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Building a consent-free sleepout

03

LBP CODEWORDS

From 31 August 2020, a range of new and extended building consent exemptions were added to Schedule 1 of the Building Act, including a range of options for building sleepouts.

Several of the new and extended exemptions require the assistance of a Licenced Building Practitioner (LBP) to supervise or carry out the design and construction work, which will allow consenting authorities to focus more on higher risk building work. It is also a great reflection of the expertise that LBPs provide, and will help boost their profile to the public.

The exemptions cover a wide range of building projects in both rural and urban areas and include a number of projects including detached standalone buildings, porches and verandas, carports, and solar panels. This means around 9,000 fewer consents will need to be applied for each year and homeowners will save a combined \$18m in costs.

A closer look at sleepouts

One of the new exemptions, where homeowners will more than likely need the help of an expert, is in the construction of a detached, standalone building such as a sleepout. A sleepout is a great way for a homeowner to add a private space for an independent member of the family or to have an extra office now that working from home is more popular than ever.

Current building consent exemptions already allow for a sleepout up to ten square metres to be built without a building consent, but the new exemptions expand this all the way up to 30 square metres if the work is carried out or supervised by an LBP. There is also a separate exemption for 30 square metre sleepouts if they are built from prefabricated or kitset components that have been designed (or had the design reviewed) by a Chartered Professional Engineer (CPEng).

Of course, all of these sleepouts must still meet the building code. It's important to remember that the building consent process is only one part of the legal requirements for building a sleepout. All the usual requirements about durability of materials, district planning, location of services and boundary restrictions still apply. This means a sleepout must be at least its own height away from a boundary, which will preclude many suburban homes from building to the maximum 30 square metres without a consent (unless they want it right in the centre of their lawn!).

CONTINUE >>

Sleepouts have minimal facilities

The sleepouts included in this exemption are not designed to be lived in exclusively. The facilities of an existing dwelling (such as potable water) must also be readily available for the use of those staying in the sleepout. A sleepout under this exemption is not a 'tiny house' and if a homeowner wants to include toilet or cooking facilities, they need to apply for a building consent.

A win for the LBP scheme

The sleepout also needs to comply with the Building Code, which is one of the key reasons why we require a competent LBP to carry out or supervise the work. These exemptions put trust in LBPs as competent and professional builders, by allowing them to undertake a wider scope of work without a building consent or council inspections. This in turn adds value to holding an LBP licence, and raises the awareness of the scheme with homeowners.

With rights comes responsibility

This work is not Restricted Building Work (RBW) because a building consent is not required. Therefore, you do not have to supply a Record of Work (ROW). You are still professionally accountable for the work however, so it is important to maintain the same standards. The oversight of the Building Practitioners Board (BPB) still applies to these projects, as professional accountability is an important tool to protect consumers from rogue builders and maintain the standards of the scheme.

The usual rules around plumbing fittings and wiring still apply too, so plumbing work is not covered by this exemption and any electrical work will need a Registered Electrician and a Certificate of Compliance on completion. Fire safety rules also mean the sleepout must have smoke alarms installed. It is important to note that the stormwater runoff from larger sleep outs may be significant, and this will need to be considered.

As a building professional you may need to highlight some of these issues to the homeowner, as they may have limited knowledge. The BPB has made it clear that they expect LBPs to use their professional judgement when undertaking work, and to bring up issues of non-compliance with the client rather than following their instructions blindly.

by David Macaskill

Content Editor, Building Performance, MBIE

This article is relevant to these classes:



ALL

Codewords Quiz

1. Do I need to provide a ROW when building a sleepout under the Schedule 1 exemption?

- Yes, if an LBP was required
- No, a ROW is not legally required as it is not Restricted Building Work

2. For a sleepout to be eligible under the Schedule 1 exemption:

- It must not contain bathroom or kitchen facilities
- It can't have a kitchen, but it can have a toilet
- It can have a kitchenette, but only if a smoke alarm is installed

3. Why can some of these exemptions only be carried out by LBPs?

- LBPs have been assessed and found competent to do the work
- LBPs have professional accountability for their work through the Building Practitioner Board
- LBPs have more knowledge and experience than the average homeowner, and can raise concerns if the client is trying to build something non-compliant
- All of the above

Answers 1b 2a 3d



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LICENSED
BUILDING
PRACTITIONERS

Self inspections: The revolution we've been waiting for is here

A new digital solution developed by BRANZ has the potential to be a game changer for the residential inspection process. It can reduce on-site visits by building inspectors by as much as 70 percent, streamline the consenting/compliance process, and lead to significant productivity gains throughout the residential building process.

First conceived of nearly three years ago, the Artisan digital QA solution has now been embraced by Auckland Council and Kāinga Ora. It is being trialled by Hamilton City Council and is being reviewed by multiple Building Consenting Authorities (BCAs) around New Zealand.

The solution allows builders to photograph details of their work on a cellphone or tablet, submit the photos to the BCA to review off site, and gain approval within a matter of hours.



BCA sets up project shotlists



Builder takes photos and submits shotlist



BCA review



Builder fixes fails



New photos are submitted

A faster turn-around

BRANZ's General Manager Digital & Technology Sunil Surujpal predicts the app will ultimately lead to "standardisation of code compliance verification right across the country."

"We've been working with quite a number of large residential building companies and closely with Auckland Council, and the feedback has been universally positive.

"For some of the sub contractors, if they lose two or three days on site because of inspection delays, they're losing up to five percent of their net profit. With the Artisan solution, they're getting a response in an hour instead of having to wait sometimes in excess of nine days."

How does it work?

All councils have line-by-line inspection checklists. The Artisan digital solution has converted these into a series of 'shot lists' to provide an enduring photographic record of the 'as-built' element being constructed.



As each building element is finished, the builder takes a photo, which can be overlaid with simple drawing tools - to put a circle around details, highlight specific components, or add written comments. The builder sends the image(s) to the BCA, and the BCA responds with a remedial action request or a pass.

Can you get it now?

A number of builders are using the app, mainly in Auckland, but also in other regions.

"Because it's a process change, the builder needs to contact the BCA in the first instance," says Sunil.

"In some cases, they may have to go through a qualification period where council will allow them to do some of the simpler inspections or audit their inspections with a physical site visit. We've set up an on-line self training portal so basically everyone self trains before they download the app. As a result, we've hardly had any calls to our helpdesk. The app is very easy to use. Very intuitive."

Find out more:

<https://www.branzartisan.nz/what-is-artisan/>

Or contact your local Council Inspection office or the Artisan help line on: **0800 80 80 85**

Artisan

BRANZ



GIBFix® Framing System – a fresh look at wall framing.

Increasingly homeowners, developers and builders are demanding warmer and more thermally efficient homes.

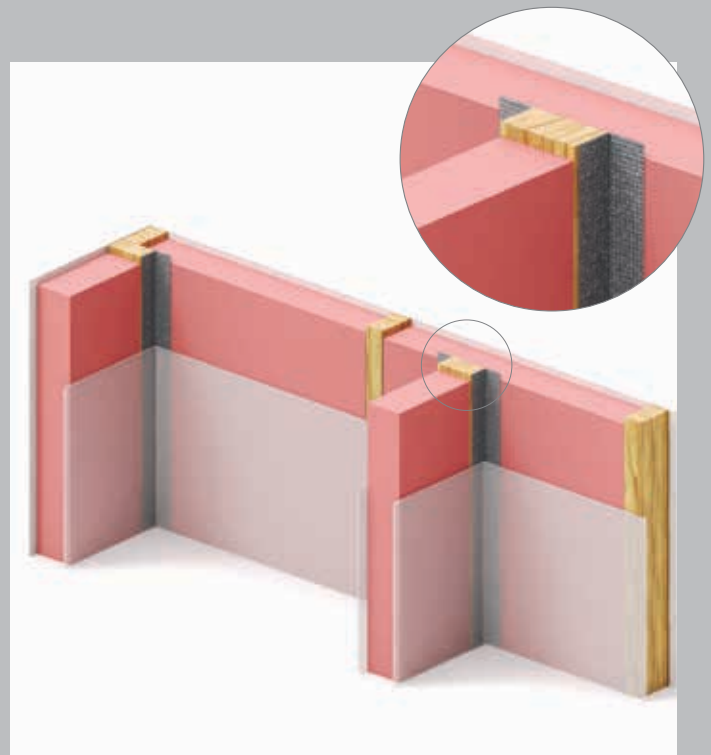
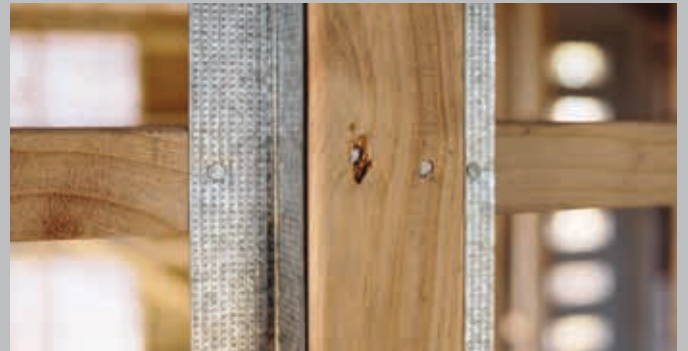
Traditional framing practices can present some problems around thermal performance such as multiple framing members at wall intersections creating thermal 'bridges' and cavities where insulation cannot be installed effectively. Also having multiple framing members can take longer to dry resulting in timber frame movement and an increased risk of fastener pop and blemishes on the interior wall surface.

