

BUILDING BUSINESS

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the cup

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5 simple ways to
find new staff

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Surviving an
IRD audit

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My plasterboard has
the 'chickenpox'

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ACCESSORIES**

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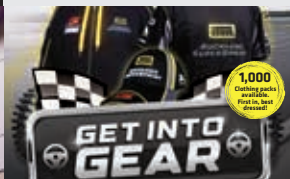
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Building Business contributes towards your LBP skills maintenance requirement. Ensure you log this into your ITM diary or the ITM App today.



Building for the cup

03

SPONSORSHIP

CONTINUE >>

One of the best kept secrets of the last cup that is only now being revealed, is that ITM was one of the many suppliers contributing behind the scenes in Bermuda to help Emirates Team New Zealand bring the Auld Mug back to New Zealand.

Given the success of the partnership, it's no surprise that ITM is once again on board as a key supporter for the cup defence, and is quietly confident of a similar outcome.



"ITM started as a business from just a small group who believed in the potential of a collective effort; this really reflects our own values, and we're thrilled to have their support as we embark on our next challenge," says Emirates Team New Zealand CEO Grant Dalton.

The ITM relationship with Emirates Team New Zealand dates back to the last cup when Southern Lakes ITM supplied building materials to Bermuda in 2017.

Down to earth

"It's funny, you hear these stories that it's an elitist sport, but nothing could be further from the truth. Yes the America's Cup is the top echelon of yachting and yes there are plenty of super rich individuals involved with different teams. However the Emirates Team New Zealand crew we worked with were the most down to earth, most welcoming people you could ever come across," says Paul from ITM Southern Lakes who was in Bermuda at the time.

"Not too different from us, they're fighting against very well resourced individuals or corporations so no stone can be left unturned in the search for success. We share such a great affinity. If you have total belief in what you are wanting to achieve – you will ultimately succeed. ITM is like the Emirates Team New Zealand of building supplies."

Tight timeline

In the build-up for the cup defence, ITM will provide materials for the Emirates Team New Zealand base, the Viaduct Events Centre (VEC) in the heart of the America's Cup Village, and also for the team's North Shore site where their boats will be built.

The VEC is a premium venue in a stunning location on Auckland's vibrant waterfront. It has 6000m² of space spanning three levels and has been designed to a five star environmental standard. It makes the most of its impressive waterfront location with glass walls, balconies and easy access to the wharf.

From October 2018, Emirates Team New Zealand will take over the VEC. This will be their base as they prepare for the America's Cup Race and according to Dalton, "there is a huge amount to organise and build in a very tight timeline.

"We are passionate about what we do for New Zealand and with the support of ITM stores up and down the country, we're looking forward to sharing our journey with more Kiwis through this partnership."



Latest cup news

- The America's Cup match will take place from March 6, 2021.
- Best of 13 series between Emirates Team New Zealand and the winner of the Prada Cup challenger series.
- Courses will be set across the wider Hauraki Gulf including North Shore beaches, North Head, the inner Waitemata harbour, the city's eastern suburbs and Tamaki Strait between Waiheke Island and Maraetai.
- Three confirmed challengers: Luna Rossa, American Magic and INEOS Team UK.

**EXCLUSIVE
SUPPLIER**
Defender America's Cup 36



BUILDING TRUST



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The LBP handbook

MBIE recently refreshed the LBP handbook, previously known as 'Understanding the Regulatory Environment'.

The handbook is primarily a resource for building practitioners during the LBP application process, to help them understand the regulatory environment LBPs operate in. However, it is a valuable tool for all LBPs as an easy-to-understand update on the wider building and construction system.

What the handbook covers

Part one sets out general information about the LBP scheme.

This section outlines the definitions of restricted building work and supervision. It also provides information about the minimum standard of licensing, LBP licence classes, skills maintenance and working within your competence.

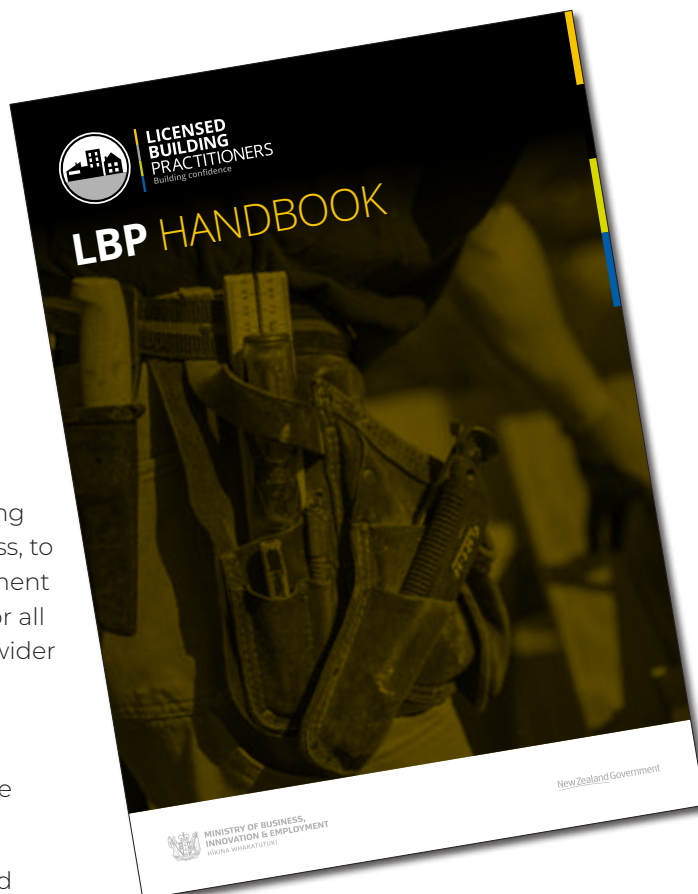
Part two looks at the roles and responsibilities of LBPs, home owners, registered and non-registered trades, and building consent authorities. This is worth checking out if you engage with clients and other practitioners.

Part three outlines the contractual relationship between contractors and clients. It includes information about obligations, e.g. a contractor must provide a residential client with a written contract and other documentation if the project will cost \$30,000 or more (including GST), or if a client requests it.

Part four sets out rights and responsibilities under the Health and Safety at Work Act 2015.

Part five outlines the building regulatory framework including relevant information under the Building Act 2004, the NZ Building Code and relevant building standards.

Part six describes the building and resource consent process, including applying for a building consent, variation of a building consent, inspections, obtaining a code compliance certificate and the penalties for building without a consent where one was required. This section will be useful if you regularly advise clients about the consent process.



How the handbook can help you

The handbook can provide anyone with a great summary of the building system and how their role fits in. It is a great tool for understanding and meeting your obligations.

The handbook includes self-assessment questions that summarise content and allow you to test your knowledge. Rules do change over time and it is your responsibility to keep up to date with those changes.

How you can access the handbook and other important information

You can find and download the handbook by searching for it on **www.lbp.govt.nz**.

You can also keep up to date by subscribing to LBP updates on the LBP website.

Get the latest versions of technical documents and guidance on the Building Performance website **www.building.govt.nz**.

If you haven't already, you can also visit the Building Performance website to subscribe to Codewords and other updates.



ALL

This article is relevant to
LBP licence classes: All



LICENSED
BUILDING
PRACTITIONERS

Codewords Quiz

1. Who will benefit from reading this handbook?

- a. Licensed building practitioners
- b. New LBP applicants
- c. Homeowners
- d. All of the above

2. This handbook will tell you how to comply with the Health and Safety at Work Act 2015?

- a. True, it will give you a step by step guide to on-site compliance
- b. False, it will only give you information about your roles and responsibilities

3. You would only need to read this handbook when you are applying for an LBP licence?

- a. True, once you get your licence, the learning stops!
- b. False, it will be useful anytime you need a refresher

4. Can you find information in this handbook about building consent authorities' responsibilities during the construction process?

- a. Yes
- b. No

Quiz Answers: 1.d 2.b 3.b 4.a

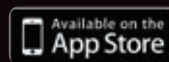
ADD TO LBP ACTIVITY LOG

This article is from Codewords Issue 85. Use the ITM App to log your activity today.

**“IT GETS THE WHOLE
LBP THING
SORTED
NO SWEAT.”**

When you'd rather be on the tools than recording your LBP activity, you need the ITM App for builders. It makes it quick and easy to get it sorted from virtually anywhere.

See how by watching the short video at itm.co.nz/app, then download it from Google Play or the App Store today.



LIVE TO BUILD.

