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Clearwater Quays (quays.co.nz) five level apartment development at Clearwater Resort Christchurch, to be constructed in 2019.

New programme to boost mid-rise timber construction

03

INDUSTRY NEWS

A new programme launched in November aims to boost mid-rise building construction using New Zealand engineered and panelised framing timber, and deliver a range of regional, social, environmental and other benefits.

Red Stag Investments Ltd, a company with its roots in forestry, wood processing and property development, has partnered with the Ministry for Primary Industries (MPI) to deliver Mid-rise Wood Construction, a four-year, \$5 million Primary Growth Partnership (PGP) programme.

“Combining Cross Laminated Timber (CLT), glulam and panelised framing timber is a cost-effective, fast, resilient and sustainable system for mid-rise construction,” says Red Stag Group Chief Executive Officer Marty Verry. “Our PGP programme aims to encourage widespread adoption of precision-engineered timber in mid-rise building construction in New Zealand.”

It's more than just cost-effective

“Aside from its natural beauty, engineered timber provides a very strong, low carbon and comparably low cost alternative to steel and concrete. It's easier to transport, relatively light and has outstanding earthquake and fire resilience.

The use of prefabrication can speed up construction by as much as 30 percent and reduce cost to help meet New Zealand's acute need for more accommodation.

CONTINUE >>

NZ is lagging behind other countries

"Globally, there has been rapid growth in the use of engineered timbers such as cross laminated timber (CLT) and glulam for construction. However, New Zealand is behind other countries such as Australia, Austria, Canada, England and the USA in adopting engineered and panelised timber for construction.

"This is due to factors such as limited production capacity and little knowledge of engineered wood use and prefabrication in mid-rise building construction.

"Through our PGP programme, we want to create this wider understanding to double demand for engineered and panelised wood products in New Zealand buildings, and develop domestic manufacturing capacity."

Sharing the knowledge

The programme will assemble a Collective of Excellence (CoE) – a pool of New Zealand professionals experienced in mid-rise wood building design and construction – to help share and grow knowledge and expertise within the broader industry. Red Stag will design and build two mid-rise wooden buildings to showcase engineered timber construction, to act as reference sites and inform case studies. The first will be the Clearwater Quays (quays.co.nz) five level apartment development at Clearwater Resort Christchurch, to be constructed in 2019.

Construction costs associated with the programme will be covered by Red Stag. MPI investment provided through the PGP will contribute to other aspects of the programme, such as design, collating and sharing information, and establishing the CoE.

Creating investment and jobs

Steve Penno, Director of Investment Programmes at MPI, says benefits from the Mid-rise Wood Construction PGP programme will be felt beyond the co-investors.

"Engineered timber provides the opportunity for New Zealand to add significant value to New Zealand grown timber," says Mr Penno. "It's also a natural and sustainable resource.

"The Mid-rise Wood Construction PGP programme aims to substantially increase demand for engineered wood products in buildings, which will have associated flow-on benefits across the entire supply chain.

"This will create new regional jobs and renewed investment in forestry, processing, manufacturing, construction and prefabrication. Achieving the programme's goals will significantly advance New Zealand's engineered timber industry."

Additional information

Red Stag Investments Ltd is contributing \$3 million (60 percent) and the Ministry for Primary Industries (MPI) is contributing \$2 million (40 percent) over the four-year term of the Mid-rise Wood Construction Primary Growth Partnership (PGP) programme.

If successful, the programme expects to deliver economic benefits of \$155 million by 2023 and \$330 million by 2036, driven by a 10 percent lift by 2023 in the wood construction industry's market share across the multi-unit residential and non-residential market.

The programme aims to boost collaboration across New Zealand's engineered timber construction industry, by sharing the insights, lessons and information it develops.

The programme has three interrelated projects:

Project 1: Building two mid-rise wooden buildings, paid for by Red Stag, to act as showcases and reference sites and inform case studies.

Project 2: Documenting and collating the designs, details, reports, lessons, costs and feasibility information from the two showcase buildings.

Project 3: Promoting information developed by the programme through electronic media, workshops and site visits to New Zealand architects, engineers, quantity surveyors, constructors, real estate agents, manufacturers, urban councils, developers and investors. Project 3 also includes developing the Collective of Excellence (CoE).

A mid-rise building is 4 to 12 storeys.

The Mid-rise Wood Construction PGP programme was one of nine business cases for new PGP programmes in the pipeline prior to the announcement of the Sustainable Food & Fibre Futures programme.



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Dangerous scaffolding under the spotlight

An Auckland scaffolding company with multiple previous breaches of safety law has been fined \$180,000 for further failures to provide its workers with a safe working environment.

Dong Xing Group Ltd. was sentenced in the North Shore District Court in October for failing to install a safe scaffold, leaving workers exposed to risks including falls, electric shocks and scaffold collapse.

An Auckland City Council building inspector notified WorkSafe of their concerns after visiting the site and a WorkSafe investigation found that the site lacked adequate systems for ensuring the health and safety of workers using the scaffolding.

This included unmanaged risk of electric shock from a live 230 volt powerline that was at times touching the scaffold, the risk of fall from a height of four metres and the risk of scaffold collapsing as a result of excessive corrosion.

While no one had been injured, the risks posed by the company's conduct were clear breaches of the Health and Safety at Work Act 2015 and departed from well documented industry standards and guidelines.

Head of WorkSafe's General Inspectorate Jo Pugh said the company's disregard for the safety of workers using scaffolding was alarming.

"This was a seriously dodgy set up and it is not the way to do scaffolding. If scaffolding is not maintained and not set up properly, then your workers are walking on a tightrope of risk."

Dong Xing had previously been issued with one infringement notice, eight prohibition notices, and nine improvement notices for health and safety

matters on building sites between December 2011 and 12 August 2016.

"This is a company that had been warned, repeatedly, and continued to flout the law. It is a reminder to everyone providing scaffolding to ensure their systems are up to scratch and their equipment maintained and fit for purpose."

Notes

- ❑ A fine of \$180,000 was imposed.
- ❑ Costs of \$2333.40 were ordered.
- ❑ Training orders were made requiring the defendant to arrange for five workers to undertake a low-level scaffolding course covering NZQA Unit Standards 9184, 13016 and 13053.
- ❑ Dong Xing Group Ltd was charged under sections 43(2)(b), 48(1) and (2)(c) of the Health and Safety at Work Act 2015.
 - Being a PCBU, failed to ensure, so far as was reasonably practicable that the way in which plant or structure, was installed, constructed, or commissioned, ensured that the plant or structure was without risks to the health and safety of persons at a workplace.
- ❑ The maximum penalty is a fine not exceeding \$1,500,000.

