

NEW ZEALAND

# building today

THE OFFICIAL MAGAZINE OF THE REGISTERED MASTER BUILDERS FEDERATION

JULY 2012  
VOL 22 NO 6



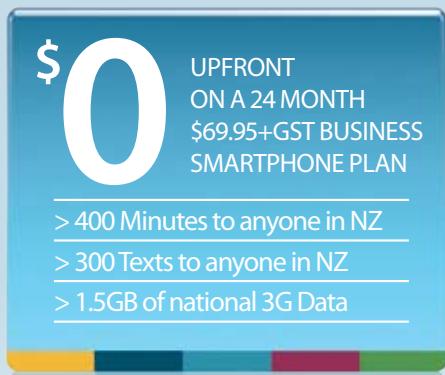
## Inside: RMBF Conference 2012 round-up



First 2012 BCITO  
development grant issued

# Equip your team with the right tools

## MOTOROLA DEFY™ MINI



telecom<sup>nz</sup>

smartphonenetwork<sup>nz</sup>

Call 0800 BUS HUB (0800 287 482) to connect to your local Telecom Business Hub ([telecom.co.nz/localhub](http://telecom.co.nz/localhub)) or call 126

Smartphone plans are available to business customers only. Telecom terms, conditions and monthly charges apply. Early disconnection fees or repayment of the mobile phone subsidy may apply if your contract ends early. Anytime national minutes, data use and person to person texting only. Standard charges apply to additional minutes, text and data.

# inside this issue

## RMBF News

**4-14**

RMBF Conference 2012 round-up

## Industry News

**16-19**

Weathertight remediation: A quick introduction for builders

## BCITO News

**20**

First 2012 employer development grant issued

## Profile

**23**

Business coaching adding 'lots of value'

## Steel

**24-27**

Wellington's Harbour City Centre and its seismic upgrade

## Back in Time

**28**

Find out what made the headlines way back when . . .

## Columnists

**29-30**

Good, better, best; Defaulting on building supply contracts

# building today

The RMBF's Conference 2012 held in Tauranga recently signalled change within the organisation and revealed further changes to the industry as a whole.

The new Ministry of Business, Innovation and Employment, established at the start of this month, has brought together the existing functions of the Ministry of Economic Development, Ministry of Science and Innovation, Department of Labour and Department of Building and Housing.

Ministry head Steven Joyce will oversee the new group, and has promised a streamlining of bureaucratic processes, and considerable economic savings.

This will be welcome news to the construction industry — notwithstanding the usual teething problems that accompanies a huge merger such as this.

Watch this space for developments as they occur.

**Andrew Darlington**  
Editor



## cover stories 10-14

**Publisher:**

Taurean Publications Ltd  
P O Box 35 343,  
Browns Bay, Auckland 0753

**Editor/Advertising Manager:**

Andrew Darlington  
Ph: 09 478 4888 Mob: 021 90 11 56 Fax: 09 478 4588  
**E-mail:** andrew@buildingtoday.co.nz

BUILDING TODAY is the official magazine of the Registered Master Builders' Federation.

Advertising statements and editorial opinions expressed in Building Today do not necessarily reflect the views of RMBF members, its executive or committees; or of the chief executive and staff unless expressly stated. Further, the RMBF and members are not liable for any statements made in Building Today unless otherwise stated.

The editor reserves the right to edit, amend or reject copy where necessary. The publisher does not assume any responsibility or liability for any loss or damage which may result from any inaccuracy or omission in this publication, or from the use of the information contained herein. No warranties, express or implied, are made with respect to any of the material contained herein.

1-year subscription: \$57.50 (GST incl). ISSN 1171-0225

# chief's chat

by ceo warwick quinn

## Take a deeper look into the statistics

**W**e are now midway through the year, and are we indeed starting to experience what we have been musing for some time now — that New Zealand may see “the tale of two cities” while the rest of the country continues to remain pretty flat for an extended period of time?

Some of you may recall that we have been predicting since last year that Auckland and Christchurch may well undergo growth much sooner than the rest of the country, given the housing pressures that appeared to be developing in Auckland and the obvious effects of housing shortages in Canterbury as a result of the earthquakes.

Recent data seems to be confirming this is happening. The May building consent statistics have, for about the third month running, shown Auckland and Canterbury as having the biggest increases and, while the rest of the regions are better than they were a year ago, times are still tough — as you will all know.

Furthermore, Quotable Value (QV) and the Real Estate Institute of New Zealand (REINZ) recently published information on average house prices and the volume of housing transactions.

With new homes forming about 20% of all house sales, existing homes are new homes’ biggest competition. Both the QV and REINZ figures confirm that the national house price median is above the 2008 house price peak but, volume-wise, only about two thirds of what they were.



All good stuff on the surface and a confidence booster. But if you analyse the data further, the only regions where that is so are Auckland and Canterbury.

For the rest of the country, house prices have not reached their 2008 highs (though they are not far off though), and the market prices are pretty flat.

Auckland and Canterbury volumes are high, so they have quite an influence on the national outcome. What did Benjamin

Disraeli (or Mark Twain) say? “Lies, damned lies and statistics.”

So is this good or bad, and is the glass half full or half empty? Well, the good news is when property prices stabilise, confidence returns to the market as home owners and banks tend to be more willing to build new or buy existing, as they know equity will not be eroded. After all, why build new, or buy, knowing it will be worth less than when you started?

We hear anecdotally that new home buyers and investors are starting to reappear in Auckland again — not because they expect rapid capital gain but more that they are confident house prices will not fall. They also want to make the most of low interest rates and increasing rents.

On the other hand, do not expect a return to the “good old days” of 2001-2008, where house prices virtually doubled, any time soon. We do not anticipate anything of the sort, while some commentators are predicting that those days are gone forever — and forever is a long time.

The world has changed from what it was then, and an expectation the property market will return to those heady days (like, every time we see house prices rise we think “we are back”) is foolish.

The Governor of the Reserve Bank will also have something to say about that should he sense that is the case.

However, I think you can expect periods of short term growth as the supply/demand curve equalises from time to time in each region — but these will be short lived and inconsistent around the country, depending on local pressures.

On a positive note, it has never been a better time to build if you are a home owner. And if we do recover in a slow and consistent manner to, say, around 20,000 new homes a year, then we will be a much more stable

industry than if we had to ramp up overnight, only to begin that boom/bust cycle that plagues the sector.

Christchurch’s rebuild will, no doubt, create that worry and pressure on labour. New home consents for the first five months of this year are 6463 (including

**On the other hand, do not expect a return to the “good old days” of 2001-2008, where house prices virtually doubled, any time soon. We do not anticipate anything of the sort, while some commentators are predicting that those days are gone forever — and forever is a long time.**

apartments). When annualised, this indicates a figure of around 15,500 to 16,000 for 2012 which, while still way too low, will result in the highest consent figures since 2008.

# Introducing the RMBF's new president

By RMBF president

David Fabish

**A**fter five years on the board, two as vice-president, it is an honour for me to be elected president of RMBF and follow on from the great work that Blair Cranston has done over the past two years. My background in building goes back five generations of builders and timber merchants — one of which operated in London in the mid-1800s. It is no wonder that I love this industry! It's hardwired into my DNA!

I started my own building company in New Plymouth in 1981. I am a Licensed Building Practitioner in two classes, and look forward to further development of this scheme. I believe this is the right way to empower the tradespeople who do care, and to control the quality of residential building.

Also, I hold a seat on the executive of the Taranaki Registered Master Builders Association which is celebrating its centenary on October 5 and 6 this year. I am also on the board of the BCITO, and have a keen interest in apprenticeship training.

My plan over the next two years is to continue to work on the issues facing our members, and make sure these are heard and addressed at a national level.

I look forward to meeting RMB members at local Association meetings and events around the country.



on our people there.

Canterbury RMBA president Clive Barrington articulates it well when he talks of visiting clients whose new homes are now wrecked.

"They burst into tears and only calm down after a few cups of tea. Our builders have become counsellors," he says.

I have seen first hand the devastation, and know of the countless cases of our members helping others to safeguard their homes and buildings while their own homes are also destroyed.

Our members continually face the frustrations of insurance being unavailable for the projects that they urgently need to start.

I propose that the rest of us do something to help. A trust account has been set up at the RMBF to send funds to the Canterbury RMBA to do as they please — maybe a family day out perhaps?

