

BUILDING BUSINESS

Unfinished building
work is not defective
building work

03

5 keys for winning
jobs when you're
not the lowest price

09

Ultimate Fishing -
getting the
full story

19

10 things you
should know
about insurance

22

Highlights

The Paslode Impulse Pair promotion is back

05



In this issue

PASLODE

Powervent Impulse Pair promotion

05

BUILDER PROFILE

Sam Bain from Bain Construction

06

BUSINESS SUPPORT

5 keys for winning jobs when you're not the lowest price

09-10

JAMES HARDIE

Case Study: The Good Home

12

BUSINESS SUPPORT

Employee allowances: make sure you get the tax right

14

APPRENTICES

The apprentice diary: entry #11

15

PRODUCT KNOWLEDGE

New GIB® Healthcare Design Guide showing sector expertise

17

FISHING

Getting the full story

19-20

COMMUNITY SUPPORT

Thanks for 'seeing us right' to help disabled people in Samoa

21

INSURANCE

10 things you should know about insurance

22-23

INDUSTRY ASSOCIATION

The NZCB annual conference wrap-up

25

NEW PRODUCT

Eva-Last - Inspired by nature, designed for life

27

FRAME & TRUSS

Timber connectors

28

COMMUNITY SUPPORT

Big treat for Little Buddies

29

HIGHLIGHTS

Powervent Impulse Pair promotion P05



Quik Drive Screw Gun P07



Winning jobs when you're not the lowest price P09-10



The apprentice diary: entry #11 P15



10 things you should know about insurance P22-23



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



Unfinished building work is not defective building work

Occasionally building projects go off the rails. The relationship between the property owner and the builder breaks down, the invoices don't get paid, and the building work grinds to a halt. The builder usually has to initiate some action to recover the money he believes he is owed, and the owner responds with a counter-claim.

A counter-claim issued by the owner typically relies on three types of allegations – the building work was defective, there were unjustifiable delays, and there was overcharging of some sort – whether it be inflated hours, building materials charged for that weren't used in the project, or claims for variations that were in fact part of the original scope of work.

At this point the owner understandably doesn't want the builder around anymore. Whatever work remains to be done, he would rather have done by a substitute builder. And that option becomes even more attractive when the owner is holding onto money that is claimed by the builder but the owner

would rather use to cover the additional costs involved in getting someone else in to finish the job. And so the owner either serves a trespass notice on the original builder, or advises him that the building contract is terminated on account of the defects, the delays, and the overcharging.

The problem for the owner is that you can't terminate a building contract just because you feel like it. The contract is a commitment that lasts for the entire duration of the project. Just as the builder is obliged to see the project through to the end, so is the owner. After all, the builder has hired staff, ordered materials, engaged subcontractors

and purchased or leased equipment in reliance on the project going the distance. He is counting on the project to pay his mortgage and feed his family. So even though every building contract can be brought to an end by mutual agreement, the circumstances in which you can do so on your own are quite rare.

When can you terminate?

The owner's rights to terminate the contract are found in two places – the building contract itself, and the Contract and Commercial Law Act 2017 (the "CCLA"). The CCLA says that the contract is paramount. So it is only if the contract doesn't state when you can terminate, that the CCLA rules apply. That is more likely to happen where there is no written building contract, or the terms of it are only recorded in the fine print on the builder's quote. In those situations, the CCLA rules fill the gap, and they replace the old rules developed by the courts over the past few centuries.

All the standard-form building contracts contain rules stating when the owner can terminate. The three most common situations are where the builder has become insolvent, where he is seriously in breach of contract, and where he has abandoned the project. Where the termination is based on insolvency it's usually clear-cut because the builder is in receivership or liquidation. But where the termination is based on breach of contract there is no manual you can look up to see what breaches are serious enough to justify termination, so there is usually a judgment call required. And even assuming the breach is serious enough, the owner generally has to give the builder a reasonable opportunity to rectify his default before he can terminate.

Where the termination is based on abandonment there is also scope for argument. The legal term for abandonment is "repudiation", which means showing by words or conduct that you no longer intend to see the contract through to the end. That will be self-evident where the builder has told the owner to stick his project, and has packed up and moved off site for good. However it is less clear-cut when the builder has merely suspended work while he waits for an outstanding payment to be made or a dispute to be resolved. If the builder has made it clear that he is ready, willing and able to resume work once that is done, then it will be very difficult to establish that he has repudiated the contract or abandoned the project.

Termination is risky

For those reasons the owner takes a big risk in terminating the building contract for serious breach or repudiation, because it is a matter of judgment whether that has actually happened or not. If the builder has not in fact repudiated or his breaches of contract aren't sufficiently serious, then the owner won't legally be entitled to terminate, and his attempt to do so will be seen as a breach of contract on his own part. That will entitle the builder to damages for the losses he suffers as a result.

Of course it may be that the aggrieved owner does not go far as to formally terminate the contract, but what he does do is kick the builder off the site, retake possession, and withhold payment of the builder's latest invoice. The justification for these actions is generally the same as for termination - defects, delays, and overcharging. And the risks are the same.

One of the biggest mistakes that owners make in this situation is to base their purported termination or withholding of payment, on alleged defective workmanship or materials. The conceptual difficulty the owner faces is that if the building work is incomplete (regardless of whether it is halted half-way through, or prior to the expiry of the defects liability period), then it cannot yet be defective. How can the building work be defective when the builder could have, and presumably would have, completed it to a satisfactory standard before handing it over?

Not surprisingly the courts have cottoned on to this, and there has been a series of judgments emphasising the point, all of which are neatly summarised in the 2016 judgment of Judge G M Harrison in the Waitakere District Court in the case known as *Tugaga v Westend Painters Ltd*, which was upheld by the High Court the following year. There will be exceptions to the rule, of course, most notably where the builder has had several unsuccessful attempts to fix the problem, or has made it clear that he has finished that portion of the work and has no intention of revisiting it. But in all other situations, the standard of workmanship is judged at the completion of the project, not at the time when the owner prematurely brings it to an end, and prevents the builder from achieving the standard of workmanship that he is capable of.

by Geoff Hardy

Commercial Lawyer



Geoff Hardy has 43 years' experience as a commercial lawyer and is a partner in the Auckland firm Martelli McKegg. He guarantees personal attention to new clients at competitive rates. His phone number is (09) 379 0700, fax (09) 309 4112, and e-mail geoff@martellimckegg.co.nz. This article is not intended to be relied upon as legal advice.

POWERVERT IMPULSE PAIR

**SEE IN-STORE
FOR A GREAT
PRICE!**

Available in-store
from August 1st.**

**ONLY WHILE
STOCKS LAST!
STOCK STRICTLY
LIMITED PER
ITM STORE**

1 x FrameMaster-Li™ Powervent Framing Nailer

Ideal for Hardwood, LVL, Framing, Trusses,
Flooring, Joists, Roofing, Decking, Eaves, Cladding

1 x TrimMasterIM250-Li 1.6mm Angled Bradder

Ideal for Architraves, Quads, Beading, Door Jambs,
Mouldings, Skirting Boards, Panelling, Stair Rails

2 x 2.2 Amp Lithium-Ion Batteries

1 x Charger Kit

1 x Safety Glasses

2 x Allen Keys

1 x Tough Carry Bag



**WITH 15%
MORE
POWER***

***FRAMEMASTER ONLY**

S20503

PASLODE IMPULSE PAIR

9315104016989

**Please note: this Powervent Impulse Pair promotion is strictly while stocks last. ITM stores have limited stocks per store and may not be able to order more when sold out.
Please check with your ITM sales rep for availability.

Builder Profile: Sam Bain

Pole shed, wheelchair ramp, NZ house of the year: Gisborne builder a class act in all fields.

Sam Bain and his team have scooped up some pretty impressive awards over the last five years, and there's a good chance they'll add to the haul in this year's Master Builder Awards. But while it's big-budget glamour stuff that gets all the attention, the bulk of Sam's work is way more down to earth.

Farm buildings represent about a third of Bain Construction's work and another big chunk comes from reconfiguring homes for disabled and handicapped people on behalf of Enable New Zealand. "Sometimes I wonder why I'm mucking around building a pole shed or wheelchair ramp," says Sam, "but it's important to have a diversity of work, and we enjoy the variety."

"Building in New Zealand has always been a cyclical boom-bust business so we deliberately target a wider range of markets to make sure we have continuity of work."