Multi-tool Blades 4-Piece Pack

#H4MAK

- Excellent value for money
- 4 most common cutting blades
- Universal fitting - fits virtually all brands
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BONUS
One extra
free blade

\$29
EXCL GST

Professional Multi-tool Blades 8-Piece Pack

#H8PRO

8 Piece Value Pack

- Features all common cutting blades
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BONUS
Two extra
free blades

\$52
EXCL GST

Heavy Duty Garden Hose Set

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- 12mm diameter
- Kink resistance 7/10
- 15 year guarantee



\$79 SET
EXCL GST

Adjustable Fitting Set

#1010621

- 4 piece hose connection set



Soft Grip Hand Spray

#1010763

- 7 watering patterns



Norton Bluefire Cut-off Wheel (25 pack)

#66252829925

- 125mm x 1.0mm x 22.23mm
- For steel and stainless
- Inox iron free metal
- Ultra-thin



BONUS
Receive a twin pack
of diamond cutting
wheels free



\$62
EXCL GST

Painters Green Masking Tape - 50 metres

#66623336586 - 24mm

#66623336587 - 36mm

- No adhesive transfer or paint bleed
- Ideal for all paints, most lacquers and varnishes
- Unique water-based UV resistant adhesive
- 8 days clean removal in direct sunlight



\$5.50
EXCL GST



\$8.50
EXCL GST





WE ARE HIRING!

09

BUSINESS SUPPORT

CONTINUE >>

5 simple ways to find new staff

Most tradies say the same thing: It's hard to find good staff. The Motor Trade Association (MTA) recently said there are 1,600 jobs throughout NZ that haven't been filled. It's a problem. So if you have too much work, how do you find more skilled staff to grow your business?

Well, even in a shortage, there will always be good people who are looking around.

Take a look at your competitors and you'll see some of them have bigger teams. If they can find good staff, so can you.

So let's begin.

1 Don't wait. The time will never be just right.

The sooner you start looking, the more likely you are to find someone. And if at first you don't succeed, try again.

One of my clients, a builder, had been actively looking for a salesman for many months. They finally found someone. Three days later, he quit! They were gutted to say the least.

Unfortunately it was only a few weeks till Christmas, and they were heading into quiet time. Waiting until the New Year seemed logical. After talking it through however, we decided it was better to try again, than wait.

Then they found John, who has been a real star for them. He has consistently sold twice as much as any of the other reps. Sales have literally gone through the roof. If they hadn't kept advertising when they did, they wouldn't have found him.

2 If you pay peanuts, you get monkeys.

Good staff know what they are worth. Don't worry, the good ones will always earn you back way more than they cost you.

If hiring someone at a higher rate means jobs will be done right, less callbacks and less stress, then you will free up time to grow your business. It's worth it.

Also consider what benefits you offer. Why would this job be more attractive than anything else out there? Are current employees happy with benefits? Ask them for feedback and new ideas.

It might be as simple as free breakfast once a week over a toolbox talk. The flexibility to leave early occasionally if the job is done. Incentives when

they meet targets. Or maybe it's a generous tool allowance, latest iPhone or Samsung work phone, uniform, company vehicle, etc.

3 Your vibe attracts your tribe.

Look at the latest ads on Trade Me or Seek. Most are demanding and boring. Who wants to work for a company that has a high list of demands and no benefits?

Right now there are about 50 ads the same: "Builder wanted. Must have own tools, transport, be hardworking, experienced and able to work unsupervised. Apply now."

Here's the deal: If you want the great applicants you have to have a great ad. Right?

Visualise the best team member you have on board right now. What exact advert would attract another just like them?

Put some personality into the advert too. Make it friendly, talk about what you offer and how you really look after your staff. Make sure it reflects your vibe and how you operate.

What kind of company you want to be. How do you want your team to feel about you? What makes you unique? Are you about precision and high standards? An easygoing team that has a lot of fun? Serious about work/life balance? A growing professional level company that dominates your niche?

Also make it easy for them to apply. Some tradies are not great with paperwork so a phone call might be better in some cases. Of course if it's an admin, sales or supervisor position you will still want a proper CV.

4 Think outside the box.

First, ask around. Some of your best hires will come from word of mouth. One way to quickly get the word out is to set aside a couple of hours on a Friday afternoon. Shout pizza and get your team to message friends and post on social media. Use the time to reach out to your contacts and do the same.

Since you're likely trying to reach under 40's, you'll want to list your advert online. Trade Me or Seek is a good place to start. Also post on your Facebook business page and in local groups.

What about taking on an apprentice as part of the plan? They take a bit of work in the beginning, but in a few years you will have guys trained in your way of doing things.

Always field test applicants. Don't discount mature age apprentices either. Things to check are: Are they punctual? Can they think for themselves? Are they willing to learn? Can they follow instructions? Are they honest? Attention to detail? Remember skills can be taught - hire for attitude.

Also consider recruitment agencies. They might cost a bit more but often they have a pool of workers ready to start immediately. It could be short term or long term, as long as you have good margin on jobs and can afford to pay a bit extra this can be a good option.

Depending on your trade and what you are looking for, some immigration and recruitment agencies are sourcing highly skilled overseas workers from places like South Africa. Talk with them, see what options are available.

An engineering firm I worked with had a staff of around 20 welders. Around half of these were hired from other countries. It worked for them, it might work for you.

5 If you change the way you look at things, the things you look at will change.

I was speaking with a business owner recently who was looking for drivers. Their comment was "you just can't get drivers." I know there are not many around. But to say you can't find drivers ever? That's going to trip you up.

We talked it through, made the job advert more appealing, got interview questions ready, and threw the dice.

A few weeks later they'd been receiving much better quality applications. The guy they hired told them in the interview "I kept going back to your advert. I just couldn't go past it. I really want to work for a company like yours. So here I am."

The bottom line is this: If you have the right hiring process, you can still find excellent people, even in a difficult market.

Go for it. You might be surprised who you find. And it could be the next game changer for your business and your sanity.

by Daniel Fitzpatrick

Business Coach at



Want help to grow your business and your profits to the next level? Book a complimentary online call with me here: www.nextleveltradie.co.nz/work-with-me



Ask James Hardie

0800 808 868

Here at James Hardie,
customer care is our
number one priority!

If you have any questions about our products, or how to build with them in your next project, call 0800 808 868 and our customer service team will help you out. They will also direct you to the representative in your area.

We have a team of regional representatives spanning the country. Wherever you are in NZ, give them a shout if you need anything, we are here to help!

NEW PRODUCT FROM EXPOL

QuickDrain

The No Scoria Drainage Solution

QuickDrains' engineered drainage solution provides a scoria-free alternative to traditional scoria drainage solutions, cutting installation time in half.

The QuickDrain solution incorporates a recycled polystyrene aggregate that provides enhanced drainage performance, strength, filtration and longevity.

The QuickDrain solution is a faster and easier install than traditional drainage solutions.

- **QuickDrain is strong and lightweight**

The QuickDrain pipe is made from a High-Density Polyethylene (HDPE) material, with a corrugated profile wall to give high crush resistance, flexibility and lightness. It has slots cut at the bottom of the corrugations and spaced around the circumference.

- **QuickDrain Tested and Proven**

Made from Polyester the QuickDrain Filter Sleeve® is a tested and proven solution for protecting subsoil drains from sedimentation. It works by trapping the sand particles and assisting the formation of a soil filter around the pipe.

- **QuickDrain for superior filtration**

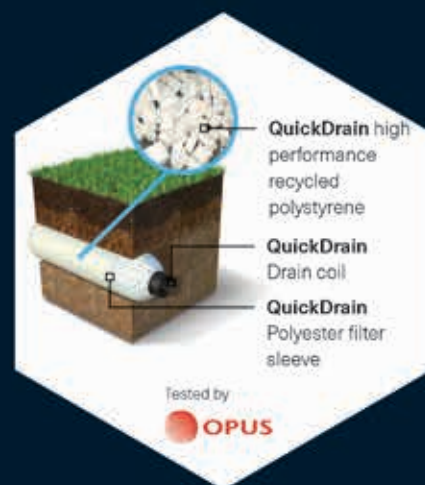
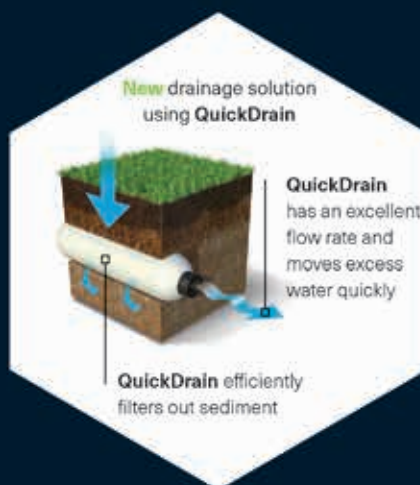
High performance recycled polystyrene filling between the pipe and the sleeve does not clog and efficiently filters out excess sediment. It delivers a high performance flow effectively draining excess water away quickly.

- **QuickDrain comes ready to go**

QuickDrain is sold in 2.5 metre lengths and is approximately 200mm in diameter. Every 2.5 metre length of QuickDrain is supplied with one joiner, one cable tie and instructions how to join, cut and install.

- **QuickDrain's performance**

QuickDrain has been tested by OPUS and performs almost the same as scoria.



