

# insight

MARCH/APRIL 2019

## Destination... Conference 2019



**2019 joint conference  
with NZ Certified  
Builders - dates and  
venue announced**

**Essential Business  
Update from IRD**



# New GIB Weatherline® Rigid Air Barrier Systems



- Cost effective high performance
- For commercial and residential projects

For further information visit [gib.co.nz](http://gib.co.nz)  
or call the GIB® Helpline 0800 100 442.



7,500 Hours  
of system  
development.



Extra high  
wind zone  
tested.

Glass fibre  
sheet facing  
technology.



Made in New Zealand  
for New Zealand  
conditions.



Robust testing:

- 4 Fire tests.
- 13 Wind pressure tests.
- 2 Torrential rain tests.
- BRANZ Appraised.



# contents

President's Report.....	<b>5</b>
Construction News.....	<b>6,7</b>
Essential business update from IRD.....	<b>8,9</b>
Conference 2019.....	<b>10,11</b>
Don't get caught out with a Capital Gains Tax.....	<b>17</b>
2019 Golf Day.....	<b>18, 19</b>



CONTACT: AWC I, PO Box 45098, Lower Hutt NZ  
FREE CALL: 0800 AWCINZ (0800 292 469)  
Website: [www.awcinz.org.nz](http://www.awcinz.org.nz) • Email: [admin@awcinz.org.nz](mailto:admin@awcinz.org.nz)

Disclaimer: the articles or opinions published in this Newsletter do not necessarily reflect the opinions or position of the Editor or the Association and publication of the said article does not constitute an endorsement of the views that they may express.

## FUNDING PARTNERS

Diamond



Gold

**RONDO**



Silver

**USG BORAL**  
INNOVATION INSPIRED BY YOU



**James Hardie**  
a sister company



**POTTER**  
INTERIOR SYSTEMS



# JOIN **CHANNEL R** NOW AND ADD ANOTHER HELPFUL TOOL TO YOUR TOOLBOX.



**(This free gift is also pretty handy)**

When you join Rondo's Channel R, you get advance information on new product releases, major projects and developments, access to our exclusive Seismic Design Wizards and the ability to save wizard results to your profile, as well as locate your nearest Distributor. We're here to help, and what's more, it's all free... including the handy stainless steel pocket multi-tool and pouch we will send you as a gift to say thanks for joining.

Simply visit [go.rondo.co.nz/ChannelR](https://go.rondo.co.nz/ChannelR) and register today.

OFFER ENDS FEBRUARY 28, 2019, OR WHILE STOCKS LAST

## **RONDO®**

Rondo Building Services Pty Ltd. ABN 69 000 289 207.

---

# President's report

*From the trowel of Gabriel Ataya*

---



Firstly, the Executive Committee would like to extend their condolences and best wishes to all those affected and the families that have lost loved ones from the tragic events in Christchurch on Friday 15th March. All of us are experiencing a lot of sorrow for what occurred and don't feel that these actions represent what New Zealand stands for at all.

It has been a fast start to the year for the construction industry. It feels like we never had a break as the year started so quickly. In our business we are seeing a lot of opportunities round the country, but activity is quieter and more competitive in Christchurch which looks to be returning to pre-earthquake construction volumes.

There are a number of issues going on within the Industry that the AWCI is managing on behalf of the members. We are keeping a constant vigil on the Ebert Construction case, the release of the Vocation and Education training review (VET), Government procurement plus the Mainzeal case against the directors is potential good news for the industry. It just goes to show that a buoyant market isn't always a

successful market so always keep a close eye on your operations.

AWCI are doing most of our advocacy and lobbying work for retentions through the Specialist Trade Contractors Federation (STCF). This combines the voices of Master Painters, Master Plumbers, the Roofing Assoc, Scaffolding Assoc and AWCI to provide significant information and lobbying to the media, Ministers and MBIE. At any time please feel free to contact Richard in the AWCI office if you have some key points that you think would be useful in this work.

Other exciting news for AWCI is our partnership with the New Zealand Certified Builders Association and combining for our second joint conference in Christchurch June 14th and 15th 2019. This means we will have dedicated AWCI speakers and content plus a huge 70 trade stand expo, over 650 attendees and access to the NZCB speakers and business content. The opportunity for AWCI members to network and develop partnerships with NZCB members is really significant and the AWCI Executive are excited about joining together at the event for

the benefit of both organisations.

There is more detail in this issue about the conference, so I urge you to come to the conference and be part of this significant milestone event. It would be great to get an increase in the number of contractors attend this year and from first-hand experience I can tell you it is very beneficial for companies of all sizes so make sure you register and get involved.

Last month we also had the running of our annual golf tournaments, with the Auckland tournament selling out and fantastic attendance in Christchurch. These events just keep on growing and next year we expect to add one or two more venues so watch out for those dates.

All in all it is great to see the continued growth of the Association. We will be keeping you up to date on the various industry events involving Ebert and Arrow international, plus the VET review so watch your email for the newsletter updates.

Thanks  
Gabriel

# Construction News

---

## **DATES FOR NATIONAL CONFERENCE ANNOUNCED:**

The 2019 joint AWCi and NZ Certified Builders national conference will be held in Christchurch on June 14th and 15th 2019.

There will be dedicated AWCi speakers and content plus a huge 70 trade stand expo, over 650 attendees and access to all the NZCB speakers and business content. The opportunity for AWCi members to network and develop partnerships with NZCB members is really significant.

## **BCITO ACKNOWLEDGES RADICAL CHANGES TO VOCATIONAL EDUCATION TRAINING SYSTEM**

Building and Construction Industry Training Organisation (BCITO) Chief Executive Warwick Quinn acknowledges the significance of the changes to the vocational education training system proposed by the Minister of Education, Hon Chris Hipkins.

“Vocational training is vitally important to New Zealand’s continued growth. There is no doubt that the Vocational Education Training system (VET) has experienced issues for a long time which need addressing. We also believe

there are some parts which are working very well. The key is to protect what works while updating the areas which are failing to deliver for New Zealand,” says Quinn.

“At a time when New Zealand needs more skilled employees in the trades, our priority is ensuring the system we develop is fit-for-purpose and will help us deliver the growth New Zealand needs across the next 20 years.

“Much of the current ITO system is working very well and the focus must be on retaining these aspects. However, we understand there are greater issues within the ITP sector and acknowledge the need for greater change there.

“We must be careful to not throw the baby out with the bathwater, and ensure we protect what is working well, particularly for high need sectors such as building and construction.

“As these changes are radical, we will now spend some time working through what they mean for vocational training, employers and apprentices, and the wider industry.”

Quinn says it is important to ensure we continue to meet the immediate needs of our employers and apprentices during this consultation period.

“We believe there is an opportunity to reposition vocational-based qualifications as high-quality career pathways,” he says.

“We look forward to working with the Government and industry to carefully work through the proposal.”

## **5TH MARCH 2019 SECTOR REJECTS VOCATIONAL EDUCATION REFORMS**

The building and construction sector has today rejected the Government’s proposal to reform vocational education.