"The bigger your range, the more secure you are because you never know what's going to happen. This way, when the work dries up in one sector, we can still carry on. If residential goes quiet, those pole sheds are still going to be built."

Building confidence

Why would a farmer choose to build a simple wool shed with a company acclaimed for building upscale award-winning homes?

"It's all about confidence," says Sam. "I don't think we get any more work that we wouldn't have got because of the awards. But it does give people confidence that we have the skills to do a really good job whatever the project. Craftsmanship is craftsmanship whether it's a pole shed or a mansion, and all the blokes in our team have the same attitude, as do our sub-contractors."

"I'm extremely lucky in having a really good team with great skills, and I've been working with the same subbies for many years so we all have a good understanding and shared ambition to do the best job we can."

Nothing's a problem

Tumu ITM Gisborne Manager Darin Bignell has been working with Sam for over 15 years, and shares some



insights about why Bain Construction has grown to become one of the most successful building companies in town.

"He really listens to what the client wants, and he gives them what they want right throughout the process. Nothing's a problem – if they want to make a change, he just makes it happen. Plus he's a craftsman. He puts a lot of care and attention into the job, no matter what it is, and that applies to his staff as well."

"Sam has a really likeable personality, he doesn't get flustered. You never see him lose his cool. He's got a calm demeanour and it's reflected in his team. The clients he works for are all very complimentary about how his staff behave on site."

Understanding clients

While the physical challenges of building are tough, especially working in rural locations, Sam reckons the most demanding part of his business is getting a precise fix on what a client wants to achieve.

"The most important thing is to work out what it is your client wants, and that's not as easy as it sounds. It's about getting them to let you into their lives. A lot of people don't let you in to start with, and getting that information is a bit of an art in itself."

"If they're not willing to give you all the information, you're doomed from the start. It's a lengthy process. You really have to spend hours and hours with the people to get the knowledge you need to price the job and plan it properly."

"More often than not, they probably don't know exactly what they want. But once you get their brains ticking and they're realising we're making big decisions, everyone gets on the same page and things go smoothly."

Price and service

Sam places a huge amount of effort on the service aspect of his business and has high expectations in that regard for the suppliers and sub-contractors he works with.

"The service is the main thing. Like with ITM, it's all service really. You might get a slightly cheaper price on a few items elsewhere, but service means more to me. With bad service and a good price, it inevitably ends up costing you more."

Quik Drive Screw Gun

#PRO300SM25KA

- Comes with Makita FS2500 screwdriver
- Subfloor fastening workhorse
- Accepts 8 & 10 gauge screws - 40mm-75mm
- Includes carry case and extension arm
- Expanded depth settings for high-density flooring materials
- Reversible replaceable non-skid teeth attachment
- Uniform toenailing and countersink on slick surfaces



\$850
EXCL GST

Quik Drive
AUTO-FEED SCREW DRIVING SYSTEMS

Collated Flooring Screw

#WSNTL2LSA

WSNTL Subfloor screws are an ideal solution for fastening subfloor, bracing, sill plate and stair applications. The WSNTL screws reduces the gaps between the joist and subfloor that cause floor squeaks due to its superior holding power.

Features

- Twin lead thread for enhanced holding power and faster driving
- Sharp point for fast starts saving time on the worksite
- Yellow Zinc finish
- 8g x 50mm



Look for the yellow strip. Your guarantee of quality and performance from **Genuine Quik Drive Fasteners**.

SIMPSON

Strong-Tie

\$95

EXCL GST

pack of 2,000 collated screws

Collated Timber Screw

#SSWSC2BSA10

This 10 Gauge x 50mm screw is ideal for timber to timber applications with its coarse thread and flat head with nibs. The flat head with nibs design allows for easy countersinking for a clean flush finish.

Features

- Flat head with nibs for easy countersinking
- Type 17 point ideal for timber applications
- 305 Stainless Steel
- 10g x 50mm



Look for the yellow strip. Your guarantee of quality and performance from **Genuine Quik Drive Fasteners**.

SIMPSON

Strong-Tie

\$310

EXCL GST

pack of 2,000 collated screws

AT-HP® Blue High-Performance Methacrylate Anchoring Adhesive

#AT-HP280BLUE-AU

AT-HP® Blue is a styrene free methacrylate resin for high performance fixing applications of threaded rod and rebar into concrete.

Features

- Fast cure colour change technology – changes from blue to grey when cured
- Each cartridge is supplied with 2 mixing nozzles

SIMPSON

Strong-Tie



Scan this QR code to download the Branz Appraisal
<http://www.strongtie.co.nz/pdf/codes/BRANZ-APPROVAL-983.pdf>

\$24.50

EXCL GST

280ml cartridge



These products are not available in every ITM store. Please call to confirm.

**ITM
THERMOS**

FREE!



Spend over \$100 on any products on this page and receive a free ITM stainless steel thermos.*

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

The stackable deck jack solution

Have you ever experienced trying to source a screw-type jack system, got it to site and realised the heights are all wrong?

We understand the cost and downtime involved if you don't get the heights for your deck jack system right the first time. So you're going to love this product!



Projack is a unique, low-cost stackable deck jack designed to support a timber joist as well as the Proframe aluminium joist system.

Projack's 5mm, 15mm, 30mm and 60mm spacers are stacked in any combination and sandwiched between a Projack base and top, allowing you to construct jack sizes from 5mm through to 300mm.

The unique design allows individual jacks to be constructed at a fraction of the cost of traditional

screw-type deck jacks. Unlike traditional screw-type systems, the spacers are all interchangeable. If you run short of one size you can simply use the smaller spacers to make a larger one.

Run out of 30mm spacers?

Just stack two 15mm's together!



Projacks are manufactured right here in New Zealand from high-grade UV resistant materials and are backed by local manufacturers' warranties.

Check out the installation details on-line at www.proframe.co.nz or contact your local ITM Store for more information on how Projack can work for you.

PROJACK

DUST EXTRACTION

Prices valid until September 9th 2018 or while stocks last.

22L Wet & Dry Vacuum

#MULTI II 22

- Filter clean indicator
- Sturdy build with a robust 1200W motor
- High suction power
- Blow function
- Polypropylene container for easy cleaning



\$180
EXCL GST

Nilfisk
VACUUMS

25L Wet & Dry Vacuum

#AERO 26-21 PC

- Power outlet with auto start/stop
- Collects dust straight from the power tool
- Push&Clean semi-automatic filter cleaning system
- Washable M-Class filter



\$328
EXCL GST

Nilfisk
VACUUMS

30L - L Class Dust Extractor

#ATTIX 33-2L IC

- Wet & Dry model
- L Class certified machine
- Power outlet with auto start/stop, collects dust from your tool
- InfiniClean - automatically cleans the filter during operation
- Washable PET M-Class filter



\$790
EXCL GST

Nilfisk
VACUUMS

30L - M Class Dust Extractor

#ATTIX 33-2M IC

- Wet & Dry model
- M Class certified machine
- AntiStatic system
- Power outlet with auto start/stop, collects dust from your tool
- InfiniClean - automatically cleans the filter during operation
- Washable PET M-Class filter



\$1,157
EXCL GST

Nilfisk
VACUUMS

**ITM
THERMOS**

FREE!



Spend over \$100 on any products on this page and receive a free ITM stainless steel thermos.*

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



5 keys for winning jobs when you're not the lowest price

Lost out to a cowboy again!

Local builder Josh is fuming. He's just learned that he's missed out on the King Street reno. The local cowboy has undercut him again! By nearly a third this time. But there's no way he could have made any money at a rate that low. At that price, it would've only covered the materials and labour.

He'd had an inkling when scoping the job that Mike (the client) might be shopping around. The job looked relatively straightforward initially, but from experience, Josh knew there were a few extras that would be needed.

Josh didn't have time to explain all this to the client that day; he needed to be at the next appointment. "Mike, don't worry about the details mate. I'll put it all in the quote and email it to you when I've got time".

That job he thought was in the bag is gone

These cowboys are starting to affect business. There was another job a while back where the same thing happened. That job had come back to him when it turned to custard. Josh won't forget that one for a while.

Homeowner Jess came to him in a panic: "We need to finish the extensions. The baby is due next month! There are a few things that don't look quite right, but every time I ask about them, [rogue tradie] says 'it's fine, that bit won't matter when it's finished', and the

project is going on and on... And then he asks for more money! I don't think he knows what he's doing... Can you please come and take a look?"