This is an opportunity for all the other Associations and individuals around the country to contribute. The account number is available on the members section of the RMBF web site, and will be open until August 31, 2012. Please, if you're able, give generously.

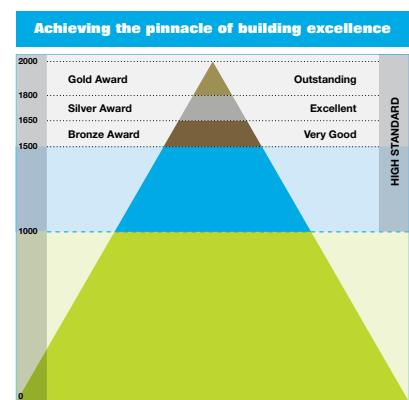
Some members have offered up their holiday homes around the country for our Canterbury members and their families to get away for a while.

If you'd like to do the same, please contact Katrina Prattley at [manager@canterburymasterbuilders.org.nz](mailto:manager@canterburymasterbuilders.org.nz)

## The best building awards in New Zealand

The curtain is about to go up on the House of the Year 2012 competition, with the first event being held in the legendary Southern Region.

This competition has the highest awareness with the New Zealand public of any annual awards programme. It is no wonder it holds such interest, given the variety and quality of homes. It's a true home building marketers dream!



But all that glitters is not Gold. Take a look at the graph above which clearly shows how the Bronze, Silver and Gold sit so tightly on the top of the 2000 points.

Very few people realise there is only around 16% between the Bronze and Gold quality marks, which goes to show that a Bronze award is a very good achievement indeed. Good luck to all this year's entrants.

## An RMBF appeal for Canterbury

This September will mark the two-year anniversary of the first big earthquake in Canterbury. For those of us who don't live there, it is almost impossible to really understand the effect this life-changing event has had

This is an opportunity for all the other Associations and individuals around the country to contribute. The account number is available on the members section of the RMBF web site, and will be open until August 31, 2012. Please, if you're able, give generously.

## RMBF Head Office: PO Box 1796, Wellington

Ph: 04 385 8999 or 0800 762 328 Fax: 04 385 8995

[www.masterbuilder.org.nz](http://www.masterbuilder.org.nz)

## Registered Master Builders Association Managers:

Ashburton: Kimberley Sexton 027 299 8086

Auckland: Sally Mehrtens 09 302 2894

Canterbury: Katrina Prattley 03 343 9804

Gisborne: Katrina Duncan 06 863 3675

Gore: Jacque Lloyd 03 208 9240

Hawke's Bay: Hellene Overend 06 844 7339

Manawatu: Donna Dowse 06 353 1992

Marlborough: Richard Morris 03 574 1152

Nelson: Karen Lane 021 749 091

Otago: Rowan Howie 03 455 5165

Rotorua: Jacki Parr 07 332 3625

South Canterbury: Trish Harris 03 684 5005

Southland: Jenny Pascoe 027 432 8065

Taranaki: Gary Lord 027 448 2332

Taupo: Rob McKnight 027 444 2420

Tauranga: Lani Christensen 07 577 0628

Waikato: Colleen Walker 07 850 6037

Wairarapa: Angeline Colquhoun 06 378 8008

Wanganui: TBA

Wellington: Gerald Rixon 04 381 2850

West Coast: Lydia Baylis 03 280 9519

Whakatane: Stacey Burns 027 330 7601

## RMBF Regional Service Team:

Peter Philipsen (NZ Regional Service Manager): Wellington (South, Central), North Kapiti, Waikanae, Otaki, Manawatu, Taranaki, Wanganui 027 484 6207  
Darryl Fawcet: Wellington (North), Wairarapa, Hawke's Bay, Nelson, Marlborough 027 457 4146

Ian Gould (South Island Manager): Ashburton, South Canterbury, Otago, Gore 027 435 7397  
Glen Campbell: Canterbury, West Coast, Southland 027 472 2226

Wally Walters: Auckland South, Coromandel, Gisborne 027 480 4055

Grant Hayes: Auckland, Northland 027 285 9516

Bob Bringans: Tauranga, Waikato, Rotorua, Whakatane, Taupo 027 496 1050

# Proud to be running an award-winning company

Allan Austen, managing director of Ascension Homes Ltd, has had a long career in construction — he started building houses with his father at the age of 12.

Now 37 years later, Mr Austen is proud to be running an award-winning design and build company, producing high quality houses in and around Whitianga.

After achieving excellent results at local level, Ascension Homes Ltd set itself apart from the rest, winning the New Homes \$450,000 - \$600,000 category in the Registered Master Builders PlaceMakers 2011 House of the Year.

The stunning holiday home on Coromandel Peninsula's Matarangi Beach took seven months to build, and is the company's first National Award in the competition.

Mr Austen says a home has to be unique, and have flair and complexity in its design in order to succeed at national level — attributes which judges say the Matarangi holiday home encompasses.

"It has to have a certain presence about it. It's got to be really comfortable, but it's also got to have the wow factor," Mr Austen says.

The house, built just 200 metres from the beach, impressed judges who said it has the casual elegance of an ocean-front holiday house, and gives the intended illusion of a series of boatsheds.

"Inviting family areas with great indoor and outdoor flow ensure this new home is ideal for holiday living. The builder's detail even extended to the custom design and manufacture of the shutter doors," they said.

The bedrooms' louvre exterior doors behind ranch sliders, which lead to individual boatshed-styled ramps or decks, were a challenge to the build, Mr Austen says.

"Having only six inches of gap between the louvre and the ranch slider, we had to design the way the louvre doors would close and lock," he says.

"The louvres are open for ventilation, so at night you can have the ranch sliders open, but the louvre doors locked to allow the summer breeze in while protecting your privacy and

security."

Judges said it was a difficult home to construct, with complex roof forms that are a special feature of the home.

"It has a beautifully finished cathedral ceiling with tongue and groove exposed rafters, and it is a credit to the builder that it has been finished to a very high standard with all of the build on show.

"The interiors are complementary, with stunning bathrooms comprising a pebble finish which emulates a stony beach and brings the ocean inside," judges said.

As a member of Registered Master Builders, Mr Austen says that not only is the ability to enter House of the Year a benefit, but also the knowledge and support he receives from the organisation and its members.

"There is a lot of camaraderie within the organisation. I became a Registered Master Builder because I can learn a lot from other members. I can get help to overcome a problem, or guidance on something I haven't done before," he says.

"The RMBF and its members are a great support network, and it's good to belong to an organisation that proves its members are producing high quality work."

The team at Ascension Homes is looking forward to the 2012 House of the Year competition, entering a Whitianga home in the New Homes \$600,000 - \$1million category for the Auckland region.

"This is a unique home on the canals of Whitianga. Built on a tight section, it is north-facing, has open plan living with four



*Ascension Homes Ltd of Whitianga won the New Homes \$450,000 - \$600,000 category in the Registered Master Builders PlaceMakers 2011 House of the Year.*



bedrooms, an attached office and three bathrooms," Mr Austen says.

He continues to take part in the competition to show that his company has the ability to be at the top, producing high quality houses.

"I am driven by the prospect of having houses that are recognised. We pride ourselves in quality," he says.

Judging for the Registered Master Builders PlaceMakers 2012 House of the Year is currently underway.

The Awards are made possible through the support of PlaceMakers, James Hardie, Gib Living Solutions®, Nulook, Department of Building and Housing, Future-Proof Building and Master Build Services Ltd.

For more information about the competition, visit the Registered Master Builders web site at [www.masterbuilder.org.nz](http://www.masterbuilder.org.nz).

# Perfect formula for show home success

**L**andmark Homes Wellington hit the perfect formula for success with their Porirua show home in the Registered Master Builders PlaceMakers 2011 House of the Year.

Taking out the James Hardie Show Home Award, the team led by husband and wife Braden and Kezna Cameron put their success down to strong market research, attention to detail and a design that really welcomes you in.

"It has a really nice, warm feel. People coming into the house told us that it felt like a home — they actually wanted to sit down to stay and have a chat," Mr Cameron says.

Mixing classic with modern in this two-level, traditional timber weatherboard house, the show home is pure class.

Arriving in the spacious entry you are greeted by a gracious stairway that leads up to a private master suite. The high ceiling throughout the ground floor gives an extra sense of space and airiness.

The kitchen combines a classic stylish look with the latest top of the range hardware to present a user-friendly space that integrates well into the open plan living environment.