The Building and Construction Industry Training Organisation (BCITO) held a sector summit in Auckland today to discuss the proposal in detail, and to understand its impact on the current and future training system. Attendees included a broad mix of industry leaders and employers who work with the ITOs and polytechs.

Two-thirds of attendees did not support the Government’s proposals, voicing their concerns around the negative impact such widespread changes would have on the sector, at a time when we need to build more capacity and capability.

“The purpose of the summit was to agree the non-negotiables any new system must provide to ensure employers and apprentices stay engaged. What we have gained today is an agreed list of what industry expect to be incorporated in any future system,” said Warwick Quinn, BCITO CEO.

“Today attendees made it clear that they value sector control of both the standard setting and delivery of training. While they appreciate the greater control of the standard setting



under the proposals they are concerned that control of the delivery is at risk.

“They value the relationships they have with their ITOs. Under the current system, our field staff build strong relationships with every individual employer and apprentice. This allows us to customise their learning. In construction, most people learn from mentoring and support. They don’t learn from books. This focus needs to be retained in any reforms, and the sector is sceptical how this will work in the new system.

“There was concern from many in the room that the smaller trades will fall through the cracks of a single, large institution. They are also concerned that advocacy work carried out by ITOs will be lost. As a result, we will struggle to attract people into the sector.

“One positive in the Government’s proposal is the extended reach and control over what providers can deliver. This is one aspect we would support,” says Quinn.

The industry also strongly voiced its concerns about how the transition to a new system would be managed.

“We understand what the new proposals are trying to do, but we are concerned that they may not get there. It is a lot of disruption on a promise that lacks detail.

“If we get this wrong, we risk losing a cohort of employers, and by default apprentices, which would set the sector back years. We cannot let this happen at a time when the sector faces significant skills shortages.

“The overarching question we will be asking Ministers is how they can mitigate the risks identified by industry today in any sector reform,” Quinn says. “This is too important to get wrong.”

Following today’s discussions, BCITO will continue to consult the sector to ensure a robust response to the Government proposals.

This is one aspect we would support,” says Quinn.

The industry also strongly voiced its concerns about how the transition to a new system would be managed.

“We understand what the new proposals are trying to do, but we are concerned that they may not get there. It is a lot of disruption on a promise that lacks detail.

“If we get this wrong, we risk losing a cohort of employers, and by default apprentices, which would set the sector back years. We cannot let this happen at a time when the sector faces significant skills shortages.

“The overarching question we will be asking Ministers is how they can mitigate the risks identified by industry today in any sector reform,” Quinn says. “This is too important to get wrong.”

Following today’s discussions, BCITO will continue to consult the sector to ensure a robust response to the Government proposals.

## **KINGSPAN INSULATION WELCOMES TODD LINDSAY**



Kingspan Insulation continues to make moves in the New Zealand market as it adds a key player to its team shortly after expanding its product range with its new Kooltherm K10 FM G2W White Soffit Board.

Todd Lindsay joins the team as the first New Zealand based Sales Manager and comes with a plethora of experience in the building industry and is well-known in the New Zealand market. After over 10 years in various roles at PlaceMakers and Forman Building Systems, Lindsay

brings with him an extensive knowledge of the insulation market and the Kingspan Insulation product range.

“Kingspan have established themselves in New Zealand as the premium solution provider for high performance insulation for residential and commercial applications. As a customer of Kingspan, since their establishment in New Zealand almost 11 years ago, I am very excited to now be given the opportunity to lead the business here in New Zealand”, commented Lindsay.

Kingspan Insulation have put an added focus on New Zealand as their success in both Australian and South East Asia market continues apace. Lindsay started in his new role on the 5th of March and is expected to hit the ground running.

“I am looking forward to building on the excellent work done to date and to strengthening our specification, distribution and installation partnerships across the country. Kingspan offers world class performance and peace of mind to building users and occupiers”

## **YOUR ULTIMATE GUIDE TO READING RONDO WALL HEIGHT TABLES**

Rondo have put together a [step by step example](#) to reading wall height tables. However before we get started, there are a few things you’ll need to determine:

1. The overall wall height;
2. Thickness of the plasterboard to be used;
3. How wide your wall is required to be
4. If the wall will be lined on one side or both sides

Click here to view our latest Rondo HOW video on [‘how to read Rondo wall charts’](#).

Not convinced? Find out how this essential skill as a contractor will make your job easier.

# Essential Business Update from IRD:



## START PAYDAY FILING NOW

Has your business started payday filing yet? Payday filing will soon be compulsory, so get on board now.

All employers need to be payday filing from 1 April, which means that you will have to:

- File employment information every payday instead of an Employer monthly schedule (IR348)
- Provide new and departing employees' address information, as well as their date of birth – if they have provided it to you, and
- File electronically (from payday compatible software or through myIR) if your annual PAYE/ESCT is \$50,000 or more.

Depending on the method you choose to start payday filing, you will need to do

one of the following:

- If you're using software, check if it is payday filing compatible.
- If you're filing through myIR, make sure are familiar with the new Payroll Returns account in the My business section.
- If you're filing through paper, make sure you have the new forms to fill in.

Want more information? Inland Revenue's payday filing website has plenty of resources to help, and why not register today for our webinar on 25 March? It's a great opportunity to ask our panel of IR experts any burning questions you've got about payday filing.

## CHANGING FOR YOU

Last month, we told you about some of the proposed changes to make our tax system more straight forward for you. Two of the proposed changes are

dependent on legislation currently going through Parliament, so you should expect to hear more from us over the coming months about what the changes mean for you. For more information, visit our Changing For You website.

## GETTING READY TO SUPPORT YOU

We've been busy holding dress rehearsals to test our timing and sequencing ahead of April, when the next wave of changes to make our tax system more straightforward will come into effect.

To minimise disruption for our customers and limit the time our services will be unavailable, the dates we have chosen take advantage of the Easter and Anzac Day public holidays. So what this will mean for you is our:

- core systems, our front of office



Time's running out.  
So get ready for  
payday filing.



counters and our contact centres will shut down from the afternoon of Thursday 18th April 2019.

- systems and services will be back open on the morning of Friday 26th April 2019.

## UPGRADING IR'S WEBSITE – NEW CONTENT ON BETA SITE

We're completely redeveloping our website, including the look and feel, content, and the platform it sits on, to provide our customers with a great online experience. We're building content in sections on a beta, or test site, and our third round of content – income tax, will be available from early March.

We want to make the new IR website the best it can be, so, as with previous

beta releases, we're keen to receive your feedback.

You can access the beta site via a link on the current IR website's homepage, as well as through links on the Child Support and Working for Families landing pages. In early March a link will also be available from the income tax landing page. Please take a look and complete the survey to share your thoughts.

## NEW WEBSITE GOES LIVE IN APRIL

Our new website will go live as part of our next transformation release and will be available from the morning of Friday 26 April. It will feature:

- A new homepage
- A new look and feel, and layout
- Content previously tested on the

beta site – Working for Families, Child Support, income tax

- Global search across the new site and all content on the old site
- Seamless navigation across both the new and old sites.