Improved Thermal Efficiency

The GIBFix® Framing System offers improved wall thermal efficiency by reducing the volume of timber framing used at corners and intersecting walls. The GIBFix® Framing System replaces unnecessary timber framing with a GIBFix® metal angle with the overall thermal efficiency of the external wall envelope being improved as insulation can now be more effectively positioned throughout the full wall cavity. Traditionally hard-to-insulate areas such as between triple corner studs can be removed to allow insulation to better fill the framing cavity.

Reduced Potential Fastener Pop

Fastener popping or cracking of the interior linings occurring from timber frame movement can have a real impact on the house design. Strong and stable wall joints that are less susceptible to movement of individual timber framing members is another benefit of the GIBFix® Framing System. Wall corners effectively lock the plasterboard corners onto a single metal angle rather than being fastened across multiple timber studs which can more easily move.



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

Certificates of Work

Certificates of Work can be relatively simple documents, but they can also lead to some confusion. Here we address what they are for, who should fill them out, and what they should include.

A Certificate of Work (CoW) is required when submitting a building consent application to show that a suitably qualified design professional has designed or supervised the design of any restricted building work (RBW).

The CoW must be provided by one or more LBPs (or suitably registered design professional) that carried out or supervised that design work. The CoW states that the design work either complies with the Building Code or whether waivers or modification of the Building Code are required.

Memorandum from licensed building practitioner: Certificate of design work
 Section 45 and section 30C, Building Act 2004

Please fill in the form as fully and correctly as possible.

If there is insufficient room on the form for requested details, please continue on another sheet and attach the additional sheet(s) to this form.

THE BUILDING	
Street address: 77 Elm Park	
Suburb: Brooklyn	
Town/City: Wellington	Postcode: 6021

THE OWNER	
Name(s): Lesley Craig	
Mailing address: 39 Montreal Grove	
Suburb: Scorching Bay	PO Box/Private Bag:
Town/City: Wellington	Postcode: 6023
Phone number: 04 222 7777	Email: les.c@leftside.com

BASIS FOR PROVIDING THIS MEMORANDUM	
I am providing this memorandum in my role as the: Please tick the option that applies (✓)	
<input type="checkbox"/>	sole designer of all of the RBW design outlined in this memorandum – I carried out all of the RBW design myself – no other person will be providing any additional memoranda for the project
<input type="checkbox"/>	lead designer who carried out some of the RBW design myself but also supervised other designers – this memorandum covers their RBW design work as well as mine, and no other person will be providing any additional memoranda for the project
<input checked="" type="checkbox"/>	lead designer for all but specific elements of RBW – this memorandum only covers the RBW design work that I carried out or supervised and the other designers will provide their own memoranda relating to their specific RBW design
<input type="checkbox"/>	specialist designer who carried out specific elements of RBW design work as outlined in this memorandum – other designers will be providing a memorandum covering the remaining RBW design work

IDENTIFICATION OF DESIGN WORK THAT IS RESTRICTED BUILDING WORK (RBW)

I Tony Heaney carried out / supervised the following design work that is restricted building work.

- The building is a house or small-to-medium apartment building.
- The work is certain design work relating to the primary structure, external moisture management system or fire-safety system – that is, the preparation of any drawing, specification or other document according to which the primary structure, external moisture management system or fire-safety system is proposed to be constructed or altered.
- The work requires building consent.

A record of work is completed by the tradesperson who carries out or supervises the RBW, whereas the CoW is completed by the designer who designs or supervises the design of the RBW.

Purpose of certificates of work

The requirements for a CoW are laid out in section 45 of the Building Act 2004 – How to apply for building consent. In summary, the purpose of a CoW is to

- provide assurance for building consent authorities that the design has been carried out or supervised by a competent person
- track professional accountability without giving rise to additional civil liability by recording who completed or supervised each part of the design
- confirm that the design complies with the Building Code
- detail any waivers or modifications of the Building Code that have been required.

Collaborative design

Where two or more LBPs are involved in carrying out or supervising the design work for a building consent application involving RBW, there may be a choice regarding who provides the CoW. If a particular design is carried out by an LBP under supervision of another LBP – that is, a senior designer – the CoW should be provided by the LBP that is taking responsibility for the design.

However, if two LBPs work on different aspects of the plans and specifications that are RBW, each LBP would be expected to provide a CoW for their respective parts. For example, one may design the foundation and another the elements of the superstructure.

The LBP who signs the CoW is the one who will be professionally accountable for the work. If you are completing the CoW as a supervisor for work designed by someone else, it is very important that you check the work meets an acceptable standard, is compliant with the Building Code and adequately describes any waivers or modifications of the Building Code.

Design of restricted building work

A CoW is only required for the design of RBW. The design of RBW (or restricted design work) can be identified by the following features:

Take accountability for your work

If there are issues with the work, the CoW also allows the BCA, consumer or regulator to track down who completed or supervised the work if further investigation is needed.

A common issue the Building Practitioners Board sees is an LBP completing a CoW for work carried out by other designers that has not been completed to an acceptable standard (negligence). Some designers will use their licence to rubber-stamp others' work so it can be submitted in a building consent. However, this is not the purpose of a CoW.

If you sign a CoW with incorrect statements regarding compliance to the Building Code – or any waivers or modifications – you are showing poor professional judgement as either you did not check the design adequately or you were not able to identify the deviations from the Building Code. Either way, you could be found by the Building Practitioners Board to have acted negligently or incompetently.

LBP's are accountable to the Board for their professional conduct, and if they are negligent or incompetent or otherwise do not meet their obligations under the Building Act, they can be disciplined. Using your licence to rubber-stamp a CoW without adequately checking the design is an abuse of the licensing system and will not be accepted by the Board.

by Faye Pearson-Green

Building Practitioners Board Member

This article is relevant to these classes:



Further guidance

The document *Guidance on the use of certificates of work, producer statements, and design features reports* relates to RBW and can be found at www.building.govt.nz.

This guidance document was developed for practitioners working on the Canterbury rebuild. However, the principles apply for restricted design work anywhere in New Zealand.

Codewords Quiz

1. Why do we use CoWs?

- So BCAs can see if a competent person carried out the work.
- So we can track down the correct designer if they need to be held professionally accountable for their work to the Building Practitioners Board.
- To highlight any waivers or modifications of the Building Code in the design.
- All of the above.

2. Can more than one LBP provide a CoW for a design?

- Yes, if more than one LBP has contributed to a design, this should be recorded through the CoWs.
- No, only one LBP should provide a CoW per building consent.

3. Why is it a problem if you sign a CoW without supervising and adequately checking the design work?

- It is not a problem – the BCA will pick up anything that is not Code compliant.
- It is not a problem – signing a CoW will not increase your civil liability for the project.
- The design could be substandard, which could lead to significant problems and harm to the client – for example, leaky buildings.
- You could be disciplined by the Building Practitioner Board for working negligently.
- c and d.

Answers: 1.d 2.a 3e



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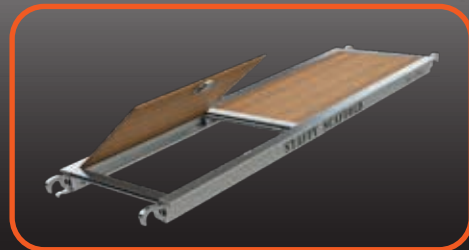
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What builders should do when their company doesn't have a prayer

11

LEGAL

On 24 September 2020 our Supreme Court issued its judgment in the case of **Debut Homes Ltd (In Liquidation) v Leonard Wayne Cooper and his Trustees**. This is the latest statement of the highest New Zealand Court on the subject of what company directors should do when a company is in financial difficulty. It is highly relevant to directors of development and building companies because it lays down the law on when the directors should investigate rescue packages, and when they should throw in the towel. Here are the basic facts of that case.

Mr. Cooper was the sole director of residential property development company Debut Homes Ltd. By October 2012, the company was in real financial difficulty and Mr. Cooper decided to complete its existing developments but not undertake any new ones. He knew this would result in over \$300,000 in GST being owed to the IRD which Debut would most likely be unable to pay. Approximately 17-months later the IRD got the company placed into liquidation.

To give Mr. Cooper due credit, he had supported Debut by drawing no salary over that period. He and his wife also provided security over their family trust assets and further personal guarantees to the BNZ, and they injected another \$377,000 into Debut out of their family trust, for which Debut gave them a

security over all its assets ranking behind the BNZ's. Some of that trust loan was repaid by Debut, but the company still owed the Coopers over \$410,000 by the date of the liquidation.