Where to use: QuickDrain is designed to be used in residential and light commercial non-traffic drainage applications.

Residential

Commercial

Landscaping

Agricultural

Sports Field

ORDER NOW

EXPOL
Guaranteed Performance



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11/09/2018



The apprentice diary: entry #12

13

APPRENTICES

After nearly two years of reclads and renovations, I find myself swimming in the winter mud of a new build. This isn't a complaint, more of a realisation of how true the following builder saying is: 'things get a lot easier once you're out of the ground'.

After a week of set out, digging footings and four metre pile holes, followed by a week of tying steel out of and in the ground, I find myself finally seeing things coming out of the ground. After pouring the footings, then the block work, we are now into laying the polystyrene pods (it's a pod floor) so are effectively already out of the ground. The end of this week will see us pouring the slab, then we can confidently say, we are in the clear.

Planning ahead

Knowing the new build was coming up, I asked for a set of plans the week before we started so I could familiarize myself with the layout and make any notes of details I didn't understand. Now this may seem a little nerdy, but when the other apprentice turned up on site not knowing the plans or what the house should look like, or where it was going on the site, the foreman soon realized who was going to be the easier apprentice to deal with that day/week. No prizes for guessing, but it wasn't the other apprentice.

The lesson here, is to be prepared. Now, I'm going whole hog at this one to be fair, I'm organizing subbies, materials, inspections, and even taking the inspections too. The foreman is keeping check in the background, but it's already giving me a much better appreciation of all the things they have to think about. Most of all, how far in advance they are thinking, especially when you have longer lead times on things like your prenil, which for us is four weeks away.

As always there are lots of aspects to learn. Some major learnings on this build have been; how to set out a house, marking footings for the digger, then

tying steel cages and connections to steel piles in the ground. Even working with the blocklayer has been an eye opener. We have both brick veneer and weatherboard on this build.

Making the most of it

So as you can see, even in the past two and bit weeks, the learnings have been massive. I'm trying to soak it all in for my apprenticeship as we rarely get the chance to set out due the nature of my company's business. I'm hoping I can get a few of these topics signed off now, which would be great.

Now I'm about to head into my third year in October, I'm really starting to find my feet and get stuck into the chunkier parts of the build. I can honestly say that I'm still really enjoying the daily challenges, plus the abundant amount of learning that's at our fingertips

Till next time, stay safe.

by Stu Foster

Apprentice



Highlights

Best job: Site set out

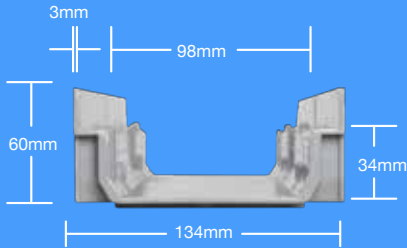
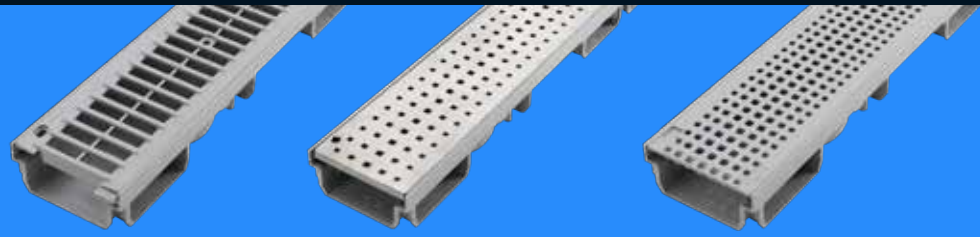
Worst job: Pulling slop out of footings

Most useful hand tool: Spirit level

Most useful power tool: Laser level

Apprentice tip: Prepare for the week ahead, think about what you will be doing before you get stuck in

SLIM



Nominal cross sectional area = 3,332mm²

Standard

CODE: SLIM.STA

- » **Weight loading:** 1.5 tonne per wheel
- » **Channel material:** uPVC
- » **Grate material:** uPVC

Note: Available in 500mm lengths

Stainless Steel

CODE: SLIM.SS

- » **Weight loading:** Foot traffic only
- » **Channel material:** uPVC
- » **Grate material:** Stainless Steel

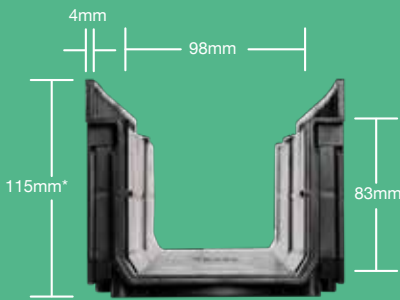
Pedestrian

CODE: SLIM.PED

- » **Weight loading:** Foot traffic only
- » **Channel material:** uPVC
- » **Grate material:** uPVC

Note: Available in 500mm lengths

MEDIO



Nominal cross sectional area = 8,134mm²

Standard

CODE: MEDIO.STA

- » **Weight loading:** 1.5 tonne per wheel
- » **Channel material:** Polypropylene
- » **Grate material:** Polypropylene
- » Available with stainless steel side rails.

Stainless Steel

CODE: MEDIO.SS

- » **Weight loading:** Foot traffic only
- » **Channel material:** Polypropylene
- » **Grate material:** Stainless Steel
- » Available with stainless steel side rails.

Styled Galv

CODE: MEDIO.GALV

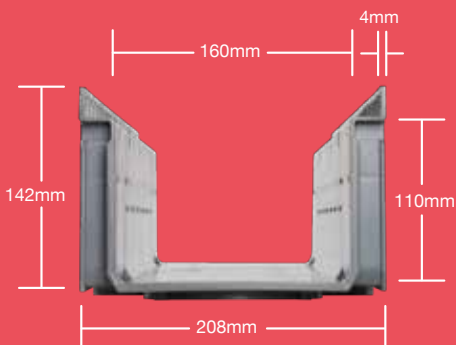
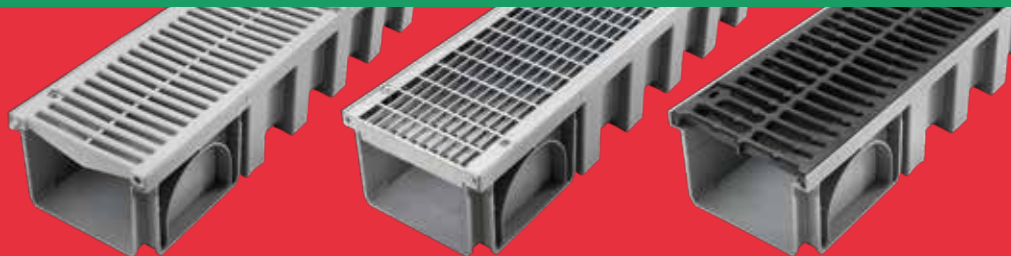
- » **Weight loading:** 1.5 tonne per wheel
- » **Channel material:** Polypropylene
- » **Grate material:** Galvanised Steel

Cast Iron

CODE: MEDIO.CAST

- » **Weight loading:** 3 tonne per wheel
- » **Channel material:** Polypropylene
- » **Grate material:** Cast Iron

MAX



Nominal cross sectional area = 17,600mm²

Standard

CODE: MAX.STA

- » **Weight loading:** 1.5 tonne per wheel
- » **Channel material:** Polypropylene
- » **Grate material:** uPVC

Galv

CODE: MAX.GALV

- » **Weight loading:** 3 tonne per wheel
- » **Channel material:** Polypropylene
- » **Grate material:** Galvanised Steel

Cast Iron

CODE: MAX.CAST

- » **Weight loading:** 3 tonne per wheel
- » **Channel material:** Polypropylene
- » **Grate material:** Cast Iron

Some common misconceptions about being a licensed builder

For a lot of people involved in the building trade, the requirement to be “licensed” is nothing new – take architects, engineers, plumbers, electricians, gasfitters, and lawyers for example. The requirement for builders to be licensed only came about relatively recently, following the emergence of the leaky building crisis and the Hunn Report published in 2002. It was the Building Act 2004 that first ushered in the requirement for residential builders to become licensed, but the necessary regulations and infrastructure to manage licensing were not put in place until much later.

Contrary to popular belief, licensing doesn't actually impose many additional duties on a builder. You still have to honour your obligations under the building contract, the Building Act and the Consumer Guarantees Act, and you still have to comply with the building consent and the building code, just as you had to do before licensing. It's just that restricted building work (work requiring a building consent that affects a home's primary structure, weathertightness or fire safety design) can't be done unless it is carried out or supervised by a licensed builder. And when you do carry it out or supervise it, you simply have to confirm you have done so by submitting a design certificate at the outset or a record of work at the end.

