approach (from www.ecochoiceaotearoa.org)

If you choose a Type 1 eco-labelled product (ISO 14024), you can be confident that the product says what it means. It will have third-party verification licensing, then regular auditing on multiple criteria across

the entire product life cycle, as well as continuous improvement.

Using the following eco-labels can gain you credits for New Zealand Green Building Council's Green Star and Home Star building accreditation schemes. Ecolabels on products on New Zealand shelves include:

• Eco Choice Aotearoa (previously Environmental Choice NZ): Is New

Zealand-centric and the country's only fully verified Type 1 eco-label. It has been around for more than 30 years, is independently operated by a charitable trust, and owned and trademarked by the Crown.

It is earned by meeting criteria in its applicable published product standards. There are currently 14 building product standards for common New Zealand building products, with more than 950 certified building products showing an Eco Choice Aotearoa eco label.

Eco Choice Aotearoa also offers an accreditation for construction and demolition waste services.

- Good Environmental Choice Australia (GECA): Eco Choice Aotearoa's Australian equivalent.
- Global Greentag: Commercially orientated with a multi-tiered approach. Australian owned (privately) but with a global focus. Also accepted for use on WELL, LEED and ISCA projects.

The next tier — Type 3 labels, or Environmental Product Declarations (EPDs)

Whilst Type 3 or EPDs provide environmental data about a product's life cycle environmental impact to an ISO standard (ISO 14025), they can either be verified by a third party or by the manufacturer itself.

While they provide transparency, they do not necessarily have processes for continuous improvement or third-party auditing and verification processes. Declare is an example of an EPD labelling scheme on some New Zealand building products. Businesses might also develop their own product EPDs, with the help of environmental practitioners.

Type 2 labels

Whilst there is an ISO standard for Type 2 labelling (ISO 14021), these usually focus on a single issue, and are self-declared

claims by the manufacturer, with no thirdparty verification — for example, "contains 45% recycled content".

While this does not necessarily mean a product is subject to greenwashing, there is no independent assurance that their claims are true. You will have to do your research on these types of labels.

Other labels and claims, and when to be (very) wary

Some environmental and sustainable symbols or marketing slogans cannot be verified, and can be quite deceptive.

These are labels that do not relate to real certifications or standards, and may not mean much at all, but can be made to look or sound like a verified claim. This is where greenwashing comes in.

So, which label or claim can give you the most confidence?

To help understand the differences between these labels, think of Type 3 EPD labels like nutritional labels for products, whereas Type 1 Eco-labels are like a customised diet plan.

Most businesses using Type 2 labels mean well, but without third-party verification, there is no way to prove their claims. As such, they run the risk of greenwashing. When it comes to the rest, we suggest you do your homework.

To help you from falling into the trap of misleading claims or greenwashing, the Commerce Commission's New Zealand Environmental Claim Guidelines can help. Contact Eco Choice Aotearoa or the EIC directly.

Co Choice Aotearoa features a vast range of verified building products on its web site. Its labelled products are a fantastic choice if you want to give yourself and your client the confidence and assurance that products in a build project are, in fact, good for the planet, and the building's future occupants.

Head to the Eco Choice Aotearoa web site and click on "Find a product" for a product you are looking for. The Product Standards are free to access as well.

Product categories include paints, steel, flooring, timber, insulation, concrete, furniture and fittings — and more.

Selling against cheaper competitors



Andy Burrows — The Trades Coach — says bumping up against cheaper quotes from your competitors is a fact of life — and that just hoping it won't happen isn't a good strategy to deal with the problem. Here he provides five practical steps to counter those cheaper competitors.

umping up against cheaper quotes $oldsymbol{\mathsf{b}}$ from competitors, especially in tighter economic times, is a fact of life.

Hoping it won't happen isn't a good strategy to deal with the problem.

What you need to do is take proactive steps to differentiate your business in the minds of the customer, because if you can't express logical reasons why your offer is better, the customer only has one point of differentiation to guide them the price

The key to doing that is making certain that the customer - not your service or company — is the core of all your sales messages, and ensuring that there are financial proof-points.

Here's what you do:

• Step 1: Realise that price isn't the main issue.

Research reveals that even with fully commoditised products (where there's no differentiation at all between competitive offerings), low price is the dominant factor in the buying decision only 15% of the time

This is especially so in the residential market.

In the majority of cases, other factors (convenience, timing, location, brand familiarity, personality of the salesperson, etc) are either more important or just as important.

differentiators to the customer.

opinion that price trumps everything. Instead, estimate the financial impact of your service differentiators on the



There's always someone who'll do it cheaper!

Thinking about financial impact forces you to consider the problem/solution from the customer's perspective, rather than your own internal, technical perspective.

Will a cheaper job cost more in maintenance in the long run, for example?

• Step 3: Express those differences from the customer's viewpoint.

Stop talking about your service or your firm. Instead, craft a set of sales messages that use the second person (eg "You") rather than the first person (eg "We" or "I") to tell a story that's meaningful to the customer.

