

BUILDING BUSINESS

Paslode®
step-by-step
cleaning guide

10

Small leaks
sink ships

11

Getting the best
return from your
ACC levies

15

LBP Codewords
and Quizzes

24

Highlights

**Building
law reforms:
raising the
bar across
the sector**

03



In this issue

MBIE

Building law reforms: raising the bar across the sector

03-04

LEGAL

Just when you thought building law reform had taken a breather, along come more proposals

07-09

PRODUCT KNOWLEDGE

Regular maintenance ensures your Paslode® nail gun fires first time, every time

10

BUSINESS ADVICE

Small leaks sink ships

11-12

INSURANCE

Getting the best return from your ACC levies

15-16

PRODUCT KNOWLEDGE

FAQ for GIB EzyBrace® Bracing

18

FISHING

Still learning the hard way

19

APPRENTICES

NZCB Apprentice Challenge regional competitions

20

APPRENTICES

The apprentice diary: entry #16

21

SAFETY

When tools become missiles

22

NEW PRODUCT

Methven Fastflow II

23

LBP CODEWORDS

Labour-code. Compliance. Quizzes

24-26

PRODUCT KNOWLEDGE

James Hardie™ case study for Linea Weatherboard and Axon Panel

28-29

ITM NEWS

Big Easter surprise for builders in Taupo and Masterton

30-31

HIGHLIGHTS

Hand tools promotion

P06

Paslode® maintenance tips

P10

Getting the best return from your ACC levies
P15

New ITM stores for Taupo and Masterton
P30

ITM Winter Warm-up promotion
P32



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



Building law reforms: raising the bar across the sector

MBIE is proposing major changes to New Zealand's building laws to improve the quality of building work – these are the most significant reforms since the current Building Act was introduced in 2004.

03

MBIE

[CONTINUE >>](#)

The building sector is vital to our social and economic success

The building sector builds and maintains the places New Zealanders work and live. The sector helps deliver on government priorities like KiwiBuild, public housing and infrastructure. The building sector needs to deliver safe and durable buildings while being able to innovate as methods and practices evolve.

Working together

An efficient building regulatory system isn't the sole responsibility of government. Everyone in the sector must work together to lift quality so things go right the first time and if they do go wrong, there are fairer outcomes.

Why reforms are needed

The building sector faces several long-standing problems. These problems range from low productivity and inefficient practices and processes, to skills and labour shortages, to poor health and safety.

MBIE has talked to people across the sector about problems with how the regulatory system functions. Those conversations revealed three common themes:

1. Roles and responsibilities are not clear.
2. Information isn't available when it's needed.
3. It's difficult to hold people to account for the quality of their work.

Have your say

MBIE welcome your feedback on some or all of the proposals. Tell them what you think at: www.MBIE.govt.nz/buildingreform

What's in the reform package?

These are the most significant reforms since the current Building Act was introduced in 2004. They affect people, products and practices across the sector. The proposals are summarised below. There are more details about these proposals in the full discussion paper and summaries of each part.

1. Building products and methods

- Clarify roles and responsibilities for building products and methods.
- Require manufacturers and suppliers to provide information about building products.

- Strengthen the framework for product certification.
- Make consenting easier for modern methods of construction including off-site manufacturing.

2. Occupational regulation

- Change the licensed building practitioners scheme to raise the competence standards and broaden the definition of restricted building work.
- Introduce a new licensing scheme for engineers and restrict who can carry out safety-critical engineering work.
- Remove exemptions that allow unlicensed people to carry out plumbing, gasfitting and drainlaying work.

3. Risk and liability

- Require a guarantee and insurance product for residential new builds and significant alterations, and allow homeowners to actively opt out of it.
- Leave the liability settings for building consent authorities unchanged.

4. Building levy

- Reduce the building levy from \$2.01 including GST to \$1.50 including GST (per \$1,000).
- Standardise the building levy threshold at \$20,444 including GST.
- Allow MBIE to spend funds raised by the building levy on broader stewardship of the building sector.

5. Offences, penalties and public notification

- Increase the maximum financial penalties.
- Set different maximum penalties for individuals and organisations.
- Extend the time enforcement agencies can lay a charge from six months to 12 months.
- Modify the definition of 'publicly notify' in section 7 of the Building Act.

Next steps: MBIE will use the information from the submissions to refine the proposals. The Minister for Building and Construction will then decide what changes to recommend to Cabinet.

Submissions close on 16 June 2019.

Use the submission form below to have your say: www.research.net/r/building-reform





MASONS
Designed Smart, Built Tough.

UNI[®]

Flexible Air Barrier System

**CARRY ON
INSIDE**



**WHILE YOU
WAIT FOR CLADDING
OUTSIDE**



**STAY ON TRACK WITH YOUR
BUILD IF CLADDING IS DELAYED**



**FRACTION OF THE COST OF
RIGID AIR BARRIERS**



**QUICK & EASY TO
TRANSPORT AND INSTALL**

**IT'S AN ABSOLUTE
GAME CHANGER!**

Call your local Masons rep below for more info

Be in to win a
FREE houselot* of UNI
for your project

visit: mpb.co.nz/win
for details

**Value
\$2,500
11 chances
to win!**



South Island: **Riki 021 786898** • Central & Lower North Island: **Arthur 021 772 925**
Far North & Auckland: **Jacqueline 021 414 100** • Coromandel & BOP: **Trent 021 279 8478**

*Houselot includes: 6 rolls of UNI, 40 Below tape (6 rolls 75mm, 4 rolls 150mm), 1 bucket UNI Fastenings (nails & washers) loan of UNI Nail Gun, nails and washers for use with a hammer. Competition closes midnight 31 July 2019.

Cementers Edger

#MT136

- Heavy gauge high carbon steel blade
- DuraSoft® handle
- Curved ends for use in either direction
- 150mm x 75mm



\$14.90
EXCL GST

Magnesium Float

#MT145D

- Extruded from very hard, durable, lightweight magnesium
- Magnesium floats produce a smoother finish than wood
- DuraSoft® handle
- 400mm x 80mm



\$48
EXCL GST

Chisel

#DRWC19 - 19mm

#DRWC25 - 25mm

- Full length bevel edged blades
- Made from chrome vanadium steel
- Solid Impact-resistant soft grip handle



19mm
\$17.50
EXCL GST

25mm
\$18.50
EXCL GST

8m Fatmax Tape Measure

#ST33-732

- Patented airlock slide lock for easy locking
- Polyester coated blade extends blade life
- Blade Armor coating on initial section of blade
- 3-Rivet end hook



\$35
EXCL GST

End Cutting Pliers

#KP68-200

- Head shape designed for tightening steel mesh knots
- Cutting edges for soft and hard wire
- Length: 200mm



\$50
EXCL GST

Crow Bar

#TW9009

- Hex section heavy duty point and chisel crow bar
- Ideal for loosening all types of soil in deep holes and trenches
- 1750mm x 30mm

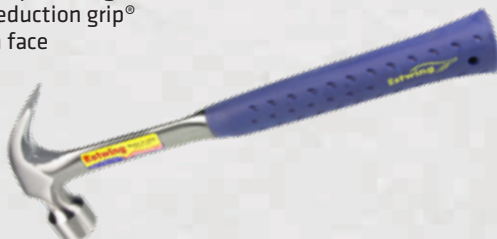


\$55
EXCL GST

22oz Claw Hammer

#E322CR

- Solid one piece forged steel
- Shock reduction grip®
- Smooth face



\$78
EXCL GST

550mm Hardpoint Saw

#GM328H22-ITM

- 7 point, 8 tooth
- Traditional handsaw for rough and heavy duty cross cutting
- Supplied in hardpoint finish



\$14.50
EXCL GST



Just when you thought building law reform had taken a breather

Building law reform comes in waves, and those waves tend to be about 10 years apart. The 1991 Building Act was a watershed moment in building law reform. Then as a result of the leaky building era we had the Hunn Report of 2002, and the 2004 Building Act that adopted a lot of its recommendations.