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or while stocks last



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- Adds colour to timber but allows the grain to show through
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Cash is king

As a business owner, you need to understand the things that impact on your cashflow and how to manage them. Your cash operating cycle is hugely important, particularly in times of growth.

The management of cash can be the difference between success and failure even in a buoyant economy. Those businesses that keep tight control on cash are far more likely to prosper in both good and bad times.

As a rule the basic flow of cash is:



Managing each step in this cash cycle is the difference between good and poor cash management.

Creditors

- Controlling costs – ensuring there is no slippage of cash here with unnecessary expenditure.
- Review contracts – regularly review supply agreements for pricing and terms.
- Managing credit terms – seeking credit terms that assist with cashflow while satisfying creditors expectations.
- Discounts – if discounts are offered ensuring that terms are met.
- Paying early might make you look good but won't help your bank balance.

Stock Management

- Only carrying stock that is needed.
- Is there an opportunity to order as required rather than carrying items in stock?
- Don't be fooled by volume discounts as the real cost of carrying excess items could outweigh the discount received.
- Selling old stock at a discount may be better than carrying it until it becomes obsolete.
- Invest in a stock management system – often the savings in ensuring all stock is billed outweighs the investment.
- Don't forget the volume of stock that is often in business vehicles. It will often add up to a considerable dollar value.

Debtor Management

- Invoice regularly – don't wait until the end of the month.
- Set payment terms and be clear about what they are – set your payment expectation up front.
- Be firm with debtors - non-payment is not satisfactory.
- Chase outstanding debtors early – make it someone's role to do this as soon as they are overdue, have a plan for what happens when a debtor doesn't pay i.e. at what point do you stop working for them or supplying them.
- Invest in systems to ensure you have accurate up to date debtor information.
- Ensure your deposit details and payment options are on all invoices and statements to enable ease of payment by customers.

Banking

- Ensure cashflow isn't being absorbed in purchasing long term assets. If purchasing large long term assets ensure you have worked through the impact on your operating cash cycle before spending the funds.
- Overdraft – if you spend the whole year in overdraft it could be worth reviewing with your bank to see if an amount could be transferred to term debt which is generally a lower interest rate and can be set to be paid back over a period of time.
- Review interest rate and terms regularly with your bank.
- Build a great relationship with your banker and keep them informed of how you are tracking and what you have coming up.

by Michelle Turfrey

Business Advisor



550mm Hardpoint Saw

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- Traditional handsaw for rough and heavy duty cross cutting
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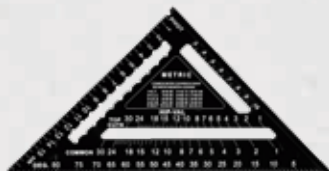
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180mm Rafter/ Speed Square

#JN1956-1800

- Solid aluminium body
- CNC machined edged for guaranteed accuracy
- Low glare E-Z read protective anodised finish
- Continuous scribing notches from 2cm - 12cm

JOHNSON



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300mm Heavy Duty Combo Square

#JN400MS

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- Stainless steel blade with perma-etch graduations
- Hardened screw-in scribe
- Made in USA

JOHNSON



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#JN1741-180 1800mm

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How to put down the tools

It's when you put down the tools that your business starts working - and you work less.

The tradie who wins at business isn't necessarily the one with the best reputation, or the best workmanship. The most successful ones have mastered the art of being at the helm.

If you're spending too much time on the tools, you probably know that being onsite all the time is really holding you back. You may have discovered you can let go for a little while. But soon end up back where you started. Getting off the tools (and staying off the tools) is not an easy leap to make.

By "on the tools" I mean either:

- ☐ working on the job alongside the team - getting the work done
- ☐ organising the work - making sure everything runs smoothly onsite
- ☐ running around chasing jobs - getting enough work.

"On the tools" is anything you could pay someone else \$30 per hour (or less) to do.

Sure, this stuff has to get done - otherwise, the business stops. But being on the tools too much means you can't get the important stuff done:

- ☐ the things you do to find the real dollars
- ☐ the things you do to grow and expand
- ☐ the things you do to streamline your business, free up your time and get your life back.

It's a cycle every self-employed tradie gets caught in. Getting out takes effort. But when you do, everything gets better. Because you now have time to focus on the things that drive profit. So you can make the real money.

The thing is, the captain of the ship can't be below deck. They need to be up top, directing the ship. That's the only real way to get where you want to be. And it also means you can see things coming - so you don't run aground.

If you can master this, you can have the lifestyle you wanted when you first went out on your own. More time to spend with family. More time for you. The time and money to go on holidays (without things turning to chaos in your absence).

"Great, sounds awesome. But how do I take off the toolbelt?"

The most important thing is to keep the standards and the quality of work that YOU have established. So you step back slowly - and systematically - while getting your guys to take responsibility.

Go through this process too quick or too big - that's where you'll get into trouble - and fall back. Here's how you do it:

1 Record.

Write down every part of the job you want to stop doing. Step by step. Every detail, as if you are teaching someone your job and they are going to do it for the next 3 months on their own, without you.

11

BUSINESS ADVICE

CONTINUE >>

2 Checklists.

Make checklists and staff policies for all of the most important parts that needs ticking and signing off at each stage.

3 Train and delegate.

Hand each part over to one of your team who is now responsible, or get a new team member if you need to. Someone capable of being in charge and being your eyes and ears on the ground. Make sure you train them well so it's a smooth transition.

4 Check in.

Let them get on with it, without interruption. But follow up on their work. Check in with them regularly to make sure they are doing it right. This is key.

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.

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



Daniel Fitzpatrick is a business coach for trades & construction business owners. Find him at NextLevelTradie.co.nz



If you like shortcuts that work (not the kind that get you in trouble) and you want to know how I can help take your trades business to the next level, book a free chat with me here:
www.nextleveltradie.co.nz/work-with-me

Tesla electric ute with 'crazy torque'

Now that the Tesla model 3 has finally hit production targets, attention is turning to Elon Musk's long-promised all electric pick-up truck, the perfect kit for tradies with an eye on sustainability.

As with Musk's other ventures, including space travel, solar rooftops, and hyperloop transportation, the pick-up could revolutionise how builders work with their trucks.



According to Musk, the pick-up will have dual motor all-wheel drive with "crazy torque and a suspension system that dynamically adjusts for the load."

Featuring Tesla's autopilot, sonar, and 360-degree camera, the vehicle will be able to parallel park automatically. Range is claimed to be between 600 – 800 kilometres.