Not all content will be on the new website initially, but our global search will help you find what you're after and the improved navigation and site structure will enable you to seamlessly move between the two sites.

We'll continue to test further content on the beta site and then publish to the new site in the months following the April transformation release. We hope to have all our content on the new website by late 2019.

Get ready for payday filing today – if you have any questions, please contact [IRTransformation@ird.govt.nz](mailto:IRTransformation@ird.govt.nz)

# Combined AWCI & NZCB Conference

**NZ Certified Builders (NZCB) and AWCI combine for one significant event**



**Conference date:  
June 14th and 15th 2019, Christchurch**

*The AWCI Executive have been working hard over the past year on ways for members to grow their business and expand their profile with head contractors and building companies. One of the exciting opportunities is that AWCI and NZCB are working in partnership to combine their annual conference events into the one venue in June 2019.*

The combined conference event means we will have dedicated AWCI speakers and content presentations, plus a huge 70 trade stand expo, over 700 attendees and full access to the NZCB speakers and business content. AWCI members will benefit from two conferences in the one venue.

The opportunity for AWCI members to network and develop partnerships with NZCB members is really significant and the AWCI Executive are excited about joining together at the event for the benefit of both organisations.



# 2019



AWCI President Gabriel Ataya explains “We are very excited by this unique opportunity to partner with NZCB. Our conference will still have the Awards of Excellence, excellent ceiling and plasterboard content / speakers and a great gala dinner however in addition, AWCI members will really benefit from the NZCB speakers and content, the biggest trade stand Expo for any association conference and a massive 600 attendee’s. NZCB always have some outstanding key speakers to develop your own company / business which we wouldn’t normally have access to. It would be great to get an increase in the number of contractors attend this year and from first-hand experience I can’t stress how beneficial the conference is for companies of all sizes, so make sure you register and get involved.”

***This conference is the perfect opportunity to network and develop new partnerships with NZCB members. It will also be the perfect opportunity to develop and grow your business with new information and learnings.***



## KEY INFORMATION:

- 14th and 15th June in the newly updated and re-opened Christchurch Town Hall, Christchurch
- Receive up to 12 skills maintenance points for attending
- Up to 70 trade stands at the Expo
- Welcome function on Thursday 13th June for those who want to arrive on Thursday night
- The conference starts on Friday 14th June at 8am
- Lots of educational workshops with specific AWCI content and presentations
- All delegates can attend any workshop or speaker they want to
- Over 700 attendee’s



**We will have a separate AWCI Gala dinner with Annual Awards of Excellence and GIB Workskills presentations**

- Access to significant keynote speakers which will help develop and grow your business

***This event is a significant milestone for AWCI and it’s members. Get in now and register. Go to the AWCI website to register***



# GAS TECHNOLOGY

## SYSTEMS

THE BEST SYSTEMS  
IN THE BUSINESS.



### TRAKFAST™ 800

THE FASTEST, MOST ADVANCED TRACK FIXING  
TOOL ON THE MARKET TODAY, FEATURING  
NEXT GENERATION GAS TECHNOLOGY.

**KEY FEATURES:**

- 50 pin magazine – Reduces downtime
- Lithium Battery - 5 x battery life vs battery only systems
- Battery & Fuel Cell Gauges – Avoid running out of Power
- Gas Included with Pins
- Tool-less Depth of Drive Adjustment
- No License Required



### INSULFAST™ GT3

THE FASTEST INSULATION FIXING  
SYSTEM, FOR EFFORTLESS OVERHEAD  
FIXING OF INSULATION.



**KEY FEATURES:**

- Virtually no recoil!
- 3 times less cocking force required than explosive powered tools
- Faster install than explosive powered tools
  - lower in place cost
- Automatic power adjustment
- Fixes to concrete and steel without the need for adjustment

CALL  
US  
TODAY

0800 RAMSET (726738)

WWW.RAMSET.CO.NZ

 **Ramset™**



# When tools become unguided missiles

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



**S**ometimes 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.

In a Facebook posting about the crash, pictured below, the police said wood and tools came flying out of the van as it collided with another vehicle that had crossed the centre line.

“Upon impact the contents of the Toyota Hiace (including tools) have come flying forwards, towards the driver and his passenger.

“If you are a tradie or own a company this may be an opportunity to consider any improvements that you can make (in case of an emergency).”

The van driver later told The New Zealand Herald that it wasn't the wood that broke his windscreen but accepted that several tools had gone rogue. He said four tools - a clamp, a glue gun,

hack saw and multi box - flew out the window but they were the only things that were unsecured in the van.

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

The gravitational force (g-force) on people and objects during collisions at about the 50kmh mark are usually around 20-25 times normal. So, for a brief instant, even 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.



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

Otaki St. John ambulance officer Trevor Hunter has dealt with several vehicle accidents involving unsecured items including, tragically, two fatal ones. Another one, he says, was much luckier for the occupants. They were in a head-on crash which saw a large oxy acetylene cylinder fly out from the back of the van, shooting between them and burying itself in the dashboard.



## Quality products and proven solutions to the NZ commercial construction market.

- Aluminium partitions
- Suspended ceiling grid + panels
- Commercial + industrial insulation
- Whiteboards + display systems
- Acoustic wall coverings
- Passive fire systems



**0800 POTTERS**

[www.potters.co.nz](http://www.potters.co.nz)

Auckland, Hamilton, Wellington + Christchurch

# When tools become unguided missiles

*continued...*

Another 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 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.

Properly fitted barriers, as well as protecting people from fast-moving

objects, may also offer extra protection if the vehicle rolls.

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](http://www.sitesafe.org.nz)



## Find Your Groove

HardieGroove™ Lining with its tongue and groove look is suitable for use as an internal wall lining, ceiling lining, semi-wet bathroom areas or even your soffits and verandah ceilings.

HardieGroove Lining is now available in longer lengths of 3000mm along with the standard sizes of 2400mm and 2700mm to improve installation efficiencies requiring less jointing, resulting in a smoother and cleaner look.

Ask James Hardie™ | 0800 808 868 | [jameshardie.co.nz](http://jameshardie.co.nz)

HardieGroove™ LINING | 





# GO GREEN!

## PR1 36 Green Rotating Laser

Robust, green-beam, long-range rotating laser suitable for all interior applications, featuring auto-alignment for maximum accuracy in vertical alignment tasks.

- Levelling (suspended ceilings, transferring heights, pouring concrete, excavation, etc.)
- Aligning (pipe runs and cable trays, transferring building lines, aligning columns, facades).
- Squaring (walls, partitions).



## PM 2-LG Green Line Laser

Green-beam line laser for horizontal and vertical alignment offering outstanding visibility, even in bright surroundings.

- Transferring reference heights.
- Levelling suspended ceilings.
- Levelling electric sockets, cable trays, radiators and pipe installations.
- Levelling and aligning doors and windows.
- Aligning pipes vertically.