Over that same 17-month period Debut had completed and sold various homes, with the proceeds going mostly towards repayment of mortgage loans to the company, which Mr. Cooper had personally guaranteed. The balance of the proceeds were retained by Debut, some of which were used to repay loans from his family trust to the company, but nothing was paid to the IRD. Mr.

CONTINUE >>

Cooper therefore favoured the secured creditors who were holding personal guarantees from him, as well as his family trust, at the expense of the IRD which was owed \$450,000 in GST by the date of the liquidation.

What happened in Court

The Liquidators applied to the High Court to partially set aside the security that Debut had given to the Cooper family trust, and to recover some money from Mr. Cooper for breach of the duties he owed as a director. They won in the High Court, lost in the Court of Appeal, and ultimately won in the Supreme Court. Mr. Cooper was ordered to pay \$280,000 into the company, on top of the court costs and legal fees he was required to pay, and \$280,000 of the secured debt owed to the family trustees became unsecured instead.

In reaching these conclusions the Court relied primarily on three of the directors' duties which are conveniently listed in the Companies Act 1993. In summary, they are:

- **Section 135** - A director must not agree to the business of the company being carried on in a manner likely to create a substantial risk of serious loss to the company's creditors, nor cause or allow that to happen. This is the "Reckless Trading" duty, and it is very pertinent to building companies.
- **Section 136** - A director must not agree to the company incurring an obligation (for example placing an order with a supplier) unless the director believes at that time on reasonable grounds that the company will be able to perform the obligation when it is required to do so.
- **Section 131** - A director must act in good faith and in what the director believes to be the best interests of the company – which means the director must put the interests of the company (including all of its creditors) above his or her own personal interests, or the interests of anyone else for that matter.

Because of these duties, once Mr. Cooper knew that Debut had no hope of returning to solvency and there would inevitably be a shortfall to one or more creditors, he should not have decided to continue to complete the residential developments. It did not matter whether he thought the overall deficit might decrease, or whether some creditors might actually be better off if he continued trading. There are mechanisms in the Companies Act that are tailor-made for these situations. He could have put the company into liquidation. He could have invited the BNZ to put it into receivership. Or he could have gone for a creditors' compromise, a scheme of arrangement, or a voluntary administration.

The lessons to be learned

You could be forgiven for regarding this ruling as a bit of a "counsel of perfection" – an unrealistic expectation of human beings who are desperate to salvage their only source of income and ever-optimistic that their fortunes will change given enough time. Admittedly directors of large building companies who have little or no skin in the game and plenty of opportunity to earn a good living elsewhere might be more inclined to follow the Supreme Court's guidance, and so they should. After all, regardless of the practicality of the ruling it is a binding statement of the current law. However, I suspect that owner/operators of smaller companies like Mr. Cooper are more likely to take the risk regardless, and simply pay the penalty if it all comes unstuck.

In an effort to avoid this situation, many builders adopt the cunning plan of putting all the shares in their building company into their family trust and making their spouses the sole director. Suffice it to say that that is a pointless exercise. Not only will the spouse be exposed to exactly the same penalties that the builder would have incurred, but the Companies Act treats anyone who behaves as if he is a director of the company (even though he is not officially recorded as being one), as a "deemed" director who is just as liable as the official directors.

Finally, it pays to know that, for a short period during the height of the covid-19 pandemic, the Government relaxed the rules relating to directors' duties under what was known as the "safe harbour" scheme. If you were inclined to battle on, and you met the relevant criteria, then up until 30 September 2020 you were allowed to take more of a gamble than you can during normal times. However you need to bear in mind that this relaxation was only temporary, the criteria were quite strict, and it didn't apply to the section 131 duty which was one of the duties Mr. Cooper was found to have breached. Whether we continue to flirt with covid-19 lockdowns, and whether the Government reintroduces the regime, remains to be seen.

by Geoff Hardy

Auckland Commercial Lawyer

Martelli McKegg
lawyers



Geoff Hardy has 45 years' experience as a commercial lawyer and is a partner in the Auckland firm Martelli McKegg.

He guarantees personal attention to new clients at competitive rates His phone number is (09) 379 0700, fax (09) 309 4112, and e-mail geoff@martellimckegg.co.nz

This article is not intended to be relied upon as legal advice.

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GET ON BOARD, WE ARE.

Because being local is at the heart of everything we do, ITM have always proudly supported the Kiwi teams we know and love. So, it wasn't too much of a leap for us to get behind Emirates Team New Zealand as they fight to defend the 36th America's Cup.

As an Exclusive Supplier, we've helped with materials for the team's base at Viaduct Harbour and for the boat yard in which Te Aihe and her sister yachts have been built. We'll be there to cheer the boys on out on the water too.

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Defender America's Cup 36



The day of reckoning

After all the speculation, hype and spectacular wipe-outs, the day of reckoning has finally come, as the world's best sailors race their flying AC75s against each other for the first time on December 17. Sean Regan from Emirates Team New Zealand, shares his views on what lies ahead...

Reaching for the upper limits

"Fifty knots on the water is just a number, but it's a bit like the sound barrier. When you hit it, everything changes. All the teams will be pushing those barriers all the time in this series."

Emirates Team New Zealand Shore Coordinator Sean Regan is candid about what he expects as the revolutionary AC75 boats line up in the America's Cup World Series.

"The Covid thing has eaten into the development time for all the teams; the boats are incredibly sophisticated, difficult to control and very powerful. In reality, we're all still in the experimental phase in terms of just how far we can push these boats."

A delicate balancing act

"There have been a lot of wipe-outs over the last couple of months, when we've all pushed things a little bit too hard, and you come out and shake yourself and get on with things. That's the beauty of these boats."

"You can have a nosedive or crash down and keep sailing, like we've seen all the teams do."

"As opposed to the previous catamarans from the last two America's Cups...if you wiped out on them, it would be the end of sailing for the day. The capsizes in Bermuda was a memorable example of this."

"It's like Formula 1 car racing. As soon as you take your foot off the accelerator, that's a gap that you will never catch up. So you have to push it to get even a small edge."

"We've learned that when you reach those speed marks, there's a hell of a lot to do to keep things in one piece and make sure you don't wipe out at the next corner."

"And then on the other hand, you have to have low speed efficiency – the ability for a boat to pop up on its foils quickly in the start gate – so you have to balance those conflicting factors. There are still a lot of unknowns."

Frenzied pace

A staggering difference between the boats in the last America's Cup and this one is the advanced sophistication of the technology and engineering.

"We've been working in shifts seven days a week around the clock for the last five months, and ITM's



Sean Regan (right) with sailors Steven Ferguson (left) and Guy Endean (middle).

support has been really invaluable with our boat building programme. Whatever we need, they get it."

Sean feels the only certainty about the races ahead is that the development of the boats – the rigs, sails and appendages – will be constantly tweaked at an increasingly frenzied pace.

"If you have to start playing catch up at the last minute, that affects the psychology of the team, things go into a bit of a spin and people get panicky and they often don't make the right choices."

"There's going to be huge pressure of all kinds in these first races, and it's only going to keep building."

Cup programme

America's Cup World Series
December 17 – 20, 2020

The Prada Cup
January 15 – February 22, 2021

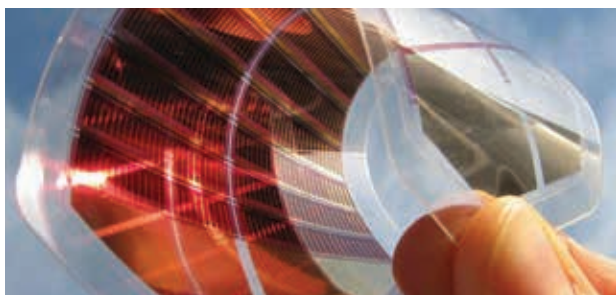
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March 6 – 21, 2021



Turbo charged solar power coming soon

The first solar cell capable of powering everyday equipment converted just 6% of sunlight into electricity. Today, the conversion rate is around 22%. But very soon, that number could soar to 40% or higher.

A group of materials called perovskites are being used to create solar panels that are potentially twice as efficient as current models and flexible enough to wrap around entire buildings.



Inkjet printable

As well as improved solar efficiency, panels with perovskite work better than silicon in the shade, on cloudy days or even indoors. Perovskite can be printed using an inkjet printer and could also in the near future be sprayed or rolled onto surfaces.

Leading the charge for this new form of solar panel is Oxford PV, a company formed as a result of pioneering research at the University of Oxford.

The company aims to begin producing cells made from perovskite on silicon early next year at a new purpose-built factory in Brandenburg, Germany.

In production now

Other companies working with perovskite include Saule Technologies. The company's new factory in Warsaw began printing perovskite solar cells using inkjet printers in September this year.

Early next year, Saule Technologies will begin supplying Swedish construction company Skanska Group, which plans to attach printed solar cells to the façade of buildings on a commercial scale.