What a mess. Josh and his team all did massive hours that month, but they got the job done. It took as long to fix as it would have taken to do the whole thing right the first time. Todd & Jess were so grateful. But Josh felt it put too much pressure on his guys. He didn't see much of the family that month either.

These cowboys, they do it on the cheap and stuff it up every time.

What went wrong?

When Josh first scoped Mike's job, there were a few opportunities he missed that would have put him in a better position against the lower price:

- ❑ Asking the right questions early on to see if the job will be a good fit (so he didn't waste time quoting a job he couldn't make money off – or was never going to get). Josh still doesn't really know if Mike wanted a cheap price no matter what, or if he took the cheap price because he didn't know any better.
- ❑ Checking if Mike was the decision maker or if others were involved in deciding, like maybe his wife.
- ❑ Didn't take the time to listen to what aspects of the job were the most important to Mike (like perhaps time-frame, quality of work, dealing with the unexpected, staying on budget).

- Making sure Mike understood what was involved in doing the job right. Giving him some context around what could go wrong if the job doesn't follow the proper steps.
- Identifying the budget Mike had available for the job.
- Making a detailed estimate/quote and making sure Mike understood each part (and knew what he was getting when dealing with a quality tradie like Josh). So if Mike compared the quote to another one, the difference would be obvious.
- No follow-up to show he was serious about wanting the job and to address any concerns Mike might have about proceeding.

What went right?

Josh is a good builder and has a great team behind him. So although he didn't get the job, he also knew that at two-thirds of the original price, it wasn't worth having.

Josh knows his numbers and he has a good reputation. His business is in it for the long haul so he:

- Priced the job for profit (not based on gut feel, guesswork, or how he was feeling on the day) and knew that it wasn't too high or too low.
- Knew his margins and at exactly what point the job wasn't worth doing.
- Didn't panic and slash his price and lose money on the job.
- Has high standards of workmanship and was not going to take cowboy shortcuts.
- Has a professional mindset. Josh knows he delivers top outcomes and quality work for his clients and that he deserves a fair reward for his efforts.

Client's viewpoint

We all like a bargain. It's human nature. So clients will always be tempted to go for the cheapest option if they don't understand the reasons not to.

Here's the thing though. Most clients you quote aren't tradies or don't know the details like you do. They simply don't know why one price is more expensive than another. Unless you show them.

Remember, a certain low percentage of all buyers will decide purely on price no matter what. Let's recognise that those jobs are often the ones that no one makes any money off, and have the most problems. Weed these ones out early. These are not the jobs you want.

You want to attract the much larger majority who appreciate good workmanship and want something that will last. Who want to sleep soundly at night, with peace of mind that the work is done right and there won't be any nasty surprises.

To give prospective clients the reassurance they need when quoting – and play to your strengths as a quality tradie – use these:

5 keys for winning jobs

1 Turn up on time (i.e. a few minutes early). 84% of homeowners rank "punctuality" as the most influential quality when they're looking to hire a tradesman.

2 Build trust. People do business with people they know, like and trust.

3 Understand your client's motives. Your goal here is to understand exactly what the client wants to achieve – and the "why" behind it.

4 Educate and explain. Tell them what goes into a job and what it includes, so if they are comparing, it's apples to apples.

5 Show them you're the best. Include testimonials from happy customers with before and after photos of your previous work. BRANZ found "quality and reputation" is the most important feature NZ homeowners look for when choosing a builder – by far.

These things will position you so that price is not the main thing. Now you are competing on your strengths.

When the tradies I work with get these steps right, not only do they win more jobs, but they also find clients are more appreciative of their professional expertise and are happy to pay for it.

Doing it this way won't get you every job, but it will get you a lot more of the work you want at the right price. In the clients mind, you go from being just another tradie or salesperson looking for a job to a trusted advisor. You are an expert whose time and expertise is respected and worth more than Joe Average.

Some of these ideas will be new, while others you may have done before. But to get the results it's about consistency. To pull this off, you need good systems that ensure these strategies happen every time, even when you're busy.

by Daniel Fitzpatrick

Business Coach at



If you need a hand with getting your profitability right, book a time with me and let's chat about how I can help.
www.nextleveltradie.co.nz/work-with-me

18V LXT Brushless Kit - 5 Piece Limited Black Edition

DLX5027NTB

- DHP481 13mm Hammer Drill/Driver
- DTD154 Impact Driver
- DHS680 165mm Circular Saw
- DGA504 115mm Angle Grinder
- DHR242 Combination Hammer
- Included accessories: Soft carry bag with wheels (831278-2), 2x5.0Ah batteries (BL1850B), fast charger (DC18RE)

BONUS
#DJR187Z
Recip saw worth
\$399 RRP



Makita

\$1650
EXCL GST

18V LXT Brushless 2-Piece Kit 6Ah

DLX2176G

- DHP481 Cordless Hammer Drill Driver
- DTD154 Cordless Impact Driver
- Included accessories: 2 x 6.0Ah batteries (BL1850B), charger (DC18RC), carry case



Makita

\$845
EXCL GST

305mm Compound Mitre Saw + Stand

LS1219LX

- Unique 2-steel rail sliding system design allows operation flush against a wall
- Mitres 0-60° left and right; bevels 0-48° left and right
- Dual dust collection ports
- Includes DEAWST-06 Mitre Saw Stand with extension arm



Makita

\$1124
EXCL GST

18V 165mm Cordless Brushless Circular Saw

DHS680Z

- High performance Brushless DC motor
- Auto speed function that changes speed according to load condition
- Electric brake quick stop
- Durable and lightweight with magnesium base, blade case and safety cover
- LED control lamp



Makita

\$303
EXCL GST

ITM THERMOS

FREE!



Spend over \$100 on any products on this page and receive a free ITM stainless steel thermos.*

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

James Hardie



CLASSIC TONGUE AND GROOVE LOOK WITH

HardieGroove

Location

55 Princes St, Onehunga, Auckland

Featured products

HardieGroove™ Lining

HardieGroove™ Soffit Lining

HardiePanel™ Compressed Sheet

Project details

Project Type: Commercial

Architectural Designer: Burning Red Design

What makes a place a home? The team from Burning Red Design say it is about creating spaces that are welcoming and make you feel as if you can be yourself.

This concept of “a home away from home” underpins the look and feel of The Good Home chain of gastro pubs popping up in neighbourhoods across the country.

At The Good Home in Onehunga, the Burning Red Design team has transformed the category-one heritage listed Carnegie Free Library building into a stylish gastro pub. Taking an inside-out approach, they have created a space that’s not just stunning, but apt, combining old and modern materials that look good and work hard in this high impact environment.

James Hardie HardieGroove Lining is used throughout the pub on the walls, doors, ceilings, and soffits, providing a charming design feature with its tongue and groove look, as well as superior durability. Made of tough James Hardie fibre cement, it is resistant to damage from moisture, rot, and fire, and will retain its good looks for years to come. HardiePanel Compressed Sheets was also specified as structural flooring in wet and dry areas throughout, resulting in a very dense sheet that provides a very tough surface.

HardieGroove Lining is traditionally used in residential homes and applied in this context, it achieves a familiar comfort that makes customers want to come in, put their feet up, and stay

awhile. It also provides a perfect backdrop for the props and furniture used in the pub - more commonly seen in a home than in a pub or restaurant.

In restaurant design, the meal is just part of the experience. It’s also about building brand affinity for the restaurant by using materials creatively and cohesively to execute the brand design. Burning Red Design has specified HardieGroove Lining in several of the chain’s other pubs. “It suits traditional and contemporary designs, which aligns with The Good Home design concept, and can be used in a range of settings both internally and externally, so provides the design versatility we need,” she says.

The Good Home Onehunga owner, Tony Woodcock, says feedback has been positive, with customers having a particularly affinity for the bathroom. “It’s been a labour of love, with the whole process taking about 18 months, so we are pleased the locals approve.” Woodcock was also very happy with the James Hardie service, saying it was a seamless process and the products were very easy to install.

HardieGroove Lining comes with a half-groove lengthways along the edge of the sheet to provide concealed joints, providing an additional design benefit. There is no need for butt joints when covering large areas up to 3m such as ceilings, soffits, and walls so it provides seamless and clean vertical lines.

HardieGroove is now available in 3000 x 1200 mm sheets, making it even easier to install.

TOOLS & ACCESSORIES

Prices valid until September 9th,
2018 or while stocks last.