After a spell the Government decided to implement the remainder of those recommendations and issued a discussion paper in 2010, which was the catalyst for risk-based consenting (which never happened) and the strengthening of consumer rights and remedies (which did).

I think these reforms are mostly sensible and I congratulate the MBIE for keeping the momentum going. If implemented, they will have a profound effect on the industry.

Now it is 2019 and the Ministry of Business, Innovation & Employment ("MBIE") has just introduced another 190-page discussion paper which they describe as "the most significant reforms since the Building Act was introduced in 2004".

I think these reforms are mostly sensible and I congratulate the MBIE for keeping the momentum

going. If implemented, they will have a profound effect on the industry. You are going to want to know about them if you are a building materials supplier, a product certification body, a supplier of prefabricated products, a property owner, a builder of any kind (residential or commercial), an engineer, a plumber, gasfitter or drainlayer, an insurance underwriter or broker, or a building consent authority (a "BCA").

Good and bad news for suppliers

If you are a building materials manufacturer or merchant, you're in for a lot of effort and expense. The concern is that product information put out by suppliers often tends to be marketing-orientated, and lacks sufficient detail on performance, code compliance, installation, and maintenance requirements. Designers, BCAs and builders need that information when specifying, approving and using building products. Suppliers have been reluctant to provide it because of potential liability if they get it wrong, but it is likely to become mandatory regardless.

The required information will include the uses the product is suitable and not suitable for, design and installation requirements, and maintenance requirements. Suppliers will also have to provide further product information to MBIE when it is considering whether a warning or a ban of that

product is justified. Building products would also come with an automatic fitness for purpose warranty. Those already exist when it's a sale to a consumer, but in business-to-business sales the supplier's terms and conditions of trade typically exclude all such warranties.

Another bone of contention is product substitution without getting the consent amended. Although it is already illegal to do that, this is going to be "clarified" in the Building Act. Given that it goes on all the time, a strict enforcement of the requirement to get a consent variation is going to cause significant delays to building projects, so at the very least BCAs will have to increase their resources and response times to cope with the demand. There are also concerns about the product certification process that issues CodeMark approvals for building products, so the rules are going to be tightened.

MBIE talks of "broadening the definition of restricted building work ('RBW') which is required to be carried out or supervised by a licensed building practitioner.

The discussion paper recognises that the building consent process doesn't cater for the prefabrication industry particularly well. So the proposal is to introduce something like the product certification system for prefabricated products so that those suppliers just need one approval for their process, and not a separate consent each time their product rolls off the production line. This would also overcome the need to obtain a building consent for the prefabrication and another for the installation on site. It may be that the BCA in charge of the site will have to accept a consent issued by the BCA in charge of the manufacturing facility, which in turn will have been issued based on an approved manufacturer's deemed compliance with the Code. BCAs can expect to reduce their workload by concentrating mainly on the on-site installation.

A major overhaul of licensing

The next lot of proposed reforms relate to licensing. MBIE talks of "broadening the definition of restricted building work ('RBW') which is required to be carried out or supervised by a licensed building practitioner. Currently, RBW is limited to design and building work on the primary structure or weathertightness of houses and small-medium apartment buildings, and the design of fire safety systems for small-medium apartment buildings. There are seven different skillsets required for this type of work. Apart from the design and site categories, there are five specialist licence categories covering foundations, carpentry, roofing, external plastering, brick and block laying.

The proposal is to extend the licensing requirement to all buildings deemed to be high risk (as defined by the Building Importance Levels in Clause A3 of the Building Code) – Essentially all complex structures on which members of the public are dependent. This includes multi-storey apartments, office buildings, hotels, schools, universities, hospitals, stadiums, jails, fire and police stations, military facilities, dams, power stations and other public utility buildings, and (presumably) public carparks, airports, roads, railways, ports, tunnels, and bridges.

As an LBP you will only be permitted to "carry out" rather than "supervise" RBW, unless you hold a higher level of licence that specifically includes supervision.

At the same time, the licence categories are going to be radically changed. The number of specialist license categories will be reduced but their technical competence requirements will be increased. That will require every LBP to be reassessed under the new criteria. Although there is no mention of formal trade qualifications becoming a prerequisite for new licences, aspiring LBPs will have to show they have a clean record, and once they are licensed they will have to comply with a code of ethics.

As an LBP you will only be permitted to "carry out" rather than "supervise" RBW, unless you hold a higher level of licence that specifically includes supervision. That will mean that every single small-medium building firm will have to have someone with a supervisor's licence if they employ labourers, apprentices or non-LBP carpenters to assist them with their RBW. MBIE are also reminding us that "supervision" has to be genuine oversight, not just occasional spot checks or monitoring from a distance.

So how will the building industry cope? How will the existing LBPs react to the need to prove their expertise all over again? Do the commercial construction firms have enough qualified people to cover all the required bases? Does MBIE have enough resources to deal with all the reassessments and the thousands of new licence applications that this will generate?

Semi-compulsory insurance

MBIE also has concerns for two parties in particular. The first is aggrieved homeowners whose claims for compensation against those responsible for their predicament, have failed because those responsible are either absent or insolvent. The second is the BCAs who typically have to pick up the tab for those parties. The proposed solution is to make it compulsory for every residential project above a certain value to be covered by an insurance policy or guarantee issued by

an insurance or bonding company. That won't help the BCAs much (because the insurance or bonding company can still go after them) but it is a sensible suggestion that will spread the financial burden evenly across all homeowners who undertake building work (through the payment of insurance premiums), rather than the unfortunate few.

I only have two reservations about it. One is that it is proposed to allow homeowners to opt out if they choose, which will lessen the fairness and effectiveness of the scheme. The second is that there will be a proportion of builders who will be effectively uninsurable by the private sector (because of their bad track record or lack of qualifications). In that case they will either have to work for another builder (not a bad thing) or the Government would have to become their default insurer and we will have another ACC for the taxpayer to subsidise.

There isn't enough space in this article to deal with the remaining proposals, but two stand out.

The first is that CPEng is going to be phased out and replaced by a new voluntary certification and disciplinary scheme for engineers. There would also be more stringent requirements for engineers to be licensed to carry out or supervise medium-high complexity structural, geotechnical and fire-safety engineering work within the building sector. The second is the proposed removal of eleven exemptions from the plumbers, gasfitters and drainlayers registration and licensing requirements.

Submissions on these proposals close on 16 June. If there is still time, get online and have your say, or contact me and we will put something in for you.

by Geoff Hardy

Martelli McKegg
lawyers

Auckland 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.

MULTI-TOOL BLADES

Prices valid until July 14th 2019 or while stocks last.

Nail Buster Extreme Blade

- Bi-Metal Titanium coated blades for long life
- Cuts wood with nails, staples, non-ferrous metal and PVC
- Blade width 44mm

SINGLE BLADE
#044BMT1
\$26
EXCL GST



3-PACK
#044BMT3
\$70
EXCL GST

BONUS
FREE 4TH
BLADE
ITM EXCLUSIVE

SMART
ADVANTAGE EVERYWHERE

35mm Timber Cutting FANG Blade

- Heat treated for long life
- Blade width: 35mm
- Depth of cut: 42mm
- Ideal for hardwood

SINGLE BLADE
#035HCT1
\$21
EXCL GST



3-PACK
#035HCT3
\$56
EXCL GST

BONUS
FREE 4TH
BLADE
ITM EXCLUSIVE

SMART
ADVANTAGE EVERYWHERE

How to ensure your Paslode® Nail Gun fires first time, every time

The Paslode® FrameMaster provides reliability and performance to make sure you get the job done right. But even the best equipment needs to be maintained to ensure it works first time, every time. Follow these tips to ensure you get the most out of your nail gun.

