

BUILDING BUSINESS

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our boys**

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**Contract Works
Insurance**

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**Accounting
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13

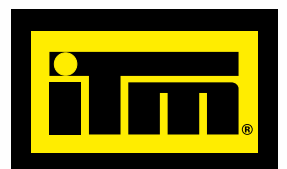
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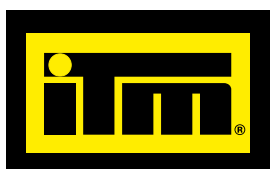
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Building Business contributes towards your
LBP skills maintenance requirement.
Ensure you log this into your ITM diary today.



Lucky number 30,000

The LBP scheme reaches a significant milestone

03

LBP NEWS

On Wednesday 29 June Building and Housing Minister, Hon. Dr Nick Smith, presented Christchurch man Peter Watson with a certificate which officially recognised him as the 30,000th Licensed Building Practitioner (LBP). Registrar of Building Practitioner Licensing, Paul Hobbs says this is an exciting and significant milestone for the scheme.

“There’s a lot of pressure on the building industry right now, and making sure skilled practitioners who are licensed and qualified are carrying out the work on homes is crucial,” he says.

“The LBP scheme came into effect in 2007. It took four years for the first 10,000 licenses to be issued, but the growth in numbers has been much stronger since it became compulsory in 2012 for Restricted Building Work to be carried out or supervised by LBPs.”

“Obtaining licensing status shows the public and potential clients that you meet a minimum

standard of competency in your licensed area,” Paul says. As for Peter, the lucky number 30,000, he didn’t seem at all surprised when he received the phone call. “I always seem to be lucky with this kind of stuff. I told the boys on site and we all had a good laugh about it,” he says.

Peter was working on a sheep and cattle farm when he decided he wanted to contribute to the Christchurch rebuild following the earthquakes and began a carpentry apprenticeship. He is now a fully-qualified builder working for H&R Garlick Builders, a reputable residential building company based in Canterbury.

“I’m still pretty new to the trade so I want more people to teach me things! Building is the kind of industry where you are constantly learning from others – smarter, more efficient ways of doing things – and for the moment I am enjoying soaking up as much information as I can,” says Peter. He’s also soaking up the excitement the attention of being number 30,000 has brought to him.



LICENSED
BUILDING
PRACTITIONERS

EzyCorner

Corner cavity batten and flashing

Ezy Build Products have developed the EzyCorner to be a cavity batten and corner flashing combined. The EzyCorner's innovative design provides double the protection from moisture compared to a standard flashing, with twin walls and a free draining air cavity in between. The EzyCorner has a one-step install making corner flashings over a cavity simple and very fast. The build out experienced at corner junctions with cavity battens and flashings is eliminated. This is achieved with the return of the flashing being inset, making the flashing sit flush with the cavity batten line.

The EzyCorner is an innovative product with a simple fast install and eliminates the compromises often made at the corner junction.

EZYCORNER BENEFITS

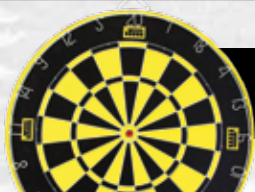
- ☐ No build out at the corner junction
- ☐ Fast and easy to install
- ☐ External or internal corners for all wind zones
- ☐ Double the protection to a standard flashing
- ☐ Does not hold water
- ☐ Does not support mould or rot
- ☐ Lets the cavity breathe

For more information on the EzyCorner go to:

WWW.EZYPBUILD.CO.NZ

Phone: **0800 EZYBUILD** (0800 399 284)

Or talk to your ITM sales representative.



FREE DARTBOARD

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*Strictly while stocks last. Limit of one dartboard per account.

Building for our boys

According to Youth Court Judge Andrew Becroft, 83% of youth offenders he sees are male and 70% come from single parent families, and the most serious young offenders lack a positive male role model. "If there's no father-figure in place", he says, "teenage boys seek out role models like 'heat seeking missiles'. It's either the leader of a gang or it's a sports coach or it's Dad."

That's where Big Buddy comes in. Since 1997 they've carefully screened hundreds of volunteer men from the community and matched them with fatherless boys aged 7-14. Big Buddy mentors spend at least 2-3 hours a week with their Little Buddies, doing whatever they both enjoy – usually simple stuff like walking on beaches, throwing a ball around, making things and visiting places. The important thing is that the Big Buddy shows up regularly in a boy's life and takes a real interest in him.

For a young boy, having a Big Buddy increases their self-esteem, helps him do better in school and means he's less likely to get into trouble. This is also better for our communities.

ITM is proud to be partnering with Big Buddy for The Big Auction

Along with G.J. Gardner Homes, we're helping to build two new homes, one in Pukekohe and one in Hamilton. Once complete later in the year, these will be auctioned off and all profits will be used to establish Big Buddy offices in these areas as well as contribute to their ongoing running costs.

Not only is this a great Kiwi generosity story to be a part of, but we're also using the Big Auction to raise awareness of Big Buddy with a marketing campaign that leverages endorsements from well-known Kiwis Grant Fox, Tammy Davis, Michael Jones, Moses McKay, Matt Watson and Sam Whitelock.

By posing the thought-provoking question, "What's the most important thing your father taught you?" we're starting a conversation and drawing attention to the plight of fatherless boys.

We encourage you to consider becoming a Big Buddy mentor or to tap a mate to do the same. And of course, any donations to this very worthwhile cause would be greatly appreciated.



Our Boys

Our Boys is a positive, practical, down-to-earth guide that outlines what makes boys tick, describes their development from babyhood to childhood to manhood, and is full of great ideas and suggestions.

This go-to manual for raising boys is packed with accessible, helpful advice for parents bringing up boys of any age.

**Out now in all good bookstores.
RRP \$36.99.**



Become a hero in your spare time

A small bit of your time will make a power of difference to a fatherless boy's life. Every boy needs a hero and being one is a lot easier than you'd think. In fact, it only takes a few hours a week to change a boy's life. Interested in becoming a Big Buddy mentor? Our well-respected screening process ensures you'll join a community of good men and be part of a credible organisation.

Go to www.bigbuddy.org.nz or join us on www.facebook.com/bigbuddynz

Knowledge Builder Roadshow

ITM, in partnership with James Hardie, Sika and Ecko tools, is delighted to have successfully completed the Knowledge Builder Roadshow across the country.