**Get in touch with Hilti | [www.hilti.co.nz](http://www.hilti.co.nz)**

Hilti (NZ) Limited | 1B, 525 Great South Road, Penrose, Auckland 1061, New Zealand.  
P.O. Box 112-030, Penrose | T 0800 444 584 | F 0800 329 445 | [www.hilti.co.nz](http://www.hilti.co.nz)



# Don't get caught out with a capital gains tax

by Rod Grant - Business Advisor

**P**roperty is a favoured investment in New Zealand due to the historical solid growth and given New Zealand's lack of a broad-based capital gains tax (at least historically), these gains have often been derived tax free. Most probably due to this lack of a capital gains tax, there exists a common belief that gains from property transactions are never taxable. Whilst this is true in the majority cases, there remains certain situations where the gains are moved from a capital account (non-taxable) to a revenue account (taxable). These circumstances are those which fall into the provisions of 'subpart CB' of the Income Tax Act 2007. This deals with taxpayers who dispose of an interest in land or buildings while being in the business of property development, trading or building.

If you sold it too soon, you'll pay tax on the profit you made. You will no doubt be aware of the bright-line test which was enacted in October 2015 and then strengthened in March 2018. The rule basically applies an assumption that if you sell a property which is not your own home within five years (two years for properties purchased pre-March 2018) of when the interest was acquired, and/or substantial work was carried out on

the property, then you have brought or developed the property with the purpose of on-sale. In such a case, subject to some limited exemptions, the IRD will require the seller to pay tax on any profit.

## What were your intentions?

Additionally, there are many other tests within subpart CB which are especially relevant for those within the construction and development industries. A key one of these is the intention test, which basically says that if you acquire an interest in land with the intention to sell at some stage in the future, then any gain is always taxable regardless of when the sale occurs. It's important to note that the intention test is highly subjective, and the IRD have previously stated that if it were to rely on the intention test to deem a transaction taxable, they will place weight on the notes held by banks, lawyers and other professionals from the time of purchase. Also, the intention test has no time period unlike many of the other taxing provisions. It basically treats the purchase and sale of the land like any other item purchased for resale, e.g. food for sale at a supermarket.

## It even applies to your own home

Another key consideration for those in or associated to someone who is in the



building industry is that even the profit on your own home can be deemed to be taxable if you were to sell it within ten years of acquisition. This is regardless of your initial intention or the amount of work you may have carried out on the property while it was in your ownership

*Please note that the examples above are only a small snapshot of the situations where a transaction could be deemed to be taxable. They are for information purposes only and cannot be treated as a comprehensive piece of tax advice as every situation is different. We would recommend that you seek independent and specialist advice before undertaking any property transaction, especially if you work within the construction industry.*

At Crowe Horwath we have a specialist team which can assist with any queries you may have around your obligations as an employer, tax advice or changes to employment law. Please phone 0800 494 569 or visit [www.crowehorwath.co.nz](http://www.crowehorwath.co.nz)

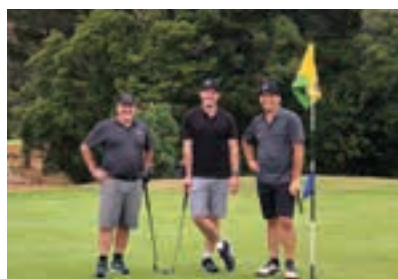
# 2019 Summer Golf Days

**AWCI** recently held it's summer Golf days in Auckland and Christchurch. Both days were very successful with Auckland selling out very quickly and Christchurch with a large attendance. Enjoy some of the photo's from the event here.

Congratulations to the winning teams. Great people, great days and lots of prizes and food. We hope to see you all again next year.







# Yes, you can increase your prices!

Daniel Fitzpatrick



**W**hen was the last time you raised your rates? Last week, last year, or maybe you just can't remember...

Small increases can significantly improve your profitability – without extra work.

If you have \$1 million in sales per year. Just by increasing your prices by 5%, you would add another \$50k to your bottom line.

Yes. That means you make an extra \$50,000 per year COLD HARD CASH.

Most tradies can find this 5% if they are more efficient and/or buy better. But that's a topic for another day.

This is about putting up your prices. It's surefire the QUICKEST way to improve your profit.

But Dan! What if I put my rates up and lose clients?

A: Even if clients freak out. And 20% of your work drops off. You'll still be making the same amount of net profit. (Yes. The same. For less work.)

So would you lose 20% of your work

from a small 5% price increase? UNLIKELY.

In fact, if you do it the right way, most clients won't even notice.

Obviously, I'm assuming you are a good tradie who does good work.

So if you're good, you want the clients who are prepared to pay a bit more for a quality job.

If someone wants to go with the cheapest option, let them. You've probably noticed the price shoppers are usually the worst kind of clients anyhow.

The truth is you will always lose some quotes.

No matter what level you set your pricing at.

So do you really want to be one of the cheapest?

I think you're worth more than that.

The thing is, most tradies haven't increased their rates for a long time. Maybe you know you should but you've just been too busy.

Or MAYBE you are worried you'll miss

out on work.

## Here's the problem, though:

a) If your rates are too low, you won't be able to make much money. It's just math.

b) To make matters worse, as your team gets bigger, you accumulate more costs (gear, training, downtime, holiday pay, etc). This MUST be built in. Otherwise it EATS INTO YOUR PROFIT. And gets you into trouble real quick.

The key is to know the margins YOU need. Then price accordingly. When you know what YOUR margins SHOULD be, you will not settle for working for peanuts.

To price it right, your quote should reflect costs + margin. Only.

The funny thing is, when crunching the numbers, I find most tradies are undercharging by at least 5% anyway.

## Next question:

Dan, if I price higher, clients might think I'm ripping them off...

A: Firstly let's be really clear. Another 5% is not ripping anyone off.



Doubling your pricing. Or not doing a good job. IS.

If you believe in what you're doing, it's all about showing the customer you're worth it. That the job is going to be done right. At a fair price for both of you.

Educate your clients on why you are the right choice. Good ways to back this up even further are: Differentiate yourself with a professional image (online and offline) and your high standards. Show client success stories and reviews. Have credibility by displaying your awards, endorsements and trades association membership. And a guarantee - because you do quality work and stand behind it.

A lot of this comes down to mindset as well.

You are a professional in your industry with **SPECIALIST** expertise.

You are also A **BUSINESS OWNER**. Clearly one of your objectives is to **MAKE MONEY**.

A fair amount of profit for your hard work:

Means you can pay your overheads.

Meet your responsibilities.

Pay your team and your suppliers who are relying on that income.

Take care of your own family.

Draw a decent wage for yourself.

If you're doing better, you can also give more **BACK** to your clients.

And in your local community.

As a business coach I've seen behind the curtain of hundreds of honest companies. Let me tell you, the one thing these tradies are **NOT** doing is ripping people off.

It's pretty much always the other way around. Far too many tradies are not getting paid what they are worth - a return for the long hours, high stress, and high risk involved in being self employed.

That has to stop and a 5% payrise for the boss will be a great start.