It will also have 240 volt connection for power tools and a built in compressor.

Musk described it as a smaller version of the Tesla electric semi truck which the company has been accepting pre-orders for since November 2017.

"Without a trailer, the Tesla Semi achieves 0 to 100 kph in five seconds, compared to 15 seconds in a comparable diesel truck."

The apprentice diary: entry #13

The honeymoon period is coming to an end. The good thing is though, as I head into the third year of my apprenticeship, I'm feeling a lot more rounded, and can take on most tasks (some with a bit of guidance), so confidence is high.

With increased confidence comes more responsibility and less spoon feeding. The foremen now either leave me to it, or simply say, "Look at the plans" if I get stuck. I must admit, starting to read the plans is the best thing I could have done, conversations with the boss are a lot more technical too, with him even asking my thoughts on how I interpret certain details.

Having confidence to undertake a task is one thing but doing it quickly and efficiently is another. Efficiency is a big factor in building, no one likes repeating a task, or making extra trips back to your hardware stock. Our job is hard enough without the extra work or walk. Efficiency can also be thinking ahead, we were recently standing frames and then doing our midfloor joists. Whilst I was standing the frames, my boss had worked out where all the joists were going to land on the trimming joist and so had installed all the joist hangers before lifting into position, a lot easier to do on the ground.



One other thing I saw recently was a drying system when we were staining some cedar weatherboards, some 4x2 with a row of nails turned into a good drying rack.



No room for error

It's also very important when running a job, making sure all the subbies and materials are on time and in order. It's at the forefront of my mind at the moment as we have been hauling ass to get a 210m2, two-story architecturally designed new build done in four months, only for a delay in the cladding delivery from the supplier, this has left us with a few days of almost twiddling our thumbs. It makes us highly aware that without the right timing, things can unravel very quickly, and ultimately hit our back pocket, with days off due to no work. Luckily these are few and far between.

Different strokes for different folks

As a final note, I was looking at all our 'tradie' vehicles lined up on site the other day, it was funny to see the variety used, there was one ute, two vans, a Honda sedan, my people mover (please don't judge me, I have kids), and a Mitsi Evo 10. I guess everyone has different requirements in and out of work for their vehicles, but I guess as long as it carries your tools, it's all good. Still not sure about the Evo 10 though, I mean who brings a rally car to a building site?

Till next time, stay safe..

by Stu Foster

Apprentice



Highlights

Best job: Taking building inspections

Worst job: Screwing down purlins

Most useful hand tool: String line (for setting out bottom plates)

Most useful power tool: My new skill saw blade

Apprentice tip: Keep your nail gun and drill boxes closed on site to stop dust and crap getting in there.

DUST EXTRACTION

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25L Wet & Dry Vacuum

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- Collects dust straight from the power tool
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30L – L Class Dust Extractor

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- Washable PET M-Class filter



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42L – L Class Dust Extractor

#ATTIX 44-2L IC

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



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30L – M Class Dust Extractor

#ATTIX 33-2M IC

- Wet & Dry model
- M Class certified machine
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- Power outlet with auto start/stop, collects dust from your tool
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#ATTIX COMBO INCLUDES:

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Hitachi 185mm Dustless Circular Saw

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Designed for use with a special Polycrystalline Diamond Saw Blade



HITACHI

185mm PCD Blade 'Hardiblade™'

#797024

For fast, clean cutting of fibre cement



James Hardie
a smarter way™

Dust Extraction Power Tool Adaptor

#963558

To connect tool to vacuum hose





If someone has a private dossier on you, do they have to show it to you?

This article is not about construction law specifically, but it is about a subject that is relevant to every business and every individual. That is, privacy, and the extent to which you can make people tell you what they have on you. Of course, it also works in reverse – because people have certain rights to make you tell them what you have on them.

If someone happens to have a file on you that isn't exactly flattering, the suggestion that you could make them show it to you would come as a surprise to most people and it could be quite embarrassing. But that is partly what the Privacy Act 1993 is about, and the theme of this article is, what are the limits on that right?

The Privacy Act 1993 is a very misunderstood statute. The common misconception is that it gives you the right to clam up, to be secretive, and to hide information. In fact, while you can use the Privacy Act as an excuse not to reveal information in some limited circumstances, that is not the main purpose of the Act. The Act accepts that it is perfectly legitimate to gather and use information about people. What it sets out to do is make sure that the information that is collected about you, or that is already out there, isn't false or misleading, and isn't used for the wrong purposes.

Any human being can use the Privacy Act against any other human being or organisation. The Act works by establishing 12 "information privacy principles". The information privacy principle this article is concerned with is Principle 6. That is the one that says where you hold personal information that is recorded in some way, the individual concerned can ask you for confirmation of whether

or not you hold such personal information; and if you do, to have access to that information.

Usually this is not going to be an issue. However the situations where it is most likely to become one, are where you have angered someone you used to be friendly with. For example, it is quite conceivable that an ex-employee may go fishing for the “dirt” that you hold on them to prove that their dismissal was unjustified. A former spouse could demand copies of the compromising selfies that you took of you both dressed as pumpkins at your friend’s Halloween party. A disgruntled client might even try to get hold of the producer statements that you are withholding because you haven’t been paid. The possibilities are endless.

To comply with Principle 6 of the Act, you must give them all the personal information you hold which is “about” them and is readily retrievable. But when you feel it would be unfair on you to have to disclose it to them, what are the ways you could avoid doing that?

Invalid information request

You’ve got a fat chance of dismissing an information privacy request on a technicality. The request simply has to be made by an “individual”. And even if the request does not strictly comply with the Act, you are obliged to give them reasonable assistance to make a request that complies with the Act, or to direct the request to the appropriate person if it is not you.

Maintenance of the law

If you have doxxed someone in to the authorities, and that person has asked you to hand over copies of the emails or written statements you sent, you can refuse to do so on the basis that it is likely to deter you from doing so in the future, and that will make it less likely that crimes will be reported and criminals held to account for their misdeeds.

Trade secrets or commercial sensitivity

You cannot be forced to disclose your trade secrets, or someone else’s commercially sensitive information, unless the public interest in having the information disclosed is even more important.

Unwarranted disclosure of someone’s affairs

If handing over the relevant information would unnecessarily embarrass someone else (perhaps because it would breach their own privacy) then you can withhold it.

Evaluative material

Sometimes you compile a dossier on someone for the purpose of deciding whether they are suitable, eligible or qualified for employment,

promotion, extension of contract or dismissal, or for a particular contract, award, scholarship, honour or benefit. That is called “evaluative material” and if you got the information from someone else (for example you asked someone for a reference about a candidate you were thinking of employing) on the understanding you would keep their comments confidential, you can refuse to disclose it. Interestingly though, if you simply recorded your own impressions or thoughts on the individual concerned, that doesn’t seem to be covered by the exception.