From Auckland to Invercargill the roadshow was well supported by builders at 33 locations. Builders experienced training covering market innovations from adhesives, tooling, structural bracing and new cladding materials. Plus the opportunity to quiz the experts while in-store with their building supplies partners.

Peter Karlsen attended the Dysart's ITM event in Auckland and was the winner of the events major prize, a \$2,000 travel voucher.



Maintenance Schedule free to builders

BRANZ Maintenance Schedule is now available as a free web-based tool that allows you to simply select the materials and finishes used in a building via dropdown boxes. With its enhanced features, the tool creates a professional maintenance schedule for a new or renovated home which can be supplied to clients or local authorities.

- ☐ Record in one handy place all materials used in a building.
- ☐ Give your clients a comprehensive maintenance guide.



Go to: www.maintenanceschedules.co.nz
or call the BRANZ technical helpline on 0800 80 80 85.

18V Brushless Recipro Saw

#DJR187RTE

- Electric 2-speed for wood/metal cutting
- Toolless shoe adjustment by lever system
- Toolless blade change
- Rafter hook
- Electric brake



INCLUDES
2 X 5.0AH
BATTERIES
& CHARGER



\$698
EXCL GST

High Pressure Water Cleaner

#HW112

- 1740psi
- 5.5m steel braided hose
- Built-in hose reel
- Induction motor
- Integrated accessory holder



**HOT
PRICE!**



\$270
EXCL GST

18V 5.0Ah Brushless Combo Kit

#DLX2055T

- DHP481 Hammer Drill Driver
- DTD145 Cordless Impact Driver
- 2 x 5.0Ah batteries and charger



\$785
EXCL GST

185mm Circular Saw

#5007MGK

- 1800 watt
- Carry case included
- Die-cast magnesium base
- Twin, built in LED lights and blower function
- Increased bevel capacity of 56°



\$255
EXCL GST

Jigsaw

#JV0600K

- 650 watt
- Variable speed jigsaw
- Toolless blade change
- 3-stage orbital action
- Dust extractable



\$190
EXCL GST

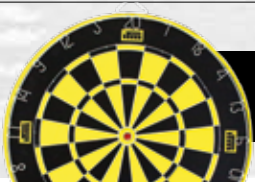
18V X 2 Brushless Blower (skin)

#DUB362Z

- Powered by two 18V Li-ion batteries in series (not included)
- 193km/h air velocity
- 6-stage air volume
- 3-stage telescopic long nozzle
- Dual battery fuel gauge
- XPT (eXtreme Protection Technology)



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*Strictly while stocks last. Limit of one dartboard per account.

**BUILDING
BUSINESS DEALS**



NEW PRODUCT



Aio Aurajet Rail Shower

Aurajet® technology delivers a full-bodied spray with maximum body contact and all-over warmth. It is Methven's most advanced, most invigorating shower experience yet. Conventional showers simply drop water, in an uneven, narrow pattern. Aurajet™ has 2x the coverage of conventional showers. That's twice the amount of water in contact with the skin at any given time.

The elegance of Aio with flexible height adjustment gives an invigorating shower designed for the whole family.

#AOSRCP (Chrome)

\$410
EXCL GST

- **Ultra-wide coverage.** A full-bodied spray for all-over warmth and maximum body contact.
- **Water efficient.** Water flow rate is optimised to be water efficient without compromising the luxurious spray performance.
- **Flexible rail installation.** 800mm rail with adjustable wall mounting brackets for retro-fit to existing installation holes. Suitable for hole spacing from 570mm to 745mm.
- **Limescale resistant.** An engineered polymer with hydrophobic properties resists the build-up of limescale.
- Suitable for High/Mains Pressure.
- The Aio collection is designed and engineered in New Zealand.
- This product is covered by a lifetime warranty.

METHVEN



FREE DARTBOARD

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QUALITY KITCHENS DESIGNED FOR THE TRADE

**The ready-to-assemble kitchen range
with design flexibility**

Creating a modern designer kitchen for your next project is easy with UNO Kitchens.

WHY CHOOSE UNO KITCHENS?

- **FLEXIBILITY**
Flexi-width cabinets available within the range at no additional cost.
- **CHOICE**
12 standard, 4 wood grain & 6 ultra-gloss colours available across a large range of standard cabinets sizes plus the flexi-width cabinets.
- **ACCESSIBLE**
Made to order & delivered within 7-10 working days, this will help you manage your build & installation schedule.
- **QUALITY**
UNO Kitchens are made from moisture resistant New Zealand made board with 16mm solid back construction, soft close hinges on doors & slim bow handles as standard.
- **EASY**
Each carton contains cabinet, doors, handles, hardware and instructions. Makes assembly and installation quick and easy.



imaginé
imagine

**ULTRA-GLOSS
DOOR RANGE**

WHITE	BLACK	CREAM
STARLITE	CHAMPAGNE METALLIC	CHARCOAL METALLIC



All UNO Kitchens are New Zealand made and come with a 5 year manufacturing warranty.

EXCLUSIVE TO ITM Ask at your ITM store for your step-by-step planning guide or go to www.itm.co.nz



Contract Works Insurance

09

BUSINESS SUPPORT

Also known as builders risk insurance, here's nine things you need to know about the policy that covers you for accidental damage to the property during the course of the works

Whether you're building new or doing an alteration, extension or renovation, your contract will require contract works insurance be arranged to cover the work. The policy provides cover for sudden and accidental loss or damage to the works specified in the contract from:

- ☐ fire
- ☐ theft
- ☐ vandalism
- ☐ construction collapse
- ☐ storm & flood damage
- ☐ natural disaster – earthquake, landslip, tsunami
- ☐ other accidental damage to the contract works.

However, there are some common issues with claims under contract works insurance that often catch builders out.

1. When does the policy expire?

Regardless of the end date shown on your policy, and depending on your insurer's specific terms, the cover will stop on the earlier of:

- ☐ practical completion
- ☐ when the owner starts using the building
- ☐ if it's a spec, when 95% of the budget is spent
- ☐ the end date on the policy.

So you may not have cover if the owners move in, or even if they begin storing their stuff in completed parts of the building.

2. Is faulty workmanship covered?

Damage caused by faulty workmanship is not covered by contract works insurance. It may be a liability insurance claim, but that will depend on the wording of your liability policy.

CONTINUE >>

3. Are scratched windows covered?

If this is deemed to be faulty workmanship the cost of replacement may not be covered. The typical scenario is that “someone” scratches the glass, perhaps when cleaning off splashes of paint. Some insurers are declining claims if the appropriate glass cleaning standards aren’t followed. You should make sure everyone on site takes extreme care when cleaning glass.