Want to next level your profit? 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:

<https://nextleveltradie.co.nz/guide/>

**Daniel Fitzpatrick**

**Business Coach at Next Level Tradie**

<https://nextleveltradie.co.nz/>

# FORMAN BUILDING SYSTEMS

## NOW EXCLUSIVE DISTRIBUTORS OF

**STUDCO**  
**BUILDING SYSTEMS**

Leaders of innovative building products; Studco provide proactive and cost effective solutions for internal framing, sound isolation and premium architectural finishing systems. Experience the Studco service guarantee and contact Forman Building Systems for an introduction to Studco's premium interior solutions.

Please contact your local  
branch for more information

AUCKLAND | HAMILTON (SALES OFFICE)  
WELLINGTON | CHRISTCHURCH

0800 45 4000 | [www.forman.co.nz](http://www.forman.co.nz)



**FORMAN**  
BUILDING SYSTEMS



# TRACKLOK®

**SEISMIC  
PARTITION  
BRACING**

[www.tracklok.com](http://www.tracklok.com)



**TRACKLOK® TIMBA**  
Timber Framing

**TRACKLOK® RETRO**  
Retro Fit

**TRACKLOK®**  
New Build

**TRACKLOK® VERT**  
Avoid Service Clash

The TRACKLOK® suite of products have been specifically designed and extensively tested to secure partition walls and glazing lines to structure over. TRACKLOK® products use logic, specific engineering and real world experience to ensure optimum performance in SLS (Service Limit State) and ULS (Ultimate Limit State). The TRACKLOK® range offers architects, structural engineers and construction professionals an easy to use, cost effective and comprehensive bracing solution.

Download the latest TRACKLOK® Bracing Guide and the new Install Poster.

[www.tracklok.com](http://www.tracklok.com)



# Housekeeping Toolbox Talk



## HOUSEKEEPING

An untidy site can slow production and increase the chance of an accident. A tidy site sends a strong message about the standards expected on-site. All workers must do their part to keep the worksite free of the clutter and rubbish that causes accidents.

## MAIN POINTS

### HAZARDS - SURFACES

- › Indoor surfaces become slippery when moisture or substances are brought in from outside.
- › Spillage of oils and lubricants (oily floors may also be a fire hazard).
- › Dust build up on concrete floors can be very slippery.

### OBSTACLES

- › Loose objects on floors, stairs and platforms, and excessive material, waste or chips in the working area.
- › Obstacles at height and suspended power/ light cables have the potential to catch so ensure they are clear for access.

### WASTE

- › Rubbish being irregular in shape, hard to handle and containing sharp objects.
- › Waste containers that are overflowing with materials that have nails and wire sticking out.
- › Waste left in work areas discourage others from keeping a site tidy.

### LIGHTING

- › Poor natural light or artificial lighting

prevent workers from seeing hazards clearly.

### HYGIENE

- › Unhygienic smoko/lunch room and washing facilities pose a health risk and depress staff.

### BAD PRACTICE

- › Tools left on machines and chemicals in open containers can lead to serious injuries.
- › Here are some tips for keeping your site in good shape:

### STORAGE

- › Adequate and convenient space for materials and tools.
- › Where possible, have a layout plan for materials and order supplies only when needed.
- › Clearly mark off work and storage areas and secure at night.
- › Use racks when storing lengths of pipe or timber.
- › Where pallets are used, do not stack too high.

### WORK ENVIRONMENT

- › Facilities should be clean and up-to-date.
- › Special cleaning staff or adequate time during working hours, training and cleaning equipment for workers.
- › Let workers know what their housekeeping responsibilities are.
- › Use easy to clean materials.
- › Lighting should be well distributed and practical use of natural daylight.

### WASTE MANAGEMENT

- › Appropriate waste removal facilities to prevent congestion and disorder.
- › Convenient containers for scrap and waste.
- › Hammer in protruding nails and wire from scrap materials.
- › Use industrial vacuum cleaners to remove light dust and dirt.
- › Where practicable and safe, dampen floors first when sweeping light dust, rather than sweeping dry.
- › Install splash guards and drip pans.
- › Clean up waste as you go.

### MAINTENANCE OF EQUIPMENT

- › Keep tools tidy in the tool room, on the rack or bench, or when not in use.
- › Inspect first aid and fire control equipment regularly.

### DISCUSSION POINTS

Spend a few minutes going over any daily housekeeping activities you could do to limit hazards on your site.

[www.sitesafe.org.nz](http://www.sitesafe.org.nz)  
0800 SITE SAFE (748 372) New Zealand already has one of the highest minimum wages in the world; and from next year, more than 200,000 Kiwi workers will benefit from an extra \$48 a week in the biggest boost to the minimum wage in its history. The cost of doing business becomes more challenging as wage increases are introduced. Small business owners will be pressured into reconsidering their staffing needs. Employers understand the importance of New ew



# Building the walls of the future.

Get there faster with **Kooltherm® K17** Insulated Plasterboard.



NCC Classification: AS 5637

## Kooltherm® K17

Experience the future in wall insulation. It is a game changer and the ideal candidate for building tomorrow's buildings today.

- Faster to install and less expensive overall than traditional systems
- Combining higher efficiency with a slimmer profile
- CodeMark-certified

Step out of the past and into the future, use **Kooltherm® K17** Insulated Plasterboard on your next project.



## Kingspan®

**Innovation in Insulation**

Tel: 0800 123 231

Email: [info@kingspaninsulation.co.nz](mailto:info@kingspaninsulation.co.nz)

[kingspaninsulation.co.nz](http://kingspaninsulation.co.nz)



# Wages, a big cost. Employees, a bigger asset

**N** Zealand already has one of the highest minimum wages in Contents the world; and from next year, more than 200,000 Kiwi workers will benefit from an extra \$48 a week in the biggest boost to the minimum wage in its history. The cost of doing business becomes more challenging as wage increases are introduced. Small business owners will be pressured into reconsidering their staffing needs. Employsure understands the importance of employees and how a great team, or lack of one, can make or break your business. So we've carefully put together this e-guide to help you save on costs without compromising on your biggest asset: your employees.

## Minimum wage increase

Effective 1 April 2019, the minimum wage is mandatory to be paid to an employee irrespective of the hours worked or job responsibilities. The argument for and against the minimum wage, and what rate it should be set at is still heavily debated to this day. If employers pay at the current minimum wage rates, they should start forecasting the increase to their

wages bill, and increase in pay only from 1 April 2019. Adult Minimum Wage – \$17.70 Per Hour. Starting-Out Wage – \$14.16 Per Hour. Training Minimum Wage – \$14.16 Per Hour.

## Who does the minimum wage apply to?

Minimum wage rates apply to all employees aged 16 years and older who are full-time, part-time, fixed-term, casual, and work from home. The minimum wage standard applies to employees who are paid an hourly wage and salary, and most employees who earn a commission or piece rates. There are employees who are exempt from the standards of the Minimum Wage Act 1983. They include:

- employees under 16 years (but they are still entitled to other minimum employment rights)
- some disabled employees who hold an exemption permit from the minimum wage
- inmates of a charitable institution
- prisoners working in custody under the Corrections
- apprentices who are under: the Maori Housing Amendment Act 1938, the New Zealand Railways Corporation Act 1981, the Defence Act

1971, the Post Office Act 1959, the State Services Act 1962, or under any other Act.