Safety first

Before carrying out any maintenance on your tools, make sure to remove all fasteners, fuel cell and battery, and wear the proper eye protection.

Restrict maintenance to the cylinder and nose of the tool. For other issues, consult an authorised service agent.

Get the right supplies

- ☐ Safety glasses
- ☐ Paslode® Degreaser
- ☐ Paslode® Impulse Lubricating Oil
- ☐ 5/32 allen key (FrameMaster) or 9/64 (TrimMaster) – supplied with the tool
- ☐ Small screwdriver
- ☐ Some lint free rags



Monthly maintenance

Tighten all screws and bolts in your nailer each month.

For a hands-on demonstration, visit Paslode.co.nz where you will find a series of step-by-step cleaning and maintenance videos.



Cleaning your FrameMaster

1. Loosen the two nose screws
2. Undo the four cap screws at the back of the tool
3. Take out the air filter and clean with Paslode® Degreaser
4. Pull off the air cap and separate the cylinder housing from the tool
 - 4a. Be careful not to damage the fan blades
5. Clean the fan and cylinder head with Paslode® Degreaser
6. Lubricate the cylinder head with Paslode® Impulse Lubricating Oil and work it into the piston rings
 - 6a. The split in the two rings need to be 180° from each other
7. Push the piston all the way forward using the handle of a screwdriver, exposing the drive pin
8. Clean the cylinder and combustion chamber with Paslode® Degreaser
9. Clean out any carbon build up with a rag, and then lubricate the walls with a film of Paslode® Impulse Lubricating Oil around the cylinder wall
10. Push the drive pin back and forth to distribute the lubricant
11. Place four drops of lubricant around the combustion chamber rings
12. Ensure the piston is returned to the back, rest position, and then reassemble the tool
 - 12a. Tighten the nose screws before you tighten the back cap screws

To keep your tool performing at optimum levels for many years, it is recommended that you clean the cylinder every 10,000 nails.





Small leaks sink ships

Want to know some of the most effective ways to make more money without doing more jobs?

Making more profit in your tradie business is about so much more than working harder and doing more jobs.

One simple and highly effective way to make your bank account happier is to control your jobs to ensure you are not losing out through leaks. By making sure there are minimal leaks, you can become significantly more profitable. Or at least ensure you're making money on the jobs you are doing. There's no point being busy if there's no money in the jobs!

But as anyone who's ever run their own business can tell you, this stuff can get messy. Sometimes you need some clarity to help you on your way. So first we're going to get clear on how leaks happen. Then I'm going to show you what to focus on to make sure they don't.

Let's get started

When you first go out on your own, you're onsite almost all the time. You control the whole job from start to finish.

But as you begin taking on bigger jobs or multiple jobs at one time, the rules change. Your team

CONTINUE >>

doesn't know all the aspects of the job, how long it should take or what's next. So they muddle through, waiting for guidance, or worse, they stop for extended smoko and wait for your next instruction. All the details are in your head. So you try to make sure everything is done right by controlling everything yourself.

Trying to control everything yourself doesn't work so well. There are too many moving parts and you can't be everywhere at once.

So hours start blowing out on jobs, your team starts making too many mistakes, not everything gets billed out, and you end up arguing about variations with clients.

These are symptoms you've lost control, and it affects both your stress levels and your profit in a big way. Thing is, you can't be running a whole business all by yourself. It's not smart. Or possible.

Even when you have a small team, if you are attempting to wear too many hats, profitability is going to suffer. It's dangerous to allow your business to rely too heavily on you.

As the saying goes, small leaks sink ships. As in, the cold hard cash you worked so hard for is slipping through your fingers, unseen. Which can certainly lead to going broke. As we have seen with many bigger players.

And being that the captain goes down with the ship... well... I don't want that to happen to you.

How to stop the leaks

First thing is, as the captain, you should spend most of your time at the helm directing the ship, not down in the engine room. Running a tight ship is the only way to control the job and stop profit leaks.

You do this by putting solid systems in place. And training your crew to work the system. Every time. Whether you're there or not.

Key things to watch

Leaks due to hours blowing out on jobs

Make sure your team knows (before they start) how many hours you have allowed for the job. Give them this as a target so they're not just plodding along. Track how they're going, so they know if they're winning.

Leaks due to variations

Make sure you get agreement with the client (in writing) on all variations - and record accurately, so there are no arguments over the bill.

Leaks due to billing (not billing out all the hours, materials, etc on jobs)

Make sure everything is billed promptly and

correctly. Like clockwork. So that nothing is forgotten (as it can be if you wait too long after the job). Even better if this process is delegated and happens automatically.

Leaks due to callbacks

Minimise mistakes. Make sure you have checklists and procedures so the job is done right. Implement standards so everyone is accountable and knows what's expected.

Leaks due to your staff taking too long on breaks

Make sure everyone knows what the rules are - and make sure they always know what's next!

Leaks due to delays

Make sure (no matter how small the job is) that there is a Project Manager in charge of planning, who ensures the team goes into the job fully loaded, materials are onsite, checks jobsite is ready for you, etc. Plus have a Plan B or other work lined up in case of unexpected delays.

Leaks due to supplies and materials

Make sure everything is recorded. Do regular stocktakes of vans and workshop. Check invoices to make sure everything is invoiced to you from your supplier at the correct rates and discounts. Then check against your quote to make sure everything is invoiced on to the client.

That's it. You're all set.

Assuming you're pricing your jobs correctly in the first place, this is a highly effective way to make a lot more profit, without doing any more jobs.

A lot less stressful, too.



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



Minimising leaks is one thing. But what if you could next level your profits? Find out the 5 simple steps to make your tradie business grow financially and get more cash in the bank.

Get your free guide here:

Go to: www.nextleveltradie.co.nz/guide

Wallboard Gold Adhesive

#30804108 – 375ml cartridge
#30804346 – 600ml sausage

- Non-slump / Non-drip
- Excellent weather resistance
- Flexible
- Interior and exterior applications
- Suitable for LOSP and CCA treated timber
- Very good initial tack
- Excellent stability in the presence of the preservative chemicals in the timber



375ml cartridge

\$7
EXCL GST

600ml sausage

\$9
EXCL GST



Dunlop Multipurpose Floor Leveller 15kg

#10308

A high-performance cement-based floor leveller that creates a smooth even finish prior to applying floor coverings.

- A free-flowing pourable cement-based compound
- Smooths uneven concrete prior to floor coverings
- Can be used for ramps or bulk filling
- Walk on in 2 hours
- Apply tiles in 4 hours
- For internal and external use

Technical Tips

Can only be used on concrete floors. Not suitable to be left exposed. Must be covered by tiles or carpet. Sand can be added to make trowelable screed.



\$48
EXCL GST



Tuf as Nails General Purpose

#30804316

- 375ml cartridge
- Highly versatile
- High bond strength
- Easy gunning

\$5.50
EXCL GST



AT-HP® Blue High-Performance Acrylic Anchoring Adhesive

#AT-HP280BLUE-AU

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

- Fast cure colour change technology – changes from blue to grey when cured
- Each cartridge is supplied with 2 mixing nozzles
- 280ml cartridge