A large corner window seat built into the kitchen provides a gathering spot for family and friends.

Mr Cameron highlights the importance of designing for your site in achieving at a national level.

"Taking into account factors like sun and wind in the design of the home are essential in creating those nice outdoor spaces and achieving the feel you're trying to get."

The attention to detail evident in the build was not lost on the judges, who were impressed by the design and execution.

"This show home features an open plan living area that leads onto two sheltered areas outside. The window seat in the kitchen is welcoming, and delivers a very strong visual relationship to the outdoor area, as well as flooding the interior with morning sun," they said.

"All of the build was executed to a very high



*Landmark Homes Wellington, winner of the James Hardie Show Home Award in the Registered Master Builders PlaceMakers 2011 House of the Year.*

level, especially the exterior cladding and flashings, delivering a show home that is testament to the design and craft of this building company."

A relative newcomer to Registered Master Builders, Mr Cameron was unsure what to expect with House of the Year, but was keen to give it a go.

"It's the first time we've been involved with the Awards, but we found it to be a good experience. Receiving constructive feedback from the judges was useful, and gave us a chance to reflect on what made the home stand out — they really offered as much feedback and advice as they could."

Receiving the National Award has been a big win for Landmark Homes Wellington, which has continued to see the benefits.

"We've had a really good response from it, and a lot of build work in the process. People have come in and taken characteristics from the show home and we've evolved it into their design," Mr Cameron says.

"The award definitely helps to show the quality that we can produce."

"We are trying to offer a streamlined service and a great experience, where it's actually an enjoyable process instead of a stressful one."

"Good communication is important to us — our clients really are number one. We listen to



them and use our skills to pull it all together, figuring out what they want — because at the end of the day, it's their home."

Judging for the Registered Master Builders PlaceMakers 2012 House of the Year is currently underway.

The Awards are made possible through the support of PlaceMakers, James Hardie, Gib Living Solutions®, Nulook, Department of Building and Housing, Future-Proof Building and Master Build Services Ltd.

For more information about the competition, visit the Registered Master Builders web site at [www.masterbuilders.org.nz](http://www.masterbuilders.org.nz).

Owned by



Principal sponsor



# Regional events set for September

**E**ntries for the Registered Master Builders Carters 2012 Apprentice of the Year competition have now closed, with regional events set to kick off in September.

With more than \$100,000 in prizes up for grabs, including places on a specially designed Outward Bound Leadership Programme and a study grant or Carters voucher valued at over \$2000 for regional winners, the competition is worth entering.

Last year's winner Ryan Keogh from Naylor Love Construction Ltd in Dunedin was overwhelmed when he was awarded the top honour in Wellington in October 2011.

"It's an absolute honour to be involved in this competition, and to be the winner, it blows my mind," he says.

Regional finalist Jono Spurdle from Warwick Gair Builders in Auckland says there were many enjoyable parts of the competition.

"Some of the best aspects for me were pushing towards self-excellence and striving to be the best

building apprentice within New Zealand, along with meeting new, like-minded apprentices from all around the country.

"Also the Mana and respect you receive from fellow workmates, family and friends is great," Jono says.

Now in its ninth year, the competition continues to reward and celebrate exceptional carpentry apprentices, bringing attention to the wide variety of career opportunities in the construction industry.

Apprentices from all over the country have submitted their entries, which include details of a building project they are particularly proud of, why they think they have what it takes to be the next Apprentice of the Year, and why their employer thinks they're the best.

Each applicant will then be interviewed by the regional judging panel made up of representatives from the RMBF, the Building and Construction Industry Training Organisation (BCITO) and Carters.

The judging panel will assess industry knowledge, the apprentice's portfolio and references, as well as personal qualities.

Judges will then undertake a site visit where apprentices are given the opportunity to impress with their skills on the tools and how well their tools are taken care of, their industry knowledge, health and safety practices, and attitude.

The judges will also be speaking with the entrant's boss or supervisor for further insights.

Entries for the 2012 Apprentice of the Year are now closed. For further information, visit [www.apprenticeoftheyear.co.nz](http://www.apprenticeoftheyear.co.nz).

The Apprentice of the Year competition is owned and managed by the Registered Master Builders Federation (RMBF), sponsored by Carters, partnered by the Building and Construction Industry Training Organisation (BCITO) and supported by the Department of Building and Housing.

Apprentices, employers and young people aspiring to be part of the construction industry are encouraged to "like" the Apprentice of the Year Facebook page and join the conversation at [www.facebook.com/apprenticeoftheyear](http://www.facebook.com/apprenticeoftheyear).

## Guess how much I got off the price of my new ute?

Scott says he had no idea how many discounts are available to Registered Master Builders – stationery, phone, fuel, home appliances... and of course vehicles. New stuff is always being added so he keeps an eye out for the latest offers.

As a former Wellington Apprentice of the Year, he also recognises the value of RMBF's awards programmes, including House of the Year. And being able to offer the Master Build Guarantee is another great benefit.

If you want to find out how much you can save on a new ute – and learn about all the other great things on offer – check out Registered Master Builders.



Our fuel deal gives our members a range of suppliers to suit their needs and location.



MASTERBUILDER.ORG.NZ  
0800 762 328

BUILDING EXCELLENCE

# Centenary milestone reached by Taranaki RMBA



Posing with the Taranaki-held Ranfurly Shield at the Taranaki RMBA's 100th AGM recently were, back row, from left: Ted Riddick (life member), Willie Still (life member), Campbell Maitson, Ken McDonald, Jon Lines, Terry Clegg (vice-president), Peter Snowden, John Street (president), Bob Thomson, David Fabish (RMBF president), Kelvin Pearce, Dave Meuli. Front row, from left: Doug Telfer, Paul Jones, Steve Hofmans, Andrew Bell, Andrew Pepper (past president), Kevin Jarvis.

The Taranaki Registered Master Builders Association reached a milestone landmark recently when it held its 100th AGM at the Quality Inn in New Plymouth in May.

President John Street says the historic event was attended by around 40 people, many of whom donned bowler hats and posed with the Ranfurly Shield, currently held by Taranaki.

On the agenda was a state-of-the-nation presentation from national RMBF president David Fabish — the first Taranaki member to hold the position — planning for the region's upcoming House of the Year evening, and an update from Kevin Jarvis on the centenary celebrations to be held on October 5 and 6 this year.

Mr Jarvis says the celebrations will include an Ambrose golf tournament to be held at the New Plymouth Golf Club on Friday, October 5, and a gala centenary dinner the following night.

"We're hoping to get plenty of support from the local business community and to fill the maximum 118 spaces at what is one of the top 10 courses in the country," Mr Jarvis says. A partners tour will also take place on the Friday.

The black tie gala dinner — featuring well-known New Zealand entertainer Jackie Clarke — will be held at the TSB Showplace, one of the oldest functions venues in the city. Mr Jarvis says the historic venue is most appropriate for the event, for which the Association hopes will attract around 250 people from the region and from around the country.

A local journalist has been commissioned to write a history of the Association's 100 years in the region. "We want it to tell the story of how the Association has contributed to the well-being and the culture of the place we call Taranaki," Mr Jarvis says.

A calendar which can be personalised, and featuring a montage of local buildings produced by Master Builders throughout the years, will also be produced.

**Packages for out-of-towners wanting to attend the Taranaki RMBA's centenary celebrations on October 5 and 6 are available. For more information, contact Kevin Jarvis on 027 493 9852, or email [kevin.jarvis@gjgardner.co.nz](mailto:kevin.jarvis@gjgardner.co.nz).**

## Are you converting 90% of your quotes to contract?

WEB-BASED SELECTIONS, SCHEDULING AND CLIENT COMMUNICATION



Key benefits include:

- Unlimited free training and support by phone and online.
- Getting the right selection decisions, on time – each home has its own selection sheet.
- Tracking variations and expenses – a running total shows clients exactly where the budget stands.
- Coordinating schedules with clients and subcontractors – update online schedules to automatically notify subcontractors of changes by email or SMS.
- Keeping clients in the loop – post progress photos for clients from your computer or phone.
- Get your info anywhere with mobile apps – a finger swipe updates your schedule, checks selections, retrieves files, and more.
- From \$49.00 per month & \$126.00 per project.