## Retaining your best staff under financial pressure

Providing flexible

working arrangements is almost twice as popular in retaining staff than a salary increase. The recent increase in minimum wage from \$16.50 an hour to \$17.70 is the biggest boost to New Zealand's minimum wage in its history. Small business owners who employ staff on minimum wage will have to increase wages accordingly. This may prove to be a bit of a dilemma for employers as they may have less financial resources to reward their best staff.

This places additional strain on the budgets of many employers, making it near impossible to promote their best staff. With promotions out of the equation, how can employers retain their best staff?

## Pocket friendly methods:

Employee reward and recognition is a powerful tool in retaining employees. It moves employees from being pay check motivated, to finding purpose and drive in becoming active contributors to the growth of your business.

In a recent survey, Employsure clients were invited to share their views on the best methods to retain employees. Below are the most common and successful methods:

- Flexible working arrangements 38%
- Pay increases and bonuses 20%
- Training 16%
- Social events 2%
- Promotions 2%
- Improving health and safety 1%

## Other Methods:

According to recruiting experts Hays,

Adult Minimum Wage – \$17.70 Per Hour.	Starting-Out Wage – \$14.16 Per Hour.	Training Minimum Wage – \$14.16 Per Hour.
This wage is the most commonly used by most businesses and applies to all the employees who are 16 years of age or older, provided they do not qualify for the starting out or training wages.	Workers aged 16–19 who are entering the workforce for the first time. • This only applies to 16 and 17 year olds during the first 6 months of their employment. Or 18 and 19 year olds who have been on a benefit for 6 months or more prior to their employment – and only for their first 6 months of continuous employment following them being on a benefit. • It also applies to 18–19 year olds if they are doing at least 40 credits in a training programme just like the training minimum wage.	This category of wage applies to employees aged 20 years or over who are completing recognised/accepted industry training involving at least 60 credits in order to become qualified.

# Wages, a big cost. Employees, a bigger asset

*continued...*

voluntary staff turnover has risen in 23% of organisations in New Zealand within a year. The evidence suggests that it is getting increasingly challenging for employers to retain staff.

If you're looking to retain and engage staff beyond the typical retention rates, these 5 handy tips can help.

**1. Ensure work is challenging:** Set goals for employees — when people know that they have a purpose at work and goals to achieve, they not only tend to stay longer, they also try their hardest at work.

**2. Invest in professional development:** Keep your staff engaged and motivate them to achieve personal development goals. Guide them and learn about their journey and make sure that they know that there is a path and direction for them.

**3. Promote internally:** Internal promotions will maintain a high performer's desire and need to succeed continually, which ultimately benefits the business.

**4. Progress and performance reviews:** Regular catch ups are a helpful tool in letting your employees know that they are cared for and appreciated. It also provides a chance for employers to provide feedback and learn about the challenges that your employees are facing.

**5. Rewarding a job well done:** A basic human need. Everyone likes to feel appreciated and have their hard work acknowledged. So a simple thank you, for a job well done, can go a long way.

## Staff Happiness

This element cannot be reiterated enough. It is absolutely essential that employers value their staff and realise that the business cannot grow with an unhappy team. There are many ways to ensure staff happiness.

For starters, ensure that your staff is comfortable in their place of work. This includes both tangible and intangible comfort. From peace of mind (knowing that they have the right support) to physical comfort (like a conducive, safe and comfortable work environment). Even little gestures can go a long way towards boosting staff morale, such as providing occasional food and drinks. Most importantly, employers should keep in mind that a happy team will be motivated to play their part in pushing a business forward.

# DUST

# CONTROL

New and unique formula that helps reduce the amount of respirable airborne dust during sanding:

- Breathe in cleaner air with less dust
- Cleaner work site
- Less time on the job



[USGBoral.com](https://www.usgboral.com)

Interior Linings

Ceilings

Cornice

Finishes

Systems Solutions

©2018 USG BORAL. All rights reserved. USG Boral and INNOVATION INSPIRED BY YOU are trademarks of USG Boral Building Products or one or more of its affiliates. SHEETROCK is a trademark owned by United States Gypsum company and used under license. USG Boral Building Products Limited - 53 Tidal Road, Mangere 2022. 11/18. As tested to NIOSH Method 0600, SHEETROCK® Dust Control produced respirable airborne dust at levels lower than current OSHA Permissible Exposure Limits, which are in turn lower than the PELs set by Safe Work Australia.

# Reviving a mould-making method from the past

**Y**ou may remember an article from October last year that took you on an Indiana Jones fibrous plastering journey with Steve and Carlene. Well having discovered a treasure-trove of old models and cases, it seemed only logical to make some moulds. And therein lay the dilemma. Silicone rubber is so damn expensive that short of winning Lotto, making a whole swag of moulds for minimal casts just seemed a bit extravagant. Enter Bryce – who had recently faced a similar dilemma where just a few casts were required with only a model and no mould. He fished back in his memory banks and remembered seeing very old gelatine moulds when he was a young fella and hearing old plasterers talking about them back in the day. (Dates have been removed to keep you guessing just how far back we're talking!)

Bryce got googling, found some recipes, watched some You Tube, and figured it couldn't be that difficult to bring back a technique from yesteryear.



Pic 1. Bryce's special recipe on a post-it note on top of the container of glycerine.

## Things that Bryce learnt along the way:

- The internet is a mine of information but the recipes probably don't replicate exactly what old fibrous plaster manufacturers would have done.
- Honey makes the gelatine mixture taste really good! (A whole new twist on gummy bears.)
- The gelatine mixture can be used over and over again. Simply cut it up and melt in a saucepan over heat, and run it through a sieve into old ice-cream containers. (But it needs to be kept in the fridge or it will go mouldy.)
- The moulds seem to only be good for a few casts. They are easy to tear and seem to be affected by the plaster's hydration process.

Armed with this information, Bryce and Janeen came to Wellington to share the fibrous love with Steve and Carlene. They experimented on a couple of models and cases that Steve had acquired from Hanmer and repaired in anticipation of moulding. After some trial and error, here is what the curious fibrous troupe discovered:

- The addition of honey may be a modern interpretation of the traditional recipe. It could even be a red-herring with the natural sugars in honey acting as a retarder to the face of the plaster. When the cast is released from the mould, the face is easily damaged and is chalky to the touch (although when fully cured there appears to be no

detrimental effect to the strength or hardness of the face).