"It is set to be a game-changer in the energy sector, because it works in every lighting condition," says Saule Technologies co-founder Olga Malinkiewicz.

"You can make it flexible. It's a wonderful material. Architects will love it."

Magnetic Catch Solutions

Sylvan's range of magnetic catches never wear out and are suitable for a wide range of applications including sliding doors, passage and wardrobe doors.

- Includes stainless steel power adjustment packers
- Self adhesive stainless steel cover plates
- Drill in rubber buffers

MC4



Mini 12mm concealed magnetic catch
Suitable for small applications

MC3



Heavy duty concealed magnetic catch
Ideal for oversized or pivot doors

includes
FREE
forstner
bit

MC5

Standard magnetic catch - 8 pack

Is it time to expand your team?

Business coach Daniel Fitzpatrick walks you through what to consider before you take on more staff.

You're busy and you don't have the manpower to handle the current workload. Lead time is stretching out. And the work keeps coming.

Many tradies find it hard to say 'No' to customers. Or feel they can't knock back jobs as it will impact growth, so they end up working longer and longer hours.

Is the answer to expand and try to do more? Or stick it out and do as much as you can with the team you've got?

You may have been down this road before, taken on extra staff or seen others do it and be worse off. You don't want to repeat those mistakes. And isn't there a downturn coming?!

That's why I'd recommend building your war chest while things are good. Create a cash cushion and increase efficiency now, so you can easily adapt to whatever happens next.

If you're getting geared up to take as much work as you can, great. There's nothing worse than feeling like you're missing out on opportunities.

Want to know how you can tell if it's likely to work out well? It depends on your own situation.

Ask yourself these questions:

- How many months confirmed work do you have right now?
- Are clients prepared to wait or are you losing jobs through long wait times?
- How much money could you make off increased capacity? Is the work profitable or is it work that has low margin?

Being busy doesn't mean you're profitable. You might make more money picking and choosing the best jobs and turning the others away.

When taking on more work and a bigger crew, ensure there's a margin in the jobs. Otherwise it's just endless stress and bad cashflow.



Also assess whether the work best suits you or if it's slowing you up. If jobs are taking longer than they should, that's affecting your margin too.

Do you see where I'm going with this? Let me say it straight: **The real answer is in your numbers, not in your workload.**

You're in business to make money. Business decisions should (mostly) be based on the numbers. Numbers make things very black and white, so you can make smarter decisions.

Can you make money off another worker?

Consider how much it would cost you, and what you would need to get back.

A rough guide: If you pay your new tradie on the tools \$65,000 per year (\$1,250 per week) then billable hours (not including materials) for them needs to be around 2-3 times that (i.e. \$2,500 - \$3,750 per week).

To get a more exact picture we'd also look at overhead costs and gross margins.*

Generally, if you get this right, you can aim to make \$40,000-\$80,000 off each of your employees on the tools. If you can't afford to put on another full-timer, it's likely your rates are too low, especially if you have minimal overheads.*

Does cashflow support it?

There will be an initial dip in your bank account for at least a month or two, while you get the new employee up to speed. You're paying their wages

CONTINUE >>

before you can bill for any work they're putting out. Look for any subsidies to help with initial costs.

The trick is to do a simple cashflow forecast to see what's going to be in your bank account over the next few months. Then you can make sure cashflow won't be stretched too far.

Warning: many tradies have lost the ability to pay their staff when customers didn't pay. Ensure you have robust systems for minimising late/bad payers.



What if you get a bad apple?

This can happen. It will cost you money. It's a risk.

What can you do? You've got to bite the bullet. Invest into finding the right person. Play at 100%. Advertise the job right. Do due diligence. Interview well. Check references properly. Get the right help, not just 'help'.

Make sure you include a 90-day trial in their employment contract (if you have less than 20 staff). During this time, you want to watch them closely on the job, check in regularly. Test and push them a bit to see how they respond.

Remember that creating quality staff requires a quality leader. Train your crew properly. Give them structure. Build a positive team culture. Grow the business this way and it will pay huge dividends down the track.

What happens if work dries up?

Finding a steady supply of the most profitable work takes effort. Hiring will free you up to hunt for more work. Put the time in and you'll find it. You can't grow a business with a scarcity mindset.

Overwhelmed with work only some of the time? Decide to grow or stay small. You can't have it both ways.

Sure, you don't want to pay someone to do nothing. But in this environment, you'll only be slow if you allow yourself to be. In the meantime, you'll find things for them to do: Use your downtime to train them. Get them in the office quoting, clean the van, fill it up, go get this or that.

Know your worst-case scenario numbers. How long could you go with no work for them? With 90-day trial you can always let them go if you don't have the work. It's not ideal but keep this in mind.

More things to check:

How will the new hire fit into the current team? You don't want to upset the apple cart.

Can you speed up the office work? A bookkeeper or office manager may be far more efficient than you. Someone with experience costs more and gets more done. Someone who needs training costs less. Both can work.

Would hiring a foreman to manage the team be a better option than an extra pair of hands on the tools?

Does anyone need to get off the bus first? An existing crew member with a bad attitude creates ripple. That's something you need to take care of right away.

What if there's no shortage of work, but a massive shortage of skilled workers? What if you just can't find good, qualified people? Well, quality people are employed somewhere. A few may be looking for change. Do it right, and you can become the employer they desire. More on that another time.

If you're busy, more workers will help. After all, there's a limit to how much work your current team can get out, even if you improve your productivity. Conversely, more staff and more work won't make your life easier unless the numbers stack up. Employees should make you money.

If increasing your team makes sense - then go for it.

***If you need help - or just want someone to talk strategy with - hit me up for a free 45-minute coaching session here:**

<http://nextleveltradie.co.nz/muscle>.

by Daniel Fitzpatrick

Business Coach, Next Level Tradie



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



IBuilt CoreClad plywood cladding. Treated to the core.

Are you looking for a premium plywood cladding in 2.4, 2.7 or 3 metre lengths?

CoreClad textured, ACQ treated plywood cladding offers superior strength, durability, and reliability. With sheets up to 3 metres long and no requirements to retreat cut ends, CoreClad is fast and easy to install.

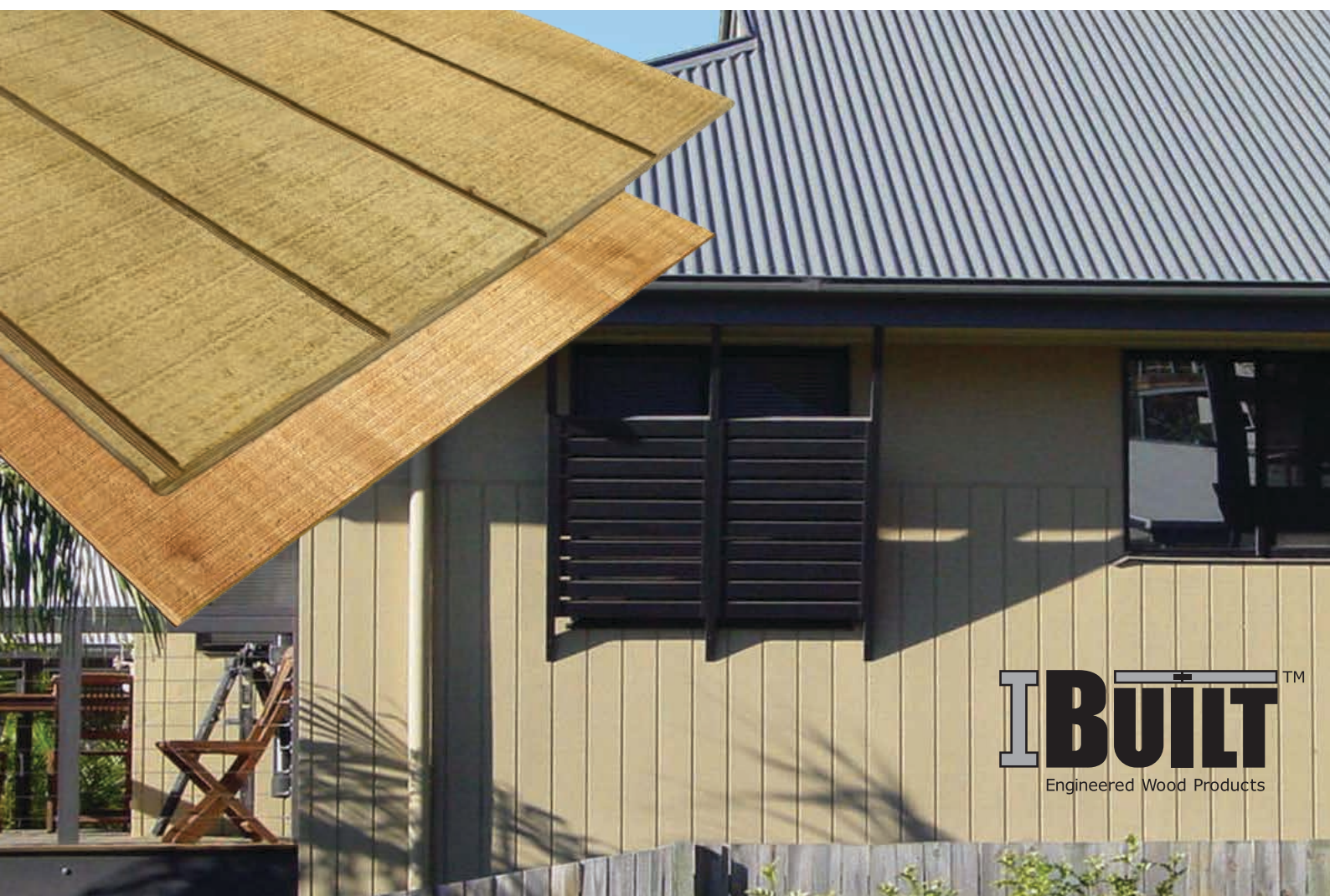
Why use CoreClad?