Admittedly there are annual fees to pay, a lot more paperwork to complete, and a requirement to keep up to speed with the latest developments in building techniques and building law. But arguably that is not such a bad thing, and it is the price you pay for being given your very own monopoly by the Government. What do I mean by your very own monopoly? I mean the exclusive right to carry out or supervise restricted building work, and to promote yourself as a cut above the average builder, which hopefully will see more work coming your way. In reality the only thing about licensing that you need to be worried about is that anyone can file a complaint about you with the Building Practitioners Board, which has the power to discipline you if you have dropped below the required standards.



Despite these facts, there are many common misconceptions about licensing. I think the reason is that builders are left to self-learn about these things. They don't have to front up to a refresher course each year like the plumbers do, or pass an exam to retain their licence. Certified Builders, MBIE, the Building Practitioners Board and commentators like myself do our best to spread the word, but it's just one of a hundred new compliance issues licensed builders have to get their heads around. So that is the reason I am writing this article – to debunk some of the popular myths that are still doing the rounds.

Records of Work

As for the record of work you have to hand over, its purpose is simply to identify who did the restricted building work on a residential project. If the work later proves to be defective, this helps the current owner or the insurance company to work out who to hold accountable. It is an easy way of tracing the person(s) responsible rather than the hard way of

tracking down the original owner, wading through Council records, or interviewing the neighbours. The client that you did the work for doesn't need the record of work because he already knows who did the work. This is for the benefit of subsequent owners who wouldn't necessarily have that information.

While the record of work does make it easier to track you down, it does not impose any liability on you that you did not already have. If you or your staff or subcontractors did non-compliant work, then you were already liable. "Signing off" the work doesn't increase your liability at all. Sometimes the record of work actually reduces your exposure, particularly when you only did part of the restricted work and another licensed builder did the rest. In that case you want to put a lot of effort into your record of work so that it identifies in minute detail what you did and didn't do. That way, if the defect that emerges some years later relates to work you weren't responsible for, they can see that, and won't come after you.

There is a lot of confusion about who you have to give the record of work to. But the Building Act is absolutely clear on that. You have to hand it to both the Council and the Owner, and no-one else. You don't hand it over to just one of them. And if you are a subcontractor, you don't hand it over to the head contractor or the group housing company that got you to do the work. Don't trust anyone else to comply with your legal obligations for you, and ignore anyone who tries to get you to do it a different way. Always keep some written evidence on file (for at least 10 years) that you did submit your record of work, for example a copy of the email or letter you sent to the Owner and the Council, or a stamped or signed receipt from them.

You have to hand your record of work over "on completion" of your restricted building work. Normally that means when you have handed over the keys, taken down your signs, cleaned up the site, loaded up your gear, and departed for good. There remains some uncertainty over whether "completion" means practical completion, or completion of all remedial work identified during the defects notification period. It would be safer to treat it as practical completion. By that stage you know what restricted building work you were responsible for, so you can complete the form. Do it while your memory is still fresh. The Building Practitioners Board will tolerate a delay of a few weeks, but not a few months.

What if you are in dispute with your client?

There will be cases where you never even reach practical completion, because a dispute has arisen and your client has kicked you off site. In those situations you treat "completion" as the point in time when you know there is no reasonable prospect of you ever being allowed back on site to resume work. That will be obvious when the owner has engaged another builder to finish off the work. But it will be less clear when you have merely suspended work while waiting for payment, or the owner has told you to stop work temporarily, but neither of you has actually brought the building contract to an end. If the suspension of work looks like it's going to continue indefinitely, submit a record of work regardless.

In a dispute situation where the owner has withheld money from you, it is very common for the builder to withhold the record of work as well as the producer statements and similar documentation, even after completion of the work. After all, why should you go cap-in-hand to the owner when the owner is depriving you of your rightful payment? Unfortunately, the Building Practitioners Board don't see it that way. They can only discipline you if you have withheld the record of work "without good reason", and although it is arguable that standing up for your rights is a good reason, the Board's rulings have consistently held that the Building Act didn't contemplate you using the record of work as leverage in a dispute situation. So even though you might withhold producer statements, you must hand over the record of work regardless.

Withholding the record of work from the owner doesn't achieve anything anyway, because the owner doesn't actually need it. Numerous MBIE determinations have established that a Council cannot insist on a record of work as a condition of issuing the code compliance certificate. The owner can get a CCC regardless. So why withhold something that gives you no leverage in the first place, only to permit the owner to file a complaint to the Building Practitioners Board that will inevitably result in you paying \$2,000 or more, not to mention the legal fees and stress, and having a black mark against your name on the LBP Register for the next three years?

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.



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Find your own secret SpotX

“Ten percent of the fishermen catch ninety percent of the fish”, it is a well known phrase that rings pretty well true. There are a number of factors that makes the ‘ten percenters’ that much more successful - tackle, techniques and bait all contribute, but there is one factor that has a greater influence on fishing success than anything – the place where you fish.

Fishing in a spot loaded with hungry fish will make up for much of what might be lacking in angling skills, tackle and techniques. For that reason, the ninety percent of fishers would love to know the secret spots where the top ten percent go fishing. But once a good spot is revealed it gets hammered and thus it's no longer a good spot.... the trick is to find your own secret 'SpotX.'

Location, location, location

There are a number of habitats that are known to produce fish and most of the popular channels, worm beds and reefs that have a good number of fish are well known. These spots are generally structures that are marked on a chart, pointed out in map guides and written about in books and magazines. Out on the water, these spots are often marked by the presence of dozens of boats. Sure these spots produce fish or there wouldn't be a lot of boats fishing there, but spots with a lot of fishing pressure have fewer resident big fish.



Matt found an uncharted rock while marlin fishing in 120 metres, and 5 years later to the day, he dropped a jig on the spot and got this bass weighing 77kg – even with the guts and gills removed.

Lots of boats don't always mean lots of fish - fishermen can be like sheep. If two boats are fishing in close proximity, the skipper of a third boat sees them and thinks, 'that must be a good spot' and drops the anchor nearby. A fourth boat comes a

long and the skipper thinks, “there are three boats there, it must be a really good spot”. Before you know it, there are ten boats fishing one spot and quite often, none of them are catching anything. The point here is that it is not the spot that makes the difference, it is knowledge of what to look for when deciding where to fish.

What to look for

Areas with good habitat, natural food supply and not too much fishing pressure are what we are ultimately looking for. Good habitat might be a shallow kelp bed with a good supply of kina and shellfish, a pinnacle with a good supply of baitfish, or deep foul with crabs and crustaceans. The habitats or structures marked on a chart are generally well thrashed, but you have to start somewhere. So, start with a chart, and rather than going straight to a well known reef or submerged rock, go to the general area and use your sounder to scan the surrounding area for rocks or foul that might hold fish.

When charts are drawn up, it's not practical for the survey vessels to locate every little rock, hump or bump on the sea floor. Therefore there is a lot of good structure not marked on the charts. It's these unmarked spots that can really produce the goods.

Use your electronics

I have a GPS loaded with spots in a variety of depths and locations, suitable for differing conditions, tides and times of the year. But when I head out, the spot I want to fish most, is somewhere I've never fished before. I like to explore areas, learn about the fishing in an area and build up my fishing options. To do this, I head for an area that will be suitable for the conditions and I keep my eye on the sounder for any foul, rocks or baitfish signs. If something likely pops up on screen it's simply a matter of hitting 'mark' on the GPS, then once I'm satisfied I've scanned the area sufficiently, I'll anchor up on the marks or set up a drift over the area.

If it fires – great! I've found a new spot. If not, I still save the marks to try another day and I'll go to one of my proven spots stored in the GPS. I treat my proven spots as an insurance policy when the fishing is hard rather than places to continually hammer.

A good deal of the spots in my GPS have been found while traveling from A to B over a seemingly featureless area. The ultimate spot is an uncharted reef or rock in the middle of a wide flat area. These areas act as a haven for baitfish and they are an oasis for the larger fish like snapper, kingfish and hapuku. For this reason, always keep one eye on the sounder when traveling or trolling over the wide open flats.

The proof is in the pudding

The best way to illustrate the how good the fishing can be, is to highlight a case where I've stumbled across some unmarked foul. When I first put a GPS on my trailer boat, I was doing about 25knots on my way out to Great Barrier Island in the dark. I happened to glance down at the sounder to see a series of small spikes (rocks show up as spikes at high speed) I didn't even slow down, I just hit mark and continued on.

After a rather dismal couple of days fishing at barrier, I took a look at the mark on the way home. Just along the snail trail past the mark, a reefy bottom slowly rumbled up from 41 metres to 36 metres and a large blob of fish showed up mid water. I idled the boat over the mark and instructed my mate to throw out a jig.



An area of foul that produced good sized kingfish

About five seconds later he said “its hit the bottom already” but it wasn't the bottom, rather it was the first of 16 kingfish we tagged and released that afternoon, along with half a dozen snapper in the 8-20lb range. That spot still holds kingfish and snapper and because it's off the beaten track, I always had it to myself. Since then, I always watch the sounder while traveling or trolling, because you can never have too many secret 'SpotX's'.

Check out ultimatefishing.tv for more tips on deep prospecting.