4. Who pays the excess?

The excess for damage caused by natural hazards has increased substantially since the Christchurch earthquakes. Insurers all calculate it differently and, unless your contract says otherwise, you could be responsible for paying the whole excess. We recommend you specify who pays the excess (or what proportion each party is responsible for) in your contract.

5. Extending the policy can cost more than adding on a month or two when you first take it out

If the project is delayed you must remember to extend the policy. In general we recommend adding a month or two on at the start, just to be on the safe side in case there are unforeseen delays, as this will cost peanuts compared to having to arrange an extension later or, worse still, forgetting to do so.

6. Is it the builder’s or homeowner’s responsibility to take it out?

If it’s a new build most contracts will require the builder to arrange the policy. Make sure you include the value of any materials supplied by the owner/principal, and if required list the sub-contractors that need to be covered too. You should also check that the allowances, such as for demolition, professional fees, removal of debris and cost inflation reflect the requirements of your contract.

If it’s an alteration, renovation or otherwise involves work to an existing structure, it is generally the owner’s responsibility to arrange contract works insurance. Most contracts will specify this and it’s for their protection as well as yours. Generally it’s advisable for them to arrange it with the same company that insures the existing structure, however sometimes this is not an option, it could be expensive or the existing structure may not be insured. If that’s the case they can apply for BuiltIn’s contract works cover for alterations and renovations online: www.builtin.co.nz/quote/contract-works-insurance-instant-quote

Even if the customer is arranging the policy it should still include you and any subcontractors as insured parties. Make sure you see a copy of the insurance certificate before you start work.

7. What if I have an annual policy?

These can be very convenient and cost effective if you build new homes that are all in a similar price range. You don’t have to apply for cover for every job, or remember to extend it if a project is delayed. They’re not recommended if you do mainly alterations and renovations because of potential complications when existing structures are involved. Annual policies come with a maximum contract value. This means all contracts below this amount are automatically covered. However, any jobs that exceed this amount will have no cover at all. For those you’ll need to arrange a separate policy.

8. Are my tools and equipment on site covered?

Generally not, unless an extension is applied for to cover these items. Subcontractor’s tools are generally not covered.

9. Are existing structures on the site covered?

No. Most contract works insurance will only cover the works being built and in some cases temporary buildings such as a site office and signage. Any structures already on the site are not automatically covered. So if there is an existing septic tank or retaining wall, these will need to be insured separately.

Ultimately the message is don’t assume you know what the policy will cover, or what you think it should cover. Contact your insurance adviser and have a chat to them about what your policy actually does (and doesn’t) cover. If they don’t know it might be time to talk to someone who does.

**For more information visit
www.builtin.co.nz or contact
Ben Rickard at ben@builtin.co.nz
or 0800 BUILTIN.**



Stud Sensor

#ZN-I65

- Locates edges and centre of studs up to 19mm deep
- DeepScan® doubles depth to 38mm
- WireWarning® indicates live, unshielded wiring up to 51mm deep



ZIRCON

\$62
EXCL GST

Tape Measure

#TW-ITM825

- 8m x 25mm
- Professional tape
- Non-slip rubber grip



\$12
EXCL GST

Claw Hammer

#E320C-C

- 20 oz
- All steel claw hammer
- Shock reduction grip
- One piece forged



BONUS
HANDY BAR

Estwing

\$67
EXCL GST

Pro Box Beam Level

- Heavy-duty box aluminum frame
- Rubberized permanently mounted hand grips
- Anti-Slip/Anti-Shock removable end caps protect frame
- SurroundView enhances vial readability



1200mm
#JN1741-120

\$45
EXCL GST

1800mm
#JN1741-180

\$69
EXCL GST



BONUS
WIPE

JOHNSON

Black Panther Industrial Snips

#29-701

- 185mm (7") overall length
- Comfort grip designed handles
- Stainless steel serrated edge blades
- Cuts almost anything
- Ideal knife replacement tool



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EXCL GST

Sterling

25mm Extra Heavy Duty Cutter

#700-1

- Screw-lock for tightening blade
- Rubber grip on back
- Extra thick stainless steel sleeve for longer life
- Supplied with 3 blades



\$14
EXCL GST

Sterling

Tuffbox Drill Set- 19 piece

#SM19PB

- Tough plastic case
- 1 - 10mm in .5mm increments
- 135 degree split point for faster centring
- Suitable for drilling wood, plastic, metal including stainless steel
- Feeds & speeds chart inside every drill set



Alpha

\$51
EXCL GST

19" Measuring Wheel

#MK60M

- Comfort grip handle
- Fold down shaft
- Accurate gear driven counter
- Large 19" wheel diameter



KOMELON

\$105.50
EXCL GST



12 40 Below™ Flashing Tape

NEW PRODUCT

Extreme adhesion for extreme conditions

Masons has launched a new flashing tape that will perform like no other especially in these freezing cold winter months.

Compatibility

40 Below™ is compatible with all building wraps, passes nail seal ability to ASTM D3330 and is suitable as a single layer application over timber framing. The 75mm tape size is also tested and approved for sealing the joints on Rigid Air Barriers.

Adhesion

40 Below™ has incredible adhesion in all weather conditions and works in temperatures from -40°C up to 65°C. There is no need to use a primer spray or heat gun as with bituminous tapes in colder situations. Codemark has passed 40 Below™ for NZS3604 Building Wind Zones up to and including 'Extra High'.

Installation

40 Below™ is quick to install with its 4-STEP installation process. 40 Below™ is a hot melt adhesive tape and therefore only 0.2mm thin! This allows for easier fitting of windows and doors. And only ONE layer is required, saving you time and money. An Optional Corner Guard is easy to install and increases protection to framing.

Complete system

Masons is protecting building frames from water

and damp with its recognised range of trade building products, consisting of: Barricade™ and FR1™ - Building wrap, WrapStrap, Dry Fix™ - DPC, Hydro™ - Bituminous flashing tape, PEF Rod™, HT Green - Polyethylene Concrete Underlay and Hydro™ Seal - Bituminous Masonry Sealer.

For reliable and dependable building frame weather-tightness, ask for Masons products at your local ITM store.

More information on 40 Below™ can be found in-store or on Masons' website: www.mpb.co.nz



Accounting systems

We look at the pros and cons of popular small business accounting systems

At the end of a long working day, the last thing many of us want to do is sit in an office and be utterly overwhelmed by the sheer amount of bookwork that needs to be done. To ease the pain of this task, it helps to have the right accounting system in place.