\$26
EXCL GST



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



SIMPSON
Strong-Tie

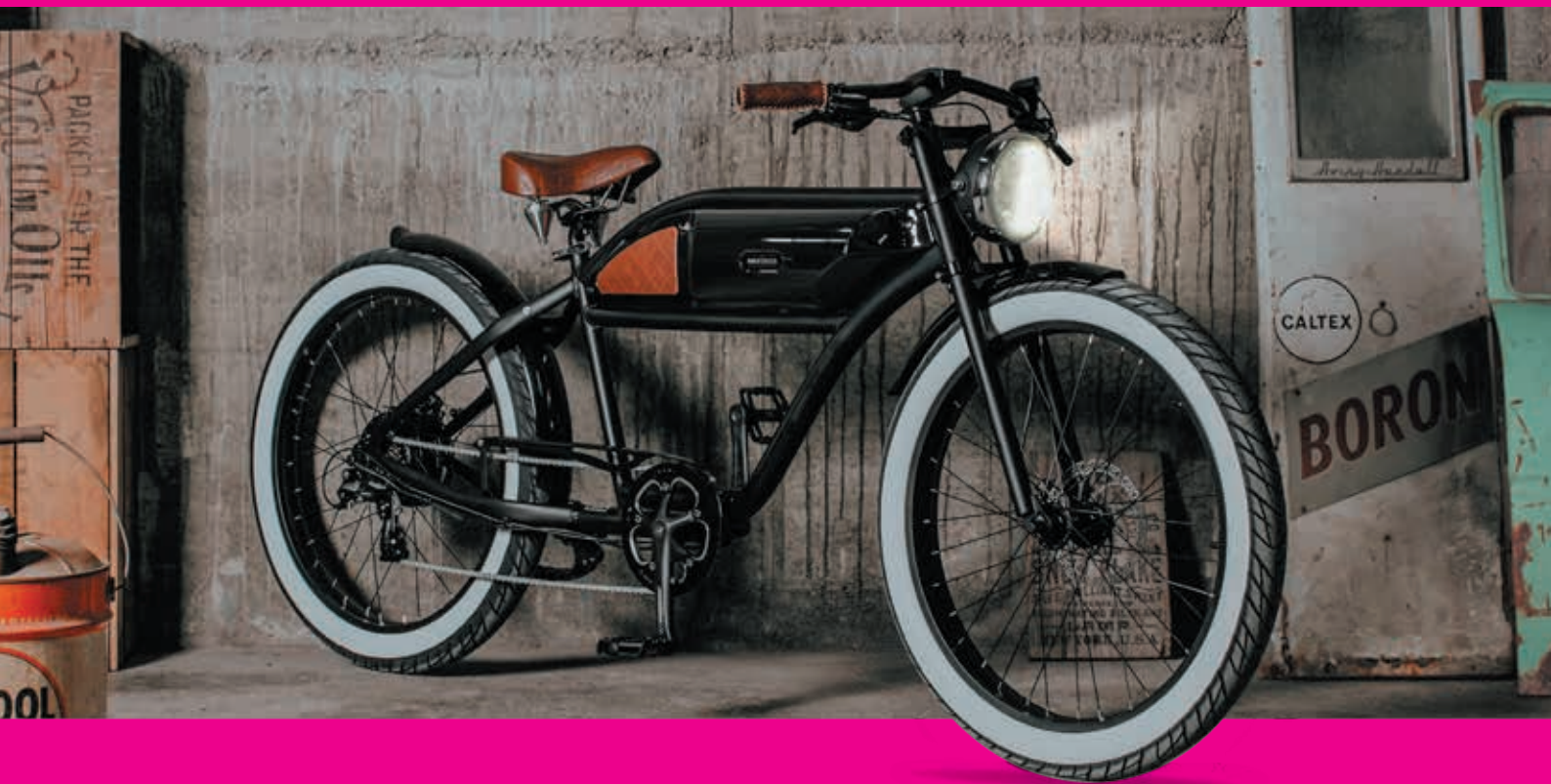
ITM UMBRELLA GIVEAWAY

FREE!
WITH
PURCHASE



Spend over \$200 on the products on this page and receive a free sports umbrella.*

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



Win 1 of 3 e-bikes with PinkFit®.

Use PinkFit® for your next installation and go in the draw to win one of three
"The Maverick" e-bikes. Each e-bike is valued at RRP \$3,490 inc GST.

One winner drawn each month (April, May, June) for PinkFit® jobs completed in those months.
You don't need to do anything, entry is automatic.



Exclusive to ITM

Promotion ends 30th June, 2019. Visit www.itm.co.nz/tradepromo for terms and conditions.



Getting the best return from your ACC levies

15

INSURANCE

If you're self-employed, getting sick or injured can have a big impact on your income. Fortunately, in New Zealand we have ACC right? While that's true, ACC only covers a very small number of the events that are likely to cause you to be off work. So, you could be paying too much for what you do get, without getting what you need.

Only 10% of builders who take time off work will be covered by ACC. That's because most time off work is due to illnesses that are not covered by ACC.

As a result, self-employed people need something more than just ACC to cover their lost income

while recovering. The good news is that you can substantially offset the cost of this extra insurance by reducing what you pay in ACC levies.

The solution is to switch from the default ACC plan to something called Cover Plus Extra. There are a number of benefits to doing this, including:

1. Saving money on the levies paid for administrative (non-building) staff.
2. Agreeing a set income level on which your compensation (and levy) is based.
3. Dialling down your levy payments and using the saving to broaden the cover you have.

CONTINUE >>

ACC levies for admin staff

If you're on the default plan all staff will be rated at your business ACC classification. The rate for builders is much higher than that for office-based occupations. Under Cover Plus Extra you can specify different classifications for different employees depending on their role, which could save you thousands, even if you have just one back office employee.

Speed and certainty if a claim is necessary

On the default plan your compensation is capped at 80% of your actual income, which ACC will determine at the time of the claim by looking at your books, a process which can take some time (during which you're not getting compensation). If you've had a slow patch in the last 12 months (and we know builders' incomes often fluctuate), or your accountant has split your income with your partner for tax purposes, you may find that your ACC payout is well below what you expect (and need). On Cover Plus Extra you agree a fixed income with ACC and get 100% of that figure if you have to make a claim.

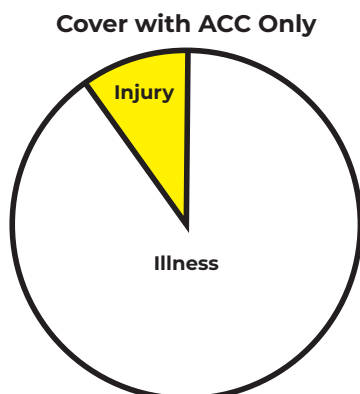
Dialling down your ACC cover and broadening your cover by going private

Cover Plus Extra also allows you to dial down your ACC levy (and cover) to a minimum level. These savings are used to buy income protection (also called loss of earnings) insurance. This gives cover for both accident and illness, substantially broadening the cover you get to include the 90% of events that are most likely to keep you off work.

While employees don't pay their own ACC levies, they can still benefit from income protection insurance if they're forced off the job through illness.

A Typical Example

Consider Jim, a 40-year old builder earning \$80k:



\$59 per week for injury only

Jim's ACC levy works out at around \$59 per week for injury only cover. By reducing his ACC cover to the minimum allowable under Cover Plus Extra and

Cover with ACC Cover Plus Extra and Private Loss of Earnings



\$66 per week for Injury and Illness

taking out private loss of earnings insurance he ends up paying \$66 per week for cover that includes both injury and illness.

This is based on a 6-year benefit period vs cover under ACC that could run until retirement. However, as most claimants are back to work within the first 6 years this makes sense. Alternatively, for cover that runs until age 65 the cost would be an extra \$8.70 per week.

There are also other considerations that may affect whether this is right for you, such as pre-existing conditions, stand down periods and some benefits that may not be available under private insurance.

Every self-employed builder should review their ACC arrangements to decide whether this approach makes sense for them.

If you haven't done this yet, or want to review the cover you have now, get in touch with your financial adviser, or contact Bultin. You can have a chat with our expert and he'll put some options on the table for you. Request a review at: bultin.co.nz/incomeprotection or give us a call on 0800 284 584.

by Ben Rickard

Bultin Insurance Advisor

BULTIN | INSURANCE

Bultin Insurance are New Zealand's trade insurance experts. For more information and an instant quote visit bultininsurance.co.nz or contact Ben Rickard at ben@bultin.co.nz or 0800 BULTIN

DELFAST SMARTNAIL COIL NAILS

Valid from June 4th to July 14th.
15 boxes must be on one invoice.