- Each veneer is individually H3.2 treated before manufacture ensuring treatment to the core.
- This means cut edges do not need to be re-treated
- Available in 2,440mm, 2,745mm and 3,050mm long sheets reducing installation time, wastage, and the need for flashings for walls up to 3 metres high.
- Band sawn face for a rough textured finish
- Supplied Textured or Textured with grooves at 150mm centres.

- Grooves and shiplap match industry recognised profile.
- Manufactured from high strength Hoop Pine & Klinkii Pine providing a strong and stiff panel rated to F14.
- Manufactured to AS/NZS2269:2012 and independently audited by the EWPA
- PASS Certified (Product Assurance Supplier Statement) for peace of mind.



For more product information and technical literature, visit www.ibuilt.co.nz or talk to your local ITM sales representative.



**FROM CONCRETE TO COMPOSITE,
DRILLS TO DRAINAGE, PAVERS TO PILES.**

RANGE. EXPERTISE. SORTED.



**DECKING
PRODUCTS**

Page 22

**FENCING
PRODUCTS**

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**LANDSCAPING
PRODUCTS**

Page 26

TOOLS FOR THE JOB



MAKITA 18V LXT® Brushless 5Pc Kit

DLX5047T

INCLUDES:

- DHP481 18V LXT® 13mm Cordless Brushless Hammer Drill Driver
- DTD153 18V LXT® Cordless Brushless Impact Driver
- DGA504 18V LXT® Brushless 125mm Slide Switch Angle Grinder
- DHS660 18V LXT® 165mm Brushless Circular Saw
- DJR187 18V LXT® Brushless Reciprocating Saw
- DC18RC 18V LXT® Rapid Charger
- BL1850B 2 x 5.0Ah Batteries
- Carry Bag

\$1,399^{ex}_{GST}

BONUS

BONUS 5.0AH BATTERY WITH PURCHASE



MAKITA 18V LXT® Brushless 3Pc Kit

DLX3102T

INCLUDES:

- DHP481 18V LXT® 13mm Cordless Brushless Hammer Drill Driver
- DTD154 18V LXT® Cordless Brushless Impact Driver
- DHS660 18V LXT® 165mm Brushless Circular Saw
- DC18RC 18V LXT® Rapid Charger
- BL1850B 2 x 5.0Ah Batteries
- Carry Bag

\$1,099^{ex}_{GST}



MAKITA Automatic Self-Levelling Laser Level

SKR200

INCLUDES:

- Receiver
- Remote Control
- Laser Goggles
- Wall Mount
- Target Plate
- Comes with BONUS Tripod

\$1,085^{ex}_{GST}



DECKING



HANDTOOLS

GFB T-20 Torx Bit 50mm x 15pack
GFB509

\$20^{ex}_{GST}



STARRETT Assorted Jigsaw Set
SRBU4

\$63^{ex}_{GST}

OLFA Heavy Duty Snap-off Blade Knife (25mm)
OLH1

\$13^{ex}_{GST}



FIXINGS/FASTENINGS

SKARA Screws Pan Washerhead Range (25pk)

- European inspired fasteners that add class and style with attention to detail
- Premium design allows for easy drilling into hardwoods and other exterior timber structures
- Available in 160mm to 360mm lengths



FORTRESS Raised Torx Countersunk Decking Screws - T304 Stainless Steel (1000pk)

- Available in 8g, 10g and 12g and a variety of lengths



BONUS

FREE STARBORN COUNTERSINKING TOOL (DECKSB10) VALUED AT \$24 EXCL GST WITH PURCHASE OF 10G X 60 1000PACK (DECKX1060P)



ASK YOUR LOCAL ITM STORE FOR PRICES

DECKING STAINS

INTERGRAIN UltraDeck® Timber Oil



CABOT'S Deck & Exterior Stain (Oil Based) 10L Range



CABOT'S Deck & Exterior Stain (Water Based) 10L Range



DRYDEN WoodOil Clear 10L

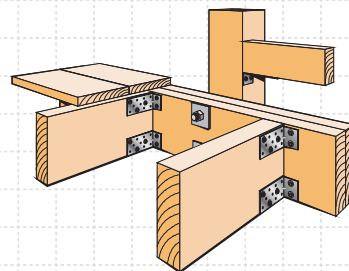
- A water-repellent, non-filming, timber protector that deeply penetrates the timber and utilises an ultraviolet, stable fungicide.



MiTek LUMBERLOK® DECK JOIST FIXING

LUMBERLOK DECK JOIST FIXING

provides the required fixing between the deck and the boundary joist to suit cantilever baluster system.



www.mitek.nz.co.nz

ASK YOUR LOCAL ITM STORE FOR PRICES

TIMBERTECH COMPOSITE DECKING

136x24mm Composite Decking

- Grooved and smooth profiles available in 4.8m and 6.0m lengths



136x24mm Ewe Terrain Composite Decking

- Grooved and smooth profiles available in 4.8m and 6.0m lengths



CONCEALoc Hidden Fastening System

- Match the exact colour and look of your grooved TimberTech boards while preserving a smooth, fastener-free surface



PINE DECKING

Radiata Decking H3.2 Range

- Available in sizes 140x30, 140x19, 90x30, 90x19
- Supplied in premium, standard and merch grades
- Available in smooth and grip tread profiles



Decking pictured is standard grade



TALK TO YOUR LOCAL ITM STORE ABOUT OUR SUSTAINABLE HARDWOOD OPTIONS

STRUCTURAL TIMBER

125x125 H5 Anchor Pile

- Available in 450mm to 900mm lengths



H4 RS No2 SL Bearers

- Available in 150x50 and 200x50 at selected lengths



FENCING



HANDTOOLS/POWERTOOLS

STANWAY Post Hole Digger

TW5000



\$45^{ex}
GST

KESON Blue Chalk Bottle (227g)

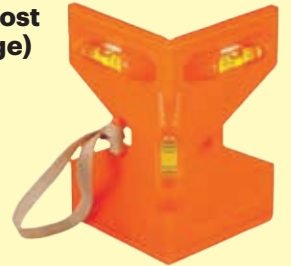
KS8B



\$4^{ex}
GST

JOHNSON Post Level (Orange)

JN175



\$13^{ex}
GST

KESON Chalk Line Reel with 4oz (114g) Blue Chalk

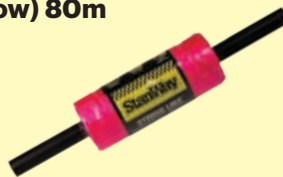
KSK1CB



\$19^{ex}
GST

STANWAY Fluro braided String Line (Pink or Yellow) 80m

CM80FL



\$11^{ex}
GST

ITM Builders Pencil

BPITM-M



\$1^{ex}
GST

NZ WHEELBARROWS Constructor XP

WBCXPW

\$205^{ex}
GST



NZ WHEELBARROWS Concreter XP

WBEXPW

\$215^{ex}
GST



PASLODE Impulse FrameMaster

B20543P

**ASK YOUR LOCAL ITM
STORE FOR PRICES**



ESTWING Claw Hammer 22oz

E322CR

\$90^{ex}
GST



BONUS

**FREE 1 X B20558 65MM DEKFAST HANDY PACK WITH
EVERY FRAMEMASTER PURCHASED (RRP \$149)**



PAILINGS/POSTS/FENCE RAILS

H3.2 RS Fence Palings

- Available in 150x19 and 150x25 at selected lengths

Radiata H4 RS Posts

- Available in 100x100 and 100x75 sizes at selected lengths

Radiata H3.2 RS Fence Rails

- Available in 75x50, 100x50 and 150x50 sizes
- 4.8m and 6.0m lengths available



BAGGED CONCRETE

DRICON Rapid Set 25kg - 20 MPa

- Sets in 15 minutes



DRICON High Strength Rapid Set 20kg - 30MPa

- 30MPa will be achieved after 28 days



DRICON Handicrete 25kg - 20 MPa



DRICON High Strength Handicrete 25kg - 40 MPa



FENCE FINISH

WATTYL Fence Finish 10L Range

- An easy-to-brush finish for timber fences
- Rich colour for timber fences
- Touch dry in 30 minutes
- A budget natural colour finish for rough sawn timber fences
- Available Colours – Ebony, Mission Brown and Karaka Green
- Coverage: 3-6sqm/L



Stock may vary between stores



LANDSCAPING

PURCHASE, TEXT & BE IN TO WIN



BUY ANY SUN KING CLOTHESLINE* FROM ANY ITM STORE, TEXT & BE IN THE DRAW TO WIN A KARCHER ELECTRIC WATER BLASTER!