ITM Tape Measure

#TW-ITM825

- 8m x 25mm



\$12 EXCL GST

StanWay

FatMax Extreme Tape Measure

#ST33-894

- 8m x 32mm



\$42 EXCL GST

STANLEY

Sliding Bevel

#SW780-250

- 250mm length all metal sliding bevel



\$42 EXCL GST

Shinwa

20 oz Claw Hammer

#E-MRF20C

- Jacketed fibreglass handle



\$20 EXCL GST

ESTWING

3lb Club Hammer

#E-MRF3LB

- Fibreglass handle



\$40 EXCL GST

ESTWING

Dynagrip Nail Set

#ST58-930

- Sizes: 1/32 1/16 3/32 inches



\$24 EXCL GST

STANLEY

Handy Bar

#E-HB15

- 381mm



\$24 EXCL GST

ESTWING

Wrecking Bar

#E-EWB30

- 762mm



\$24 EXCL GST

ESTWING

3-Jaw Rivet Tool

#BG802B

- 3-jaw chuck for increased gripping power



\$52 EXCL GST

BEARGRIP

Block Plane

#ST12-220

- 42mm blade width



\$74 EXCL GST

STANLEY

Screwdriver Bit Set

#TWCP159

- 10 piece set of 50mm length bits



\$12 EXCL GST

StanWay

Trimming Knife

#ST10-099

- Retractable



\$13 EXCL GST

STANLEY

185mm Saw Blade Set

#TWT185-SET3

- 16 teeth, 24 teeth, and 40 teeth



\$30 EXCL GST

StanWay

Diamond Blade Triple Pack

#70184601088

- 105 x 20/16mm
- Includes 1 x continuous, 1 x turbo, 1 x segmented diamond blade



\$24.50 EXCL GST

NORTON ESSENTIAL

Disc Master - 50 pack

#66261133053

- 125mm x 8H
- 5 x P60, 20 x P80, 15 x P120, 10 x P240



\$38 EXCL GST

NORTON
SAINT-GOBAIN

Employee allowances: make sure you get the tax right

The payment of cash allowances to employees for things like tools, meals and accommodation is common across the New Zealand building industry. However, most businesses are currently busy and often the tax treatment of the allowances may not have been properly considered by employers or may no longer reflect current law.

It can be common for businesses to treat allowances as tax-free because “that’s the way it’s always been done” or to refer to allowances by a particular label when the reality, in terms of how the funds are used, can be quite different. In addition, for tax-free allowances relating to work-related matters such as tools, the amounts paid to employees can sometimes appear arbitrary with no particular thought given to what an appropriate or reasonable amount should be.

Getting the tax treatment incorrect can result in a significant financial burden and a time-consuming process for the business, both to correct the historical position and to revisit what the business should provide to employees. Even if your business outsources its payroll processing to a third-party provider, it is worth turning your mind to the different allowances paid to employees and to have the tax treatment reconsidered and confirmed.

In most cases, if the allowance relates directly to work-related expenditure, it should not be taxable for the employee. However, often the rules applying to allowances are not as simple as that.

Work-related meal allowances are a good example. If your team are working on a project that requires them to be out-of-town for a period, generally any allowance paid to those employees for meals should not be taxable. However, that exemption from tax only applies for a period of up to three months. If the project is significant and you’re continuing to pay a meal allowance beyond that three-month period, the allowance should then become taxable and subject to PAYE.

Allowances for work-related matters such as tools, work boots or mobile phones should generally not be taxable but need to be reasonable in terms of the amount provided.

If you’re providing accommodation for the team to work on an out-of-town project, it is also worth keeping in mind that particular rules apply to the provision of accommodation.

If you are providing a variety of allowances to your employees, it may be worth a conversation with your accountant or tax advisor to ensure there are no tax “surprises” around the corner.

by Greg Neill

Partner – Tax Advisory

The apprentice diary: entry #11

So, what makes a good builder? In the interests of research I surveyed a few of the more experienced guys on site. These are my findings.

See it in your mind, before you build it

Other than the obvious, practical skills, read and interpret the plans etc, they highly rated visualisation. Basically picturing the build, or elements of the build, in their heads. This skill was something they all agreed on. They said if you can understand all the layers of the build from bottom to top and top to bottom, inside out and outside in, then you've got it nailed. I'm now starting to visualise a task before undertaking it, and the steps to achieve the desired outcome. Drawing sketches sometimes helps, taking a few minutes at the beginning can save time, wasted materials, and making mistakes.

A new build, a new experience

The company I work for mainly does residential renovations, extensions and re-clads. So I'm excited to be involved in a new build that starts in a few weeks' time. Knowing it was coming up, I asked to be put on the project, and the boss has agreed. Although we won't have the usual clutter and mess of demolition and the hardship of working out how to join old with new, we will have a new issue to deal with, the weather. Most of my sites have been shrink wrapped. It will be a new experience to be on an open site, especially through winter. So it's time for gumboots and wet weather gear I think. With lots of foundation work in front of me, including bridging foundations, 4m deep pile holes and plenty of steel tying, there's lots to learn.



How are we going to do that?

Recently I wondered how we were going to fill in a swimming pool in a hard to reach backyard of a site (I know, who fills in an existing pool?). Turns out, you simply Hiab a digger over the fence and onto the site – no probs!

Going solo

A friend of mine recently asked if I could build a deck for his rental house. After a site visit, I agreed and set about quoting the job. My boss was more than happy to give me some guidance.



After submitting the quote, I got the job. With the site being 30 minutes' drive away, I soon found myself very focused on making sure I had all the right tools and materials with me to complete each day's tasks. The biggest thing I learned was the project management of it all, if I wasn't efficient with my time, I was the one who lost out.

Finally, a quick apprenticeship update. I've been told by my assessor that I should be on for a 3 year apprenticeship. Which means I'm over half way!

Till next time, stay safe.

by Stu Foster

Apprentice



Highlights

Best job: Learning how to install interior doors

Worst job: Removing and reinstalling an existing toilet

Most useful power tool: Table saw

Most useful hand tool: Dog bar (builder's best friend)

Apprentice tip: Take photos to refer back to

SELLEYS®

LIQUID NAILS®



INSTANT HOLD

ON ANY BUILDING MATERIAL*

- Instantly holds up to 400kg per m², on any building material*
- No fasteners or clamps needed for many applications*
- Suitable for indoor or outdoor use
- UV, heat and water resistant
- Adheres to wet and damp surfaces and can be applied on wet surfaces^
- Powered by **Sil-X**®
ADVANCED POLYMER

*Holds instantly but must not be disturbed until fully cured. Weight is restricted for non-porous substrates including, for example, metal & glass –support may be required for where the object exceeds 5kg. Not for PE, PP, PTFE, and some rubbers

^Not for permanent water immersion

SELLEYS®

IF IT'S SELLEYS IT WORKS®

[selleys.com](https://www.selleys.com)

This product is not available in every ITM store. Please call to confirm.



New GIB® Healthcare Design Guide showing sector expertise

Designing walls and ceilings within a school, a hospital or a terrace home? There's a GIB® system for it. Unsure how to approach noise control in an apartment, or fire in a shopping centre, or seismic in a commercial office? Winstone Wallboards have the information, systems and details you need for any sector you work in.

GIB® systems have traditionally been ordered by function: noise control, reverberation control, wet areas. This is still the clearest and most efficient way to order from the vast range of systems and solutions. But a single project may require all three. This could mean the designer needs to use a number of GIB® system books to get the right systems for their job.

Everything in one place

Therefore Winstone Wallboards have started a programme of developing sector solution guides to provide sector specific design guidance for walls and ceilings, collate relevant systems from a range of our literature, and develop new targeted systems. In 2017 the GIB® Terrace Home Guide was released, and this month the GIB® Healthcare Design Guide will also be released.

Healthcare facilities are some of the most important and heavily used buildings in the country.

It is essential then that designers and contractors have the right information to make the best decisions about specification and installation to ensure these buildings are well designed to perform now and into the future.

GIB® systems from Noise Control Systems and Fire-Rated Systems literature that were particularly

appropriate for healthcare and hospitals have now been pulled together into a single place to make it easier and faster to find the right system for the job.

New systems

Additionally, as the requirements and expectations of healthcare facilities changed, we found there were opportunities to develop new systems that would be particularly suited to environments that may require a range of responses for mould resistance (high hygiene), impact resistance (gurneys in corridors) and noise resistance (for privacy and rest).