Key Features

- Superior Finish
- 316 Marine Grade Stainless
- Hot Dipped (HD) Galvanised
- Plastic Collated
- Approved for a wide range of New Zealand cladding applications.



#FN-SN40RSS	40mm x 2.8mm Ring Stainless Steel	1000 per box
#FN-SN50RSS	50mm x 2.8mm Ring Stainless Steel	1000 per box
#FN-SN75RSS	75mm x 3.15mm Ring Stainless Steel	1000 per box
#FN-SNJ75RG	75mm x 3.15mm Ring HDG Jolthead	3000 per box
#FN-SN90RSS	90mm x 3.15mm Ring Stainless Steel	1000 per box
#FN-SNJ90RSS	90mm x 3.15mm Ring Stainless Steel Jolthead	1000 per box

SEE IN-STORE
FOR A GREAT PRICE.

Purchase 15 boxes of SmartNails and receive a FREE Delfast FAP75 Coil Nailer.



DELFAST
NAILED IT

HAYDN PAIL PROMOTION

Promotion valid from June 4th to July 14th or while stocks last.

Purchase a Handy Paint Pail or a Handy Pro Pail and receive a free 38mm Uni-Pro Stinger paint brush.



Handy Paint Pail (#BER2500)



Handy Pro Pail (#BER3200)



Haydn

GIB EzyBrace® Bracing



Technical Support is a key component in Winstone Wallboards' offer to the building industry in New Zealand.

Here's a question that the tech support team gets asked on a regular basis:

FAQ: Can I pack the bottom plate of a GIB EzyBrace® bracing element?

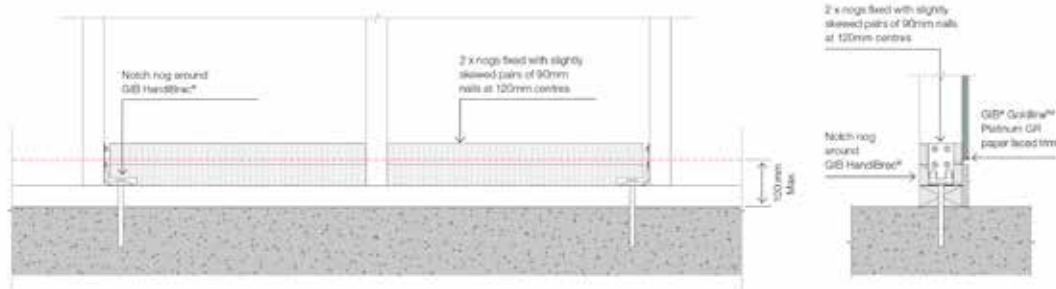
Provided that the bottom edge of the bracing sheet is no more than 100mm above the floor, the bottom plate of a GIB® bracing element can be packed as shown in the diagram below.

Fasten the bottom plate to the floor as per normal practice and specification for the relevant GIB EzyBrace® bracing element.

Install a single or double row of nogs as required the width of the plate x 45mm on their flat, on top of the bottom plate.

Neatly notch the first layer over any GIB HandiBrac®.

Fasten each layer with pairs of 90mm gun nails, slightly skewed and at 120mm centres. The image below shows the nogs being used to create a negative detail.



GIB EzyBrace® Calculator



A great resource is the GIB EzyBrace® Calculator available for download from the GIB® website. The software is available for either Microsoft and Mac operating systems for timber and steel framed buildings.

GIB® INSTALLATION VIDEO SERIES

GIB Weatherline® Rigid Air Barrier Systems



GIB® Intertecency Barrier Systems



GIB® Bracing Systems



Need help installing GIB® plasterboard systems?

Check out our new installation videos at gib.co.nz/installation-videos/

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

ITM UMBRELLA GIVEAWAY

FREE!
WITH
PURCHASE



Spend over \$200 on the products on this page and receive a free sports umbrella.*

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

Still learning the hard way

Q. What do you call a person that gets shown a better way to do something, from someone with more knowledge and experience, yet they continue to do it their way?

A. A Fisherman.

I'm not sure why we are wired this way, we rig bait a certain way once and it works, and this becomes the best way to do it. It doesn't matter how much logical thinking you apply, or alternate explanations (like it being a fluke), we take what actually happened as the ultimate evidence. I think there may be something anthropological about it. We learn from what we experience, we remember the things that helped us get food and made us successful hunter-gatherers.

Ego

Another reason fishermen won't take advice, is ego. Yes fisher-men, I've not forgotten my political correctness. Women seem much more open to being shown a better way of fishing, (well, most women).

Ego is often an accumulation of success, which when applied as certainty and confidence in what you are doing, is a good thing. You're not likely to catch much if you are shifting spots or changing your rig and bait, being confident makes you stick it out and keep that bait or lure, in the water with a chance of getting a bite. But doing the same thing in the same spot time after time doesn't broaden your knowledge, and if you don't want to waste precious fishing time experimenting, then set your ego aside and learn from others. You might be good at fishing, maybe great, but you'll never have all the answers.

Taking advice

I have many examples of when I've been given advice from experienced fishers and considered it but passed it up and done things my own way, the way that had worked for me. Then years down the track, I've ended up on the same method via trial and error, and I'd thought to myself, imagine all the fish I could have caught if I'd done it this way when I was first told – but I just had to learn the hard way.

To give a specific example, an experienced game fisher on the Great Barrier Reef told me that snelling circle hooks to his leaders had increased his hook-

up rate. But I chose not to take this advice because we'd caught six blacks from seven bites with free swinging circle hooks. It was not until a couple of years later, I had a terrible season hooking up on circle hooks, so I tried snelling. I then went five from six and over a period of years since, I've maintained a better hook up rate. I still haven't found the answer, but the point is I could have got closer to answers faster, and caught more fish, had I taken the advice. The trick is listening to trusted sources and not the many self-proclaimed experts out there, as well as those that will deliberately give false information to guard their precious secrets.

All that said, learning the hard way is still sometimes the best. But taking on board the knowledge and experience of others, will get you more success, more often – just take care when looking for advice.

Keep 'em Tight,

Matt Watson.



Matt passing some knowledge to son Shaw – catching his first marlin.



ITM Fishing Comp team 'Mongrel Pig Dogs' with one of seven swords caught over the competition, all caught on circle hooks and released to fight another day.



NZCB Apprentice Challenge: regional competitions



At 7:00am on Saturday the 6th April, 93 apprentices fronted up at venues across the country to compete for the right to represent their region in this year's NZCB Apprentice Challenge.

All 18 regions were well represented with both ITAB and BCITO apprentices. There were record numbers in Hamilton, Gisborne and Invercargill. A record total of eight women took part.

Judges reported the competition was tight again this year. In most regions only a handful of marks separated the top three place getters. Overall, most apprentices completed the project within the allotted eight-hour time frame and produced a high standard of workmanship.

Prizes galore

ITM returned as the supporting sponsor and provided materials, prizes and venues. Thanks to ITM and supplier ToolWare, the lucky winners all received a new split pocket apron, a selection of hand tools including aviation snips, hole-saw kits, clamps, tape measures, driver bit kits and tote bags. Many regional ITM stores also added to the prize packages, ensuring all 93 apprentices didn't go home empty handed. Thanks for the fantastic and generous prizes!



The Apprentice Challenge continues to grow. This year's competition saw Rotorua apprentices enter for the first time. Overall, 20 apprentices will go through to Christchurch this month to compete for the Ken Reid Memorial Trophy. Manawatu's Christine Thomas also made history, being the first female apprentice to qualify for the national final.

It got political

A record number of MPs attended challenges this year including the Minister of Education Hon Chris Hipkins, who attended the Wellington challenge at Parapine ITM in Upper Hutt. NZCB Regional President Adrian Reid said Minister Hipkins commented on how great the bench seats looked and briefly discussed the review of vocational training. It's great to see politicians taking an interest in the Apprentice Challenge and the next generation of builders.