Simply purchase any Sun King Clothesline* from your local ITM store from 1 December – 31 January 2021 and text **BLAST** – leave a space – and your receipt number to 5650 to be in to **WIN** a Karcher Electric Water Blaster!



*Applies to Sun King Rotary, Folding and Retractable Clotheslines only. T&Cs apply – see soudal.co.nz/competitions. Prize won may differ slightly to what is pictured. Entries close 31/01/2021.

soudal.co.nz

DRAINAGE

Marley Drainflo® Corrugated Drainage

- SN6 (yellow stripe) and SN10 (red stripe) options available
- Available punched (for drainage) or unpunched (for fluid transmission) in 65mm, 110mm and 160mm diameters and a variety of coil lengths
- Also available with a pre-applied Cirtex® filter sock for an extra level of filtration
- New Drainflo® Smooth range also available for increased flow rates



HANDTOOLS

ESTWING Handy Bar (375mm)

E-HB15

\$27^{ex}_{GST}



STANLEY Fatmax Tape (8m x 32mm)

ST33-732

\$35^{ex}_{GST}



G-MAN Handsaw R13 (380mm)

GM275H15

\$24^{ex}_{GST}



DULUX Precision Survey Marker (White) 350g

32SD1278-350G

\$7^{ex}_{GST}



JOHNSON Glo-View® Heavy-Duty Box Level 1200mm

JN1717-120

\$99^{ex}_{GST}



RETAINING TIMBER/STRUCTURAL TIMBER

H4 TGV Retaining Wall

- Available in 150x50 and 200x50



H4 RS Retaining Wall

- Available in 150x50 and 200x50



H4 Retaining Wall

- Available in 140x42, 180x42, 190x42 at selected lengths



125x125 H5 Anchor Pile

- 1.2m to 3.6m lengths



H4 RS SG8 SL Retaining Wall

- Available in 150x50 and 200x50 at selected lengths



SED H5 Round Poles

- Full range of SED H5 building poles available, talk to your local ITM store



PAVERS/BLOCKS

FIRTH Gobi Blocks

- Heavy-duty paved surface that's up to high-traction requirements



FIRTH Holland® Pavers

- With its simple shape, Holland® pavers are a practical choice for a variety of residential installations.



FIRTH Masonry Blocks 20 Series

- The benefits of masonry are the aesthetics, low maintenance, strength and durability.



BAGGED PREMIX

DRICON Pave Sand 20kg



DRICON Pave Lock 20kg



DRICON Trade Mortar 30kg

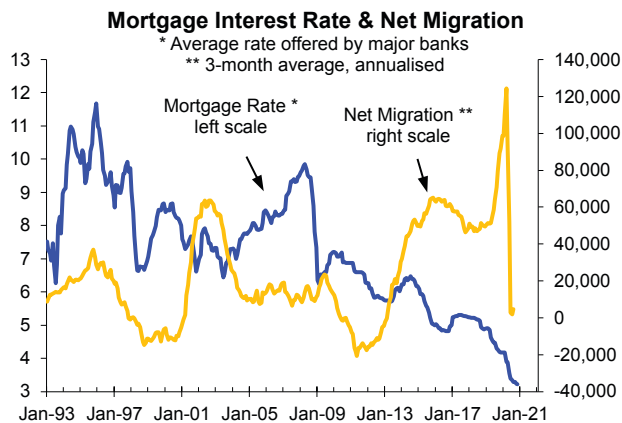


DRICON Handicrete 40kg - 20 MPa



Deciphering the major drivers of residential building

Interest rates and the net inflow of people from overseas (net migration) have generally been the major drivers of building. Prior to Covid-19, low mortgage interest rates and high net migration (see chart below) combined to drive a high level of building. It was helped by government building initiatives including building more social housing.



The impacts from Covid-19

Covid-19 had a dramatic impact on net migration, with it falling to near zero. Migration is likely to remain well below average for some time because of rampant new infections overseas. It has also contributed to a sizeable fall in interest rates, as shown in the chart above. This is in the context of it taking around 12 months for changes in net migration and interest rates to impact on the number of consents for new dwellings.

Interest rates are a more powerful driver of new housing demand than net migration, but the fall in net migration has been so large the net impact from the two traditional drivers will probably be at least mildly negative over the next year. This is in the context of new dwelling consents remaining around peak levels in recent months after a temporary lockdown-related setback, and the prospect of government initiatives will start to provide more support next year, although progress with them may be slow.

Government initiatives

The government initiatives include building 2,000 more state houses per annum, a \$350m fund to support private developers, \$3b allocated to fund infrastructure for residential developments and the Urban Development Bill that gives Kainga Ora (which has taken over the functions of Housing NZ) the funding and tools to help fast track developments.

Unemployment

The bank economists had focused on the negative impact of economic fallout from Covid-19, like job losses, would have on the housing market. This hasn't

proved to be the case in the existing housing market where prices are performing strongly. It won't be the case for new housing because there isn't a clear link between employment and new dwelling consents because the traditional drivers dominate.

Vaccine for Covid-19

When or if an effective Covid-19 vaccine emerges, it is likely to have a large impact on the two traditional drivers. The first impact will be on interest rates where there is already a hint of upside emerging overseas, while in time it will allow New Zealand to open the border to migrants and tourists.

Assuming an effective vaccine emerges next year, a market-led increase in interest rates will front-run the rebound in net migration by 6-12 months. This is partly because markets move quickly in response to such developments while it will take some time for a vaccine to be widely available. This implies the emergence of an effective vaccine will initially pose a threat to new housing demand.

by Rodney Dickens

Economist & Managing Director
of Strategic Risk Analysis Ltd



Summary

- Interest rates and net migration are the major drivers of residential building.
- Covid-19 will likely be a mild net negative for new housing demand.
- Restricted international travel means much slower population growth via low net migration.
- The effects of Covid-19 on the economy also resulted in a sizeable fall in interest rates.
- It takes around 12 months for changes in net migration and interest rates to have an impact on consents for new dwellings.
- Ironically, a Covid-19 vaccine may initially pose a threat to new housing demand.

Auckland building consents top \$1 billion

For the first time, the monthly value of building consents issued in Auckland exceeded \$1 billion.

The September 2020 monthly value of building consents issued in Auckland accounted for about 44 percent of the national total of \$2.4 billion. Auckland makes up about one-third of New Zealand's population.

"This is the first time a region has issued more than \$1 billion worth of building consents in a single month, with more than \$700 million coming from residential projects," acting construction statistics manager Bryan Downes said.

"This reflects both the rising volumes of building consents and higher construction costs."

Nationwide new dwelling consents

In September 2020, 3,605 new dwellings were consented, comprising:

- 2,052 stand-alone houses
- 1,032 townhouses, flats, and units
- 403 apartments
- 118 retirement village units.

The seasonally adjusted number of new stand-alone houses consented rose 6.9 percent, after rising 0.6 percent in August 2020.

Regional new dwelling consents

By region, the numbers of new dwellings consented in the year ended September 2020 (compared with the September 2019 year) were:

- 15,470 in Auckland – up 5.7 percent
- 4,042 in Waikato – down 2.8 percent
- 3,053 in Wellington – up 5.4 percent
- 5,957 in rest of North Island – up 2.7 percent
- 5,618 in Canterbury – up 8.1 percent
- 3,582 in rest of South Island – down 4.8 percent.

Source: Stats NZ and licensed by Stats NZ for reuse under the Creative Commons Attribution 4.0 International licence.

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RURAL – Marlborough Colour Steel

#LRMC

**Under
10m²**
No permit
required



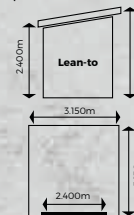
Added depth provides plenty of space for your ride on mower with ample room for additional storage.

Base Dimensions

Width	Depth
3.150m	3.150m

Door

2.400m opening



RURAL – Kaipara Colour Steel

#LRKC

**Under
10m²**
No permit
required



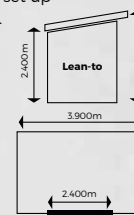
Makes for a good sized workshop with extra room on each side to set up workbenches and shelving.

Base Dimensions

Width	Depth
3.900m	2.550m

Door

2.400m opening



METRO – Ponsonby Colour Steel

#LMPC



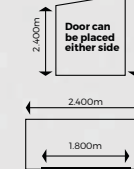
The ideal size to store your sports gear, lawnmower and tools while adding a touch of class to your unused space.