The GIB® Healthcare Design Guide also details design considerations such as acoustics in hospital environments, impact, crash rails and overlays, and surface abrasion resistance. With case studies of Burwood Hospital and the Elective Surgery Unit at North Shore Hospital as well as an expert perspective from acoustician Dr Jeremy Trevathan, this aims to be a useful and much used prompt for those in the healthcare design sector.

For further information visit gib.co.nz or call the GIB® Helpline 0800 100 442.



MARKING PAINT SPRAY

Prices valid until September 9th, 2018 or while stocks last.



#266574 Fluoro Green
#266575 Caution Blue

#266577 High Vis Yellow
#266579 Fluoro Orange

#266590 Fluoro Red Orange
#266591 Safety Red

#266593 Marking White
#266594 Marking Clear

- Use to highlight areas on grass, soil, concrete, gravel
- Up to 240 linear metres
- Fast-drying
- Indoor/ outdoor
- Withstands short-term weathering

\$14.90
EXCL GST

RUST-OLEUM®

TRADEX PAINT

Prices valid until September 9th, 2018 or while stocks last.

**THE
PROFESSIONALS
CHOICE**



taubmans

Ceiling Flat

#847022

- For ceilings in living rooms, dining rooms and bedrooms
- Quick drying, low odour, tintable

4 Litres
\$55
EXCL GST

10 Litres
\$95
EXCL GST

Ultra Low Sheen

#847021

- For walls in living rooms and bedrooms, especially suited to high traffic areas e.g. corridors and foyers
- Suited to high traffic areas

4 Litres
\$55
EXCL GST

10 Litres
\$98
EXCL GST

Easysand Undercoat

#847030

- For bare interior surfaces in living areas, previously painted surfaces, GIB® - Paper faced plasterboard and Aqualine®
- 100% acrylic. Airless spray application

4 Litres
\$55
EXCL GST

10 Litres
\$97
EXCL GST

Acrylic Primer Undercoat

#847025

- For concrete, fibre cement, bare resin rich timber e.g. Rimu, Totara, Matai
- Can use a patch primer when repainting existing work, an undercoat for previously painted timber
- Quick drying

4 Litres
\$65
EXCL GST

10 Litres
\$135
EXCL GST

**ITM
THERMOS**

FREE!



Spend over \$100 on any products on this page and receive a free ITM stainless steel thermos.*

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

Getting the full story

When we started The ITM Fishing Show 15 years ago the goal was to make a fishing show that was like no other fishing show, and if we do it well enough it might even get on TV.

In those days the fishing TV business was a lot tougher, but despite the numerous challenges and setbacks, we made it onto telly and the show quickly flourished. But a surprise to us was how much interest we were getting from overseas, particularly the stunt fishing stuff.

The Ultimate Fishing Show was born

So while it was never part of the original plan, we had a tilt at making a fishing show for the rest of the world, and we called it 'The Ultimate Fishing Show'. It was made with a lot of the same content that was in The ITM Fishing Show, but it was a very different show.

He said what?

Because I'm a Kiwi and I was fronting a very Kiwi show, I spoke to my audience, which was mainly fishing enthusiasts. So I might say something like "I'm going balls out on the burley to get a big kelpy moocher at the Cavs". Now most of you will know exactly what I'm talking about, but to a fishing enthusiast in Texas or Tokyo, I might as well be speaking in braille.

So for The Ultimate Fishing Show, we dumbed it down and set out our mission, the place we were fishing, the fish we were after and what made it a challenge. So along with some maps and graphics, I'd say something like "big snapper are a tough fish to catch in the shallows, particularly the snapper that live in the kelp beds of the Cavalli Islands on the northeast coast of New Zealand".

If a viewer can't understand what they are watching, they soon lose interest, so we had to make The Ultimate Fishing Show quite different from The ITM Fishing Show, but what was the same, was how quickly it became successful. Our international shows were picked up all over the globe and were quickly getting tens of millions of views.

One for us and one for them

So we had two shows, The ITM Fishing Show for Kiwi's and The Ultimate Fishing Show for the rest of the world, and then Discovery Channel licensed all rights to The Ultimate Fishing Show, and made further changes, to the point our international show was so different it didn't even resemble our original content.

So, after a holdback period, we relaunched our international brand, under the new name 'Ultimate Fishing with Matt Watson', now it's a very un-Kiwi



thing to do, to put your own name in the title of a show. But due to the publicity I received overseas, my name had become more recognisable than 'Ultimate Fishing', I'd become a brand - yikes!

The only saving grace for me was that it would never screen in New Zealand, and I could still just be the guy on The ITM Fishing Show, but all that came unstuck when one of the big TV networks wanted another fishing show that could match The ITM Fishing Show and purchased 'Ultimate Fishing with Matt Watson'.

A ratings winner

This was a bit of a worry, what would our fans here think? What would our sponsors think? I thought it wouldn't wash with Kiwis. But not for the first time in my TV career, I was wrong. The show rated very well and a common sample of the feedback was, "It's lots easier to follow than The ITM Fishing Show" and "now I understand why you go after those big fish, I even want to give it a go".

Back to basics

After being a fisherman my whole life, a commercial fisher, a rec fisher and a professional crewman and skipper, I spoke like a fisherman and assumed most people would understand. I thought it would be patronising if I explained things more. But the evidence was in front of me all along. Only a quarter of Kiwis go fishing, and of those that fish, only a tiny percentage have an intimate knowledge of fishing. And even closer in front of me was my own family, my wife would not watch The ITM Fishing Show, and my kids would watch a bit, but lose interest, but Ultimate Fishing holds their attention.

So, we're still evolving and building on what works for our audience, and we have three fishing shows now, and the one we thought would never screen

in New Zealand has just kicked into series two, in a primetime slot on Prime, thanks to ITM!

In the upcoming episodes, you'll definitely get deeper into the full story behind some of our greatest adventures, so check it out and let us know what you think.

Wednesdays, 7.30pm on Prime – proudly brought to you by ITM.

Matt Watson.



'The ole switch-a-roo' while out on a shoot exploring offshore reefs in the Bay of Plenty, Marara was surprised to end up on the other side of the camera.



Viewers of Ultimate Fishing will get to go deeper, literally. The secrets behind how they get the underwater footage are revealed.



Matt shows that mahi mahi is a realistic target in NZ waters.

Coming up on Ultimate Fishing with Matt Watson - Wednesdays at 7:30pm

Episode 6 Fiordland.

Of all the places around the world, this is the place where Matt has been the most astonished. The raw and wild beauty of the land is surpassed by the underwater scenery... because the scenery underwater was full of crayfish and paua – it has to be seen to be believed, even marine reserves don't compare to the amount and size of the fish found there.

Episode 7 Niue.

Matt takes a novice angler to Niue to try a range of different fishing methods. After checking out the underwater action, Matt introduces the locals to a light tackle technique for mahi mahi, and the subsequent action and aerial displays from the feisty mahi mahi are impressive. Matt's first attempt at bluewater spearfishing gets him up close and personal with mahi mahi, yellowfin tuna, and a monster wahoo.

Episode 8 The southern slam.

The deep waters of the Kaikoura trench are alive with fish, whales, and dolphins. Fishing right under snow-capped peaks on a stunning day, Matt and the team fish the deep trench for a range of deep-sea species, then travel overland to Nelson and head to Durville Island to fish for the snapper and kingfish that locals claim are the biggest and best in New Zealand....and it doesn't disappoint.

Episode 9 South Pacific dream fish.

The South Pacific Ocean has the largest area of pristine fishing grounds on earth, from the shallows of the coral reefs to the deep blue of the open ocean. There is an incredible array of species of fish that top the wish lists of many anglers. Matt sets out first to Samoa with a group of anglers to make their fishing dreams come true. Each has a special fish they want to catch including mahi mahi, dogtooth tuna, blue marlin and sailfish. And Matt heads to the remote atoll of Aitu in search of his own dream fish, the giant trevally.



Thanks for 'seeing us right' to help disabled people in Samoa

Here's a letter to the editor we received from an ITM customer in the South Island who has been doing volunteer building work to help disabled people in Samoa. We thought it was worth publishing as it may stimulate other builders to lend a hand in the future.

Early last year a physio friend of mine asked if I'd consider doing some volunteer building work in the Pacific Islands. She volunteers for the Altus Resource Trust, an organisation that works with children and adults in the Pacific Islands who have spinal cord injuries.

There is very little support for people with these types of disabilities in the islands, so Altus sends teams of medical volunteers to provide much-needed assistance and training for families and local medical staff.