Minister of Education Hon. Chris Hipkins chats with one of the judges during the competition at Parapine ITM.

All for a good cause

The park bench seats crafted during the challenge will be donated to The Cancer Society. They will be set up at the regional Cancer Lodges and Daffodil Houses, where family, friends and those affected by cancer can be accommodated while undergoing treatment. The Cancer Society is a worthy not-for-profit charity doing great work in the community and NZCB is delighted to support them.

NZCB wishes all apprentices who entered the 2019 Apprentice Challenge the best for their apprenticeship training. To the 20 finalists, we look forward to hosting you in Christchurch.

May the best apprentice win!

by Nick Matthews

Business Development Manager - NZCB



The apprentice diary: entry #16

The best way to learn is to give it a go! Well that's the adage my boss is using, now that he wants me to be a temporary site supervisor, after only two and half years into my apprenticeship. I'll take it as a compliment that he trusts me to run a site.

Let me explain, we are currently building a 300m² two-storey property on a hill overlooking the sea. It's an architecturally designed house, pod floor, 2.7m studs, plenty of structural steel running through to take a large cantilevered deck etc. Sounds like a fun project right? Well it is, however just over six weeks ago, knee deep in tying steel midway through our floor slab prep, one of our two foremen moved on and left a gap in the company (we normally run two sites). As he was the foreman on my site, I was then asked to take up the reins running the site, reading the plans and handing out the day-to-day tasks. This may sound easy, but it's a whole new world for me.

The job of a foreman

So far, this is what I have discovered foremen do. The major surprise is how little work I get done. There is a lot of time spent reading and then re-reading the plans to get things right. Then explaining to the other two what needs to be done. Secondly and almost more importantly, there is thinking ahead, not only what the guys are going to do today, but the next two or three days. Do we have the materials and info to complete the tasks? I'm also thinking what needs to be done in the coming weeks, lead times on deliveries etc. Thirdly, you are the main point of contact for all the subbies, giving them direction and solving any

problems they have. Lastly, the pressure is on when booking and holding inspections.

With all this said and done, I'm pleased to report, we are getting through it and I'm learning a lot! I have a new found respect for foremen that can keep a site running efficiently, with a constant flow of work, as it's not easy. My boss is on site most mornings for half an hour or so to make sure we are under control and answer any questions. We are now out of the ground and up to the midfloor, and it's all stuff that I'm quite confident in doing. So at the moment, we're back in my comfort zone, long may that continue.

The student becomes the teacher

On another note, I'm no longer the lowest apprentice, we have a fresh apprentice on site. It's funny to train someone new, as it really makes you realise how much you know and how far you have come, when you see them work, making some of the same errors you made. It's also nice to pass on your experience, helping someone learn a new trade.

Till next time, stay safe.

by Stu Foster

Apprentice



Highlights

Best job: Stepping up to site supervisor

Worst job: Stress of being in charge, lol

Most useful hand tool: Saw horse

Most useful power tool: My skilly with a new blade

Apprentice tip: Keep thinking ahead

When tools become unguided missiles

Cargo barriers are a good way of preventing an already bad situation from getting much worse.

Sometimes the biggest threat to people in a head-on crash is all the things that are behind them.

A collision in Hamilton in early February between two vans saw Waikato police warning tradies that unsecured tools and cargo can become painful, if not deadly missiles, in an accident.

Construction safety training organisation Site Safe says putting a barrier between people and objects makes good sense, particularly for tradies and construction workers.

At 50kmph the gravitational force (g-force) on a 1kg water bottle will have the force of 20-25 kgs as it flies forward until it hits the dashboard, the windscreen, or the back of someone's head.

A first responder from Otago recalls a call-out to where a vehicle had rolled. She says it wasn't the actual rolling that killed a person in the car, it was



Tools went flying when these two vans collided on the outskirts of Hamilton in February though there was no serious injury. Photo: NZ Police

a combination of a loose tool box, a chainsaw, and other heavy items.

There are several ways to minimise the risk from such things happening. Keeping them secure is one, keeping tools and materials separated from people via a cargo barrier is another. Of the current range of cargo barriers that are available, the range from Australia's Milford Industries is one of those that meets the NZS4034 standard for cargo barriers.

Site Safe also recommends that liquids are securely stowed in correct bottle containers and where possible, fuel should be in a separate trailer.

For more information go to: www.sitesafe.org.nz

And the winner is...

Congratulations to Robin Howison from Christchurch. Robin is the winner of the Feb/March Austral Clotheslines promotion. The prize draw for the electric Fat Bike was held at ITM Support Office on 8th April.

Robin purchased his Austral Clothesline from Dyers Road ITM. The prize presentation took place at Dyers Road ITM on the 16th April. One more very happy Austral/ ITM customer.



(L to R) Ken Davies (TDL/Austral), Robin Howison (prize winner), Steven Meates and Rob Hartley (Dyers Road ITM)





304 Grade Stainless Steel

C1BK cavity slider pictured

Cavity Slider Solutions

Complete your door with a Sylvan cavity slider.

Quick & easy installation in a 54mm hole, passage and privacy options available.



C1BK



C1PS



C2BK



C2PS

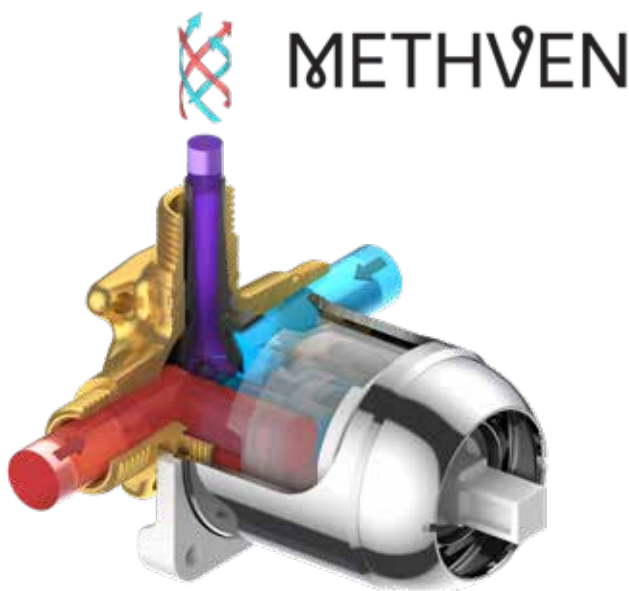
Fastflow II

Originally launched in 1995, Fastflow is the original standard for unequal pressure performance.

Fastflow harnesses the high pressure of cold water to increase the pressure of hot water. This balances the mix, resulting in a better shower experience overall on unequal pressure.

Fastflow II now gives users more control of their showering temperature within the comfort zone (temperature between 38 – 42°C) and more flow than ever before. Methven has been able to deliver on average 30% more flow compared to original Fastflow.

Not only does Fastflow II deliver more flow and more control, it's also easier for plumbers to install and maintain. Fastflow II is now a solution for any pressure. Plumbers can arrive onsite and easily tailor a solution to the customer's need by matching 1 of 4 coloured nozzles to the current hot water pressure commonly found in New Zealand households.



Methven has also engineered Fastflow II to provide access to the cartridge and nozzles through front of wall, even after linings are installed. This makes it easy to optimize the mixer if the hot water cylinder is replaced. Other benefits for the plumber include no need for a 450mm straight outlet, more fixing options with a redesigned fixing bracket and ability to static test at 1,500kPa.

Fastflow is now available from ITM stores nationwide

Your duty in labour-only contracts

In the first of a two-part series highlighting common misunderstandings about the responsibilities of an LBP under a labour-only contract, we discuss liability as opposed to accountability and building consents.