Harmful to health

You don’t have to reveal information to an individual about their physical or mental health if you have checked with their doctor (where practicable) and you are satisfied that disclosure would be harmful to their health.

Infants & adolescents

If your kids demand to know the password for the trust account you have set up for them, or the combination of the safe where you locked away the smartphone you confiscated from them, then you can tell them to take a hike, at least until they turn 16. After that, they would have to be pretty cunning if they cotton on to the Privacy Act.

Legal professional privilege

The law says that communications between your lawyer and yourself can be kept secret and don’t have to be disclosed to your opponents, if court proceedings between you have either been commenced or are in the pipeline. This is to encourage people to speak freely to their lawyers and for lawyers to tell them what their chances of success are, without fear of the other side ever learning about it.

Frivolous, vexatious or trivial requests

If the request for information is frivolous, vexatious or the information requested is trivial, you can decline the request on that ground.

When no exceptions apply

If you have exhausted all the possible grounds for refusal, you still may have a few other cards up your sleeve. I expect that, human nature being what it is, most people will simply deny that they hold any information about the enquirer, and it will be difficult to challenge that unless the enquirer has evidence that it exists. If it is in fact obvious that you hold the information, then you can make the requested information available by giving an excerpt or summary of the contents of your file, or by simply telling them about its contents.

If you choose to withhold some or all of your file, then you must disclose the reasons for doing so,

and if the enquirer requests, you must disclose the grounds in support of those reasons. You must also give to them information about their right, by way of complaint to the Privacy Commissioner, to seek an investigation and review of your refusal. They can't actually enforce the privacy principles (including Principle 6) in a court of law, so a complaint to the Privacy Commissioner is the only option.

The Commissioner will look into the complaint and then determine whether the information is being withheld properly. If the Privacy Commissioner doesn't think so, he/she will attempt to mediate the dispute. If the mediation is unsuccessful then the

Commissioner can refer the matter to the Director of Human Rights Proceedings, who will then decide whether to take it to the Human Rights Review Tribunal. Only the Tribunal can actually make an order against you, and until that time you can always relent and hand over the information, although you may be required to contribute to the other party's costs if you are deemed to have put them to unjustified expense.

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.

Building Contracts for Residential Builders

Residential builders should be aware that ever since 1 January 2015, it has been compulsory to use written building contracts for all residential projects costing \$30,000 or more (including GST).

The maximum fine for not doing that is \$2,000, but it could also reflect badly on you in the event of a dispute with your client, or a complaint to the Building Practitioners Board. Furthermore, if your written building contract does not deal with the various topics listed in the regulations, then you get the Government-written clauses by default. To avoid that, you don't just want to be using a written building contract, you want to be using a sophisticated building contract that satisfies the law and says what you want it to say.

If you are a member of the Master Builders Association or the Certified Builders Association then you have access to sophisticated building contracts. If you are not a member of those organisations then your choices are more limited, but there are a variety of options available, some more sophisticated than others. The one recommended by construction lawyer Geoff Hardy of Auckland law firm Martelli McKegg (who writes



the legal articles in this magazine) is the housing, alterations and small buildings contract put out by Standards New Zealand and known as NZS 3902:2004.

However Geoff does not recommend that you use that version without modification. He has written a version customised for builders that is available from Martelli McKegg at a one-off charge of \$1,500.00 + GST. This price includes not only the contract terms, but also some guidance on how to fill it out and how it works in practice. If you are interested, contact Geoff on 09 379 0700 or geoff@martellimckegg.co.nz. This customised version has been updated since the original was prepared some years ago, so any builders who currently have the earlier version are welcome to contact Geoff to discuss the price of an upgrade.

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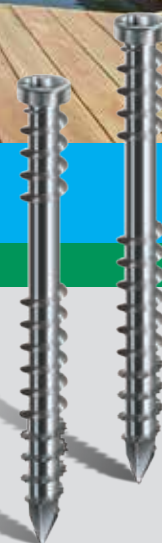
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Auckland builder Carl Lynch learns how it's done with Matt, now you can tap into Matt's knowledge with the Ultimate Fishing App.

Fishing knowledge in your pocket

There's a lot of gear and technology that helps us catch more fish, there's shiny lures, razor sharp hooks, super smooth reels and hi-def sonar that can show you a pimple on snappers bum. But a fishing tool that is now a vital part of any trip is a smart phone, and that's because it gives us access to so much information.

Weather and tide apps

Nothing has a bigger influence on your day out fishing than weather, so an accurate forecast is very handy. There's a multitude of weather sites and apps available, but there's a couple that stand out for me. Windy.com or the **Windy** app give you a visual representation of the wind direction and strength on the chart which animates as you scroll up to a week ahead, so you can see the movement of the weather systems on a wide or local scale, and you

can touch the spot you'll be fishing and it gives the forecast wind strength and direction. You can also select views for waves, cloud, rain and temperature, it's pretty slick.

Windguru is the one I use most often, its interface is a lot more basic than Windy, but it seems to be more accurate than other sites. You can either search for spots that others have entered, or enter your own, it works well once you have a catalogue of all your fishing spots, but it's not as easy as Windy's scroll and touch. All the sites tend to have a similar



Using info from his Smartphone, Matt and the ITM Hook Me Up team got the Far North's first marlin for the year.

forecast, but Windguru tend to get their weather data 4-6 hours before the other sites, meaning they pick a change in the weather sooner. The down side to Windguru is their swell forecast can be quite inaccurate. I've found **Swellmap** is good for swell and it also gives you the tides for the spots you are looking at, so between those three, I'm getting pretty good weather info from my phone.

So I know the weather, the tides, I can also get bite times from sites, and I subscribe to sea surface temperature charts that allows me to find the warm and blue water when game fishing. So now I've got all the info and I've got all the gear, now I just need some knowledge on how to catch them, and this is what our new app will help you with.

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The **Ultimate Fishing** app will give you instant access to how-to videos for all kinds of fishing methods and techniques. If you are live baiting for kingfish, just search 'live bait kingfish' and scroll through the videos that show you rigs and techniques. You can use it out on the water, or to help get set up at home, or if you can't get out fishing yourself and you're in need of a fishing fix, you can watch full episodes and catch up on the latest fishing action, all for free!