- The heat generated during the hydration process can start to melt the face of the mould and intricate detail can be lost (or lose crispness).
- Generous application of release agent on the model and case is necessary – especially for large and intricate models as the suction between the model, gelatine mould and case is impressive.
- It is important to seal the joint between the case and the base of the model with plenty of clay. The smallest of leaks has the ability to turn into a steady flow of the liquid gelatine mixture. Similarly, being on-hand with plenty of clay to block-up the pour/air holes on the top of the case once the gelatine has reached their levels is imperative. (As is keeping the pressure on the clay as the pressure generated inside the case has the potential to “blow” the clay off and like a volcano, a molten flow of gelatine will erupt!)



Pic 2. The two old masters at work pouring the gelatine mixture.





# We don't let in just any old builder.

**It's not that easy to join NZCB, which is exactly why you should.**

NZCB has the highest joining standards of any building association in New Zealand. Our members are all trade qualified builders with proven experience on high quality builds. Join us and as well as getting access to member-only tools and training, you'll have an easy way to show your clients that you're up there with the best.

TO FIND OUT MORE ABOUT  
BECOMING A MEMBER, CALL

**0800 CERTIFIED**  
( 0800 237 843 )

OR VISIT OUR WEBSITE

**[nzcb.nz](http://nzcb.nz)**

# Reviving a mould-making method from the past

## *continued...*



Pic 3. Close-up of the detail on the gelatine mould.



Pic 4. First cast

After a fun weekend of trial and error, the team spent some time pawing through a collection of old books including:

- Plastering Plain and Decorative (William Millar 1897)
- Clay Modelling and Plaster Casting (Paul N Hasluck 1905)
- Solid and Fibrous Plastering (W Verrall 1957)

There were a number of references to gelatine moulding but no recipe (damnit)! There were some explanations that confirmed many of the observations and challenges faced but not necessarily answers. And reading text from the late 1800s/early 1900s provided a few challenges in itself.

So if there are any old fibrous plasterers, bucket chemists or just plain clever buggers out there who want to join this latest fibrous plastering quest to bring back an mould-making method from the past, get in touch. The lads are keen to crack this one and add it as a new chapter to the Fibrous Plaster Apprentice's text book that has recently been reviewed and republished.

Check out  
[www.awcinz.org.nz](http://www.awcinz.org.nz)  
for information on

- Code of Practice for Design, Installation & Systemic Restraint of Suspended Ceilings
- Restricted Building Work
- Construction Contracts Act
- Dispute Resolution
- Material Safety Data Sheets
- Health & Safety
- Stacking, storage and handling of Plasterboard
- Best Practice Guidelines for Working at Height in NZ
- Membership information / forms
- Publications
- Training
- Conferences
- Annual Awards

**AWCI**  
Association of  
WALL & CEILING  
INDUSTRIES  
of New Zealand, Inc.

# AWCI NZ

# Certified Business

# Members

March/April 2019



Above Board Building Contractors Ltd	AUCKLAND	(021) 446 716	HPIL Contracting Ltd	TAURANGA	(07) 572 5114
Absolute Plasterboard Services	AUCKLAND	(09) 833 8246	Hush Interiors Limited	CHRISTCHURCH	(03) 379 6301
Adept Interiors	HAMILTON	0800 732 288	ICE Interiors Ltd	HAMILTON	(07) 847 3449
Allan Shannon Plasterers	WHAKATANE	(07) 308 4734	Interior Plastering Solutions Ltd	NELSON	(027) 431 9236
Alpha Auckland Ltd	AUCKLAND	(09) 623 6252	Interior Solutions Wgtn Ltd	WELLINGTON	(04) 939 3080
Alpha BOP Ltd	BAY OF PLENTY	(07) 575 0293	James Wilson Interiors	TIMARU	(021) 1993 214
Alpha Interiors Ltd	HAMILTON	(07) 850 4060	J K Plasterers Ltd	WHANGAREI	(09) 435 2267
Alpha Interiors Christchurch Ltd	CHRISTCHURCH	(03) 365 9284	J M Cavanagh Drywall	RANGIORA	(027) 508 6116
Alpha Interiors Wellington Ltd	WELLINGTON	(04) 232 0108	K M C Interior Plasterers Ltd	RANGIORA	(0274) 360 256
Alpha Waikato Ltd	WAIKATO	(07) 849 7699	Lance Ash Interiors	CHRISTCHURCH	(027) 433 8504
Always Plastered Ltd	BAY OF PLENTY	(07) 542 1563	Lloyd Ditchfield Plastering	WELLINGTON	(021) 310 752
AMR Plastering Ltd	CHRISTCHURCH	(03) 323 4541	Mainland Interiors	Dunedin	(027) 226 5330
Angland Ceiling Contractors Ltd	AUCKLAND	(09) 575 7501	Manawatu Plasterboard & Partitioning Ltd	FEILDING	(06) 323 8876
Angus Ceilings Ltd	CHRISTCHURCH	(03) 366-2445	Martins Plasterers 2006 Ltd	WHAKATANE	(07) 308 8085
Angus Interiors	Christchurch	(021) 656 146	Mason Hall Interiors Ltd	AUCKLAND	(09) 279 3547
Apex Interiors Ltd	AUCKLAND	0508 348 688	McKain Fibrous Plasterers Ltd	AUCKLAND	(09) 634 8803
Apex Interiors Ltd	HAMILTON	0508 348 688	MCL Joinery Construction Interiors	HASTINGS	(06) 876 0252
Apex Interiors Ltd	TAURANGA	0508 348 688	Metro Interiors Ltd	WELLINGTON	(04) 586 1726
Apex Interiors Ltd	NORTHLAND	0508 348 688	Northland Interiors	KERIKERI	(09) 407 7499
Apex Interiors Ltd	WELLINGTON	0508 348 688	NP Plastering	NORTHLAND	(027) 520 6440
Apex Interiors Ltd	CHRISTCHURCH	0508 348 688	Omega Interiors	AUCKLAND	(021) 042 2277
ART Plasterers	CHRISTCHURCH	(021) 406 462	Otautahi Interior Liners Ltd	CHRISTCHURCH	(021) 442 996
Atlas Fibrous Plaster Co Ltd	HASTINGS	(06) 878 3693	P & J Plastering Ltd	WAIKANAE	(021) 991 045
Auckland Plasterboard	AUCKLAND	(022) 5828 128	P L Bell Plastering Ltd	HAMILTON	(07) 855 5108
Bay Commercial Interiors Ltd	NAPIER	(027) 240 3203	Palmerston North Fibrous Plasterers	PALMERTSON NORTH	(0274) 465 065
Beach Break Interiors	TAURANGA	(022) 323 7941	Pat Smith Interior Plasterers	CHRISTCHURCH	(03) 348 0977
Bestboys Fix n Stop	TAKANINI	(27) 247 8903	Performance Interiors Ltd	CROMWELL	(027) 245 8698
Bressington Plasterers Waikuku Ltd	NORTH CANTERBURY	(03) 312 7042	Plaster Services Limited	CHRISTCHURCH	(03) 366 1776
Broomfield Quality Stoppers	CHRISTCHURCH	(021) 669 215	Plasterboard Finishing Ltd	AUCKLAND	(09) 520 6616
Building Specifics Ltd	BAY OF PLENTY	(027) 589 4024	Prestige Ceilings Ltd	WELLINGTON	(04) 499 5912
B and B Interiors	QUEENSTOWN	(021) 946 540	Prime Plastering Solutions Ltd	CHRISTCHURCH	(03) 389 7890
C & I Systems Ltd	TAURANGA	(021) 706-212	PS Interiors Ltd	NEW PLYMOUTH	(06) 7581874
Canterbury Cladding & Linings Ltd	CHRISTCHURCH	(027) 436 1272	Quickfix Interior Systems Ltd	SOUTHHEAD	(021) 916 759
Casey Jennings Plasterers	LOWER HUTT	(027) 602 8005	Rab Contracting Ltd	WELLINGTON	(04) 237 0707
CD Plastering	PALMERSTON NORTH	(027) 4034880	RAMS Interior Linings	AUCKLAND	(021) 967584
Ceilings Unlimited	TAURANGA	(07) 574 4056	Royale Standard Drywall Ltd	TE AWAMUTU	(021) 774 090
Cochrane & Associates Ltd	CHRISTCHURCH	(03) 377 6237	Seddon Fibrous Plasterers Co Ltd	MOSGIEL	(03) 489 4688
CPR Ltd	CHRISTCHURCH	(03) 260 1760	Shore Ceilings & Partitions Limited	AUCKLAND	(09) 415 8115
Crawford Drywall	TAURANGA	(021) 748 830	Skelsey Plasterers Limited	WANGANUI	(06) 343 6110
Cubicon Interiors Ltd	AUCKLAND	(09) 478 4433	Steel Roll Formed Products	AUCKLAND	(09) 579 0175
David Wellacott	MANUKAU CITY	(021) 956 866	Steve Gray Plasterers Ltd	TARANAKI	(06) 272 8445
Designer Plaster	AUCKLAND	(09) 527 2171	Stop The World Ltd	HAMILTON	(021) 644 569
Dinsdale Drywall 2000 Ltd	HAMILTON	(0274) 954 594	STOPIT Plastering	HAMILTON	(027) 230 0070
Eastcoast Fixers Ltd	CHRISTCHURCH	(021) 628 903	STOPPING Systems Limited	BLENHEIM	(027) 577 9441
Eurotech Interiors Ltd	ROSEDALE	(021) 994 099	Superior Walls & Ceilings Ltd	NEW PLYMOUTH	(06) 759 9966
Field Plasterers Ltd	KAWAKAWA	(09) 404 1517	Synergy Contract Services Limited	CHRISTCHURCH	(03) 337 2424
Forman Commercial Interiors Ltd	AUCKLAND	(09) 270 1914	Taranaki Plasterboard Systems	NEW PLYMOUTH	(027) 817 5946
Forman Commercial Interiors Ltd	LOWER HUTT	(04) 576 2170	Tauranga Plasterers Limited	TAURANGA	(07) 541 1493
Forman Commercial Interiors Ltd	CHRISTCHURCH	(03) 379 3929	3D Interior Worx	AUCKLAND	0800 111 327
Frankton Plasterers Ltd	HAMILTON	(07) 847 6673	Tonic Interior Systems Ltd	INVERCARGILL	(03) 215 6221
G & C Pointon	AUCKLAND	(09) 236 0888	Total Ceiling Solutions Ltd	CHRISTCHURCH	(027) 313 2369
GDR Plasterboard Services Ltd	AUCKLAND	(09) 624 1579	Troake Group Ltd	AUCKLAND	(09) 426 7664
Gisborne City Plasterers	GISBORNE	(06) 863 3983	Ultra Interior Linings Ltd	AUCKLAND	(09) 271 0595
Global Linings Ltd	AUCKLAND	(09) 579 7460	Waikato & BoP Suspended Ceiling Services Ltd	HAMILTON	(0274) 945 773
Gunslinger Projects Ltd	PAPAKURA	(022) 177 0481	Wallboard Systems	TAURANGA	(07) 544 3721
HBF Plaster Ltd	NAPIER	(06) 843 4414	Wayne Rasmussen Plasterers	HAMILTON	(07) 829 9054
HBS Interior Linings	AUCKLAND	(09) 216 8693	Zorite Ltd	BLENHEIM	(03) 577 5160