There has been an increase in complaints made to the Building Practitioners Board about licensed building practitioners (LBPs) not fulfilling their obligations under labour-only contracts.

LBP's have responsibilities and obligations

There is a myth that LBP's responsibilities are lessened in labour-only contracts, but this is not true. You cannot contract out of your responsibilities and obligations as an LBP – they are set regardless of the type of contract you are working under.

The Board has also noted that a power imbalance may exist between an employer and employee. Sometimes it can be hard to say no when your employer asks you to bend the rules. However, as an LBP, you are still responsible for your own conduct.

This means that, even if your employer has instructed you to do something, you are personally accountable to the Board for your actions as an LBP. Your licence could be put at risk if you act dishonestly to benefit your employer.

Liability vs accountability

When a homeowner signs a contract with a contractor, there will be a contractual liability between the two parties. This means the contractor must provide the goods and services as agreed, and the client must pay for them. Failure by either party could lead to court action where the party in breach may be found liable for their role in the contract.

You might not have a contractual arrangement with the client but rather with another contractor while under a labour-only contract. In this situation, you are probably only liable to the contractor who engaged you for the work you do for them.

However, as an LBP, you are always accountable to the Board for your conduct. If you fail to maintain standards or do something wrong, the homeowner

might not be able to take you to court, but they can still lay a complaint to the Board.

The Board can then discipline you regardless of who you are contracted to. This is because the Board does not deal with payment or contractual disputes and instead determines whether the LBP has met their obligations specified in the Act.

Comply with building consents

In many cases, as an LBP on a labour-only contract, you will not be directly responsible for managing the building consent application. All LBPs, however, have a responsibility to ensure that a building consent is obtained (if one is required) before commencing work and to build to the agreed consent. The Board expects LBPs to understand the building consent process and to hold themselves to a high standard throughout the compliance process.

Complaints show main problems

The Board's Annual Report 2018 noted numerous complaints relating to LBPs not complying with the consenting processes. The complaints highlighted the following failures:

- ❑ Carrying out building work without first checking that building consent has been issued.
- ❑ Deviating from the building consent.
- ❑ Failing to obtain confirmation for a minor variation or amendment before continuing work.

If something isn't right with the building consent, alert the homeowner and refrain from starting or continuing work until the issue is resolved. While it may not be your responsibility to obtain the building consent, you will be responsible if you do any building work that does not comply with building consent, if one is required.

You are the expert so use your judgement

Homeowners are not experts in the building process and may sometimes fail to fully understand their obligations regarding building consents. LBPs are the building and construction experts and are in a better position to identify a lack of adherence to the consenting process. It is important that you use your own judgement rather than blindly trusting that the homeowner has it right or that you won't be held accountable for any non-compliant work.

In the next issue, part two will look at your responsibility to produce quality work and an accurate record of work (ROW).

by Juliet Clendon

Senior Technical Advisor,
Occupational Licensing, MBIE

This article is relevant
to these classes:



New products, new compliance challenges

The ever-growing range of building products on the market comes with concern that not all are what they claim to be or even meet the Building Code requirements. What is MBIE doing to address this issue?

MBIE has a mandate to monitor the building product market and investigate complaints when products don't comply with the Building Code.

MBIE monitors and investigates

Monitoring the market can establish whether there is a widespread problem with a product that could affect a significant number of buildings should it continue to be supplied and used in building work.

An investigation by MBIE might result in:

- ❑ A formal warning or ban issued on the use of the product.
- ❑ Guidance issued to the industry.
- ❑ More education provided to those involved in manufacturing, supplying, specifying or installing building products.

Tell us if you have concerns

If you have a complaint about a building product or are concerned that a building product doesn't comply with the New Zealand Building Code, please get in touch with MBIE via the details below.

If the complaint is about false or misleading information or unsubstantiated claims, it should be sent to the Commerce Commission directly. However, in some situations, MBIE may also refer the complaint to the Commerce Commission if it falls within its jurisdiction.

The MBIE products team works alongside other teams within MBIE such as Trading Standards, which ensures safe products, accurate measurement and quality fuel, and other government organisations and licensing boards such as WorkSafe, the Ministry of Health and the Plumbers, Gasfitters and Drainlayers Board.

Supply information and evidence

Often product complaints lack enough specific detail or evidence, which makes it difficult for MBIE to get a clear picture of the problem or take further action.



For MBIE to investigate a complaint, the following information is required:

- ❑ The name of the building product.
- ❑ Where it was purchased or who it was supplied by, if this is known.
- ❑ Compliance information available for the product from the manufacturer or supplier, such as test reports, assessments or calculations, claims of compliance and technical information.
- ❑ The reasons why you believe the product does not comply with the Building Code.
- ❑ Evidence of failure, such as photographs or locations where the product was used.
- ❑ Information you think supports an investigation.

Please send the information and the complaint to products@mbie.govt.nz or post to Building System Assurance – Products, Ministry of Business, Innovation and Employment, PO Box 1473, Wellington 6011.

All information received by MBIE is public information and, if requested, the details of your complaint may have to be released to other individuals or organisations under the Official Information Act 1982.

To find out more about product assurance, visit www.building.govt.nz and search for 'product assurance'.

by Laura Sinclair and Clare Botha

Building System Assurance, MBIE

This article is relevant to these classes:



Codewords Quiz 1

Your duty in labour-only contracts

1. There is a dispute between the client and your main contractor over the quality of the build. You were working under a labour-only contract. Which of the following is true?

- A. You are liable, no matter what.
- B. You will be liable but only if you completed a ROW for the work.
- C. You are accountable to the Building Practitioners Board for your work.

2. There is no building consent for a piece of work you are about to undertake, and the work is not exempt under Schedule 1 of the Building Act 2004. What should you do?

- A. Start work, as the main contractor assures you the consent is on its way.
- B. Don't worry about it – it is the responsibility of the homeowner.
- C. Refuse to start work until you have seen the consent.

3. True or false – homeowners should have all the required knowledge for a build, so you can just follow orders.

- A. True, nothing to worry about as they'll face the consequences.
- B. False, you're the expert and need to make sure you stay on the right side of your responsibilities.

Answers: 1) c, 2) c, 3) b.

Codewords Quiz 2

New products, new compliance challenges

1. MBIE's job in relation to new building products is to:

- A. Assess every new building product on the market to see if it complies with the Building Code.
- B. Investigate complaints from others that a building product does not comply with the Building Code.
- C. Investigate misleading advertising of building products.

2. If a complaint to MBIE does not have a lot of detail or evidence:

- A. It will be difficult for MBIE to take action on the complaint and it may not be investigated further.
- B. An investigator can fill in missing details and evidence.
- C. It doesn't matter, the burden of proof is on the supplier to provide evidence that the complaint is wrong.

3. As the result of a complaint regarding a building product, MBIE can:

- A. Order the supplier to refund everyone who has bought the product.
- B. Ban the product to protect other people from using it.
- C. Fine the supplier for false advertising.

4. Who can make a complaint to MBIE about a building product?

- A. Only someone who has purchased the product themselves.
- B. LBPs who are experts on that type of building product.
- C. Anyone.

5. If you lay a complaint with MBIE about a building product, who can see the details of the complaint?

- A. Only MBIE staff.
- B. Complaints sent to MBIE fall within the definition of official information and, if requested, MBIE may have to release details about the complaint to other individuals or organisations where appropriate under the Official Information Act 1982.
- C. All complaints automatically go on the MBIE website for anyone to see.

Answers: 1) b, 2) a, 3) b, 4) c, 5) b.



ADD TO LBP ACTIVITY LOG
This article is from Codewords Issue 89.
Use the ITM App to log your activity today.



**LICENSED
BUILDING
PRACTITIONERS**

Strandfloor® and Strandsarking® are now Codemark Certified.

strandfloor®



strandsarking®



Brands you can trust!