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So jump into the App Store or Google Play, download the **Ultimate Fishing** app and take a look, or you can find it online at ultimatefishing.tv. We'll be adding more features to the app over the next few months, and uploading new content each week, but in the mean time let us know if there's any tip, how-to or fishing action you think is missing because we've created the app for kiwi fishos, so we want to get it right. So jump on our Facebook page and let us know what you want to see!

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Keep 'em Tight,

Matthew Watson.



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That's right, if you make a minimum contribution, the Government will add \$521 to your KiwiSaver account each year. How nice of them.

KiwiSaver is very flexible if you're self-employed, you can contribute as much or as little as you like, although some providers may have minimum contribution requirements.

And, as long as you put in at least \$1,042 of your own money (or just over \$20 a week), the Government will give you \$521 on top each year (this is called the member tax credit).

That's a 50% return on the first \$1,042 invested!

What will my \$20 a week turn into?

If you did this for 20 years, after accounting for inflation, the member tax credit, a reasonable rate of return and assuming no other contributions, you could expect to have around \$35k of real money to spend.* You can only access your money from age 65, but it can be withdrawn as a lump sum.

Use it to purchase your first home + get a HomeStart grant of up to \$10k

If you have been a KiwiSaver member for at least three years you may be able to withdraw some or all of your KiwiSaver savings to put towards purchasing your first home. You may also be eligible for a HomeStart grant, worth between \$3,000 and \$10,000 depending on how long you've been in KiwiSaver and whether you're buying existing or building new.

Two people that have each been in KiwiSaver for 5 years and are building their first home together could be eligible for a \$20k HomeStart grant towards it.



Want to join?

There are a few simple steps to take and then you're in:

1 Choose a provider.

The way they manage the funds, their fees and performance all vary. We use Booster but there are plenty out there: www.kiwisaver.govt.nz/providers/ks-providers.html.

2 Choose a fund type.

Pick one that best suits your age and the return you want. Make sure you read the fund's product disclosure statement, which includes important details like the fees. An independent financial adviser can help you make the right choice.

3 Get a copy of your ID and proof of address verified.

Your accountant can do this, as can doctors, teachers, police, lawyers, JPs and others with statutory authority. You also need to know your IRD number.

4 Sign up.

You can do this online with most providers. If you want Builtin's help to set up a KiwiSaver account with Booster just get in touch: builtin.co.nz/kiwisaver.

*Sorted.co.nz KiwiSaver calculator:
sorted.org.nz/tools/kiwisaver-savings-calculator

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Plyscrapers reaching for the sky

Concrete and steel have been the traditional go-to materials for large multi storey structures for many decades, but in recent times, engineered timber has challenged the status quo in spectacular ways.



Japan's W350 wooden skyscraper will be 70 storeys tall and 90% wood. Sumitomo Forestry Co., Ltd.

While New Zealand has been a pioneer in the field, our timber-engineered structures have yet to soar to the lofty heights of what's happening elsewhere in the world.



The tallest timber building in Australia at 5 King Street Brisbane will be finished early next year.

Construction of the tallest timber building in Australia is full steam ahead in Brisbane and due for a grand unveiling in the next few months.

At a height of almost 45m and 10 levels, the building at 5 King Street will be (according to the developers) "the tallest and largest engineered timber office building by gross floor area in the world."

The structural skeleton, walls, floors and ceilings in the building are all made with laminated timber.

The developer (Lend Lease) reports the design has helped cut construction time by 30 per cent and significantly reduced the number of workers required on site.

Even bigger

In the immediate future, Norway is set to claim the "official" world record around March next year with the completion of an 81 metre 18 storey tower in Brumunddal, 100km from Oslo. The building will be mixed use with offices, hotel and apartments.



At 81 metres tall, the Mjøsa in Norway will be the tallest timber building in the world when it's completed in March 2019. Metsä Wood / Voll Arkitekter.

In a press statement, the developers explain their reasons for using laminated timber:

"The Mjøsa has been designed to withstand a burnout fire. This means a fire that is allowed to develop freely without active extinguishing.

"The glulam structures retain their load-bearing ability in a burnout fire (because) it acquires a protective layer of coal that denies the fire the ability to keep going, and it dies out.

"The structures are also positioned at a sufficient distance from each other so that a fire cannot keep going by itself when only the structures are on fire. This prevents the building from collapsing."

The biggest and bestest

Japan has a plan to seriously dwarf all others: A 70-storey wooden skyscraper commissioned by Japanese wood products company Sumitomo Forestry to mark its 350th anniversary in 2041. The building will be 90 per cent wood.

Of course, with America's proud record of building mega structures, there's a good chance they will rise to the challenge with a hugely winning effort. Maybe the next Trump Tower will be an all-wood structure? Watch this space.

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Price right

Using simple quantity surveying principles can help with pricing your residential building projects and ensuring projects run smoothly.

In the past, pricing for a residential project meant writing a few simple calculations on the back of a paper bag – you would have added together subcontractor quotes and a merchant estimate and decided that a couple of people onsite for a couple of months would be enough. Add on a percentage for site overheads, multiply the whole lot by 10 per cent and the job is done, right?

These days, to remain competitive and profitable and within contract legislation, it's a task you should really spend some time thinking about. In addition, as a licensed building practitioner you need to ensure that you're meeting your obligations while being as profitable and competitive as you can.

General quantity surveying (QS) principles can help a lot here. They can be used for any project, even the smallest renovation job. If you consistently apply these principles, along with best practice, you will be able to more accurately price jobs and projects will run more efficiently.

Principle #1 – Materials measurement

It is very important to make your materials measurement as accurate as possible. This might sound obvious, but if you win a job with a merchant estimate and find out it was missing key items or under measured, that can cause real issues.

You might then need to try to negotiate with the merchant to have the extra goods delivered for free or negotiate a variation with the client so that you can continue with the job.

Avoiding these issues is not the only reason that you want your material measure to be accurate and detailed. The other reason is specifically aligned to principle #2.

Principle #2 – Labour measurement

While measuring labour is a standard tool for quantity surveyors, builders don't always understand how to do it well when they price their own work.

To measure labour for a job it is best to use a labour constant, which is a figure based on how long it will take to complete a task on a per-measurement basis, such as per square meter. It is calculated as a constant figure that can easily be multiplied.



You use a labour constant so that regardless of the measurement (or size of the task) it is easy to figure out the amount of labour needed to complete it.

Example: if your project requires 100m² of plasterboard then you want to know how many m² of plasterboard can be installed per hour:

1. you know it takes five minutes to put up 1m² of plasterboard
2. divide five minutes by 60 minutes (this will give you a labour constant of 0.08/m² of plasterboard)
3. times the measure (100m²) by the constant (0.08/m²) to calculate your labour requirement in hours – 100 x 0.08 = 8 hours.