We look at three popular accounting systems used in NZ and discuss the pros and cons of each. Each has varying levels of functions; so we have taken a broad-based approach when reviewing them and what they offer.

XERO



Pros

- Simplicity – this is easily the most user-friendly option available to small businesses
- Fully online – it is accessible regardless of where you are in the world
- Mobile app available
- Thousands of add-ons are available including building-specific tools which allow for the flow through of invoicing
- Long established in online solutions
- Departmental/job reporting available via segment reporting

Cons

- Can be quickly outgrown if the business expands rapidly
- Need to purchase add-ons for any job costing/quoting work
- No offline access, if the internet is down or unreliable
- Payroll is an additional cost
- Segment reporting is not as user-friendly as MYOB or Moneyworks

VERDICT

Best suited to small businesses. Ideal for labour-only contractors or those who do not have standard quoting for materials or a need to cost out/track job expenditure.



MYOB



Pros

- Cheapest online option on the market (cashbook option)
- Includes job costing tools in AccountRight package
- Has traditional offline access and online options, as well as a hybrid package
- Includes payroll (other than cashbook option)
- Mobile app is available

Cons

- Not as well established as Xero in online services
- May require a higher level of accountancy knowledge to operate
- Add-ons are not as widespread as Xero options
- Interface is not as user-friendly as Xero

VERDICT

Best suited for those who scope out all aspects of a job when they quote, as it offers better functionality in this regard. The all-in-one package allows for less complex reporting and lower cost. A good mid-range system for a growing business; with a wide product range to support different business sizes.

Moneyworks



Pros

- Reporting on a job-by-job basis. Provides the ability to track each job - profits or losses - on a daily basis
- Includes job costing in package plus measuring quotes vs actual results
- No limit on the number of companies used per licence
- MoneyWorks Trades Plug-in – an extension that allows for the importation of price books and invoices generated by the major trade suppliers in New Zealand
- Online and offline options available
- Reports are more customisable than MYOB, although there are charges associated with this

Cons

- The least user-friendly of these options
- Optimal job costing requires an add-on
- Harder to correct user errors
- Pricing is not on a monthly subscription basis.
A one off outlay is needed so it requires more cash up front

VERDICT

A more serious system than the other two options outlined earlier. However, the user would need additional training in order to fully understand how to get the most from this system. Once up and running though, the business would not outgrow it in a hurry. Pricing may put some people off.

This is a very high level review of only a few of the software options currently available. There are, of course, many others on the market that should

be considered before deciding on a new system. The major point is that you will need to do a bit of research or discuss options with a business advisor, to ensure that you have the best possible system in place to meet your needs.

While the information above is not meant to be exhaustive, each system has its own positives and negatives. In particular, job costing usually requires the use of an additional service. A key point to remember is that these are accounting systems – not necessarily building software systems. Finding what works best for your business is crucial.

By Peter van der Heijden

Crowe Horwath Advisor



If you do have any further questions about what software your business should be using to reduce the number of hours you are spending in your office each night, please contact Peter van der Heijden at peter.vdh@crowehorwath.co.nz or your local Crowe Horwath advisor.

For the contact details of your local office, please visit:
www.crowehorwath.co.nz/locations
or telephone 0800 494 569.







WIN

**AN ADRENALINE
FUELLED TRIP
TO QUEENSTOWN**

HOLD ON TIGHT

Simply purchase any product from Gorilla's qualifying line of newly branded glues and text to win an adrenaline fuelled trip to Queenstown, New Zealand where you might need our glue to HOLD ON TIGHT ENOUGH!!!!

Win an **Adrenaline Fuelled trip for two to Queenstown, New Zealand** for 4 nights/5 days. Trip includes flights, accommodation and choice of activities such as Bungee Jumping, Jet Boating, Quad Biking, Horse Riding, and either a Hang- or Para- Gliding experience.



Promotion runs from 00:01am the 1st of July 2016 - 11:59pm 31st August 2016 at which point entries will close. The winner will be drawn on September 6th, 2016. The choice of activities has a varied selection available up to \$2000 in total. If this is not fully maximised the remainder is not redeemable. Qualifying products include Gorilla Glue Premium 3 Hour Cure, Gorilla Glue Premium 1 Hour Cure, Gorilla Crosslinking PVA, Gorilla Bond It On Aliphatic PVA, Gorilla General Purpose PVA and Gorilla Aliphatic PVA Wood Glue. See www.holdfast.co.nz/holdontight for full Terms & Conditions.



Right First Time.

MULTI TOOL BLADES

Prices valid August 1st-11th September 2016

4 Piece Pack

#H4MAK

- Excellent value for money
- 4 most common cutting blades
- Universal fitting - fits virtually all brands
- Includes 1 x bi-metal Wood with nails blade



\$26
EXCL GST



8 Piece Pack

#H8PRO

8 Piece Value Pack

- Features all common cutting blades
- Universal fitting - fits virtually all brands
- Heavy duty carry case
- Includes 2 bi-metal wood with nails blades



\$56.⁵⁰
EXCL GST



35mm Metal Buster Blade

#H35MB1

- Heavy duty tungsten carbide teeth
- Suitable for cutting ferrous and non-ferrous metals
- Universal fitting - fits virtually all brands



\$35
EXCL GST



TURN EMPTY SPACE INTO STORAGE WITH

FAKRO®

Wooden Standard Attic Stairs

Insulated lid / Capacity up to 160kg /

Quality, European manufacture / 10 year warranty

And easy as A, B, C, D to install!



A Trim out hole



B Secure stair



C Cut off excess ladder



D Fit architrave

hometech™

Exclusive NZ distributors of FAKRO attic stairs and roof windows.

Available to order now from your local ITM store

Choose Firth for a Superior Foundation R-Rating

As we head into an era where energy efficiency and sustainability defines how homes are designed and built, Firth have developed a new edge slab insulation system called RibRaft® HotEdge®

RibRaft® HotEdge® was designed with input from one of New Zealand's leading universities, BRANZ and industry partners. In addition, BRANZ 3D-modelled Ribraft® for thermal performance with and without edge insulation. Results showed, when using RibRaft® HotEdge® on an average floor, a minimum of R1.0 was achieved to the edge beam, increasing the overall R-value to the floor area by up to 50% (refer to BRANZ insulation guide 5th Edition).