Contact us on 0800 303 606 or email csc@laminex.co.nz

Built to last with the right advice



Featured products:
Linea™ Weatherboard
Axon™ Panel

Project details:
Location: Takaka, Nelson Region
Project type: Residential

Built by owner-builder, Aaron McKenna and located a stone's throw from Golden Bay beach, this beautiful family home has been built to last with durable building products ideally suited to the coastal environment.

Completed in September 2018, Aaron built the house from the ground up, working every weekend for almost a year. Despite the challenges of managing a full-time building job and the needs of a young family, he says the hard work has been worth it.

Through careful planning, smart purchasing decisions, and choosing the right advice, Aaron has built his dream home. "The most satisfying and challenging part of building your own home is that you have to make all the decisions, so it is important to research your materials, know your options, and know who to trust."

Lucky for Aaron, the owner of his local ITM knew him by name – they are on the fire brigade together. "I basically lived at ITM while I was building my own house. The team provided great advice about the products, specifications, and warranties – basically which solution was right for my home."

Aaron selected Linea™ Weatherboard as his main cladding option, which are installed in traditional horizontal lines, with Axon™ Panel adding strong vertical lines to the facade. Painted dark, the panels contrast neatly with the white Linea Weatherboard.



The superior durability of Linea™ Weatherboard and Axon™ Panel make it resistant to cracking and warping in the harsh climate, meaning fewer weekends Aaron will spend maintaining the home in the future.

Linea™ Weatherboard and Axon™ Panel are manufactured in New Zealand from high-performance fibre cement to withstand our harsh



climate. The north-facing home is exposed to the elements and gets hammered by the sun and sea salt, so durability was important.

Aaron says the durability of the fibre cement cladding sets it apart from its timber alternatives. "Timber seems to deteriorate quickly, whereas the fibre cement products are more durable." And when you are hand driving every nail single-handedly on a 146m² house in your spare time, buildability is also important. Aaron had used James Hardie products previously, so knew first-hand the benefits of using a gun nailable product.



The products were also recommended by Aaron's local ITM store in Takaka. Managing Director, Philip Woolf says, "ITM offers quality solutions and practical, personal advice for customers by people who know the building industry inside out." He says his relationships with customers like Aaron are based on trust. "Our success is totally dependent on having long-term, satisfied customers. Our stores are independently owned, so there is definitely skin in the game. Basically, our catch phrase says it all: 'we'll see you right'."

For expert advice on your next home build, talk to your local ITM representative and ask for James Hardie by name. Together, we'll see you right.

Big Easter surprise for builders in Taupo and Masterton

While most Kiwis were cracking open chocky eggs over the Easter break, ITM teams in Taupo and Masterton were busy cracking on with the business of openings of a different kind.

Two of ITM's fastest growing stores moved into new premises at the end of April, providing builders with state-of-the-art trade-friendly facilities and a hugely expanded range of building materials and resources.

Tumu ITM Masterton

Masterton's new ITM store is situated on a high-profile 1.3-hectare corner site on State Highway 2 and features a 3900m² purpose-designed building complex and two free-standing pole sheds for additional storage.



"It's the best location in the whole of Wairarapa," says owner Corrie James. "Whether you're going north or south, you can't miss it."

We travelled all over the country to look at building supply outlets and we've managed to incorporate the best of everything.

Our storage space is vastly increased, we've put in huge bays in the bulk store to avoid congestion, and the entire layout is designed to give our customers better accessibility to materials, a better drive-through experience, and faster turnaround.

We also have a large rural yard to cater for the farming and horticultural sectors which are massive here in the Wairarapa."



Another new resource at the store is a dedicated display area for kitchen, bathroom and laundry cabinetry and components.

"We're looking to provide our customers with more of a whole-of-house offer," explains Corrie, "sort of like a one-stop shop for everything they need."

We've been the first choice for the majority of tradesmen in Wairarapa for ages and we want to make sure we're giving them the best experience possible."

Taupo ITM

With a custom designed 1820m² building on a 7000m² site on Broadlands Road, the new Taupo ITM outlet is all about "creating builder efficiency," says local owner and store manager Warren



SIGN UP FOR BUILDING BUSINESS TODAY!

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

www.itm.co.nz/subscribe



SIX ISSUES PER YEAR

plus a monthly email newsletter.

(Make sure we have your email address)



Johnson.

Our stock range has increased massively; we hold more inventory which means we can provide what our customers need straight away.

Pretty much all our timber is now housed indoors, functionality is vastly improved and the whole place is configured to make sure builders can get in and



out quickly.

The less time they spend hanging around our place, the more time they can spend on the job. It's all about increasing efficiency and eliminating downtime."

While the new store is fully operational, Warren has plans for further development.

"We're going to put in a 350m² outdoor living area with pergolas, pizza oven, barbecue, pavers, the whole bit, so we can broaden our offer.

When a house is being built, the builder is often asked to put in a courtyard or barbecue area, fencing and paving. Usually, they have to go someplace else to source those materials but we're aiming to change that.

Once again, it's about builder efficiency. If they can source everything they need from one place, that saves a whole lot of wasted time."

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 Takarua 09 267 0234
- Matakana ITM 09 422 7525
- Pukekohe ITM 09 238 3678
- 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 Puhimāhoe 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
- Opoitiki ITM 07 315 5984
- Otorohanga ITM 07 873 8079
- Tauranga ITM 07 541 1232
- Omokoroa 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
- NEW LOCATION Taupo ITM, 50 Broadlands Road, Taupo 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
- NEW LOCATION Masterton ITM, 337 Ngaumutawa Road, Masterton 06 370 6061

NELSON/MARLBOROUGH

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

CANTERBURY/WEST COAST

- Ashburton ITM 03 307 0412
- Basher's ITM Amberley 03 314 8311
- Darfield ITM 03 318 7474
- Dyers Road ITM Bromley 03 373 6049
- Geraldine ITM 03 693 9397
- Greymouth ITM 03 768 0441
- Hamptons ITM Waltham 03 374 3333
- Hillside ITM Hornby 03 349 9739
- Kaiapoi ITM 03 327 8829
- McMullan Timber ITM Hokitika 03 755 8519
- McVicar ITM Harewood 0800 191 674
- ProBuild ITM Rolleston 03 324 3300
- Rangiora ITM 03 313 4862
- Timaru ITM 03 688 8074
- Waimate ITM 03 689 7427

DUNEDIN/OTAGO/SOUTHLAND

- E H Ball ITM Invercargill 03 218 3787
- Fraser Hardware ITM Balclutha 03 418 0170
- Gore ITM 03 208 0649
- Mosgiel ITM 03 489 8885
- Southbuild ITM Winton 03 236 6055
- Southern Lakes ITM Cromwell 03 445 0081
- Southern Lakes ITM Queenstown 03 451 1567

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

PRODUCTS ON PROMOTION: All prices exclude GST. Prices are valid June 4th until July 14th, 2019 unless specified otherwise. Some products may not be available in all ITM stores, but can be ordered in. FREE ITM umbrella: Applies to purchases made between June 4th until July 14th, 2019 and only while stocks last. Please note that the \$200 (excl GST) qualifier for the FREE ITM umbrella applies to each brand featured and cannot be made up of smaller amounts spent on individual brands e.g. Customers will qualify for the giveaway if they spend over \$200 on GIB(R) products, NOT if they spend \$150 on GIB(R) products and \$50 on Delfast products. Purchases must be made on one invoice/account. Offer is limited to one per customer





WINTER WARM-UP

**Spend over \$4000 +GST in-store during June
and get this ITM Winter Warm-Up Pack.**

Includes: Bushman's ITM Fleece Jacket, Headlight Beanie, Thermal ITM Hardman Socks.

Strictly while stocks last. First in, best dressed.

Terms and conditions apply. Promotion valid from 1st June 2019 and only while stocks last. 1,300 packs available nationwide. Limit of one clothing pack per customer. Allow 21 working 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.