Materials measurement and labour measurement are the first building blocks for pricing a job effectively. If you have your materials measure correct, and you apply a labour constant to each line item, then your labour amount and costs are likely to be correct too.

Help is available

Luckily, you don't have to work out a labour constant for every task (unless you want to) because there are resources to assist you. There are a variety of books and online quantity surveying tools available to help you understand what average labour constants should be. You can also get professional help and advice by hiring a quantity surveyor.

by Victoria Harison

Director/Quantity Surveyor at RedQS

This article is relevant to these classes:



Codewords Quiz



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1. Applying quantity surveying principles can have what benefits?

- More accurate pricing for jobs
- Higher efficiency projects
- Fewer surprises
- All of the above

2. The materials principle sets out to ensure that:

- Using a correct materials measure is key to getting the labour requirement correct
- Your supplier will provide you with lots of extra materials
- The homeowner should supply you with everything

3. Which best describes a labour constant?

- The amount of time it takes to install plasterboard
- A calculation that only quantity surveyors can do
- A value that can be applied to a measurement to work out the labour required for the project
- A measurement of how much material you need to order

Quiz Answers: 1d 2a 3c



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Top plate connections

It can be difficult to understand the requirements for joints in top plates – below are some pointers on best practice for top plate connections

Specific requirements for joints in top plates are set out in section 8.7.3 of NZS 3604:2011 Timber-framed buildings.

All joints in top plates must be made over a support, such as a stud or solid blocking between studs. Other criteria for joints depend on whether the wall:

- is braced (either in-line or a wall intersecting with it is braced)
- contains no bracing elements.

Each of these situations is covered off below.

Many of methods require a fixing of a certain strength or capacity, measured in kN (kilonewtons).

Walls with bracing – in-line connections

For single storey buildings, the capacity of joint connections in top plates of walls with one or more bracing elements is based on the highest bracing element in the wall. The connections must be in both tension and compression along the plate and have the following capacities:

- 3 kN capacity connections are required for walls containing up to 100 bracing units (BUs)

- 6 kN capacity connections are required for walls containing more than 100 BUs.
- 6 kN capacity connections are required for walls with a ceiling diaphragm.

Figures 1(a) and (b) give further detail.

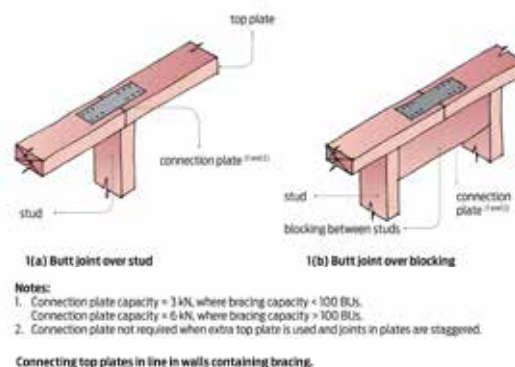


Figure 1: Connection top plates in line walls containing bracing. Image supplied by BRANZ/Build magazine.

The 3 kN and 6 kN connections can be made using metal connection plates or nailed joints with fixings (see Table 1). However, if an extra top plate is used and the joints are not aligned with the lower top plate, the 3 kN or 6 kN capacity connections are not normally required as long as there is at least a 3 kN/6 kN nailed joint connection (as appropriate) between top plate pairs.

Table 1: Common fixing details for 3 and 6 kN connections

Fixing for metal connection plates	
Up to 3 kN	3/30 x 3.15 nails per side
Up to 6 kN	6/30 x 3.15 nails per side
Fixing for nailed joints	
Up to 3 kN	3/100 x 3.75 nails per side
Up to 6 kN	6/100 x 3.75 nails per side

Walls with bracing – right angle connections

Internal walls containing one or more bracing elements must be connected to external walls that are at right angles to them at the top plate level. Connections in tension and compression along the line of the wall bracing element may be direct (Figure 2(a)), or through framing members (such as truss bottom chords, ceiling joists or ceiling battens) that are in line with the braced wall (Figure 2(b)).

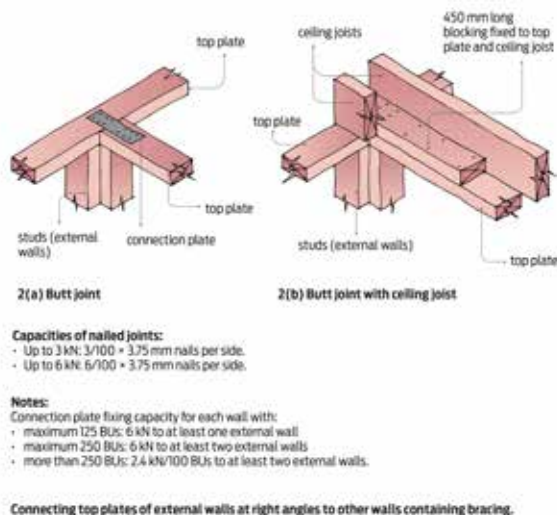


Figure 2: Connection top plates of external walls at right angles to other walls containing bracing. Image supplied by BRANZ/Build magazine.

Each internal wall must have a connection capacity. A wall with:

- up to 125 BUs requires a 6 kN connection to at least one external wall
- up to 250 BUs requires 6 kN connections to at least two external walls
- more than 250 BUs requires minimum connection capacities of 2.4 kN per 100 BUs to at least two external walls.

Worked example

Figure 3 demonstrates the various options.

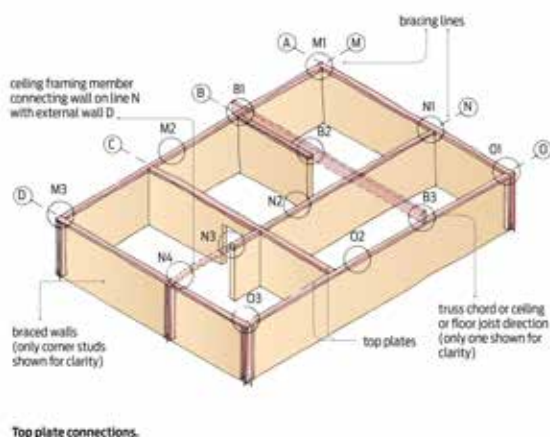


Figure 3: Top plate connections. Image supplied by BRANZ/Build magazine.

In-line connections in top plates

For the in-line connections at M2, N2, N3 and O2 in Figure 3, if the total BUs in the bracing lines M, N or O are:

- less than 100 BUs, use 3 kN capacity connections
- more than 100 BUs, use 6 kN capacity connections.