"together on the same page"

THE COMPLETE SOLUTION FOR BUILDERS AND SUBCONTRACTORS

SALES AS A SERVICE      ESTIMATING AS A SERVICE  
Website Design & CRM Software      Software & Take Off Services

PROPOSALS AS A SERVICE  
Software & Admin Services

SAFETY AS A SERVICE      ACCOUNTS AS A SERVICE  
Documentation, Products & Services      Software & Bookkeeping Services

Contact Russ Stephens  
04 889 2274  
[Russ@Acriservices.com](mailto:Russ@Acriservices.com)  
[www.BuildingAsAService.co.nz](http://www.BuildingAsAService.co.nz)

  
ACRIS  
Building As A Service

# RMBs building excellence in Tauranga

**M**ore than 300 industry people gathered in sunny but chilly Tauranga for the Registered Master Builders Federation annual conference last month.

With a conference theme of "Building Excellence", attendees were treated to an outstanding array of speakers, with topics ranging from excellence in commercial construction to the excellent result of winning the Rugby World Cup.

The conference opened with an address from Minister for Building and Construction Maurice Williamson who introduced some new technology while giving a run down of his view for the industry going forward.

He expressed his desire to see a Building Code that is realistic about what's mandatory, and that the market should be left to drive anything over and above that.

Among other things, the Minister also stated that the industry needs to move away from "Least Price Wins" procurement methods, and that construction should be run more along the lines of the vehicle industry where increasingly whole of life/fit for purpose is the basis of procurement.

This is something that most builders would definitely welcome.

The next speaker was Contiki founder John Anderson who told his awesome story of calculated risk taking, culminating in an extraordinarily successful global business.

Mr Anderson was an incredibly passionate speaker who took those in the room along with him for the ride — and what a ride it was! It's fair to say his book *Only Two Seats Left* was flying out the door later in the day.

Next up was Diane Turner, general manager, policy and strategy, for the Canterbury Earthquake Recovery Authority (CERA), talking about Building an Excellent Christchurch.

She gave an update on where things are at, why they're happening the way they are and how CERA and other entities are working towards rebuilding the city.

Ms Turner left the audience in no doubt that there is a very long way to go — and that there is a high level of collaboration with the community to ensure that the new Christchurch delivers to everyone who resides there.

With the first day's formalities over, the BCITO shouted the delegates to a Happy Hour in the trade area which was a precursor to the ITM Welcome Function at the Classic Flyers Museum — a fantastic venue with great entertainment to kick off the 2012 Conference in fine style.



The ITM Welcome Function held at the Classic Flyers Museum.



The conference trade area.

A not too early start in the morning saw an address from Jason Barrell whose challenges throughout his life have seen him go from a young lad who just thought he was a bit dumb — but turned out to be dyslexic — and a Super 12 rugby player who broke his neck never to play again, to a policeman who then had a series of life-threatening strokes from a brain tumour that lead him to high risk surgery that meant he had to completely rebuild his life both mentally and physically.

What a story! While it was a lesson in building confidence and having tenacity, Jason's message was to be grateful — which was not hard after listening to him.

The next session was given by BRANZ, Fletcher Construction and Warren and Mahoney about the construction of the new BRANZ premises near Porirua. Packed with new technology, the building now

absolutely practices what BRANZ preaches. The before photos showed that the industry's scientists and the people that support them were well deserving of a new place to ply their trade.

The afternoon was taken up by a number of workshops that provided excellent insights and, in some cases, great hilarity. They included:

- Alison Mooney — Building an Excellent Team: Delegates were given a no-holds barred and absolutely hilarious look at their own personality types, and how they interact with others around them. All agreed that Alison was frighteningly accurate — luckily she gave delegates some tools to work with in the future.

- Hannah Samuel — Building an Excellent Reputation: This was a fun session that gave attendees a timely and, at times, a bit of a scary reminder about how



A breakout group working with the DBH's Peter Thorby (far right).



Speaker Alison Mooney raids a wallet!



Speaker Jason Barrell's address was inspirational.

reputations are formed and by whom.

An eye-opening video on social media showed that the world is no longer a sleepy town waiting on the local paper and the six o'clock news to provide people with what's happening out there.

- Ruma Karaitiana — Building an Excellent Skills Base: As BCITO chief executive, Mr Karaitiana is in the perfect position to relate the industry's view on how to attract, train and retain good talent to the industry.

He is also heavily involved in the Productivity Partnership which has been mandated with putting together a Skills Strategy to 2020. He shared some of the research and insights on how they'll be looking to do this.

- Peter Thorby and John Gardiner, DBH — Building an

**Excellent Industry:** It's not often you hear laughter coming from a session with Government Department personnel! The DBH duo took delegates through the future of the Department, the initiatives they are undertaking and, in doing so, asked builders for input as to what they wanted for the future — an excellent collaborative session.

The function that evening was the fantastic Carters Medieval Banquet at the Mills Reef Winery in the Barrel Room. It was the perfect theme for a perfect setting — the pictures speak for themselves!

On the final morning, delegates were treated to an address from Martin Snedden about his role with the Rugby World Cup, and how he and his team Built Towards Excellence.

He told some fantastic behind the scenes stories and



Contiki founder John Anderson.



Former Rugby World Cup chief executive Martin Snedden.

## More pics, pages 12, 13

showed a great video to support it. Many delegates mentioned that watching the video of the final still made them nervous, even though they knew the result!

It's also amazing how a \$30 million-plus loss is pretty much forgotten now that the little gold cup is in the cupboard.

Following that came the AGM (see article, page 14 for more information about the new RMBF Board of Directors). All in all, it produced an incredibly positive couple of hours with members who are clearly looking to the future and building an excellent Registered Master Builders organisation.

A big thank you goes to all the sponsors and supporters, builder members and their partners. The Federation looks forward to doing it all again next year in Dunedin (pack the winter woollies!).

# Lively evening at Carters Medieval Banquet!



The Carters Medieval Banquet.



From left: Martin Goulden with Peter and Gail Philipsen.



Simon Barber



From left: Marty van der Burg, Naaz Wadia and John Marshall.



From left: Tony Longhurst (Carters), Clive Barrington and Stuart Munro.



James Cater gets in behind the banquet sponsor.



Heading downstairs to the Barrell Room.



From left: Darrell Trigg, Dave Williams and Ron Holden (NALCO) are served refreshments.

# Board welcomes new directors and farewells two industry stalwarts

**C**hange was the order of the day at the Registered Master Builders Federation AGM at the Federation's Conference 2012 in Tauranga recently.

With resounding support from member delegates, the Board and management of the RMBF are set to implement positive change to the organisation to take it into the future, and maintain its dominant position as the industry's leading membership organisation.

Steering the organisation for the next few years will be an enthusiastic Board which welcomed new directors, saw a number of current directors move into new roles and bid farewell to two long-serving industry stalwarts.

New to the Board are Simon Barber (RMB Wellington) and Alistair Middleton (RMB Nelson). Shane Brealey of NZ Strong Ltd, an RMB Auckland member is also a new Board-appointed director.

Movement within the Board included Anthony Leighs to chairman, David Fabish to president and John Macdonald to vice-president. The AGM also saw Greg Pritchard (RMB Auckland) re-elected, while Richard Carver of Jennian Holdings remains for another term as a Board-appointed director.

"The make-up of the RMBF Board bodes well for leadership into the future," RMBF chief executive Warwick Quinn says.

"We're all operating in difficult and interesting times, and we believe we have the right group of people to get us through this and set the RMBF on a positive path while continuing to offer our members an environment second to none."

The AGM also saw the departure of two very long-serving RMBF directors in chairman Mike Fox and president Blair Cranston.

## Huge contribution

The contribution by these two gentlemen over the years has been huge. Both had upwards of 10 years' service to the organisation, as well as contributions to many and varied industry groups.

"We are incredibly grateful to the dedication and support from Mike and Blair to the RMBF and our subsidiary Master Build Services, of which Mike still remains a director," Mr Quinn says.

"Their passion for our organisation and the industry in



*The new RMBF Board, from left: Greg Pritchard, Richard Carver, David Fabish (president), Alistair Middleton, Anthony Leighs (chairman), Simon Barber, John Macdonald (vice-president).*



*Outgoing president Blair Cranston presents Robert Finley with his RMBF Meritorious Award.*

general is a hard-to-find commodity especially as, more and more, we live in a world where finding people willing to give up their time is a very rare thing indeed. They will be missed."