Base Dimensions

Width	Depth
2.400m	1.000m

Door

1.800m opening



METRO – Fendalton Colour Steel

#LMFC



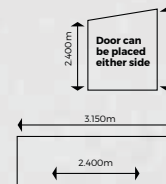
With extra width and a wider roller door the Fendalton provides secure storage for larger items.

Base Dimensions

Width	Depth
3.150m	1.000m

Door

2.400m opening



Colour Options You can choose any combination of shed and door colour. For colour options visit www.duratuf.co.nz

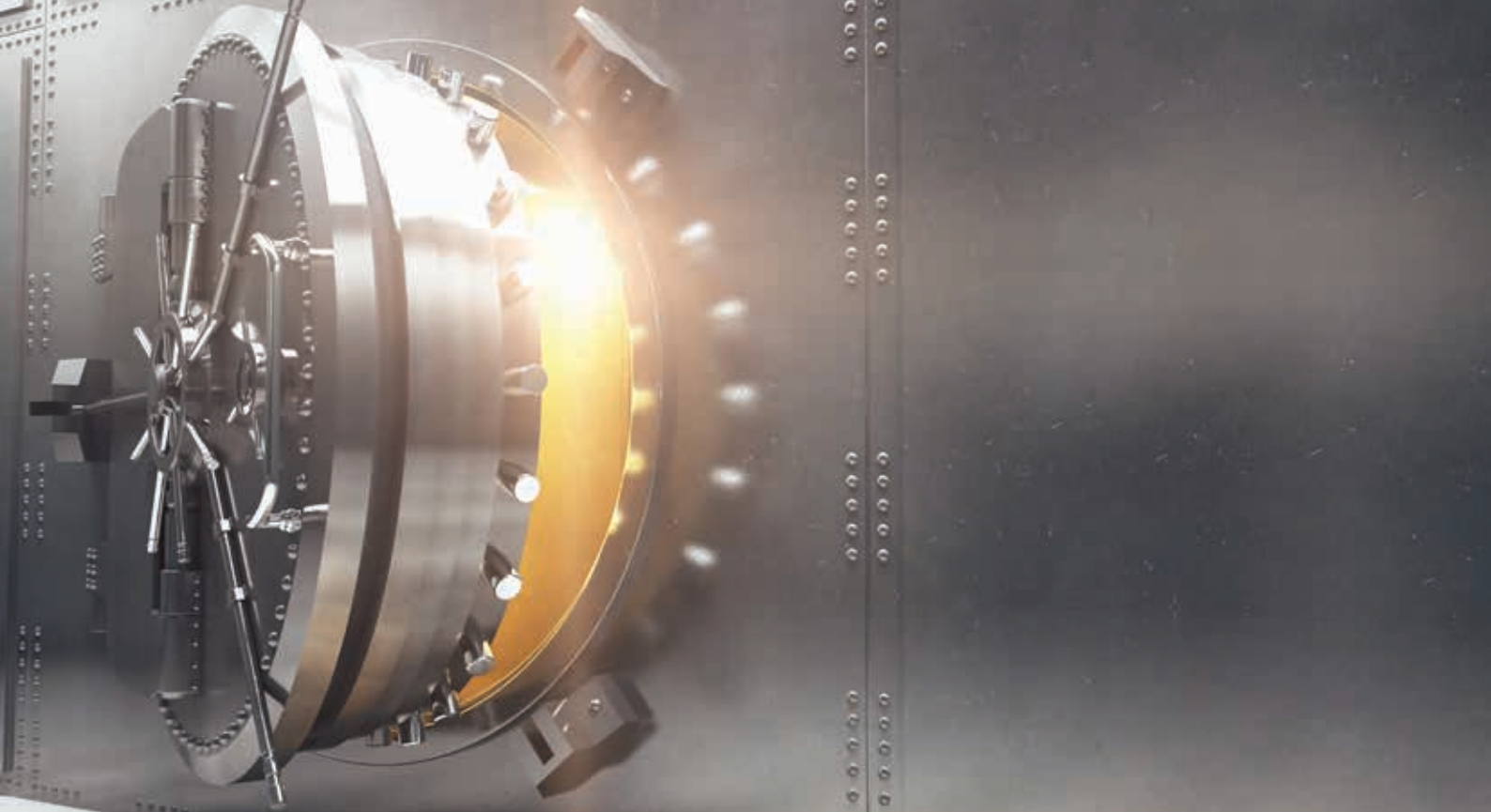
Flooring Options You can pour your own concrete slab, or for an additional cost a plywood or timber floor can be purchased.

Assembly Options Lifestyle Range sheds are delivered as a ready to build kitset and come with comprehensive assembly instructions.

Hi-tensile steel Duratuf Lifestyle Range sheds are built using 0.4mm thick hi-tensile anti-rust steel.

See in store for a hot price!

Duratuf.



Contractors bonds explained

A COVID-19 related policy change earlier this year saw Kainga Ora begin to accept surety-backed bonds rather than just bank-backed ones. This has great benefits for contractors and accelerates a trend seen across the market towards bonds in lieu of retentions.

If you tender for a decent sized contract the chances are it will require retentions. Avoid this if you can. A bond is a safe, cost effective alternative.

Retentions are a way for the head contractor or principal to ensure sub-contractors will return to fix defects. They keep a portion of your money and only release it once the defects period ends. In some cases this could be years after you have finished your work! Retention bonds are increasing in popularity as an alternative.

What is a bond?

A bond is a guarantee from a third party that if a company fails to deliver on its contractual obligations the bond provider (called a guarantor or surety) will pay instead. It reduces the risks for contracting parties, because they know that if something happens they won't be left in the lurch.

There are three parties involved in a bond: the contractor (the bond principal), their client (the beneficiary or obligee) and the surety provider.

Are they like insurance?

They are similar in that the bond helps reduce risk if an unanticipated event happens. However, they are different because unlike insurance the contractor is always expected to pay back the surety if a bond is called on. An insurer won't ask you to pay back their costs if they cover a claim under your policy. Bonds are more like a mortgage; in that they require security and you will be expected to pay it back if the bond is called on.

What kinds of bonds are there?

There are many types of bonds, from bail bonds to house deposit bonds to training bonds. In the world of contracting there are 5 main types:

- 1. Bid bonds** – these make sure a contractor puts in a serious bid. If they win the tender but pull out later the bond can be called on to make up the difference between their price and the next successful bidder.
- 2. Performance bonds** - these guarantee that the contractor will perform their contract. If they fail to do so the principal can use the bond to cover the costs of engaging a replacement contractor.

3. **Payment bonds** – these guarantee that the principal will pay the contractor. If they fail to do so the contractor can call on the bond to get paid for their work.
4. **Retention bonds** – these replace retentions and guarantee that the contractor will return to fix defects. If they fail to do so the principal can use the bond to get them fixed by another contractor.
5. **Advance payment bonds** – these ensure that if a contractor defaults on payment for components they have ordered, the supplier or manufacturer won't be out of pocket.

What's involved?

If you need to provide a bond there are three things to know:

1. The bond wording is usually supplied in the contract. If not, the bond surety can supply one, but it must be acceptable to all three parties.
2. You need to be pre-approved by the bond surety. They want to make sure that the company they are providing bonds on behalf of is a good risk. Among other things this involves an assessment of the company's financial solvency and equity, experience and company structure, previous contracts and bonds issued. Once approved you can apply for bonds as required.
3. You will need to provide some form of security for the bond. This is just the same as when you take out a loan or open a credit account with a merchant. The security is typically in the form of a corporate indemnity and/or personal guarantee from the directors. It could also be a charge over physical assets such as buildings or vehicles.

I have my bond, now what?

Simple, you supply it to your customer. If they need to call on it for any reason they will do so directly with the bond surety. If they don't need to use it the bond will expire on the date shown.

On demand or conditional?

Bonds work in two different ways:

1. With an on-demand bond the surety will pay up, usually within 48 hours, with no proof of default required. They will seek recovery from the principal later.
2. With a conditional bond the default must be proved before the surety will release the funds. For example, the engineer to the works certifying a default, even to the extent of an arbitration or court judgement being needed first.

What are the benefits?

If you can supply a bond it shows potential customers that you have been assessed as a good risk and have your sh*t together. It says you must be a substantial player with a good financial base and organisation for a bond surety to be prepared to work with you. A good surety-principal relationship is a partnership, with the surety providing support and expertise (and another set of financial eyes) to help their client maintain a financially healthy business.

If you are the beneficiary of a bond it means you have additional financial security that you can call on if there is a problem.

If you provide a bond in lieu of retentions it means your money isn't at risk in the principal/head contractor's bank account rather than your own. It improves cashflow too, as you can use that money rather than having to wait for it to be released sometime down the track.

If you provide a surety bond rather than a bank bond you are also freeing up cash. A surety bond can be backed by other forms of security, rather than having to reserve cash in an account or paying interest on an overdraft you can't use.

In a nutshell

Well established overseas bonds are increasing in popularity in New Zealand, and this is true for small contracts as well as big ones. Bonds provide additional security to all parties to a construction contract, as they can reduce the risk of one party failing to meet their obligations to another. With a little bit of effort, any well performing contractor can get access to bonds.