The Firth RibRaft® HotEdge® System has been designed specifically for Firth RibRaft® foundations. It is a fully integrated edge slab insulation system that increases the overall foundation R value, to reach or exceed the mandatory minimum R value of area perimeter ration 1.6.

Key features:

- It is placed inside the RibRaft® foundation boxing before Firth RaftMix® concrete is poured. Tornado screws allow it to be structurally connected to the Firth RaftMix® concrete edge beam, making it an integral part of the foundation.
- RibRaft® HotEdge® is a closed cell extruded insulation system with a pre-meshed and plastered exterior that provides high strength (up to 10 times stronger than expanded polystyrene insulation - EPS), durability and is highly resistant to moisture, retaining its R-value year after year.
- For increased durability, the system has the inherent toughness of aluminium corner protectors, which are easy to install.
- With the RibRaft® HotEdge® system you don't need to increase the framing size in your design: standard 90mm framing applies.
- The system is fully compatible with Firth's RibRaft EQ® and RibRaft TC3® foundation systems.

For durability, seismic and thermal R-rating, get the edge – specify a RibRaft® HotEdge® floor.

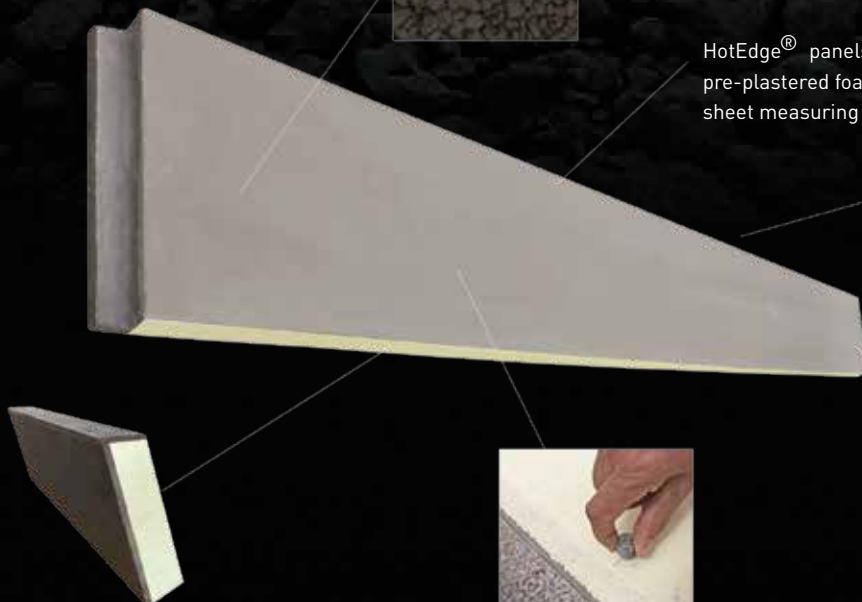


ABOVE: Boxing is removed, revealing a truly integrated, aesthetically finished thermal barrier. Once wall framing and cladding is fixed in place, two coats of acrylic paint is recommended.

FIRTH'S RIBRAFT® HOTEDGE® SYSTEM



Ship-lap joints are bonded with MS sealant providing a strong and aesthetically clean joint



HotEdge® panels come in 25mm thick pre-plastered foamular extruded foam sheet measuring 3000mm in length

With RibRaft® HotEdge®, you don't need to increase the framing size in your design. Standard 90mm framing applies.

The insulation of HotEdge® has been 3D modeled by BRANZ and shown to provide minimum R1.0 to the full depth edge beam of Firth RibRaft® floors

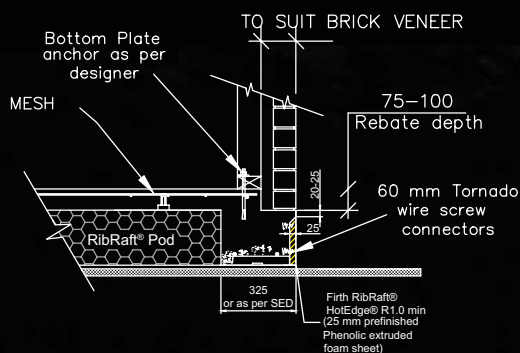


60mm tornado wire screw connectors are placed at 600mm centre intervals to provide regular fixed anchor points into the concrete slab

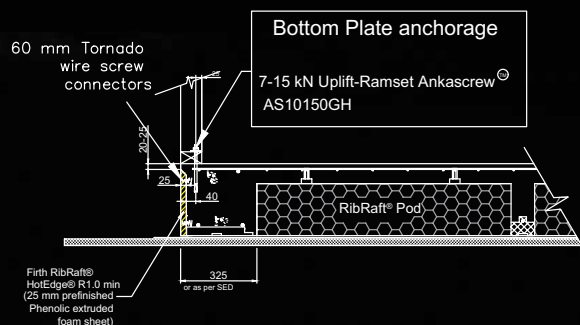


Edges are finished with a prefinished (powder coated) tough aluminium corner protector

BRICK VENEER CONSTRUCTION DETAIL

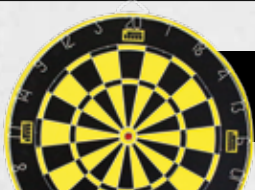


CLAD FRAME CONSTRUCTION DETAIL



RIBRAFT®
HOTEDGE®

Firth
PHONE 0800 347 841
WEBSITE www.firth.co.nz/ribraft



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Spend over \$350 on any products on this page and receive a free ITM Dartboard.*

*Strictly while stocks last. Limit of one dartboard per account.