Tight lines,

Matthew Watson.

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Surviving an IRD audit

The IRD is monitoring tradies closely.

Construction's a hotbed of activity in what's dubbed the 'Hidden Economy'. There has been a high level of non-compliance seen by smaller operators in the sector not declaring part (or in some cases) all the cash payments they receive.

That's why IRD's interested in tradies' affairs.

Behind the scenes, they're running detailed analytics over large volumes of third party data to find cases to investigate. As cash is likely to be spent at some point, they're comparing taxpayers' spending habits (think living expenses, mortgage re-payments and other purchases) with their income tax returns to identify any outliers. If tradies can't explain where the money to pay for those things came from, IRD's suspicions may be aroused.

Being caught has serious repercussions

Any additional tax obligations that arise from undeclared income carries IRD interest (currently 8.22 percent) and shortfall penalties. The latter range from anywhere between 20 to 150 percent of the tax shortfall, depending on the seriousness of the breach. Criminal prosecution may also follow.

If you're keeping good records and have a good compliance history, you should have nothing to fear if IRD comes a-knockin'. Any dealings with them should be quick and painless.

However, below are a few pointers to help you out if you find yourself on their radar.

Know your rights

IRD investigators are entitled to visit your business without warning. Should they show up, ask to see their identification and grab their business card.

Refrain from answering any questions. Take their contact details and arrange a time to meet with them along with your accountant.

Don't let them take original documents as these can get lost or misplaced. Insist they make copies if they require any information.

Don't go it alone

IRD audits are a specialist area and tax law is complex, so engage the services of someone who has expertise in both. Sure, they'll charge fees, but it'll be worth every cent given the considerable time, stress and money you'll save.

Respond to IRD swiftly

Deliver any information IRD wants by the deadlines it imposes. If you require more time, let them know as soon as possible and negotiate a new date to supply what they're after. Doing this shows you take your tax compliance seriously.

Fess up

Make a voluntary disclosure if you haven't been entirely honest. Doing so has some advantages.

Firstly, it can reduce any shortfall penalty. This can be by 40 percent, 75 percent or even 100 percent, depending on what stage of the investigation you make the disclosure.

Secondly, you can reduce the chances of criminal prosecution.

Use tax pooling

If you receive a notice of reassessment from the taxman, an IRD-approved tax pooling provider can reduce the interest cost by up to 30 percent on any additional tax payable. Savings are considerable.

You also receive an extra 60 days from the date the notice of reassessment was issued to pay.

by Lee Stace

24

DOOR HARDWARE

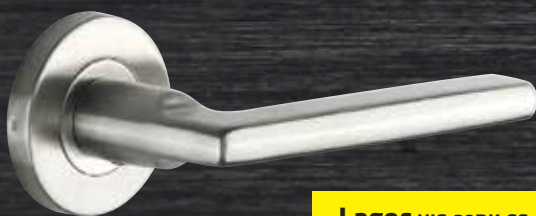
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Porto Entrance Kit pictured HIS-21RK.SS

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My plasterboard has the 'chickenpox'

Homeowners are often both alarmed and disappointed to see fastener heads 'popping up' in their nice new plasterboard walls and ceilings. Looking like little bumps directly over the screw heads, they can be extensive and ugly!

Fastener popping is actually commonly encountered, not only in plasterboard, but also in timber decking, claddings and long run roofing. The quintessential 'squeaky floor' is also most likely the result of fastener popping. It has been around ever since we started building with timber framing.

If the plasterboard has been installed as per our recommendations, any popping is more than likely due to timber shrinkage.



How does that work?

The maximum moisture content of timber framing at the time of lining must not exceed 18%. A building inspector will help check this by testing a few areas. It can be very difficult to get it to this level with New Zealand's cool, wet winters.

After a building is enclosed, timber framing will find its equilibrium moisture content at around 10 - 12% in summer or 13 - 16% in winter. When the moisture content within the framing alters by +/- 3%, the cross-sectional dimension of the timber framing may vary by around +/- 1mm. Therefore when timber shrinks, the shaft of the fastener pops out the surface of the plasterboard or leaves a bulge of compound on its surface.

The screw is not undoing itself, the timber is shrinking away from the head. Extreme weather conditions (a long hot dry summer following a wet winter construction period) can however exacerbate shrinkage in a new house and thus the extent to which popping occurs.

Pops that occur after at least one month's heating cycle are a good indication that timber shrinkage is the cause. Ensuring that, once occupied, the home is well ventilated and not closed off for prolonged periods with heavy reliance on heat pumps will help to minimise popping.

The MBIE Guide

The Ministry of Business and Innovation published a 'Guide to tolerances, materials and workmanship in new residential construction 2015' document (available on their website) which makes mention of the following in relation to popped fasteners:

Acceptable:

- Popping of fixings (where the outlines of fixings are visible under the finish) that occur over a period of time after handover that does not break the surface and is not visible from normal viewing position (refer to the Guide for an explanation of this position).

Not Acceptable:

- Popping that is visible from 'normal' viewing position in Level 4 and 5 finishes at handover. (Most new homes are finished to Level 4.)
- Popping that breaks the surface.

Treatment:

- Before fixing 'pops' the house framing needs to reach its equilibrium moisture content. Given that most 'pops' occur following winter builds, we recommend to wait with repairs for a full year, or after the next summer and winter heating cycle.
- Additional screws are placed 50mm away from the popped fastener which is then driven below the surface. The mounded stopping compound is removed, and new coats are applied ahead of re-decoration.



For further information view the 'Best Practice Series No 6 & 7' on gib.co.nz/downloads-and-resources/library or call the GIB® Helpline on 0800 100 442.



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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 as standard.
- **EASY**
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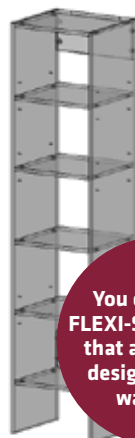
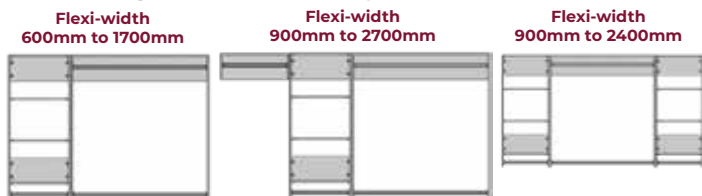
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ITM can now supply the shelves, drawers and rails for all of the wardrobes in your new build or renovation. These are custom made to fit your wardrobe, supplied flat pack and are easily assembled and installed. Choose from the standard designs shown below, or create your own flexible units.

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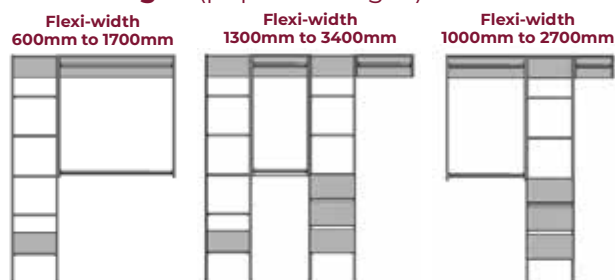
You choose the FLEXI-SIZE cabinets that allow you to design a custom wardrobe.

THE FLEXIBLE WARDROBE SYSTEM

Corner Ideas



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Why choose UNO Wardrobes?

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Payday filing April 2019 – are you ready?

From 1 April 2019, it will become compulsory for all employers to adopt payday filing, disclosing their employee pay details on a payday basis instead of filing the current IR345 with the monthly totals. This also applies to payments made to contractors' subject to withholding tax.

PAYE and withholding tax will still be paid on the 20th of the month following (or twice monthly for larger employers).

For employers with more than \$50,000 of annual PAYE and Employer Superannuation Contribution Tax (ESCT – tax on Kiwisaver contributions by the employer), it will be compulsory to file electronically and within two working days after the payday.

For the smaller employers, you can opt to supply the information twice monthly or on a payday basis. You can supply a paper return within 10 working days after the payday.

Contract payments and withholding tax

But... the extract in the box in the next column from the IRD website suggests that even if you are a smaller employer, there is no 10-working day rule for contract payments and withholding tax and the returns must be filed within two working days.

Payday filing for scheduler payments

If you choose to use payday filing you don't need to provide contractors' details such as date of birth, start and end dates and contact details if you don't have them.

You can include your schedular payments information when you file your employment information on a payday basis, i.e. when you pay contractors, or on a twice-monthly basis.

Scheduler payments made:

- ☐ **between the 1st and 15th of the month** must be reported to us within two working days after the 15th of the month.
- ☐ **from the 16th to the end of the month** must be reported to us within two working days after the end of the month.

(source: ird.govt.nz)

So, with all this tax simplification leading to more information filing to IRD each time a new law is bought in, the questions to ask yourself are:

- ☐ Can my systems cope with the changes?
- ☐ Is all my employer/contractor paperwork up to date and compliant?
- ☐ On that basis, it is timely before 1 April rolls around to check with your payroll software provider or advisor to ensure that, come implementation date, you will be able to file the information within the timeframes that Inland Revenue has introduced.