Partnering with a bond surety is a good way to signal to potential clients that your business is financially secure, operates professionally and that you will be a reliable partner for the contract.

by **Ben Rickard**

Builtin Insurance Advisor

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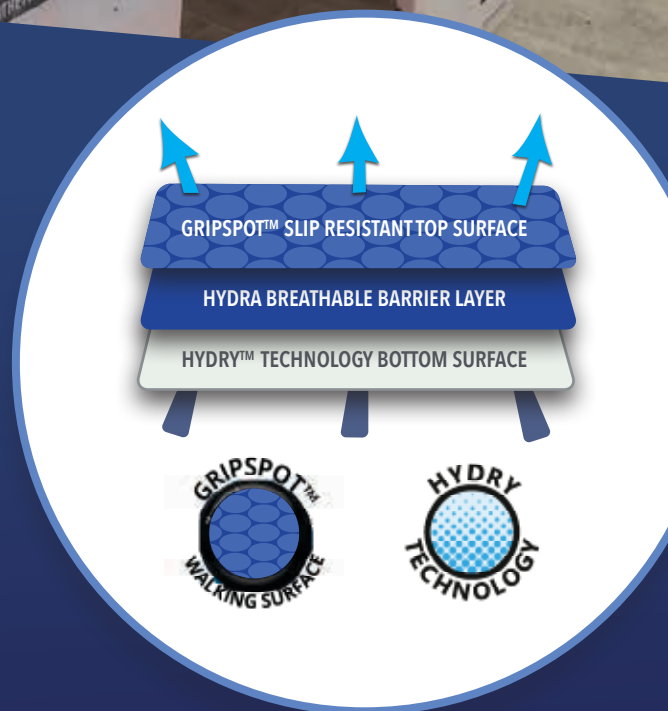
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For more information about glulamined timber talk to your ITM sales representative or go online to www.techlam.nz



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Feature joins give Linea™ Weatherboard a whole new look for high-end homes

Matt Corleison, Design Builders' managing director, reckons the way they've used Linea in their new Taupo showhome is a bit of a breakthrough.

"I don't think anybody's done this before, but there's no question the design effect is striking, and this will open up a whole new range of options for high spec designer homes."

"We wanted to achieve a classic New Zealand country-style home, but in a modern way with modern, low maintenance materials.

"Normally with Linea Weatherboard, the joins are exposed and quite obvious, but we decided to do something completely different and make a feature to cover the joins," Matt explains.

"We created boxed corners and picture framed windows. We continued those boxes down either side of the windows, from the soffit to the ground, and also at even stages along the walls to cover the joins. We used 60mm battens for the joins with scribes down either side."

A more easy-care solution

Having won over 100 New Zealand Master Builder Home of the Year Awards, Design Builders generally deal in high-end homes.

"Most of the time, our clients will be more inclined in a home like this to use cedar and natural timbers. But what we've done here is to show that Linea

Weatherboard is a really excellent alternative," says Matt.

"Linea Weatherboard doesn't have some of the maintenance issues timber can have, and there are significant advantages especially when we're using darker colours."

From a build point of view, the time spent on the extra detailing was offset by other factors.

"It was a much quicker process to put on the board than if the joins were exposed, and we also found that there was significantly less waste."

With 156m² living space and a massive 70m² garage, the home was custom designed for a client who wanted a holiday "bach" with plenty of room for the boat and jet skis.

"They're pretty proud of it and so are we," says Matt, "and the feedback from everybody who's been through the place since it opened in September has been amazing."

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CASE STUDY

 **JamesHardie™**

DESIGN BUILDERS



If the full pre-launch check is done prior to backing down the ramp, it should make for a seamless stress-free event.

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Boat ramp etiquette

FISHING

As we all rush to go fishing over summer with boats in tow, there's a real logjam in the road that can cause all kinds of congestion and angst. This bottleneck is often a steep, slippery, single lane with traffic going both ways, and all the vehicles are reversing a trailer! It's the boat ramp.

The boat ramp can be the source of frustration for many, as you watch your precious fishing time tick away, while someone blocks your pathway to the snapper and kingfish that await you. That frustration can be avoided by following a few simple tips.

Maintenance

First off, make sure your trailer is well maintained, the lights are working, you have the correct tow ball and a vehicle capable of towing the weight. And just like vehicles, trailers need regular maintenance, particularly if the trailer has brakes. These are moving parts that get very hot and are plunged into salt water, so it's not surprising boat trailer brakes can have issues if not maintained. Take it in for regular servicing to get bearings, brakes, and springs maintained.

Safe towing

Boats make great storage space so the kid's bikes, BBQ's gas bottles, dive bottles, surfboards and even generators and espresso machines can get loaded in to go camping. But remember these things all increase the weight of your boat, and the balance of it. A correctly set up boat trailer will be balanced and track straight. Depending on the size of the boat, it can have anywhere from 50-300kg of load on the tow ball, and even slight changes to this weight can make the trailer sway and affect the handling of the vehicle. So if you're loading up the boat to go away, make it a balanced load, ideally load over the axle and don't exceed the trailer or vehicles capability. Too often you see the family wagon doing

a wheelstand up the highway, swaying side to side, obviously this is incredibly dangerous.

Prep for launching before leaving home

If your boat has been on the trailer for a while, you should do all the standard checks to make sure it's safe to tow - safety chain on, straps on, wheel bearings okay, propeller flag on, lights working and hitch secure. But also check that the boat can come off the trailer when you want it to, grease the rollers, make sure the winch isn't jammed and the D shackle on the safety chain can be undone.

When you arrive at the boat ramp, pull over to the side before backing onto the ramp - remove straps, put the bung in, remove the propeller flag, battery switches on, remove travel clip on outboard, engine start check, secure rope to bow, and brief your crew on launching procedure. Once again, do this before you back onto the boat ramp.

Every year I see people back onto the ramp blocking boats both ways while they prep the boat for launching. When the said person (we'll call him Nigel) senses the angst from the queues of waiting boaties, he typically starts barking orders to his crew, often the wife (we'll call her Sharon). This is where the scene gets ugly, "C'mon Sharon hurry up and put your bloody lifejacket on and get the kids in the boat". "It doesn't fit, how do you adjust it". "Just get the boat off then". "I don't know how!". You can see how this can escalate, and it usually ends with Sharon up to her waist in the water giving Nigel a blast in front of an audience while the kids duck for cover in the front of the boat. You don't want to be Nigel or Sharon, so take heed of this advice or your long-awaited fishing day can get off to a very bad start.



Straps removed, bung is in, engine starts and ready to roll down the boat ramp.

Consideration

On the other side of the coin, if you are waiting at the ramp and Nigel comes along, offer to lend a hand. Experienced boat ramp users need to exercise some patience and understanding...or get up earlier in the morning before the landlubbers make it to the ramp.



Another tip: Get out and back early to avoid the rush and so no one spots your secret scallop spot.

Keep it flowing

Other things to do to help the boat ramp flow nicely, aside from being ready to launch and retrieve are:

- On a wide boat ramp, always back down one side to allow another lane to be used – don't block the whole ramp.
- If there's a jetty, move your boat to the side to allow other boats in, or even better, have one of the crew drive the boat out while the trailer is being parked to clear the ramp, and the driver can be collected once the vehicle and trailer are parked.
- When parking your trailer, think about other vehicles, particularly with big trailers. Check to ensure they can manoeuvre enough to get out.
- Don't take up two parks...or three parks as I've seen many times.
- If you are meeting your friend at the boat ramp to go fishing, do not park in a boat trailer car park if you don't have a trailer.
- Try a smile and a wave with everyone at the ramp. You'll find that 99% of them are good people.

Stay safe out there.

Matt Watson.





Gargan Rd, Tauriko, Tauranga

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NEW PRODUCT

New exterior cladding system enters building market

ZX Panel[®], a 100 per cent New Zealand owned company has just entered the global building market, launching an aluminium cladding system that is very competitively priced, lightweight, low-maintenance, easy to fabricate and aesthetically pleasing.

Designed from the ground up and manufactured by Altus NZ, ZX Panel[®] is compliant with S14G of the Building Act 2004. It has been tested to E2VM1 and NZ/AS4284 and holds a PASS certificate 19904.

Panels are 2.4 x 1.2 x 2.0mm thick and are connected to the structural framing using engineered aluminium extrusions creating a cavity-based, weathertight exterior cladding system. There are 37 architectural colours to choose from so the client's colour dream really can be brought to reality.

ZX Panel[®] is ideal for both residential and commercial applications up to 10 metres high and comes with a 15-year warranty. This system is also committed to local industry and sustainability, proudly carrying the New Zealand Made trademark and being made from 100 per cent recyclable aluminium.



A sophisticated online ordering system enables customers to order through your local ITM store. ZX Panel[®] can also arrange installation solutions having a network of approved installers throughout the country.

Further information and design details are available to download from zxpanel.com





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