One highlight of the AGM proceedings was the awarding of an RMBF Meritorious Award to Robert



*Outgoing RMBF Board directors Mike Fox (left) and Blair Cranston.*

Finley for outstanding service to the RMBF and the industry as a whole.

With the next Board meeting in just a few weeks, the new recruits will very shortly be fully immersed in the RMBF business and getting out and about to meet the membership and to discuss plans for the future.

THE MODERN  
DAY CLASSIC



**WHAT IS IT?**

A wide cladding board with a 15mm horizontal groove that has the classic appeal of decorative render and solid masonry. Pre-primed and easy to install, Scyon® Stria® Cladding is the fast way to achieve a timeless look and that's smarter construction.

**WHERE DO YOU USE IT?**

In residential applications wherever a classic yet contemporary design is required, including external walls in composite construction, upper-storey and ground-level extensions and internal feature walls.

**WHAT ARE THE KEY BENEFITS?**

**SPEED.** This is the fast way to create a modern yet classic look. Instead of laying bricks, rendering, scoring and painting (with all the associated mess and scheduling of different trades), Scyon® Stria® Cladding has a simple, speedy installation method. Once the first board is fixed level, the shiplap lock joint on the next extra-wide, 4.2mm long board is fixed to the top of the previous board and is face fixed and joined on stud. Scyon® Stria® Cladding must be installed with CLD® Structural Cavity Battens, glued and brad nailed to add to ease of installation.

**DESIGN OPTIONS.** The range of corner finishing details – aluminium, mitred or Scyon® Axent™ Trim – allows a range of different looks to be achieved. For example, easy-to-cut mitred

corners mean that horizontal lines wrap around the building. Alternatively, Scyon® Axent™ Trim can provide a contrast. Plus, a vertical joint flashing provides a 10mm vertical groove for a more geometric treatment.

**EXTRA SECURITY.** James Hardie provides a 15 year product warranty<sup>1</sup> on Scyon® Stria® Cladding.

**LOW MAINTENANCE.** Scyon® Stria® Cladding will maintain its integrity and general appearance. Some timber is susceptible to cracking in exterior applications, which in turn can lead to shrinking or warping. Scyon® Stria® Cladding will resist shrinking, swelling and cracking<sup>1</sup> to hold paint longer than wood and can also be painted dark as well as light colours. The boards are factory sealed and are face primed and accept a range of paint finishes and colours.

**ENHANCES ENERGY EFFICIENCY.** When Scyon® Stria® Cladding is used with the right insulation (and in accordance with Clause H1 of NZBC), an R-Value of up to 2.2 can be achieved for the wall.

**MADE FROM SCYON.** Stria® Cladding is made from Scyon® the advanced lightweight cement composite with heavy-duty performance. Not only is it resistant to fire and damage from rot<sup>1</sup>, but it can also be gun nailed and is easy to cut – like timber.

<sup>1</sup> When installed and maintained correctly and to the extent set out in James Hardie's published literature current at the time of installation.  
© 2012 James Hardie New Zealand Ltd. TM and ® denote a trademark or registered mark owned by James Hardie Technology Limited.

For more information on Scyon Stria Cladding visit [www.scyon.co.nz](http://www.scyon.co.nz) or ASK JAMES HARDIE on 0808 808 868.

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

**scyon®**  
TOUGH BY NATURE



**jh**® **James Hardie**  
a smarter way™

# NZ's own energy management accreditation launched

**B**usinesses looking to reduce their energy costs will now be able to call on specialists trained in New Zealand's first-ever comprehensive Energy Management accreditation programme.

The EnergyMasters accreditation has been launched by the Energy Management Association of New Zealand (EMANZ) to ensure businesses know who to engage when undergoing energy performance audits and technically challenging projects, and that they can have confidence in the advice they receive.

Businesses use around 49% of New Zealand's total energy, and there are significant opportunities for them to use less energy while producing the same output.

Research shows that more than \$2 billion could be saved by New Zealand businesses every year if energy use was reduced to optimum levels.

The accreditation programme will see professionals undergoing an independent competency review and training designed to ensure they are competent to carry out all energy performance work.

EMANZ executive officer Ewan Gebbie says New Zealand could save the equivalent of Nelson's annual energy use by 2015 in commercial buildings alone, and significantly more than that in the industrial sector.

"We just need to get the right people doing the right things. Professionals with the EnergyMasters

accreditation can reduce businesses' energy bills and save businesses money.

"The accreditation will give businesses confidence that any work is of the highest professional standard. They know the work can be trusted because an EnergyMaster has had their work independently reviewed by their peers."

Those with the accreditation are also committed to ongoing training and professional development, and are subject to a strict code of ethics, Mr Gebbie says.

"Businesses are telling us they want people who know



their stuff. EnergyMasters range from energy auditors and specialists for commercial buildings to industrial process heat and compressed air systems experts."

## New roofing guidelines outlined

**N**ew guidelines to help prevent workers falling from roofs have been launched to the roofing industry.

*Best Practice Guidelines for Working on Roofs* was prepared by the Department of Labour in association with the Roofing Association of New Zealand.

It provides practical guidance to employers, contractors, employees, designers, principals and people who control a place of work, and architects

who are involved in work associated with roofing.

Construction is one of five sectors where specific action plans have been developed to reduce the death and injury toll.

The roofing guidelines have been launched as part of the Preventing Falls from Height project which aims to raise awareness about working safely at height and reducing the human and financial toll caused by falls from height.

The Department of Labour has recently set a target of a 25% reduction in serious injuries and deaths by 2020, and these guidelines will help regulators, employers, employees and industry associations contribute to meeting that target.

Roofing Association president Graham Moor says to see scaffolding and edge protection being used on single-level dwellings and becoming a common practice is a quantum leap from where the industry was, but that there's still work to do.

From this month the Department of Labour will begin targeted enforcement in the construction sector, particularly focusing on residential building sites, to prevent falls from height.

*Best Practice Guidelines for Working on Roofs* is available from the Department of Labour and the Roofing Association of New Zealand. For more information visit [www.roofingassn.org.nz](http://www.roofingassn.org.nz).

## PROJECT MANAGEMENT TRAINING

Building Design and Construction needs the right tools, training expertise and experience to do a good job to the right spec.

It's the same basic steps with the management of projects — just the methods, thinking, training, tools and their application is different.

To learn the differences and their application within the Project Management discipline and ease the stress and constraints, contact either 09 479 9022 or [www.optimumbusinessdevelopment.biz](http://www.optimumbusinessdevelopment.biz)

Next Auckland courses presented by qualified experienced practitioners of Project Management are on:

**7th - 8th of August and 4th - 5th of September**

Cost for Building Today enquiries: \$1375 + GST



## Jianni Koutsos is saving over \$2000 a year using Vodafone Easy Office.

**What will you spend your savings on?**

For \$149 a month you'll get 3 business landlines with all your NZ landline calling included, plus broadband and more.

**Visit [vodafone.co.nz/easyoffice](http://vodafone.co.nz/easyoffice) or call 0800 787 251 and you could win Vodafone Easy Office free for a year.**

*Power to you*



Jianni Koutsos  
Velo Boutique cycle shop  
Auckland

# Weathertight remediation: A quick introduction for builders

## Article 1: Leaky Buildings: What are they and why get involved?

By DBH senior advisor, sector education, **Albrecht Stocklein**

**W**elcome to the first in a series of articles based on a series of workshops on weathertight remediation for builders which the Department of Building and Housing has been running at centres all over New Zealand.

As the presenter of this course, I have been able to share some of my experiences from a decade of remediating leaky buildings with fellow builders.

Whilst it would be impractical to cover all of the content of this full-day workshop in this series, I aim to cover some key points that may assist any builder who is considering getting into this line of work to perform quality remediation and manage any project risks.

So what actually is a leaky building? At some point in its life a building is highly likely to allow some water past its cladding. It is how the building deals with that moisture that is the key.

If moisture can't quickly drain out and/or if air can't circulate to promote drying behind the cladding, extensive damage can result. By far the majority of the hundreds of buildings I have been involved with showed few, if any, visible signs of water penetration and resultant damage.

You don't need to have cracked exterior plaster or have interior linings falling from a ceiling to have trapped moisture-related damage. A gradual and occasional introduction of moisture is all that may be required to create an environment suitable for decay to be present and flourish.

This can be relatively rapid where little or no treatment is present in the affected framing.