Medio Alba Levers

- Can be used with both tubular latch and mortice locks
- Satin chrome plate finish
- For timber or metal doors



#LAPRIS
Privacy set

\$48
EXCL GST

#LALAFS
Furniture set

\$36.50
EXCL GST

#LAPASS
Passage set (pictured)

\$39.50
EXCL GST

#LADTS
Dummy trim

\$19.60
EXCL GST



Schlage Touch - no more keys

- Keyless locking system that is 100% pick-proof and bump-proof.
- Memory for 19 access codes
- Easy to install
- Lifetime mechanical and finish warranty
- Three year electronic warranty
- Retrofits most mechanical deadbolts or cylindrical locksets

Electronic Deadbolt

Electronic Lever



Century
#SRE60065 - Satin Nickel
#SRE60070 - Black

\$255
EXCL GST



Latitude
#SRE60067 - Satin Nickel
#SRE60071 - Black

\$255
EXCL GST



Medio Stella Levers

- Can be used with both tubular latch and mortice locks
- Satin chrome plate finish
- For timber or metal doors



#LSPRIS
Privacy set

\$48
EXCL GST

#LSLAFS
Furniture set

\$36.50
EXCL GST

#LSPASS
Passage set (pictured)

\$40
EXCL GST

#LSDTS
Dummy trim

\$19.60
EXCL GST



Digital Mechanical Lock

- Push button lock
- 14 digit keypad accepts codes of 4 to 7 digits
- Satin chrome plate finish
- For timber or metal doors

#SRL32029

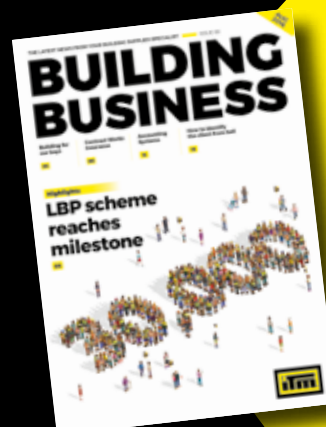
\$90
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How to identify the client from hell

Staying away from unreasonable or dishonest clients will go a long way to helping your business remain profitable. But to avoid them you need to be able to spot them

As a general rule, 10% of people are inherently honest, 10% are inherently dishonest and the other 80% are as honest as the circumstances require. That rule applies to people in all walks of life and all occupations. So just as it applies to builders, it also applies to homeowners. And it is just a matter of luck whether you happen to come across a client who falls into that 10% dishonest bracket.

Of course, there are plenty of other potential clients who aren't inherently dishonest, but they have very poor judgment, social skills, or management skills. We have all come across them - they may be excessively frugal, over-confident, argumentative or assertive, one-eyed and self-righteous, quick to see red, unnecessarily suspicious of other people's motives, overly prone to stress, neurotic, or psychopathic. Typically their life has been a history of failed relationships and projects that have turned to custard.

It's like walking into a minefield

The only problem is, that history isn't on public display. There is no register of badly-adjusted individuals like there is for licensed builders. There is no registrar who faithfully documents their failings, no board to discipline them and prevent them from causing misery to unsuspecting suppliers. These people are like disguised minefields, waiting for you to stumble into. And in the context of building disputes, most of the work we do is rescuing our clients from such a minefield.

That might not be so bad, but for the fact that most building work is done on credit. Which means that you are at their mercy, because if they take a dislike to you or decide to steal building services from you, they can simply wait until you have finished the project, and then fail to pay your final invoice. Your final invoice might be equivalent to the whole of your profit on that project, which means you have to find some other way to feed your family. Or worse, if they decide to extract vengeance by defaming you in the media, complaining about you to various Government agencies (IRD, Human Rights Commission, Privacy Commission, Commerce Commission), the Building Practitioners Board or your trade association, or counterclaiming



against you for alleged defective workmanship, overcharging or delays.

Wouldn't it be nice to avoid that sort of heartache at the outset, and let the client end up with the builder he or she deserves? Well, although it might take thumb screws, mind-reading powers, a crystal ball or a time machine to achieve that every time, fortunately there are some enquiries you can make that will help flush out this kind of person. The trick is to know where to go to find all the information that is publicly available about someone. Here are some of the sources you can use.

Sources to use

Search engines like Google are your first port of call, because they scour the internet for any mention of the individual or company concerned. If the potential client has courted controversy in the past, and either they or their victim went public about it, chances are the search engines will pick up some reference to it. Sometimes if they are in a particular industry or have a particular hobby, they may get a write-up in a blog, although you have to be careful the blog writer isn't just as fanatical as they are.

Online newspapers like the New Zealand Herald, Stuff or National Business Review also have search functions which may pick up past articles that get buried in a Google search. Then there are specialist publications like the Government Gazette that carry public notices about impending bankruptcies, liquidations, etc. Social media is another great source, because people sometimes reveal their true nature on self-promotion sites such as Facebook, Twitter, Instagram and LinkedIn.

If you really want to dig deep, you can call in the specialists such as credit reporting agencies, debt collectors, and private investigators. You should also, as a matter of course, ask for references from your potential client, just as you would if you were

considering hiring a new employee. And if you happen to know that the person in question has an ex-domestic partner, an ex-business partner, or ex-employees, they would be well worth talking to, although you should expect them to be a little biased.

There are a number of Government registers that exist specifically to inform the public. The Companies Office, for example, lists every company that someone either is, or was, a shareholder or director of. If they have left a trail of failed or struck-off companies, then that is a warning sign. Similarly, if you are contracting with a company and the individual you are dealing with doesn't show up as a director or shareholder of that company, that may be because they are, or previously were, bankrupt.

To confirm or deny that, you can go to the Insolvency Service website, which contains details of all past or present bankruptcies. A search of the Personal Property Securities Register will tell you whether the person is loaded up with debt. And a search of the Land Information records will tell you not only who are the actual owners of the subject property (and whether it is held on trust) but also what other properties the person owns or previously owned.

Then you can go to the Council property file for any of those properties to see whether your potential client had any building work done, and if so, who did it. Speaking to those contractors is probably the best investment you can make for your future protection. Council files are also useful because they often contain communications written by your prospective customer. If the tone of those communications is extremely emotive or belligerent, then that is a major warning sign.

Finally, it pays to check whether the person concerned has been involved in litigation in the past. There are databases like Briefcase and LINX that summarise all the major court decisions, and you can search for the name of a particular individual or company. The lower courts and tribunals sometimes provide this facility as well.

Some of these enquiries you can make on your own, others you would need someone like us to do for you. Either way, it seems like a small price to pay and a prudent step to take to avoid stumbling into a minefield.

By Geoff Hardy

An Auckland commercial lawyer



Martelli McKegg welcomes Geoff Hardy to the team.

It's no overstatement to say Geoff is one of New Zealand's foremost authorities on construction law. So we're very pleased to announce that Geoff has joined the partnership of Martelli McKegg, Lawyers.

You may know Geoff from his involvement with Certified Builders, his numerous conference and seminar presentations on construction law, or his many articles in Building Business magazine – including this issue.

He has advised the Government, architects, building materials suppliers, property owners, and hundreds of building practitioners on construction contracts, building law reform, legal compliance, weathertightness issues, disciplinary hearings, and building disputes.