For example, rather than saying something like "We have a leadingedge, project management system", say something like "You will be able to access your own window into the project management system, so you can monitor

> your project's progress in real time"

Step 4: Estimate the cost of not doing business with vou.

There are plenty of horror stories out there about customers who went with the lowest quote, only

to find the final cost exceeded what you had quoted/estimated, and came with additional frustrations.

You may have personal experience of this so ensure you include this point to a prospective customer during the education phase of the sales process.

• Step 5: Retrain your sales team.

Now that you've re-crafted your messages, re-train your sales team (if you have one) to sell your solution as it's seen from the customer's viewpoint.

Ensure the sales team can eloquently express the financial impact on the customer as a proof point that more than justifies the higher price.

Important: Also, do not discount your rates - discounting undercuts the value of your uniqueness.

If the customer wants a cheaper price then look to reduce the scope of the job or offer lower-cost material selections.

It is likely you will be coming up against cheaper quotes in the near future as the amount of work available shrinks and more companies are bidding for it.

A better sales process will help you stay at the top end of the pricing band, and help protect your margins and cash flow.

andy@tradescoach.co.nz for a review of your sales process, and a discussion on how it can be enhanced.

Contact me at



Don't accept your customers' pretended





STRESS!

Is that what you went into business for?

If not, call Andy 027 688 6721 www.tradescoach.co.nz

Building Consents Information

For all authorisations, April 2025

Dwellings	\$1,333,180,408	Total All Buildings	\$2,119,186,960
Domestic Outbuildings	\$17,922,475	Non-building Construction	\$34,509,812
Total Residential	\$1,351,102,883		
Non-residential	\$768,084,077	Total Authorisations	\$2,153,696,772

Number of new dwellings consented

	Apr 2025	Mar 2025	Apr 2024
Far North District	11	13	23
Whangarei District	43	32	21
Kaipara District	13	8	10
Rodney District	42	75	82
North Shore/AlbanyWards	167	305	232
Waitakere Ward	92	112	251
Auckland Wards	261	510	257
Manukau/Howick Wards	211	263	210
Manurewa-Papakura Ward	131	136	106
Franklin Ward	77	134	134
Thames-Coromandel District	14	16	21
Hauraki District	4	2	5
Waikato District	37	56	63
Matamata-Piako District	19	24	20
Hamilton City	94	107	58
Waipa District	38	50	35
Otorohanga District	3	1	0
South Waikato District	4	5	1
Waitomo District	0	0	1
Taupo District	23	33	22
Western Bay of Plenty District	25	34	10
Tauranga City	29	31	77
Rotorua District	21	24	99
Whakatane District	12	17	3
Opotiki District	0	11	0
Gisborne District	13	8	11
Hastings District	16	16	33
Napier City	10	14	19
Central Hawke's Bay District	2	2	3
New Plymouth District	31	29	11
Stratford District	1	2	0
South Taranaki District	0	4	10
Ruapehu District	18	3	2
Whanganui District	9	7	11
Rangitikei District	5	4	3
Manawatu District	8	17	8

	Apr 2025	Mar 2025	Apr 2024
Palmerston North City	27	27	21
Tararua District	1	5	2
Horowhenua District	12	33	16
Kapiti Coast District	13	25	14
Porirua City	17	72	21
Upper Hutt City	32	31	11
Lower Hutt City	16	63	45
Wellington City	36	129	41
Masterton District	9	13	5
Carterton District	4	2	4
South Wairarapa District	4	3	14
Tasman District	19	9	28
Nelson City	9	13	10
Marlborough District	16	13	62
Kaikoura District	2	3	1
Buller District	4	4	5
Grey District	4	4	5
Westland District	2	5	6
Hurunui District	25	14	14
Waimakariri District	42	55	70
Christchurch City	219	309	316
Selwyn District	84	104	111
Ashburton District	20	14	26
Timaru District	12	21	17
Mackenzie District	6	9	4
Waimate District	2	1	0
Waitaki District	4	8	1
Central Otago District	29	24	28
Queenstown-Lakes District	162	186	82
Dunedin City	49	30	44
Clutha District	9	9	4
Southland District	12	15	17
Gore	4	3	2
Invercargill City	26	22	14
Area Outside TA	0	0	0
Total	2418	3398	2926

Read...



... and earn Skills
Maintenance Points!



www.lbp.govt.nz/for-lbps/ skills-maintenance

Advertiser's Index

Allproof	27
APL	21
BCITO	41
Blundstone	14
BuildLink	34
Carters	48
Concrete NZ	22
Enveloped	19
Jackson	32
Northpine	15
Pacific Steel	25
Resene	20
Rockcote	18
Sifco	28
Skyline Digital	13
The Professional Builder	17
The Trades Coach 30,	46
TM Bates & Co	43
Toolware	31
Tradie HR	42
Winstone Wallboards	2



PARTNERING FOR