Several times each year, Altus sends physiotherapists, occupational and speech therapists, spinal-cord specialists and nurses, as well as wheelchair engineers who adapt donated wheelchairs to better fit people and their environment.

Last year, Altus sent a team of builders to Samoa to build ramps and accessible bathrooms to enable those with disabilities to access basic care in their own homes. I'd been to Samoa before on a family holiday, but this trip was different.



I was blown away by how hard life is for people with disabilities; how necessities such as having a shower are near impossible for them to achieve. The families we were building for were so grateful for the simple ramps and bathrooms that we made, and it was incredibly rewarding for us to contribute in a small way to make life a little easier and more dignified.

I was buzzing when I got back home and my friend didn't have to ask me twice about going again this year. She asked if I knew any building suppliers who could help with donating some of what we needed to build more bathrooms and ramps.

I approached Carl Pringle at my local McVicar ITM and gave him a rundown about the Trust and what was needed for the next trip. Carl was brilliant and donated a bunch of toilets, all the glue, paint, roofing screws, nails and even a wheelbarrow.



Trevor (left) and Carl Pringle

Most of the supplies are now on their way to Samoa, ready for when our team goes back this August. We're so grateful that Carl and the team at McVicar ITM could help out in such a generous way. What a great bunch of people!

All the best
Trevor

Further information about the Altus Resource Trust:

www.altusresourcetrust.nz

www.facebook.com and search for Altus Resource Trust

SIGN UP TODAY FOR BUILDING BUSINESS!

Reading this will contribute to your LBP skills maintenance requirements. It's quick and easy to subscribe online.



SIX ISSUES PER YEAR

plus a monthly email newsletter.

(Make sure we have your email address)





22

INSURANCE

10 things you should know about insurance for you and your business

At Bultin we think that the more our clients, and indeed all trade contractors and professionals, understand their cover and how insurance works, particularly when it comes to making a claim, the better their experience of it will be. That's why we've written this assortment of tips, case studies and cautionary tales that we hope will help you.

1 The potential cost of an accident at work

If a 20 year old worker has a fall and becomes a quadriplegic his/her employer could be up for \$800,000 in reparations if found to be at fault. This is the top up in addition to what ACC pays (only 80%) to compensate them for their lost earning potential over the next 45 years. Not to mention the legal bills. Statutory liability insurance covers this, but do you have enough cover?

2 If your business goes into liquidation the directors could be held personally liable for creditors' losses and health & safety compensation payouts

Liquidators can claw back losses from directors if the company has been trading while insolvent. Directors & officers liability insurance protects directors from claims of mismanagement, including creditors' losses and health & safety compensation awards.

3 One in five small businesses has been the target of a cyber attack

The most common form of attack is ransomware, where hackers take over your computers and lock you out of your data, demanding payment to let you back in. Visit www.nzicyber.co.nz for a best practice self-assessment and tips to reduce your exposure to this growing threat.

4 Some private vehicle insurance policies may not cover damage if the vehicle is being used for work purposes at the time of the accident

For example, if a worker crashes while picking up supplies from ITM in his own car. Your commercial vehicle insurance can cover damage to your employees' vehicles under these circumstances.

5 Free windscreen cover with no excess could soon be a thing of the past

Windscreens for new vehicles are no longer just a \$200 piece of glass. They now contain sensors, embedded cameras and other technology. This has added to the cost, often closer to the \$2,000 mark now, making this freebie increasingly unaffordable for insurers.

6 Insurers are moving towards risk-based pricing for natural hazards

Traditionally insurers have pooled risk to even out the cost of insurance among customers. This means lower risk customers pay a bit more to subsidise those at higher risk. However, the cost of claims for natural disasters (including earthquakes, flooding and other climate change related events) is increasing, and this trend is set to continue without more investment in risk reduction measures. Risk-based pricing means risk is calculated for a particular property or asset and the premium is set so that the insured party carries the full cost of that risk. This means the cost of insurance in areas of high risk may start to increase more sharply, and some risks may become unaffordable or even uninsurable.

7 According to the Insurance & Financial Services Ombudsman here are the top 10 most common causes of complaints about insurance

The settlement options offered by the insurer (eg. repair vs replace or the amount of the settlement); delays in settling a claim; uninsured third parties (i.e. having to pay an excess); excesses; whether a particular event is actually covered by the policy; premium cost; having to prove loss/ownership; repair issues; gradual damage and disagreement over the agreed/market value of a vehicle. Having a

good understanding of what your policy does (and doesn't) cover, how the claims process works and what information you'll be required to provide will help ensure your experience is a good one.

8 Gradual damage is not covered (real example)

Mark made a claim because his rental property had been contaminated by methamphetamine. The insurer declined the claim, saying there was no evidence that the damage was "sudden" as is required by the policy, and that it was more likely to have happened gradually over time. Mark argued the damage was sudden because there was no sign of it at the last inspection. The Insurance Ombudsman said the insurer was entitled to decline the claim. The same principle applies to water damage and rotten timber, with policies increasingly specifically excluding damage caused by both methamphetamine and external water penetration.

9 "I'm required to increase my public liability limit to \$10m for a particular project. How long should I maintain this higher limit after the job is finished?"

We often get asked to increase the limit of a client's policy for the duration of a project, then drop it back down again. The trigger for a public liability policy is not when you did the work and not when you're notified of the claim but when the damage occurred. Because damage could happen even years after the work was actually done the higher limit should be maintained after the job has finished, potentially for at least 6 years afterwards, as this is the length of time during which a claim can be brought against you.

10 Contract works insurance ends on the earlier of practical completion; occupation of the works or the date on the policy

Too many builders, and owners, still assume they can rely on having cover under contract works insurance even after the work is finished. This is not the case, as the cover will end at practical completion (or occupation if that's earlier), so full house/material damage cover needs to be arranged from this point. Some contract works policies include some cover to bridge the gap between practical completion and when house insurance can be arranged, but you need to clearly understand the terms of this.

We hope these 10 tips and examples will improve your understanding and appreciation of insurance and the risk environment you operate within.



OS'BRACE® RAP

Rigid Air Barrier & Bracing Panel

IBS OS'Brace® RAP is a lightweight rigid air barrier and structural bracing orientated strand board that replaces the traditional building wrap.

Engineered in Germany, it is CodeMark certified to the NZ building code.



LIGHTER



STRONGER



HEALTHIER

Contact your local ITM store for
more information on IBS OS'Brace® RAP



The NZCB annual conference wrap-up



At the NZ Certified Builders (NZCB) annual conference in Rotorua on 25-26 May, more than 700 builders came together to celebrate the association's 20th Anniversary and to canvass key issues at a time when the sector remains under pressure from growing demand.

The conference programme included a wide range of technical and business-focused sessions designed to support NZCB member builders in navigating the ever-increasing complexities of the industry. It also had a strong focus on understanding and meeting consumer expectations, which is critical for the reputation of the building industry as a whole.

Advice on building guarantees

This included a keynote speech by high profile TV journalist and consumer champion Gordon Harcourt on building guarantees and the risks associated with many of these for New Zealand consumers. In particular, he highlighted the issue that in NZ building guarantees are not mandatory as they are in the UK, which exposes NZ consumers to significant risk. However, he acknowledged and highlighted NZCB's industry leadership in this regard, having introduced its Halo building guarantee in 2016, which applies on a mandatory basis to any building project over \$30,000 that is undertaken by an NZCB member builder.

Learnings from the consumer panel

Harcourt also moderated an interactive consumer panel discussion, which included representatives from Consumer NZ and HOBANZ, designed to enable the builders attending the conference to hear the consumer perspective first-hand.

Key issues raised by the consumer panel included builders' poor communication and their focus on managing compliance and mitigating their own risk, in the context of the regulatory environment, at the expense of a focus on getting the job done and doing it well. On the flipside, the panel also



discussed the responsibility consumers have for asking the right questions, ensuring they have written contracts and other documentation, and keeping the lines of communication open throughout a job, rather than waiting until the end of a job to complain or query an invoice.

Paul Smith from Consumer NZ stated that its research shows that New Zealanders have the least confidence in decisions relating to building and renovation. Both Consumer NZ and HOBANZ are currently focused on raising consumer awareness and education in this space. Panellists made the point that there is also a role for builders to be more proactive in this regard.

In addition to the keynote sessions, a range of practical educational workshops were held under three streams: Building/technical; Business; and Health. These provided opportunities for builders to learn more about everything ranging from understanding the 2016 Asbestos Regulations, to effective sales techniques to ensure contracts are won, and managing fixed price contracting risk through the use of a Quantity Surveyor.