We don't actually know exactly how many buildings have been, are, or will be affected. A 2009 Price Waterhouse report estimates between 22,000 and 88,000 homes, with the industry consensus being around 40,000.

A truly staggering number of families have been, are, and will be impacted by this estimated \$11 billion phenomenon. Whilst a majority of current cases are appearing in Auckland, many experts believe it is a New Zealand-wide problem. Those residing in dryer geographical areas just may not have discovered it yet.

So how did we end up here? There is much conjecture and controversy about what has caused this problem, but it is my view in short, that it is a systematic failure of the industry as a whole.

Complex, incomplete and questionable suitability of building design, poor use and suitability of some products, incomplete technical knowledge and skill, as well as too little ongoing training for many involved in

the building process, have all contributed.

Why get involved? Clearly there are a large number of leaky buildings needing repairs. This presents an opportunity for builders at a time when new builds are at historic low levels.

There is a perception that getting involved in leaky home repair work is risky and best avoided. While, arguably, there are more risks and unknowns associated with these projects, if a builder goes in with eyes open and is aware of these risks and ways that they can be managed, a successful outcome is more likely to result. This will be of benefit not only to the builder, but also the client and all those involved in the project.

In this series of articles, I will be talking about a range of things that are important for the builder to be aware of including:

- Assessing the project's risks
- Working with the right team
- Tendering
- Health and Safety
- What happens on site
- The 4 "D"s

- **The second in this series of articles, to be published in the September issue of *Building Today*, will discuss how you, as a builder, may get involved in a leaky building project, and the things you'll need to know.**

For everything you  
need to know about  
Roofing go to...

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

# Entries open for 2012 Concrete<sup>3</sup> Sustainability Awards

The Cement and Concrete Association of New Zealand's (CCANZ) 2012 Concrete<sup>3</sup> Sustainability Awards are now open for entry, offering those in the construction industry the chance to be recognised for their sustainable achievements.

In its fifth year, the awards are open to anyone in the construction industry — from architects, designers and engineers to contractors, builders and clients. CCANZ chief executive Rob Gaimster says it is vital to support the industry's successes in the field of sustainability.

"The Concrete<sup>3</sup> Sustainability Awards recognise those within the construction industry who are embracing sustainable practices as a genuine business concern. By assisting practitioners to share their knowledge and experience, as well as acknowledging their success, the Concrete<sup>3</sup> Sustainability Awards are key to raising the bar in terms of responsible design, build and operating practices across environmental, economic and social areas of endeavour," Mr Gaimster says.

There will be five categories from which a supreme winner will be selected — Excellence in Residential Concrete Construction, Excellence in Commercial Concrete Construction, Excellence in Civil Concrete Construction, Excellence in Concrete Innovation, and Excellence in Concrete for the Community.

"Examples of sustainability come in all shapes and sizes, from the smallest residential job to a multi-million dollar civil project," he says.

The 2011 Supreme Award was accepted by Peddle Thorp Architects for their revitalisation of an existing Auckland multi-storey office building at 21 Queen Street, preserving its concrete frame and core while creating vibrant and thoroughly modern spaces inside and out.

Mr Gaimster says this example of adaptive reuse will quickly become the benchmark for what can be achieved through the imaginative redevelopment of concrete structures in terms of resource management, (embodied) energy efficiency and design potential.

Peddle Thorp Architects associate director Wade Jennings also believes New Zealand's existing commercial structures present a tremendous opportunity to reinvigorate urban environments and reduce energy consumption during construction, as well as improve energy efficiency during occupation.

"Winning the Concrete<sup>3</sup> Sustainability Award is a fine endorsement of the collaborative approach and dedication of a talented design team and the vision of a forward thinking client," he says.

The 2012 Awards entries will be judged on any of the following criteria:

- Lean production and less waste
- Managing natural resources
- Minimising energy use
- Protecting against pollution
- Respect for people
- Setting performance targets.

Entries are open until Friday, August 31, 2012. Entry information and forms can be found at [www.sustainableconcrete.org.nz](http://www.sustainableconcrete.org.nz). The winner will be announced at a presentation at the 2012 New Zealand Concrete Industry Conference in Hamilton on October 12, 2012.

# Concrete<sup>3</sup>



## Sustainability Awards 2012

### CELEBRATING CONCRETE EXCELLENCE



Images. Emily Andrews



Daniel Marshall Architects  
Elmstone House, Auckland  
2011 Winner- Excellence in Residential Concrete Construction



### ENTER NOW

[www.sustainableconcrete.org.nz](http://www.sustainableconcrete.org.nz)

# BCITO issues first employer development grant for 2012

**T**he Building and Construction Industry Training Organisation (BCITO) has begun to give out around \$50,000 worth of grants for employers within the construction industry.

This is the second year the BCITO has offered the grants, which were established to help employers in New Zealand's construction sector develop and expand their businesses and assist them in providing ongoing investment in training.

Simon Brown of Waiuku's Simon Brown Builders is the first to receive one of this year's 15 grants, worth up to \$3450.

Once a farmer and a minister of the church, Mr Brown is now running his own building company. He is intent on furthering his knowledge within the construction industry by employing a business coach to assist with the development of his company.

He believes as the construction industry becomes more competitive, it is important to keep up with the changes.

"You've got to keep pace, or you're just going to turn into a dinosaur. It's important

to keep upskilling yourself all the time," he says.

"The business coach is helping us to upskill in our business procedures. We need to do this in order to stay ahead of the market, so when I saw the opportunity for a grant, I jumped at it."

BCITO chief executive Ruma Karaitiana is pleased the first grant has been collected, and urges more employers to apply.

## Great way to upskill building industry

"This is a great way to help upskill New Zealand's building industry, increase productivity and gear up for future demand. We hope employers will see the value in the grants and utilise this opportunity," Mr Karaitiana says.

"The uptake of these grants is testament to the professionalism of those in the construction sector who are eager to further their knowledge and expertise within the industry," he says.

Mr Brown says the application process for the grant is simple and worth applying for. He is already experiencing the benefits of the coaching.

"It's been fantastic, and really eye-opening. I am in partnership with my son, and our business coach is really getting us working and channelling our energy in the right direction," he says.

## Long-term approach

"Having a plan is helping us greatly. It helps us to know where we're going. When we come into work in the morning, we know what we're about. But this is a long-term approach. In building terms, we're working on the foundation that we're able to build the business on."

Any employer of a current BCITO trainee can apply for the grant.

Simon Brown Builders currently has one BCITO apprentice on board, with two more preparing to get started. Mr Brown is passionate about working with young people, and says it is a great way to build a team.

Grant recipients can select any training or development assistance which best suits their personal or business development needs. Some examples include:

- BCITO courses such as National Certificates in Construction Trades,
- National Diploma in Construction Management,
- consultation with a business advisor,
- short courses or seminars on small business management, estimating or contract management, and
- higher level business-related qualifications.

Employers interested in applying for one of the 15 grants can access the application pack at [www.bcito.org.nz](http://www.bcito.org.nz) under the Employers' page.

The number of available grants will be updated on this page as they are claimed. Applications will be processed on a first-come first-served basis, and will be assessed on how well the intended use of funding meets the purpose of the scheme.

## WWW.PEGDRIVER.COM

# PEGDRIVER PILOT POINT & REMOVER

12 month  
warranty  
subject to conditions

Forged & heat treated  
to increase strength  
& hardness

Reuse your pegs  
saving money

Much faster than  
conventional methods  
saving time

See our demonstration  
video clip on  
[www.pegdriver.com](http://www.pegdriver.com)

## Fits most concrete breakers



Tel 027 44 111 43





# So, when's this building boom? happening ●

Everyone's calling a boom, but it hasn't happened yet. BCITO **researchers** forecast mid-2012, but no-one can be certain. *But it will come.* No doubt about it.

When it comes you will need **people** and **skills** to grow your business. BCITO apprentice numbers are down by 50%, so where will this skill come from?

It is up to you to prepare now. We know it's tough to take on extra people, but you're going to need them, especially in Auckland and Christchurch.

*BCITO can help you prepare.*

We can help you find apprentices from our growing database. We can help formally qualify your existing team. We have 85 people on the ground ready to help now.



WATER TIGHT PLUMBING SYSTEMS



## THE CHOICE AMONG PLUMBING PROFESSIONALS

Used widely in residential, commercial and industrial applications, SecuraGold™ is the choice among plumbing professionals and specifiers. The simple design and proven use of high performance materials delivers long term results that can be relied upon. Combined with fast installation, no fuss jointing, greater flexibility, adaptability and lower installation costs, SecuraGold™ is unbeatable.