Update your payroll documentation

Given that Inland Revenue is going to have more timely access to your payroll information, it is equally important to ensure your payroll documentation is up to date. Check the following;

- ☐ Do all employees, both permanent and casual, have contracts?
- ☐ Have they signed valid tax code declarations that you hold on file?
- ☐ Do you have contracts with your subcontractors?
- ☐ Do you hold a copy of their exemption certificate if their payments are being treated that way?

If you are unsure of any of these questions or any other payroll issues, the time is now to get things sorted.

by Chris Guillemot

Partner - Business Advisory





30

“Fa’afetai tele lava* McVicar ITM”

COMMUNITY SUPPORT

Thanks to a generous donation of materials from McVicar ITM, and some seriously hard yakka by volunteer builders from New Zealand, Leve now has some independence again.

With ramps, he can get out and about instead of being confined to the same small space in the fale.

With a wheelchair friendly bathroom, he doesn't have to rely on family members to carry him around all the time.

Leve is one of a number of people in Samoa with spinal cord injuries who have been assisted over the last few years by a volunteer group from New Zealand, made up of specialist doctors, nurses, occupational therapists, wheelchair technicians and builders.

The team was in Samoa for a week in August, holding clinics, repairing and refitting wheelchairs, and building bathrooms and ramps for a number of families.

With a minimum wage of less than NZ\$2 per hour, it's nearly impossible for families in Samoa supporting disabled people to provide the basic facilities they need.



Kiwi builders helping out in Samoa (from left) Duncan, Trev, Kev and Phil.



* Thank you so much

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- Mangawhai ITM 09 431 4963
- 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
- Warkworth ITM 09 425 1021
- 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
- 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
- Kaiaipoi 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
- **NEW LOCATION** 64-68 McNulty Road, Cromwell
- 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 October 1st – November 11th 2018, unless specified otherwise. The Makita Toolbox Top-Up promotion is valid from October 1st – November 30th. For more details on the Makita products on promotion please see page 11 of the Makita catalogue. Some products may not be available in all ITM stores, but can be ordered in.





**AUCKLAND
SUPERSPRINT**
2 - 4 NOV 2018



1,000

**Clothing packs
available.
First in, best
dressed!**

**GET INTO
GEAR**

**Spend over \$4000+GST in-store during October and get the
official ITM Auckland SuperSprint hoodie, t-shirt and cap.**

www.itm.co.nz



Terms and conditions apply. Promotion valid from 1st October 2018 and while stocks last. 1,000 packs available nationwide. Limit of one clothing pack per customer. Allow 21 days for pack to be delivered to ITM store for pick-up. If requested sizes are no longer available, the next nearest size will be supplied. The qualifying spend of \$4,000 +gst can be a combination of any products sold at ITM and does not have to be on one invoice. Go to www.itm.co.nz/tradepromo for more details or to make a redemption, otherwise, talk to your ITM sales representative.

MAKITA SALE DAYS DURING OCT – NOV. SEE BACK COVER.

Makita TOOLBOX TOP-UP

EXCLUSIVE OFFER

DLX4115T

**18V LXT® 4 Piece
Brushless Kit:
DHP481 + DTD154 +
DHS660 + DGA504
+ 2x 5.0Ah Batteries**

- DHP481Z 18V LXT® Brushless Hammer Drill
- DTD154Z 18V LXT® Brushless Impact Driver
- DHS660Z 18V LXT® Brushless Circular Saw
- DGA504Z 18V LXT® Brushless 125mm Angle Grinder
- 2 x 5.0Ah batteries, 18V Rapid charger, tool bag

While Stocks Last*

\$1,270 EXCL GST

BONUS

DTM51Z 18V LXT®
CORDLESS MULTI TOOL

VIA REDEMPTION**



"We'll see you right"



EXCLUSIVE OFFER

DLX8020PT

18V LXT® 8 Piece 5.0Ah Kit

- DHP481Z 18V LXT® Brushless 13mm Hammer Drill/Driver
- DTD153Z 18V LXT® Brushless Impact Driver 170Nm
- DJR187Z 18V LXT® Brushless Recipro Saw
- DTW285Z 18V LXT® Brushless 3-Speed 1/2" Impact Wrench 280Nm
- DHS680Z 18V LXT® Brushless 165mm Circular Saw
- DGA508Z 18V LXT® Brushless 125mm Angle Grinder
- DHR242Z 18V LXT® Brushless 24mm Combination Hammer
- DTM51Z 18V LXT® Cordless Multi Tool
- 3 x 18V LXT® Li-Ion 5.0Ah Batteries (BL1850B)
- DC18RD 18V LXT® Lithium-Ion Dual Port Rapid Optimum Charger
- Makita LXT® Tool Bag

\$2,280 EXCL GST**BONUS**
DKP180Z 18V LXT®
CORDLESS PLANER**VIA REDEMPTION****

DLX2180X

**18V LXT® Brushless
2 Piece 3.0Ah Kit**

- DHP484Z 18V LXT® Brushless 13mm Hammer Drill Driver
- DTD153Z 18V LXT® Brushless Impact Driver
- 2 x 3.0Ah batteries, charger, carry case

\$510 EXCL GST**BONUS**
BL1830B-L LXT®
3.0Ah BATTERY**VIA REDEMPTION****

DLX2176T

18V 2 Piece 5.0Ah Kit

- DHP481Z 18V LXT® Cordless Hammer Drill Driver
- DTD154Z 18V LXT® Cordless Impact Driver
- 2 x 5.0Ah batteries, charger, carry case

**BONUS**BL1850B-L LXT®
5.0Ah BATTERY

VIA REDEMPTION**

\$780 EXCL
GST

DLX2131X

18V 2 Piece 3.0Ah Kit

- DHP482Z 18V LXT® Cordless Hammer Drill Driver
- DTD152Z 18V LXT® Cordless Impact Driver
- 2 x 3.0Ah batteries, charger, carry case

**\$436** EXCL
GST

DLS111PT2U

**18V x2 LXT® Brushless
260mm Slide Compound Mitre
Saw Kit**

- DLS111Z 18V x2 LXT® 260mm Brushless Slide Compound Mitre Saw
- 2 x 5.0Ah batteries, dual port charger (DC18RD)

\$1350 EXCL
GST**BONUS**BL1850B-L LXT®
2 X 5.0Ah BATTERIES

VIA REDEMPTION**



DGA900PTX1

18V x2 LXT® Brushless 230mm Angle Grinder 5.0Ah Kit

- DGA900Z01K 18V x2 LXT® Brushless 230mm Angle Grinder
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)


\$794 EXCL
GST

BONUS
BL1850B-L LXT®
2 X 5.0Ah BATTERIES
VIA REDEMPTION**

DGA700PTX1

18V x2 LXT® Brushless 180mm Angle Grinder 5.0Ah Kit

- DGA700Z01K 18V x2 LXT® Brushless 180mm Angle Grinder
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)


\$777 EXCL
GST

BONUS
BL1850B-L LXT®
2 X 5.0Ah BATTERIES
VIA REDEMPTION**

DDA460PT2

NEW

18V x2 LXT® Brushless Angle Drill 5.0Ah Kit

- DDA460Z 18V x2 LXT® Brushless 13mm Angle Drill
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)


\$918 EXCL
GST

BONUS
BL1850B-L LXT®
2 X 5.0Ah BATTERIES
VIA REDEMPTION**

DHR400PT2U

NEW

18V x2 LXT® Brushless Rotary Hammer 5.0Ah Kit

- DHR400ZKU 18V x2 LXT® Brushless 40mm SDS Max Rotary Hammer
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)


\$1461 EXCL
GST

BONUS
BL1850B-L LXT®
2 X 5.0Ah BATTERIES
VIA REDEMPTION**

DLX2221YX1

18V LXT® Brushless Sub-Compact 2 Piece 1.5Ah Kit

- DHP483Z 18V LXT® Brushless Hammer Drill Driver
- DTD155Z 18V LXT® Brushless Impact Driver
- 2 x 1.5Ah batteries (BL1815N), charger (DC18RC), carry case


BONUS
BL1830B-L LXT®
3.0Ah BATTERY
VIA REDEMPTION**

\$436 EXCL
GST

DHR243RTEV

18V LXT® Brushless Combination Hammer 5.0Ah Kit

- DHR243Z 18V LXT® Brushless Combination Hammer
- 2 x 5.0Ah batteries (BL1850B), charger (DC18RC) with DX-02 Dust extraction kit & carry case