---

# Executive Council

*AWCI Executive Council 2019*

---



President ..... Gabriel Ataya.....021 937 966..... g.ataya@licensed.nz  
Vice President ..... Stuart Phelps.....021 716 310..... stuart@taurangaplasterers.co.nz

## Regions:

Auckland ..... Gabriel Ataya .....021 937 966.....g.ataya@licensed.nz  
Waikato ..... Mike Dutton.....027 8390331..... mike.dutton@forman.co.nz  
Lower North Island..... Hedda Oosterhoff.....021 270 1599..... hedda@tr-interiorsystems.co.nz  
South Island ..... Chris Hughes.....027 662 8097..... chris.hughes@hushinteriors.co.nz  
Bay of Plenty..... Stuart Phelps.....021 716 310..... stuart@taurangaplasterers.co.nz

## Technical:

Plasterboard ..... Peter Lucas .....021 857 673.....peterlucas1982@gmail.com  
Ceilings ..... Nick Molcisi.....09 636 5110..... nick.molcisi@rondo.com.au  
Fibrous Plaster..... Pauline Sutton.....0274879918 ..... pauline.Sutton@bcito.org.nz  
Partitioning..... Andrew Clemmet .....027 2861 240 .....AndrewC@potters.co.nz  
Fibre Cement..... Singh Kamboj.....0212799538......singh.kamboj@jameshardie.co.nz

## Manufacturers:

Plasterboard ..... Peter Collins .....027 444 5770..... peterc@gib.co.nz  
Ceilings ..... John Keen.....021 963 033..... john.keen@usgboral.com  
Fibrous Plaster..... Terry McKain.....09 634 8800..... tmckain@xtra.co.nz  
Fibre Cement..... Jerry Friar.....027 703 1313..... jerry.friar@jameshardie.co.nz

## Life Members:

Terry McKain	Kevin Sceats	John Parkin
Dennis Prout	David Martin	



# GRIDLOK®

**SEISMIC  
CEILING  
BRACING**

[www.tracklok.com](http://www.tracklok.com)



GRIDLOK®  
C CHANNEL

GRIDLOK®  
SCREW FIX (TCR)

GRIDLOK®  
PEAKFORM

GRIDLOK®

GRIDLOK®  
UNIGRID

Whether a grid ceiling is large, heavy or high, the need for effective back bracing is extremely important. The need to provide a tested and consistent bracing solution is essential. GRIDLOK® provides consistent performance, every time. The patented GRIDLOK® connection saddle provides a solid bond to two-way grid, dry-wall grid, screw-fix TCR and Unigrd. It also features the ability to rotate the brace footprint through 360° meaning service clashes are easily avoided. Download the specification sheet and work with GRIDLOK® and a seismic ceiling designer to produce a professional finish.

Download the latest GRIDLOK® Bracing Guide and the new Install Poster.

[www.tracklok.com](http://www.tracklok.com)