If a double top plate is used and joints in the top plates are staggered, neither the 3 kN or 6 kN capacity connections are required according to NZS 3604.

Right angle connections in top plates

For the right angle connections at M1 and O1 in Figure 3, if the wall on bracing line A has:

- up to 250 BUs, then 6 kN connections are required at each end of line A
- more than 250 BUs, then connections at each end of line A must have a capacity of at least 2.4 kN per 100 BUs.

For connections at N1 and N4, if the wall on bracing line N has:

- up to 125 BUs, then 6 kN connections to an external wall is required
- up to 250 BUs, then there must be 6 kN connections to each end of the wall at both external walls are required
- more than 250 BUs, then a fixing capacity of 2.4 kN per 100 BUs of the wall at both external walls is required.

Right angle walls that are laterally supported

The connection requirements of the wall on bracing line B to the external wall in Figure 3 depend on the amount of bracing in wall B:

- if there is no bracing in wall B, a 3 kN connection, or a halved or a butt joint over a stud or blocking may be used at B1
- if the bracing does not exceed 125 BUs, use a 6 kN connection at B1
- if there are between 125 and 250 BUs, a 6 kN connection is required at B1 and the wall must be connected to external wall O with the bottom chord of a truss or with a ceiling joist between B2 and B3 using a 6kN connection
- if there are more than 250 BUs, the connection at B1 must be 2.4 kN per 100 BUs and the wall must be connected to external wall O with the bottom chord of a truss or with a ceiling joist between B2 and B3 using a 6kN connection.

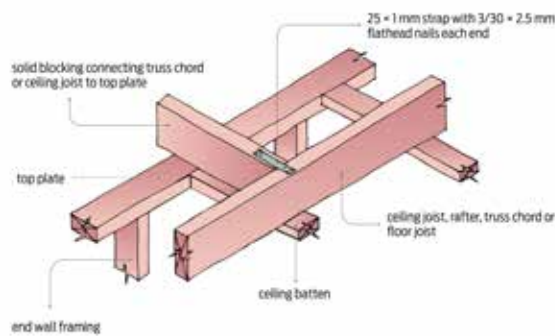
Lateral support for top plates

Top plates must be laterally supported by any one of the following:

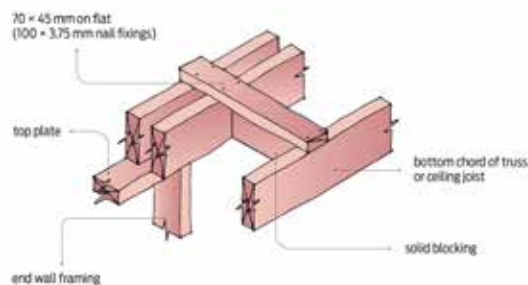
- a sheet ceiling lining with a minimum density of 600 kg/m³.

- intersecting top plates, joists, rafters, trusses or purlins
- framing members at maximum 2.5 m spacings
- 70 x 45 mm connecting members (Figure 4).

If the ceiling has a density of less than 600 kg/m³ (such as softboard) and the distance between bracing lines is between 5–6 m, a 90 x 45 mm top plate must have an additional 140 x 35 mm top plate.



4(a) Solid blocking and ceiling batten connection



4(b) 70 x 45 mm connection to truss chords or ceiling joists

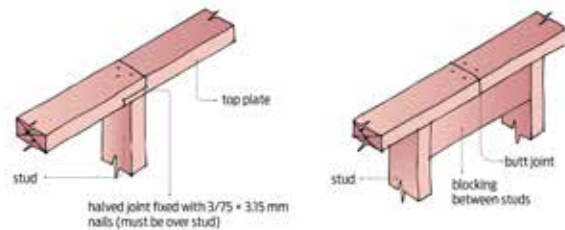
Connecting members providing lateral support to top plates.

Figure 4: Connecting members providing lateral support to top plates. Image supplied by BRANZ/Build magazine.

Walls with no bracing elements

A joint made in the top plate of a wall that contains no bracing elements, in-line or at a wall intersection, can be any one of the following:

- a halved and nailed joint (Figure 5(a))
- a butted and nailed joint over blocking (Figure 5(b))
- a joint with an alternative fixing with at least 3 kN capacity in compression or tension (see table 1).



5(a) Halved and nailed joint

5(b) Butt joint

Connecting top plates in walls with no bracing.

Figure 5: Connecting top plates in walls with no bracing. Image supplied by BRANZ/Build magazine.

By Alide Elkink



This article is relevant to these classes:

Codewords Quiz



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1. Which of the following is not correct?

Walls with no bracing elements may have top plate connections made by:

- a. A halved and nailed joint
- b. A butted and nailed joint over blocking
- c. A minimum of 3 kN capacity alternative fixing
- d. A minimum of 6 kN capacity alternative fixing

2. Which of the following is correct?

- a. Joints in top plates may be made anywhere in the top plate
- b. Joints in top plates must be made over a support such as a stud or solid blocking

3. In-line wall connections of 3 to 6 kN capacity are not required under NZS 3604 if an extra top plate is used (true or false)?

- a. True
- b. False

4. In Figure 3, if the wall on bracing line D has less than 250 BUs, connections at M3 and O3 must be:

- a. 3 kN capacity
- b. 6 kN capacity
- c. 2.4 kN/100 BU capacity

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



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Merry Christmas, from IRD

At this time of year many small business owners often find their bank balances looking a bit bleak as they prepare for the Xmas break. Thanks to some cruelly timed payment dates from the IRD, there's no respite in January either.

On January 15, IRD expects the second instalment of provisional tax for the 2018-19 income year and GST to be paid. Now two tax payments due on any given day is never ideal. But the timing of this double whammy hurts.

January's a month when cashflow can be difficult. Findings from Xero's Small Business Insights showed that January 2018 was the weakest month, with only 38.6 percent of respondents being cashflow positive.

IRD charges interest of 8.22 percent and late payment penalties if you opt to ignore your tax obligations. Construction is an industry IRD's currently monitoring, so it's even more important to keep on side with them.

However, don't panic. You have plenty of time to get your cashflow affairs in order between now and when you clock off for Christmas to avoid any problems with IRD.

Pay provisional tax when it suits you

An IRD-approved tax pooling provider gives you the option of either deferring the full provisional tax payment due on January 15 to a later date or chipping away at what you owe in instalments, without incurring late payment penalties.