\$865 EXCL
GST

DGA900Z01K

18V x2 LXT® Brushless
230mm Angle Grinder

- Electronic brake, kickback detection, anti-restart and soft start



Batteries not included

\$440^{EXCL GST}

DGA700Z01K

18V x2 LXT® Brushless
180mm Angle Grinder

- Electronic brake, kickback detection, anti-restart and soft start



Batteries not included

\$420^{EXCL GST}

DGA504Z

18V LXT® Brushless
125mm Angle Grinder

- World's first cordless grinder with ADT (Automatic Torque Drive Technology) adjusts speed and torque during operation for optimum performance



Battery not included



\$248^{EXCL GST}

DDA460Z

NEW

18V x2 LXT® Brushless
13mm Angle Drill

- Variable 2-Speed (0-350 & 0-1,400 RPM) for increased drilling versatility



Batteries not included

\$560^{EXCL GST}

DHR171Z

NEW

18V LXT® Brushless Rotary Hammer

- Brushless motor delivers 0-680 RPM, 0-4800 BPM and 1.2 joules of impact energy for faster drilling



\$199^{EXCL GST}

Battery not included

DHR400ZKU

NEW

18V x2 LXT® Brushless
40mm SDS Max Rotary Hammer

- 2 mode operation: Rotation with hammering and hammering only
- Auto-start Wireless System (AWS) for on demand dust extraction



\$1030^{EXCL GST}

Batteries not included



DHR242Z

NEW**18V LXT® Brushless SDS-Plus Combination Hammer**

- Powerful brushless motor delivers 0-950 RPM and 0-4700 BPM to handle the most demanding applications

**\$345** EXCL GST

Battery not included

DFR450ZX

18V LXT® Auto-Feed Screwdriver

- New silent clutch features high durability and ensures high operation efficiency with direct drive transmission in reverse rotation

**\$360** EXCL GST

Battery not included

DHP484Z

18V LXT® Brushless Hammer Drill Driver

- Variable 2-speed (0-500 & 0-2000 RPM) for a wide range of drilling, fastening and hammer drilling applications

**\$218** EXCL GST

Battery not included

DTD153Z

18V LXT® Brushless Impact Driver

- Powerful brushless motor delivers 3,400 max RPM and 170Nm of max torque

**\$180** EXCL GST

Battery not included

DTW1002Z

18V LXT® Brushless 1/2" Impact Wrench

- Makita's most powerful 1,000Nm brushless motor
- Compact and lightweight design

**\$410** EXCL GST

Battery not included

DJR187Z

18V LXT® Brushless Recipro Saw

- Higher cutting speed (max. 3,000 SPM) and modified stroke length (32mm) provide higher cutting efficiency

**\$319** EXCL GST

Battery not included

DB0180Z

18V LXT® Cordless Random Orbit Sander

- Three speed settings (7,000/9,500/11,000 OPM) engineered for fast material removal

**\$190** EXCL GST

Battery not included

DTM51Z

18V LXT® Cordless Tool-less Multi Tool

- Variable speed control dial (6,000-20,000 OPM) enables user to match the speed to the application
- Tool-less clamp system for fast accessory installation and replacement

**\$270** EXCL GST

Battery not included

**MAKITA SALE DAYS THROUGHOUT OCT & NOV. SEE BACK COVER.**Prices valid October 1st - November 30th 2018

DSP601ZJ

18V x2 LXT® Brushless 165mm Plunge Saw

- Auto-start Wireless System (AWS) connects to vacuum cleaner with Bluetooth*
- Cutting capacity (56mm at 90°, 40mm at 45° and 38mm at 48°) and bevel capacity (-1° to 48°) with a positive stop at 22.5°

* Bluetooth adapter required - 198901-5 Bluetooth adapter sold separately



NEW



\$714^{EXCL GST}

BONUS
194368-5
1400MM GUIDE RAIL
WITH PURCHASE

Batteries not included

DKP180Z

18V LXT® 82mm Planer

- 2-Blade cutter head with double edge carbide blades for added performance and smooth finish



\$235^{EXCL GST}

Battery not included

DRT50Z

18V LXT® Brushless Trimmer

- Variable speed control dial (10,000 - 30,000 RPM) to match the speed to the application



\$250^{EXCL GST}

Battery not included

DJV182Z

18V LXT® Brushless Jig Saw

- Brushless motor and 3 orbital settings plus straight cutting deliver faster and more accurate cuts in a variety of materials



\$355^{EXCL GST}

Battery not included

DCM501Z

12V Max CXT® / 18V LXT®
Li-Ion Cordless
Coffee Maker

- Brews one 160ml cup of coffee in 5 minutes when powered by 18V LXT® battery



\$136^{EXCL GST}

Battery not included

NEW

DHS660Z

18V LXT® Brushless
Right Hand Circular Saw

- Powerful electronically controlled brushless motor delivers 5,000 RPM for faster cutting and ripping



\$318^{EXCL GST}

Battery not included

NEW

DVC864LZX

18V x2 LXT® Brushless 8L L-Class Dust Extractor

- Auto-start Wireless System (AWS) connects to vacuum cleaner with Bluetooth
- Brushless motor generates 2.1 m³/min of max air flow / 9.8kPa of max sealed suction / 90W of suction power

\$555 EXCL GST**BONUS**195440-6
MAKITA PLASTIC DUST BAG - 10 PACK
WITH PURCHASE

Batteries not included

VC3012M

30L M-Class Dust Extractor (Wet & Dry)

- Push & Clean semi-automatic filter cleaning system for extended operating time and filter life

\$795 EXCL GST

VC2012L

20L L-Class Dust Extractor (Wet & Dry)

- Automatic start/stop function activates the machine when a connected power tool is used

\$372 EXCL GST

DCL181FWX4

18V LXT® Vacuum 1.5Ah Kit

- DCL181FWX 18V LXT® Cordless 2-Speed Vacuum Cleaner
- 1.5Ah battery (BL1815N), charger (DC18SD)

**\$205** EXCL GST

ACCESSORIES

197564-4

18V LXT® Power Source Kit

- 5.0Ah battery (BL1850B), charger (DC18RD)

**\$330** EXCL GST

DMR108B

18V LXT® Job Site Radio

- Water and dust resistant construction
- Engineered for improved operation in harsh job site conditions

\$245 EXCL GST**BONUS**BL1815N
LXT® 1.5Ah BATTERY
VIA REDEMPTION**

B-57358

NEW

EFFICUT 165mm x 56T (WOOD)

EFFICUT

**\$52** EXCL GST

B-62044

NEW

EFFICUT 185mm x 24T (WOOD)

EFFICUT

**\$36** EXCL GST

B-64646

NEW

EFFICUT 260mm x 45T (WOOD)

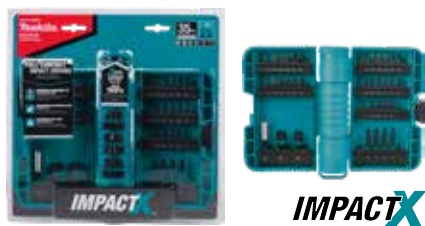
EFFICUT

**\$96** EXCL GST

MAKITA SALE DAYS THROUGHOUT OCT & NOV. SEE BACK COVER.

Prices valid October 1st - November 30th 2018

A-98326
ImpactX Bit Set 35 Piece



\$32 EXCL GST

A-98348
ImpactX Bit Set 50 Piece



\$55 EXCL GST

B-57152
Tape Measure 7.5m



\$32 EXCL GST

B-53148
MAKPAC Drill & Screw Bit 62 Piece



\$86 EXCL GST

B-53154
MAKPAC Bit & Hand Tool Set 98 Piece



\$147 EXCL GST

B-52059
MAKPAC Drill & Chisel Set 17 Piece



\$86 EXCL GST

D-54128
HSS-R Metal Drill Bits 25 Piece



\$52 EXCL GST

D-62234
Multi-Mat TCT Blade 260mm 100T



\$43 EXCL GST

D-63585
Multi-Mat TCT Blade 305mm 100T



\$69 EXCL GST

D-34279
TCT Blade 2-Pack 185mm 24T/24T



\$31 EXCL GST

A-94568
Diamond Blade 125mm Turbo Rim



\$26 EXCL GST

B-18138-12
Cut-Off Wheel 100x1x16mm A60T



\$26 EXCL GST

B-18144-12
Cut-Off Wheel 115x1x22mm A60T



\$26 EXCL GST

B-18150-12
Cut-Off Wheel 125x1x22mm A60T



\$28 EXCL GST

A-94699
Diamond Blade 125mm Segmented



\$26 EXCL GST

B-90211 / B-90205 / B-90227
Pro Contractors Gloves



\$25 EXCL GST

P-71897
Super Heavyweight Belt Set



\$185 EXCL GST

831253-8
Contractor Tool Bag 14"



\$17 EXCL GST

831278-2
LXT® Duffel 4-Tool Bag



\$60 EXCL GST

DUC254RT

NEW

18V LXT® Brushless 250mm Chain Saw 5.0Ah Kit

- DUC254Z 18V LXT® Brushless 250mm Chain Saw
- LXT® 5.0Ah battery (BL1850B)
- Rapid charger (DC18RC)