And the winner was...

The conference also included the final of the 2018 NZCB Apprentice Challenge, where 19 regional finalists competed for the national title. The overall winner was Northland's Matt Hatchard, aged 36, while Auckland's Robert Piutau (33) and Nelson's Thomas Ashley (25) came second and third respectively. All 19 Finalists also participated in the fun-focused Great Apprentice Race, which involved them constructing and racing carts.



Asbestos – a new guide for builders

A new guide from WorkSafe New Zealand is available and explains how you can manage the risks and protect yourself and others from airborne asbestos fibres.

Working with or near asbestos

Did you know that every tradesperson is likely to come into contact with asbestos at work? Builders are part of a group of tradespeople most at risk of regular exposure to airborne asbestos fibres. This is because builders often have to deal with products that may contain asbestos, such as fibreboard, lino and vinyl flooring, and laminated bench tops in kitchens.

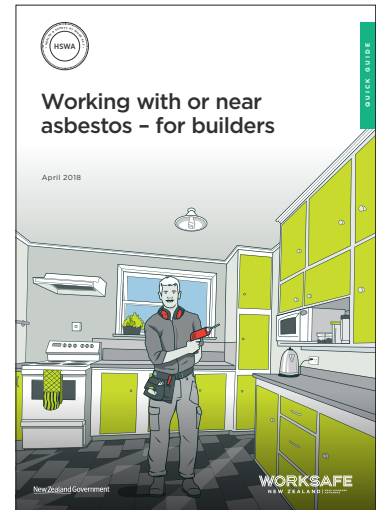
This guide explains how you can manage risks and protect yourself and other people from asbestos fibres.

The guide:

- Outlines the critical things that you and other builders need to know about asbestos
- Identifies areas where asbestos could be lurking in buildings
- Will help you to decide whether you are doing everything you can (so far as is reasonably practicable) to ensure that you and your workers are working safely in areas that contain asbestos.

Do you or your workers need more information?

Check out Asbestos Guidance and Information on [worksafe.govt.nz/topic-and-industry/asbestos](https://www.worksafe.govt.nz/topic-and-industry/asbestos) for methods and tips to help you to work with asbestos-containing products safely.



Schlage 7000 Series

The Schlage 7000 Series range has a distinctively European feel. Blending form with function, the Schlage 7000 Series is beautifully designed down to the last detail. Manufactured from high quality stainless steel for heightened durability, good looks and great feel. Schlage 7000 Series door furniture can be easily retrofitted in most cases.



Costa



Vargas



Katz



Vinci

**BONUS
FREE**



wall mounted
85mm SNP door
stop with each
unit purchased

See in-store for a great price!



Open possibilities.



Copyright Eva-last® 2018

Inspired by nature, designed for life

Introducing Infinity™; the latest co-extruded bamboo-plastic composite innovation from Eva-Last®.

Over a decade of product research, optimisation and extensive testing led Eva-Last to the development of the engineered protective cap, Infinity. The Infinity capping makes Eva-Last composite decking hard-wearing, scratch resistant and UV resistant – essential for high traffic surfaces.

The time proven Eva-tech is made up of recycled high-density polyethylene and FSC approved bamboo fibres.

Versatile by design

All deck boards have been manufactured with two usable faces, aged grain and rustic bark. There are also grooved or solid profile options. The grooves are designed to accommodate the HULK hidden deck fasteners to give a seamless deck surface. Deck boards are 140 x 23mm by 5.4m lengths.

Colours selected by Kiwis for Kiwis

Kiwi architects and colour consultants selected the four natural colours in the range – two grey tones and two brown tones.

What makes Eva-Last decking eco-friendly?

Eva-Last follows strict environmental management standards (ISO 14001). Bamboo takes a fraction of the time to mature (some species between 3-7 years) compared to trees which take upward of 30 years to grow. The majority of the plastic used is recycled polyethene sourced from things like used milk bottles. 1kg or 250mm of decking = 10x2L bottles recycled.

The use of Eva-Last decking with the Infinity capping also prevents the need for staining or oiling.

Industry-leading solar conversion

The Eva-Last composite manufacturing facility is believed to be the first in the world to be 100% powered by solar energy. This is just another aspect of the environmental drive to reduce the impact on our planet.

EVA-LAST®
INSPIRED BY NATURE, DESIGNED FOR LIFE.

Another innovative product from
ITI (NZ) www.iti.nz

27

NEW PRODUCT

Timber connectors

Timber connections are an essential part of any timber structure, they are often the most critical part of a design and are engineered specifically for the job.

The design of connections is the most important aspect of any timber design standard and any modification of timber connectors needs to be carefully understood or better yet avoided. This can never be truer when it comes to MiTek GANG-NAIL plates. So the phrase 'cut a truss' should throw all builders into a cold sweat.

The safety factor

Wood trusses are among the most efficient structural devices there are. This is due to their shape and construction. Importantly truss design is safe design and everything is built to code and includes a factor of safety of approximately 2.5 (i.e. 2.5 times stronger than necessary to avoid failure). So why would cutting just one piece of a truss cause a problem?

That safety factor only applies to complete, whole trusses. It covers things like an extra-large knot in a member, or a GANG-NAIL plate not placed exactly in the right spot, or perhaps even a small hole drilled through a member for a piece of wiring.

Don't modify the truss, ever

Unfortunately, not all builders and tradesmen share this opinion. There are numerous examples of trusses cut, cored, and heavily notched. When this occurs, there are usually ripple effects such as cracking drywall, overstressed adjacent members, caved-in ceilings, and other collateral damage. Add to this an outrageous engineer's bill to design the fix and you have a very expensive repair. Not to mention the outright danger associated with a violated truss.

So EVERY TRUSS is made specifically for the loads as defined by the house design. Damaged, altered or improper installations of trusses will reduce the strength of a truss.

Follow these steps if a truss is damaged, altered or improperly installed:

1. Report damage, any alterations or installation errors to the truss manufacturer immediately.
2. Do not attempt to repair the truss without a detailed report from the truss manufacturer.
3. Follow any repair details exactly to the letter as prescribed by the truss manufacturer.
4. Once repaired keep the repair details as the building inspector may ask to have this information documented.

The MiTek GANG-NAIL plates, LUMBERLOK Timber Connectors and BOWMAC Structural Brackets are specifically engineered to achieve engineered timber solutions for residential buildings and should not be altered, cut or modified in any way.

MiTek®
Leading building connections

Stud to top plate fixing made easy

Ask your Frame and Truss fabricator to install STUD-LOK

Uniquely engineered by MiTek, STUD-LOK complies with the fixing requirements in Section 8, NZS 3604:2011 and forms an integral part of the MiTek Truss and Frame design and layout.

STUD-LOK eliminates the need for builders to hammer straps on-site saving time and effort.

STUD-LOK™



miteknz.co.nz





Big treat for Little Buddies

When the Dayle-ITM Mike Racing Team hit the track for their first competitive outing in May at Hampton Downs, they had a whole bunch of Big Buddies and Little Buddies cheering them on.

According to Dayle ITM director Deb Day, the rousing support at Hampton Downs was just what the team needed to spur them on to a debut victory.

"What an experience, it was amazing," says Deb. "They're our lucky charms and we'll be inviting them again to the next meet at Pukekohe."

Dayle ITM are the principal sponsors of a 600 hp 6.3 litre V8 Mercedes Benz SLS AMG GT3 in this year's North and South Island Endurance Series.

The Mike Racing Team features two familiar names in New Zealand motorsport – Brendon Leitch and Christina Orr-West. Both come from similar racing backgrounds having competed in the Castrol Toyota Racing Series and in the United States pursuing Indy Car Series dream.

Debut success

While the SLS GT3 is a new car to both drivers, they quickly found form at Hampton Downs, and although there were a "few dramas", the overall results were pretty encouraging, says Deb.

"Brendon and Christina did an amazing job – they put the car on pole position for the race. But we had a few dramas which included starting from the pit lane and a drive-through penalty, so they effectively had to fight from 20th on the grid twice.

"But despite all that, we finished a hard-charging fourth overall and first in class. All in all, it was a great start to the series, plus we had an awesome time with the Little Buddies.

"They got garage tours with our drivers, as well as race control tours and a chance for some of them to get up on the podium.

"We'll be doing our absolute best to make sure we have the Buddies support at all our race meets."