The interest charged by the provider is much cheaper than IRD's. Their rate is also more favourable compared to an unsecured loan or business overdraft. Approval's guaranteed, and no security's required.

The small things make a big difference

Below are some common-sense things that I'm sure



many of you will do to ensure you are January 15 tax-ready.

Plan ahead

The key to managing cashflow is identifying issues before they become, er, issues. Start by reviewing the books and making sure they're up to date to establish where you stand. From there, put together a cashflow forecast and budget to figure out what you need to cover costs during your break, especially if it's going to be a few weeks before you start earning again.

Chase, chase, chase

Go through your debtors' ledger to see if anyone who owes you money can pay early. Consider offering a discount to encourage them to do so. Vigilantly chase any outstanding money owed to you.

If you owe suppliers money, try to come to an arrangement to pay them later.

Explore your options

Other possibilities include setting up an IRD payment plan or getting a short-term loan from the bank. However, as part of this process, you'll need to supply financial information and/or meet certain criteria. IRD interest will apply during any arrangement you strike with the taxman.

Seek professional advice

Don't leave it until the last minute to chat with your accountant. That's how a problem becomes a crisis. A good advisor will work with you to achieve a desired outcome.

by Lee Stace

RX DEFINE Polarised Bifocal

#ES-629RXS1PG-1.5
#ES-629RXS1PG-2.0
#ES-629RXS1PG-2.5

- Bi-focal reader lenses provide extra magnification for reading
- Available in +1.5, +2.0, and +2.5 magnification strengths
- Polarised to eliminate glare



\$81
EXCL GST



Earmuffs

#HB-640

- For night time work, construction, and public works environments
- Lightweight with 20% lower headband pressure
- Offers highest level of all-day comfort



\$24
EXCL GST



Industrial Sunscreen

#SS-ISSC32

- 946ml bottle with pump SPF30+
- Provides a physical barrier against UVA & UVB rays
- Water resistance 80 minutes
- Fragrance free



\$58
EXCL GST



General Purpose Glove

#VV733HV-08 Medium
#VV733HV-09 Large
#VV733HV-10 X-Large

- 100% high quality polyester
- Foam Latex coating on palm and fingertips
- Breathable coating, prevents perspiration build up



\$5
EXCL GST



10 Year Photoelectric Smoke Alarm

#2008 CAV10

- 10-year long-life Duracell battery
- AS3786 certified, NZ Building Code and Residential Tenancies Act compliant
- 'Smart clip' ceiling mechanism for quick and easy installation



\$38
EXCL GST



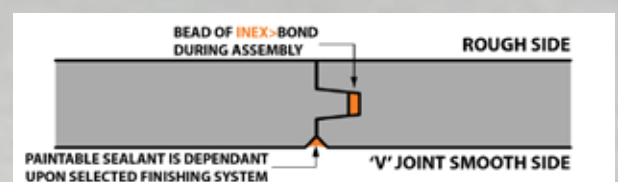
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REVOLUTIONARY CEMENT BASED INTERIOR & EXTERIOR CLADDING

- Low carbon
- High strength
- Lightweight
- Non-combustible
- Double sided multi-purpose board
- Tongue and groove joint on each long side for flush fit

Available in:

- 3000 x 600 x 16mm
- 2700 x 600 x 16mm



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Contact your local ITM store
for more information on how
INEX>RENDERBOARD can work for you



OZ tradies up charge-out rates

Latest statistics published by Australia's Service Seekers website show that charge-out rates for tradies in the lucky country increased in the last 12 months.

According to Service Seekers, hourly rates in the 2018 financial year grew 5.78%, compared with 4% in the 2017 financial year. The rise exceeds the recently published official CPI figure of 0.4%. (Rates in Australian dollars).

	2018	2017	Change
Plumber	\$83.04	\$80.88	+2.68%
Electrician	\$75.71	\$72.62	+4.25%
Handyman	\$56.73	\$50.67	+11.97%
Carpenter	\$55.71	\$52.44	+6.23%
Landscaper	\$51.02	\$50.69	+0.65%
Plasterer	\$48.43	\$47.63	+1.68%
Painter	\$45.95	\$42.06	+9.25%

POWER EQUIPMENT

Prices valid until December 21st, 2018 or while stocks last.

2200W Inverter Generator

#EU22i

- Honda 4-stroke GXR120 engine
- Recoil start, oil alert
- Whisper quiet 53dB(A) at 7m
- 8 hours continuous use (with eco-throttle)
- 240V rated voltage
- 3.6L fuel tank capacity
- 21kg dry weight



HONDA

\$2,350
EXCL GST

Post Hole Borer

#PHB35

- Honda GX35 4-stroke engine
- Net Power 1.0kw(1.3HP) @ 7000rpm
- High quality European gearbox
- Speed 160-200rpm
- Low vibration, well balanced
- 10.5kg dry weight

HONDA

Augers

- #720040 4" Auger **\$199**
- #720170 6" Auger **\$219**
- #720350 8" Auger **\$239**
- #727430 10" Auger **\$345**

- Suits Honda Post Hole Borer
- Heavy duty for NZ conditions

HONDA



Auger not included.
Attachments sold separately.

\$1,219
EXCL GST

ITM LUNCH COOLER BAG

FREE!



Spend over \$150 on any products on this page and receive a free ITM Lunch Cooler Bag.*

*Strictly while stocks last.
Limit of one cooler bag per account.

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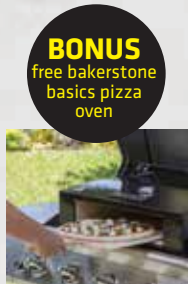
(Make sure we have your email address)



Kiwi MK2 Garden Shed

#KMK2C

- 2.545w x 1.715d x 2.110h (M)
- Sliding door - 790 mm opening
- Roof Size: 2.570 x 1.975 (M)
- Two-tone colour options
- Full timber frame
- Press-bent roof. No joins - no leaks
- Comes as a kitset in 2 packs
- Timber floor kit is an optional extra



Duratuf
KIWI SHEDS

\$1,350
EXCL GST

Ice Bins

#HIK70B 70 litres

#HIK85B 85 litres

- Tough polyethelene cabinet
- Smooth walls, hygienic and easy to clean
- Drainage bung
- Lightweight but sturdy

70 Litres
\$215
EXCL GST



ICEKOOL
ICE BOXES

85 Litres
\$299
EXCL GST

Note: These products may not be held in stock by some ITM stores, but they can be ordered in on request.

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
- 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

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- 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

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

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- 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

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- 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
- **NEW LOCATION** 64-68 McNulty Road, Cromwell
- Southern Lakes ITM Queenstown 03 451 1567

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