Our online Flow Rate Calculator works out head pressure loss in a pipe installation instantly! The calculation provides you with the pressure loss at the fixture point, with the given combination of SecuraGold pipe and fittings. If the loss is too great, alter your configuration and re-calculate to determine maximum flowrates.

Visit [www.dux.co.nz](http://www.dux.co.nz) or scan the QR code below.

Scan QR code with the QR code reader on your mobile phone. Text 'QR' to 710 for a free QR Code reader download. Please note, not all phones are compatible.



**plumbingworld**

bathrooms, laundries, kitchens and gas...  
it's what we know

There's a Plumbing World plumber behind everything we sell

Branches Nationwide  
Freephone 0800 800 686

Plumbing World is part of the NZPM Cooperative

FUTURE-PROOF BUILDING



## Window Control Systems

A division of Eden Group Ltd



D+H Ventline Dual Window Drives



Smoke & Heat Ventilation  
Facade & Skylight Control  
Controlled Natural Ventilation  
Interfacing with BMS

Showroom: Harold St, Mt Eden, Auckland

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

P O Box 108 171, Symonds St, Auckland

Phone 0800 2 Control Fax 09 638 8588

e-mail: [andrew@edengroupltd.co.nz](mailto:andrew@edengroupltd.co.nz)

## National Building Contract

Soon all building projects over \$20,000 will require a mandatory Building Contract.

The National Building Contract published by the New Zealand Institute of Architects is for use between the Contractor and the owner and is widely used within the building industry. Two versions are available to suit your needs. One is for Small Works, the General version for larger projects.

You can obtain a copy of both contracts at [www.nzia.co.nz](http://www.nzia.co.nz) in the E-Shop.



NEW ZEALAND INSTITUTE OF  
**ARCHITECTS**  
INCORPORATED

# Business coaching adding 'lots of value'

Last month *Building Today* profiled Trades Coaching New Zealand, a 100% Kiwi-owned subsidiary of Business Coaching New Zealand which has been working with New Zealand business owners for more than seven years.

We spoke to Auckland RMBA president Darrell Trigg whose own company has been benefiting from their services.

**BT: When and why did you begin using Terry Sage's Trades Coaching services, and how did you first hear about him?**

**DT:** We met Terry at a business expo in Whangarei in June 2008 and felt that he offered something we did not have — an independent ear to listen in and objectively comment and add value to our business.

We set up a meeting and engaged his services for 12 months — and we're still using Terry today.

**BT: On a practical level, how specifically has he improved your business?**

**DT:** The best thing we found with Terry and the coaching style of business help is that it is a dynamic process.

Terry came into our business and asked us how we did things, looked at the issues and offered solutions that were tailor-made for our business. We did have to make changes to the way we did certain things, but Terry also saw value in many of the things we were doing and helped us work to improve them.

I have attended courses and read many books, but found that having a coach to call on at any time and who visits on a regular basis was the best formula for improving our business.

Often he would give us tasks to complete before the next meeting, and once he left I would get caught up in the running of the business — for instance, sorting out jobs and subbies — and wouldn't get the tasks done until just prior to Terry's next visit! But at least we got it done.

**BT: How would you describe his style — that is, the way he went about identifying things that could be improved in your business, and the things he implemented to turn those problems around?**

**DT:** Terry's and his other coaches' style is a very attentive one, with the ability to sit and listen to Marlene and I waffle on about all of the problems and issues we face running a business in the building



Auckland Registered Master Builders Association president Darrell Trigg.

industry in New Zealand.

He would then work with us to identify the most current or important issues, and offer practical solutions along with the tools to help us achieve the improvement.

He helped us with cashflow, identifying and reducing expenses, and implementing better back office systems.

He also helped us understand the true cost of running our business, so we could charge for our services accordingly and not rip ourselves off by undercharging for the work we undertook.

**BT: Could you specify why Terry's services could be especially applicable to businesses in the construction industry?**

**DT:** I think that builders are practical people, and a lot don't see the back office stuff as work — they would rather be out building on site.

You have to be very good at what you do on site or you will get no further work, but you have to be even better at running your business once you get the money in, or you will very quickly go out of business.

Understanding how much you need in your business and where all the money needs to go to maintain a reasonable profit is extremely important. Terry helped us identify all of this.

**BT: So it's clear that you would recommend his services to others in the industry?**

**DT:** Yes. I believe having someone beside us all the way and regularly visiting us has added lots of value to our business. Surviving in business in the building industry is not for the faint hearted, but with the right assistance from a coach it becomes a lot clearer and structured.



## Weatherproof and waterproof with us

Looking for a resilient exterior coating for concrete that is highly **water resistant**, possesses excellent **adhesion** and **stretch** characteristics and looks as good as it performs?

Then choose **Resene X-200** and enjoy a quality of finish that buildings all over New Zealand have been enjoying for years.

**Resene X-200** uniquely combines **low viscosity** with **high build** ensuring **excellent penetration** into cracks and pores and superb adhesion. It develops into a tough, durable and continuous membrane, while its **fibre reinforcement** increases **tensile strength**. **Resene X-200** is a popular choice for **refurbishments in areas prone to earthquakes** and for concrete buildings nationwide.

And it's available in an extensive range of Resene colours including the **heat reflective** Resene CoolColour technology.

Protect your concrete projects with **Resene X-200** and keep them looking good long into the future. Available from Resene ColorShops and Resellers.

**Also available in Wintergrade formulation.**

# Resene

the paint the professionals use

0800 RESENE (737 363) [www.resene.co.nz](http://www.resene.co.nz)

# Harbour City Centre seismic upgrade

By Roy Kane

**O**ur geologists have told us over the years that for many of Wellington's fine buildings and their occupants the threat of earthquakes is real.

After considering their options, some owners decided to raise the earthquake protection of their buildings to meet or exceed current code requirements. Others opted for the minimum levels required by government legislation while others delayed taking action until the latest acceptable deadline.

To its credit, Wellington City Council has proactively encouraged earthquake strengthening to be undertaken sooner rather than later. Then came Christchurch, and Wellingtonians saw that their council had been right.

At 179-193 Lambton Quay, the Harbour City Centre was originally built for the Drapery and General Importing Company (DIC) in 1928. In those days, building codes for earthquakes didn't exist. Now they do, and the Harbour City Centre is a Category 2 Heritage Building.

Its current owners, Kirkcaldie & Stains Ltd, engaged consulting structural engineers Dunning Thornton Consultants Ltd to assess its seismic strength.

"For its day, this iconic, semi-art deco style building had been well designed and constructed," Adam Thornton says.

"The original frame, shipped from the UK, had been fabricated in structural steel. Its concrete-encased steel columns were anchored to concrete foundations that extended down to the bedrock.

"However, predating both the Murchison and Napier earthquakes, the building would not have been specifically designed for earthquake loading."

In the 1970s, engineers assessed the building as being short of earthquake protection requirements applicable at that time. Although there was no legislation to compel action, the owners took the advice of their consultants and commissioned strengthening to be done by the insertion of inverted "V" braces into the existing steel columns and beam frames.

"Commonly referred to as "K" braces," Mr



The Harbour City Centre is braced for its future on Wellington's Lambton Quay.



A close-up of the dampers in situ.