29

COMMUNITY SUPPORT





2018 ENEOS North Island Endurance Series

Round 1, 18-19 May:

North Waikato – Hampton Downs

Round 2, 15-16 June:

South Auckland – Pukekohe Park

Round 3, 20-21 July:

Feilding – Manfeild Circuit Chris Amon

2018 Carter's Tyres South Island Endurance Series

Round 1, 14-15 September:

Invercargill – Teretonga Park

Round 2, 28-29 September:

Christchurch – Mike Pero Motorsport Park

Round 3, 13 October:

Timaru International Motor Raceway

UPDATE after Round 3:

Christina and Brendon have finished 1st in class and 2nd overall for the series!

Big Buddy

MENTORING FATHERLESS BOYS

Could you be a Big Buddy?

Big Buddy is a mentoring programme for fatherless boys between 7 and 14 years of age. It is based on the simple philosophy that boys benefit greatly from having positive male role models in their lives.

What mums tell us about raising boys alone is that despite their best efforts at doing 'boy stuff', something is still missing. They see a hunger in their boys – a need for recognition from a man. So if you are a good-hearted bloke with a few spare hours to spend with a fatherless boy, we'd love to hear from you.

You should be a man of good character who understands the importance of showing up regularly for a boy whose dad is not around.

All Big Buddies are carefully screened before being matched with a Little Buddy who you'll spend time with every week (2-3 hrs) for at least a year. We guarantee it will be profoundly rewarding and lots of fun.

For more info, go to www.bigbuddy.org.nz



Multi-purpose stainless steel screw

A true multi-purpose screw for fencing, cladding, decking, timber structures & joinery

T-STAR plus



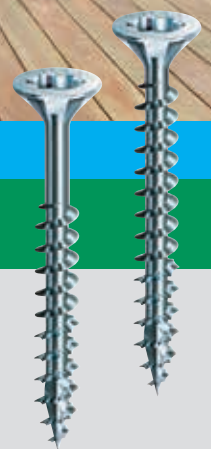
MULTI-Head



Ground Serrations



4CUT



- The 4 CUT point effectively reduces splitting. The square end pushes aside the fibre of the wood to reduce the screwing-in torque.
- T-STAR plus gives a positive and secure fit of the BIT and better driving, e.g. when working overhead.
- SPAX ground serrations for quick and easy fastening.
- MULTI Head for easy countersinking.

DELTA® - SEAL



MADE IN Germany



Now available at your local ITM store

www.spaxpacific.com

MOBILE SCAFFOLD

Prices valid until September 9th, 2018 or while stocks last.

Mobile Scaffold and Guardrail Set

#MM250

- 1700(L) x 700mm(W)
- Maximum platform height 1.9m
- Maximum reach 3.9m
- Perfect for indoor use & tight access
- Minimal bracing needed, reducing assembly time
- Open sided for unobstructed access to hatch platform
- Quick to erect with 1 person
- All-terrain pack allows for use on stairs or uneven ground



**BONUS
FREE
#MAT170
all-terrain
pack**



\$1190
EXCL GST

EASY
ACCESS Co.
Reach it the *easy* way

ITM THERMOS

FREE!



Spend over \$100 on any products on this page and receive a free ITM stainless steel thermos.*

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

We live to support those who live to build

NORTHLAND

- Bay of Islands ITM Haruru, Paihia 09 402 7703
- Dargaville ITM 09 439 8730
- Far North ITM Kaitiaki 09 408 3927
- Far North ITM Mangonui 09 406 0048
- NEW STORE! Mangawhai ITM 09 431 4963
188 Molesworth Drive, Mangawhai Heads
- Waipu ITM 09 432 0203
- Whangarei ITM 09 437 9420

AUCKLAND

- Albany ITM 09 415 6889
- 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
- Matakana ITM 09 422 7525
- Tamaki ITM East Tamaki 09 274 4942
- Thomsons ITM Drury 09 294 9410
- Tuakau ITM 09 236 8226
- Waiuku ITM 09 235 7289
- NEW STORE! Warkworth ITM 09 425 1021
16 State Highway 1, Warkworth
- Weck's ITM Patumahoe 09 236 3684
- Western ITM Kumeu 09 412 8148
- Western ITM Swanson 09 832 0209
- Western ITM Whenuapai 09 416 8164

WAIKATO/BAY OF PLENTY

- Acorn ITM Hamilton 07 856 6789
- Cambridge ITM 07 827 0953
- KKBS ITM Katikati 07 549 0689
- Matamata Post and Rails ITM 07 888 8189
- Mount ITM Mt Maunganui 07 928 4942
- Opotiki ITM 07 315 5984
- Otorohanga ITM 07 873 8079

- Rotoma ITM Rotorua 07 347 7023
- Tauranga ITM 07 541 1232
- Te Puna ITM 07 552 5770
- Thomsons ITM Hamilton 07 849 3674
- Thomsons ITM Whatawhata 07 829 8518
- Timmo's ITM Te Awamutu 07 871 7545
- Triangle ITM Tokoroa 07 886 6611
- Whakatane Timber & Hardware ITM 07 307 0031

COROMANDEL

- Kopu ITM 07 868 9829
- Barrier ITM Tryphena 09 429 0466
- Coromandel ITM 07 866 8848
- Pauanui ITM 07 864 8579

CENTRAL NORTH ISLAND

- Braithwaite ITM Taumarunui 07 895 6881
- Central ITM Feilding 06 323 3400
- Central ITM Marton 06 327 5458
- Hometown ITM Foxton 06 363 8049
- Manawatu ITM 06 356 9490
- New Plymouth ITM 06 758 8939
- Stratford ITM 06 765 7800
- Taupo ITM 07 378 9899
- Tumu ITM Dannevirke 06 374 4260
- Turangi ITM 07 386 5736
- Waitara ITM 06 754 8822

HAWKE'S BAY

- Tumu ITM Gisborne 06 868 9599
- Tumu ITM Hastings 06 873 0999
- Tumu ITM Havelock North 06 872 9600
- Tumu ITM Napier 06 872 6222
- Wairoa ITM 06 838 7332

WELLINGTON/WAIRARAPA

- Crighton ITM Greytown 06 304 7193
- Crighton ITM Levin 06 368 4057

- Crighton ITM Seaview 04 568 3896
- Parapine ITM Upper Hutt 04 527 6800
- Tawa ITM 04 232 5999
- Tumu ITM Masterton 06 370 6060

NELSON/MARLBOROUGH

- Blenheim ITM 03 578 3049
- Havelock ITM 03 574 1018
- Kaikoura ITM 03 319 5447
- Motueka ITM 03 528 7254
- Nelson ITM 03 548 5487
- Picton ITM 03 573 6888
- Takaka ITM 03 525 0005

CANTERBURY/WEST COAST

- Ashburton ITM 03 307 0412
- 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
- McVicar ITM Harewood 0800 191 674
- ProBuild ITM Rolleston 03 324 3300
- Rangiora ITM 03 313 4862
- Timaru ITM 03 688 8074
- Waimate ITM 03 689 7427

DUNEDIN/OTAGO/SOUTHLAND

- E H Ball ITM Invercargill 03 218 3787
- Fraser Hardware ITM Balclutha 03 418 0170
- Mosgiel ITM 03 489 8885
- Southbuild ITM Winton 03 236 6055
- Southern Lakes ITM Cromwell 03 445 0081
- Southern Lakes ITM Queenstown 03 451 1567

FOR YOUR NEAREST ITM STORE PHONE **0800 FOR ITM** OR VISIT **ITM.CO.NZ**

PRODUCTS ON PROMOTION: All prices exclude GST. Prices are valid from August 1st - September 9th 2018, unless specified otherwise. Some products may not be available in all ITM stores, but can be ordered in. FREE ITM Stainless Steel Thermos: Applies to purchases made between August 1st - September 9th 2018, only while stocks last. Please note that the \$100 (excl GST) qualifier for the FREE ITM Stainless Steel Thermos applies to each supplier's product featured and cannot be made up of smaller amounts spent on individual supplier's products e.g. Customers will qualify for the giveaway if they spend over \$100 on a Makita power tools. NOT if they spend \$50 on Makita products and \$50 on Estwing products. Purchases must be made on one invoice/account. Offer is limited to one per customer.





Never right.

Always right.



Try the Pink® Batts® online advice generator for homeowners. In just a few clicks it can provide advice tailored to the needs of their new building project, helping create a more comfortable and functional home.

To learn more, and to test the insulation advice generator for yourself go to pinkbatts.co.nz/recommends



Always.