\$465 EXCL
GST

BONUS
BL1840B-L LXT®
4.0Ah BATTERY

VIA REDEMPTION**

DUC254Z

NEW

18V LXT® Brushless 250mm Chain Saw

- High cutting performance, ultra lightweight top handle chain saw equivalent to compact engine chain saw
- Outer rotor brushless motor direct-drive system provides high power efficiency


\$345 EXCL
GST

Battery not included

DUX60PT2

18V x2 LXT® Brushless Multi Function Power Head 5.0Ah Kit

- DUX60Z 18V x2 LXT® Brushless Multi Function Power Head
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)

\$739 EXCL
GST

BONUS
DUB362Z
18V x2 LXT® BL VARIABLE 6-SPEED BLOWER

VIA REDEMPTION**

DUC353PT2

18V x2 LXT® Brushless Chainsaw 350mm 5.0Ah Kit

- DUC353Z 18V x2 LXT® Brushless 350mm Chain Saw
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)


\$659 EXCL
GST

BONUS
DUB362Z
18V x2 LXT® BL VARIABLE 6-SPEED BLOWER

VIA REDEMPTION**

DLM460Z

NEW

18V x2 LXT® Brushless 18 Inch 2-in-1 Lawnmower

- Rotor brushless motor delivers up to 45 minutes of run time using two 18V LXT® 5.0Ah batteries
- 46cm (18") wide metal cutting deck

BONUS
BL1850B-L LXT®
5.0Ah BATTERY

WITH PURCHASE

\$595 EXCL
GST

DLM460PT2

NEW

18V x2 LXT® Brushless 5.0Ah Lawnmower Kit

- DLM460Z 18V x2 LXT® 18" 2-in-1 Lawnmower
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)


\$714 EXCL
GST

BONUS
DUB362Z
18V x2 LXT® BL VARIABLE 6-SPEED BLOWER

VIA REDEMPTION**



MAKITA SALE DAYS THROUGHOUT OCT & NOV. SEE BACK COVER.

Prices valid October 1st - November 30th 2018

DUR364LPT2

18V x2 LXT® Brushless Line Trimmer 5.0Ah Kit

- DUR364LZ 18V x2 LXT® 2-speed line trimmer
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)



BONUS

DUB362Z 18V x2 LXT® BL VARIABLE 6-SPEED BLOWER

VIA REDEMPTION**

\$555 EXCL GST

DUB362PT2

18V x2 LXT® Brushless Blower 5.0Ah Kit

- DUB362Z 18V x2 LXT® Brushless Blower
- 2 x LXT® 5.0Ah batteries (BL1850B)
- Dual port charger (DC18RD)

\$555 EXCL GST



DUR181Z

18V LXT® Line Trimmer

- Delivers 7,800 RPM for fast cutting



\$118 EXCL GST

Battery not included

DUR189Z

18V LXT® Brushless Line Trimmer

- 3-speed (high: 6,000, medium: 5,000, low: 4,000 RPM) design for optimum speed control for nylon cutting head



\$238 EXCL GST

Battery not included

DUH523Z

18V LXT® Hedge Trimmer

- Delivers 2,700 SPM for increased cutting speed
- Zero emissions and low noise level ideal for use in sensitive work environments, including residential areas and more



\$148 EXCL GST

Battery not included

DUH651Z

18V x2 LXT® 650mm Hedge Trimmer

- 6-speed dial (0-3,600 SPM) allows the user to match the speed to the application
- 5-position rotating rear handle for increased comfort during vertical and angle trimming



\$318 EXCL GST

Battery not included

DUB183RT

18V LXT® 3-Speed Blower 5.0Ah Kit

- DUB183Z 18V LXT® Cordless Variable 3-Speed Blower
- LXT® 5.0Ah battery (BL1850B)
- Rapid charger (DC18RC)



\$238 EXCL GST

*ITM Toolbox Top Up Terms And Conditions

All prices exclude GST. Prices and bonuses are valid from 1st October to 30th November 2018 unless specified otherwise. Stocks are strictly limited. Offers available while stocks last. Some products may not be available in all ITM stores, but can be ordered in for customers if there is still stock available.

**ITM Toolbox Top Up Tool Redemption Terms And Conditions

To redeem your bonus item on valid purchases made at ITM Toolbox Top Up from 1st October to 30th November 2018, please head to www.makita.co.nz/promotions/ and simply fill in the ITM Toolbox Top Up form, upload a copy of your tax invoice (showing invoice number, invoice date, payment in full, the model number & store of purchase) and click the submit button. Redemption period valid 1st October 2018 – 15th December 2018. Terms & Conditions apply. For further assistance please contact Makita Customer Service on 0800 625 482.



THERE'S A MAKITA SALE DAY

FREE FOOD
AND
GIVEAWAYS

FANTASTIC
ADDITIONAL
SAVINGS
ON MAKITA TOOLS
ON THE DAY

HAPPENING NEAR YOU
DURING OCTOBER – NOVEMBER!



SPEND OVER \$500^{EXCL GST}
ON MAKITA PRODUCTS AT ANY OF THE
ITM SALE DAYS BELOW
AND RECEIVE A FREE HOODIE.*

*Strictly while stocks last. Only one hoodie per customer. To qualify the Makita purchase must be made during the ITM store sale day.



Acorn ITM (AM)
Thursday 1st November

Ashburton ITM (AM)
Wednesday 7th November

Bashers ITM (AM)
Friday 2nd November

Bay Of Islands ITM (PM)
Thursday 4th October

Blenheim ITM (AM)
Friday 5th October

Cambridge ITM (AM)
Thursday 15th November

Central ITM Feilding (AM)
Wednesday 10th October

Central ITM Marton (AM)
Thursday 11th October

Crichton ITM Greytown (PM)
Friday 5th October

Crichton ITM Levin (AM)
Wednesday 3rd October

Crichton ITM Seaview (AM)
Wednesday 17th October

Darfield ITM (AM)
Friday 19th October

Dargaville ITM (AM)
Wednesday 17th October

Dayle ITM (AM)
Wednesday 17th October

Dyers Road ITM (AM)
Thursday 15th November

Dysart ITM (AM)
Friday 26th October

E H Ball ITM (AM)
Wednesday 3rd October

Far North ITM Kaitaia (AM)
Thursday 18th October

Far North ITM Mangonui (PM)
Thursday 18th October

Geraldine ITM (AM)
Friday 9th November

Greymouth ITM (PM)
Friday 26th October

Hamptons ITM (AM)
Tuesday 9th October

Hillside ITM Hornby (AM)
Wednesday 24th October

Hillside ITM Glenfield (AM)
Thursday 8th November

Hometown ITM (AM)
Tuesday 9th October

Kaipoi ITM (AM)
Tuesday 6th November

Kaikoura ITM (AM)
Wednesday 31st October

MacClures ITM (AM)
Wednesday 7th November

Manawatu ITM (AM)
Tuesday 16th October

Matakana ITM (AM)
Wednesday 3rd October

McMullan Timber ITM (AM)
Friday 26th October

McVicar ITM (AM)
Thursday 22nd November

Mosguel ITM (AM)
Friday 16th November

Motueka ITM (PM)
Wednesday 3rd October

Mount ITM (PM)
Tuesday 6th November

Nelson ITM (AM)
Thursday 4th October

New Plymouth ITM (AM)
Thursday 18th October

Parapine ITM (AM)
Wednesday 10th October

Probuild ITM (AM)
Friday 23rd November

Southern Lakes ITM Cromwell (AM)
Thursday 4th October

Southern Lakes ITM Queenstown (AM)
Friday 5th October

Takaka ITM (AM)
Wednesday 3rd October

Taupo ITM (AM)
Friday 5th October

Tauranga ITM (AM)
Monday 5th November

Thomsons ITM Hamilton (AM)
Friday 5th October

Timaru ITM (PM)
Thursday 8th November

Timmo's ITM (PM)
Wednesday 17th October

Tuakau ITM (AM)
Wednesday 24th October

TUMU ITM Gisborne (AM)
Thursday 11th October

TUMU ITM Havelock North (PM)
Wednesday 3rd October

TUMU ITM Hastings (PM)
Tuesday 2nd October

TUMU ITM Masterton (AM)
Thursday 8th November

TUMU ITM Napier (AM)
Tuesday 2nd October

TUMU ITM Napier (AM)
Tuesday 13th November

Turangi ITM (AM)
Thursday 22nd November

Waimate ITM (AM)
Thursday 8th November

Wairoa ITM (AM)
Wednesday 17th October

Waiuku ITM (AM)
Wednesday 21st November

Wecks ITM (AM)
Monday 5th November

Western ITM Whenuapai (AM)
Wednesday 31st October

Whakatane ITM (AM)
Friday 12th October

Whangarei ITM (AM)
Thursday 4th October



DON'T SEE YOUR LOCAL ITM HERE?

Give them a call to find out what they have planned.