He brings to the firm a wealth of experience in commercial and construction law including:

- Commercial contracts and agreements
- Construction contracts & disputes, leaky homes
- Sales & purchases of businesses, mergers & acquisitions
- Company law, shareholders' & directors' rights & duties
- Technology & intellectual property
- Partnerships & joint ventures
- Banking, finance & securities law, debt recovery
- Bankruptcy, liquidation, receivership & insolvency
- Trade & consumer law, competition law

If you require help in any of these areas please contact Geoff Hardy on (09) 379 0700 or email geoff@martellimckegg.co.nz

Martelli McKegg
lawyers

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GIB® Best Practice Series



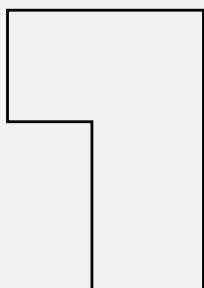
Ceiling installation - 7 things to consider

1. BATTENS

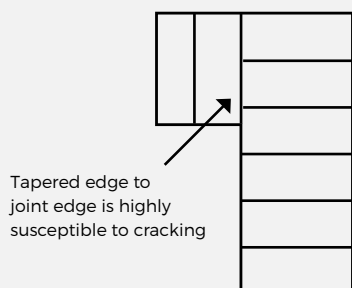
The use of GIB® Rondo® metal ceiling battens is recommended to achieve a stable substrate.

2. BATTEN INSTALLATION

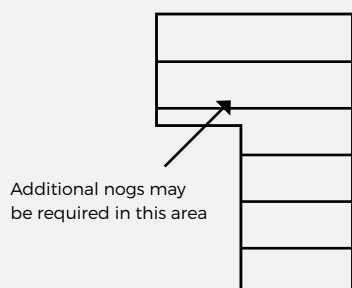
It is important that all ceiling battens run the same way within a ceiling plane. Although this may require some additional nogging to be installed, it ensures that all sheets' edge joints will be running in the same direction.



e.g. lounge, kitchen, dining area



WRONG – Sheets change direction



CORRECT – Sheets in one direction

3. PLASTERBOARD

Thicker 13mm GIB® Standard plasterboard is more rigid and less prone to sagging than 10mm plasterboard in a ceiling application. It is recommended that 13mm GIB® Standard plasterboard is supported at no more than 600mm centres, resulting in less battens being used for the job and less fasteners, meaning you will achieve an overall smoother finish. When batten, labour and board costs are taken into account, this system is cost effective as well as being the least prone to finishing defects.

Note: 10mm plasterboard will sag significantly more than the equivalent 13mm plasterboard on the same batten spacing. Given the wet humid conditions prevalent across many parts of New Zealand, ceiling sag can be amplified. To meet the high expectations of the New Zealand market, Winstone Wallboards ceiling recommendation is 10mm plasterboard at 450mm batten spacing and 13mm plasterboard at 600mm batten spacing.

4. POINT LOADING

To limit sag in GIB® plasterboard ceilings, long term uniformly distributed loads (e.g. fixtures and fittings and/ or overlaid insulation) should not exceed 3kg/m² unless independently supported.

5. BACK BLOCKING

Back blocking strengthens and stabilises joints between GIB® plasterboard sheets. It is primarily used to reinforce the point where butt joints occur but is also recommended for sheet edge joints.

6. FIXING

All ceiling sheets must be fixed at right angles to the ceiling framing.

7. CONTROL JOINTS

Install control joints in large open ceiling planes exceeding 12m or points where cracking is often predictable, such as at changes in direction.

Note: These recommendations are not a substitute for the full information contained in relevant GIB® technical literature.

For best practice, and to avoid time-consuming and costly call-backs, Winstone Wallboards recommends the following best practice guidelines for quality ceiling installation. Framing dimensions and structured performance must comply with the requirements of NZS 3604:2011.

For more information, refer to the current GIB® Site Guide.

To request your free copy contact the GIB® Helpline on 0800 100 442 or download at gib.co.nz/library

Getting the mix right

So what would you like to see on The ITM Fishing Show?

Would you like to see some crazy Atlantic blue marlin action from Cape Verde, or some winter land-based snapper fishing in New Zealand? Or how about some trout fishing in the South Island? Or even some hunting?

I know I'm going to get a different answer or suggestion from nearly every fan of The ITM Fishing Show, so yes we try to mix up the locations and species. But how do we decide on what the right mix is? To answer that we first need to identify what we're trying to achieve. First off, we need to get good ratings because that's what keeps us in business.

Keeping it fresh

We watch the ratings figures closely, and there are loads of variables; from the weather to what live rugby is screening on a Saturday that affect ratings. But when we look over a decade of ratings we get to see trends emerge, so we try to make a few episodes every year that we know will be popular. But we have to come up with new ways to film, new fishing techniques and new challenges and storylines, because if we run episodes from the same locations, with the same species using the same techniques, we are going to lose viewers. It doesn't matter whether it's blue marlin or snapper, repetition doesn't rate long term.

We've also noticed that viewers are not as concerned with species and location as they used to be five or six years ago. Back then, snapper fishers would watch a snapper episode, but change channel if a marlin appeared on screen. And if we introduced a little hunting, not only would they change channel, many would send us an e-mail to express their disapproval. But these days the location and target fish are less important, and that's because our viewers can trust that we're not going to film and broadcast something that isn't interesting and have some real meat and substance.

The other thing that helps us choose what to do or where to go, is what gets me fired up.

I can honestly say I like all forms of fishing, but I'm not going to be doing this job forever so before I'm done I want to make sure I've ticked off as many



Chasing Marlin in Cape Verde - May 2016



The pig shot during a visit to the South Island - April 2016



Matt with a solid snapper, caught from one of his many land-based Northland locations

NEW SEASON FISHING SPOTS

New Zealand

- ☐ Three Kings Islands - Far North
- ☐ Bay of Islands
- ☐ Hokianga
- ☐ Bay of Plenty
- ☐ Tekapo
- ☐ Canterbury
- ☐ Kaikoura



Overseas

- ☐ Fakarava Atoll (Tahiti),
- ☐ Principe Island (West Africa)
- ☐ Cape Verde Islands (Atlantic Ocean)

New series, Saturday's 5pm



of my bucket list fish, and have the stamps in the passport from the places I've always wanted to visit.

So in this series we can guarantee you'll see new locations, new species, new fishing techniques and at least two personal bests for me.

So do we get the mix right? Well of course we don't, but we'll keep trying! And it's pretty easy to tell us what you want to see by visiting our Facebook page, and who knows you might be joining us?

Keep 'em tight.

Matt Watson.



The Loadshifter

BUILT TOUGH!



SMART-TYRE
Handfree technology
**NO PUNCTURES
NO FRUSTRATIONS**



**INDUSTRIAL
STRENGTH
FRAME**



**LONG LASTING
HEAVY DUTY
AXLE &
BEARINGS**



**NO BEND
TOE PLATE**

Loadshifter 350

(pictured)
#1390350

\$150
EXCL GST

Loadshifter 500

(300kg plate limit)
#1390500

\$174.⁵⁰
EXCL GST



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- Dargaville ITM 09 439 8730
- Far North ITM Kaitaia 09 408 3927
- Far North ITM Mangonui 09 406 0048
- Matakana ITM 09 422 7525
- Waipu ITM 09 432 0203
- Whangarei ITM 09 437 9420

AUCKLAND

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- Dayle ITM Avondale 09 828 9791
- Dysart ITM Glen Innes 09 521 3609
- Hillside ITM Glenfield 09 443 8101
- MacClures ITM Henderson 09 836 0088
- Mahia ITM Takanini 09 267 0234
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- Western ITM Kumeu 09 412 8148
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- KKBS ITM Katikati 07 549 0689
- Matamata Post and Rails ITM 07 888 8189
- Opotiki ITM 07 315 5984
- Oregon ITM Mt Maunganui 07 928 4942
- Otorohanga ITM 07 873 8079
- Rotoma ITM Rotorua 07 347 7023
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CANTERBURY/WEST COAST

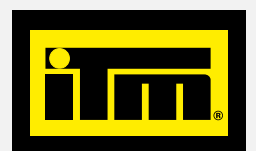
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- Basher's ITM Amberley 03 314 8311
- Darfield ITM 03 318 7474
- Dyers Road ITM Bromley 03 373 6049
- Geraldine ITM 03 693 9397
- Greymouth ITM 03 768 0441
- Hamptons ITM Waltham 03 374 3333
- Hillside ITM Hornby 03 349 9739
- Kaiapoi ITM 03 327 8829
- McMullan Timber ITM Hokitika 03 755 8519
- ProBuild ITM Leeston 03 324 3300
- Rangiora ITM 03 313 4862
- Timaru ITM 03 688 8074
- Waimate ITM 03 689 7427

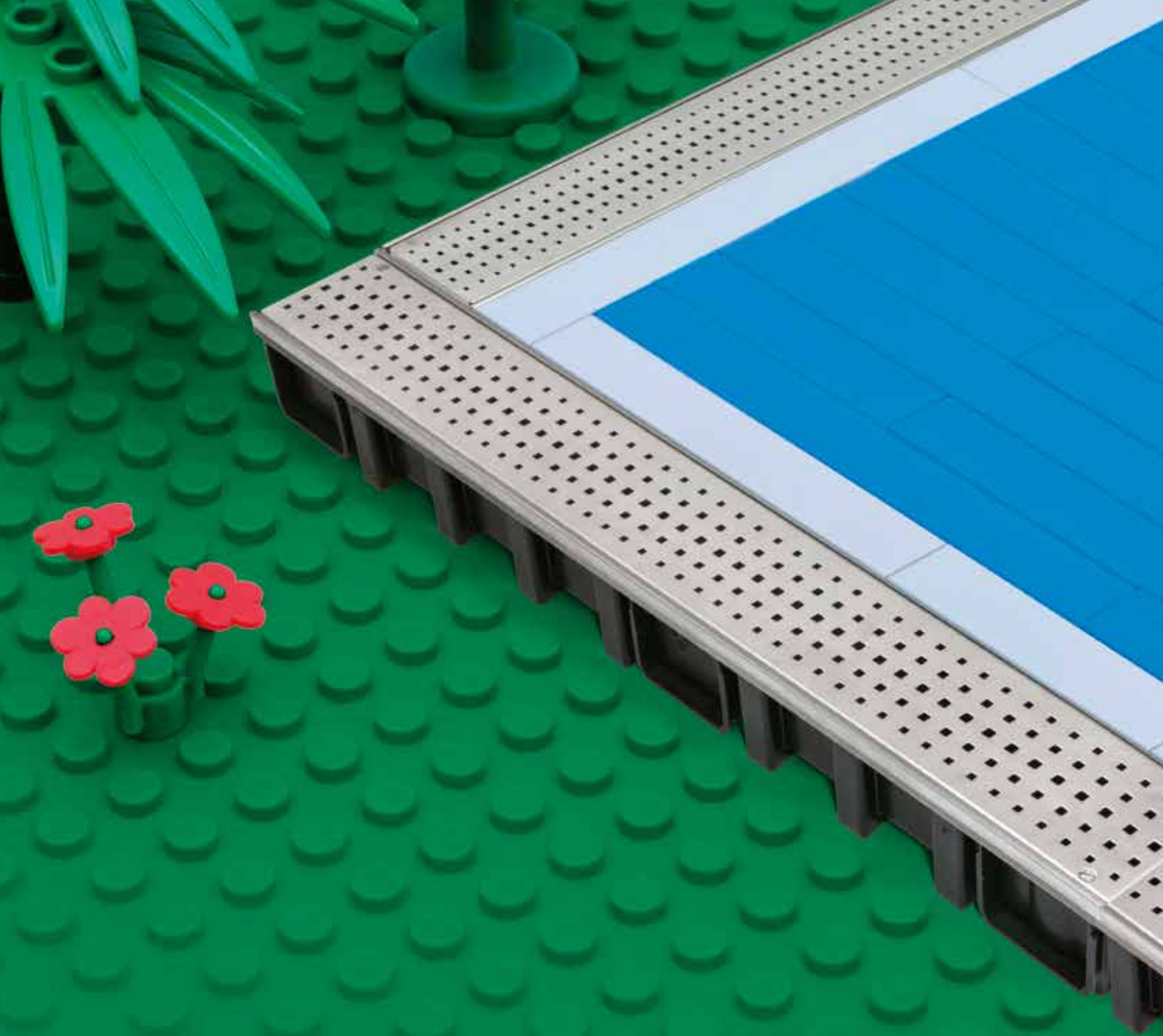
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Marley Connecto™ Surface Drainage

Connecto™ channel has just three components that click together to create an effective drainage system. Available in a range of sizes and grates, Connecto™ has the capacity, style and strength to suit your drainage needs.