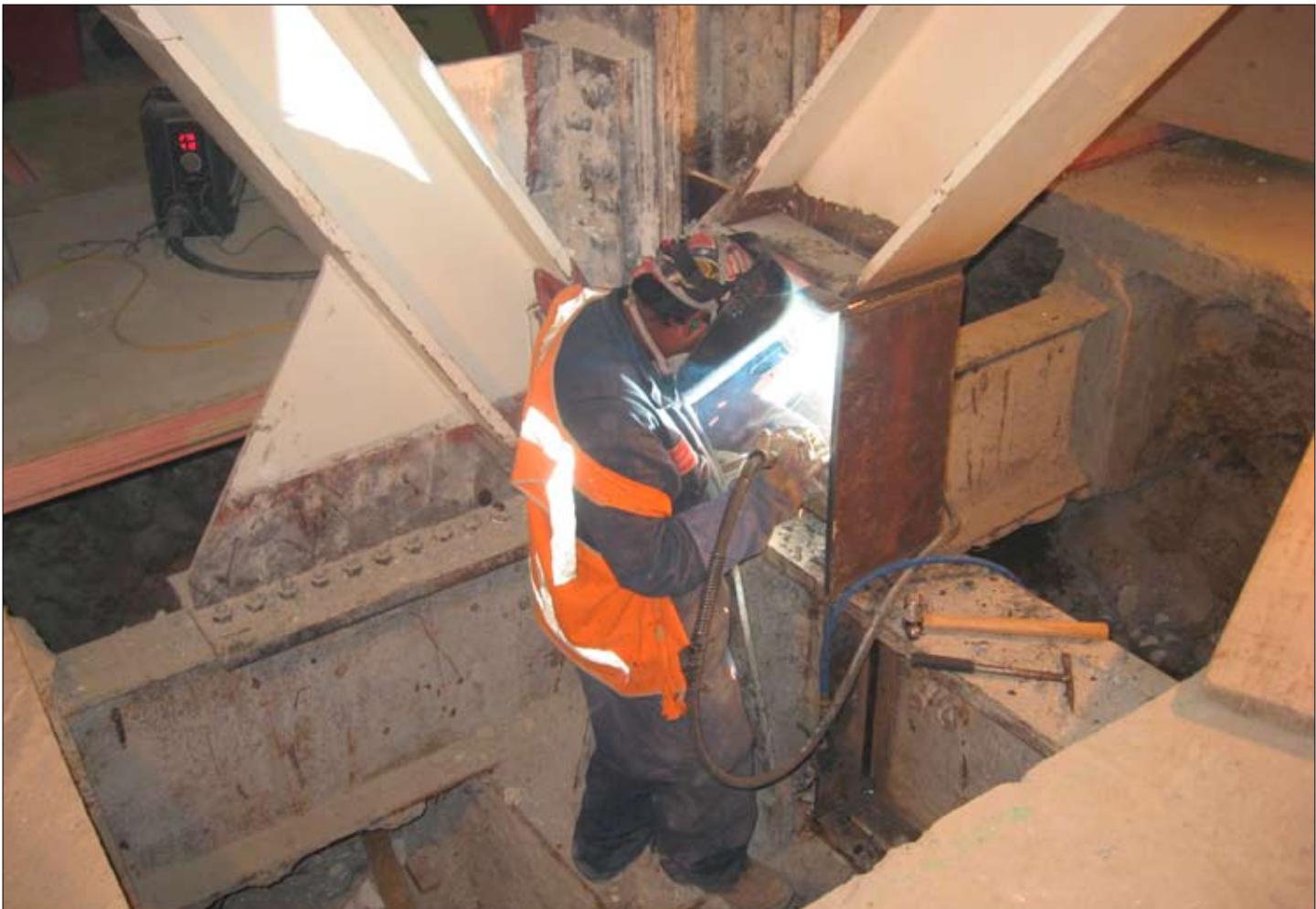
Thornton says, "these formed concentric bracing in that the members came together at the node at the top of the inverted V.

"This left the structure with a potential vulnerability in that the braces were prone to non-ductile buckling if their compression

capacity was exceeded during an earthquake. The structure lacked the resilience required by current codes."

After an Independent Evaluation Process (IEP)

*Continued page 26*



An MJH Engineering welder increases the bearing capacity of the older steel connections.

# Resilience

For a proven technical, commercial and design solution for your next commercial project look no further than structural steel.

To learn more, join us at the Steel Innovations 2013 Conference in Christchurch next February.

- Hear about cutting-edge structural steel technologies
- Listen to leading local and international speakers
- Gain valuable professional development hours
- Network with fellow professionals
- Enjoy the brand new venue, the Air Force Museum Conference Centre



STEEL CONSTRUCTION  
NEW ZEALAND



For the latest Steel Innovations 2013 information please visit [www.scnz.org](http://www.scnz.org)

From page 24

assessment by the Wellington City Council indicated that the structure was potentially earthquake prone, Dunning Thornton conducted extensive analysis and modelling of the structure and compared the likely structural performance with that required by current codes.

The analysis confirmed that it was, in fact, below the 34%NBS (New Building Standard) and, thus, was adjudged to be earthquake prone.

Rather than delay for the 10 or even 20 years allowed by the WCC Earthquake Prone Buildings Policy for achieving compliance, the owners took immediate action.

"One option for the Harbour City Centre was to remove the braces and re-do the strengthening. However, our analysis work suggested that the K-frame braces would provide adequate performance if they could be modified to allow ductile yielding both in tension and compression, preventing the onset of buckling," Mr Thornton says.

"The modification was achieved by inserting

hysteretic flexural dampers. These we designed to allow axial, ductile yielding in the braces that will give the required post-elastic performance.

"The damper is designed to yield at a pre-determined load level, limiting how much load comes into the brace while, at the same time, preventing the brace from buckling. By absorbing the energy generated by the ground motion, the dampers dampen the response of the building and enable it to avoid catastrophic structural damage.

"Our job as structural engineers is to ensure that the other primary structural elements within the building have capacity in excess of the damper yield loads. It is this hierarchy of strength that avoids yielding in elements which have not been detailed for post-elastic performance."

Fabricator and steel erector Malcolm Hammond, managing director of Wellington-based MJH Engineering Ltd, says the damper joint wasn't laborious to make.

"It presented a challenge, certainly, considering that throughout the building we had 50 four-pin and 54 six-pin assemblies," Mr Hammond says.

"We used a test-bed from Kerf Ltd and adapted it for use on site. Our CNC profile cutter we bolted to the universal columns (UCs) to cut the slotted holes — all fairly simple using our standard Sigma Nest software.

"As for the rest, we were pleased for safety reasons that work-in-progress areas were strictly isolated from the ongoing retail activities. The tenants moved to different floors and LT McGuinness Ltd, the main contractor, simply insisted that all subcontractors met their staging deadlines.

"Not everyone was happy with having to work through the nights, but this also afforded us the freedom we needed to break out concrete and weld gussets to increase the bearing capacity of the older steel joints dating back to the 1980s.

"Being indoors, we were able to take full advantage of Metal Inert Gas (MIG) welding, which uses CO<sub>2</sub> as a shielding gas and, of course, is faster than arc."

Once again, steel has proved itself not only by its longevity, but also by its adaptability. The Harbour City Centre has been given a new lease of life, one that at some time in the future may even see its floor area expanding, vertically!



Metal Inert Gas (MIG) welding conducted in still air is faster than arc.





The first steel brace is fitted with two six-pin dampers.



A four-pin variation. Throughout the building there were 50 of these assemblies installed, and 54 of the six-pin.

# The Dunning Thornton hysteretic damper

It's been dubbed the Dunning Thornton Damper, designed in response to the specific requirements for the seismic strengthening of the Harbour City Centre.

Modern earthquake code prohibits the use of concentric steel bracing in any situation where post-elastic performance is required. Instead, Eccentric K-Frames or Buckling Restrained Braces are now preferred.

But in the case of the Harbour City Centre, which had existing steel-frame structure and concentric bracing, the Dunning Thornton Damper provided a bespoke conversion.

In mechanics, "hysteretic" means that in the damping of a vibrating system, the retarding force is proportional to the velocity and inversely proportional to the frequency of the vibration.

"In short," Mr Thornton says, "it describes the ability of the material — in this case, steel — to continue to absorb the energy from repeated cycles of seismic displacement and, thus, provide the structure with the required resilience."

When the UCs experience axial loads, the gap between them would open and close according to the tension and compression (see Figure 1).

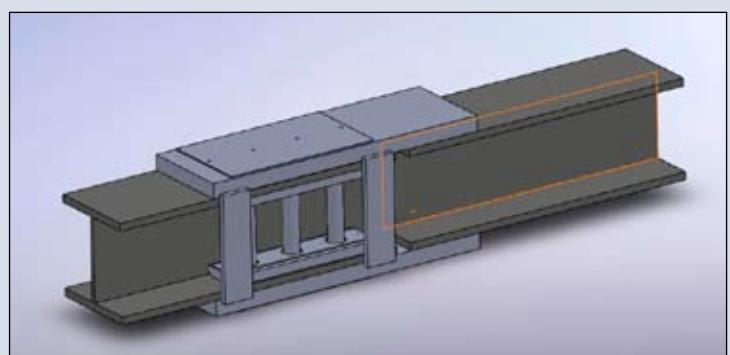


Figure 1

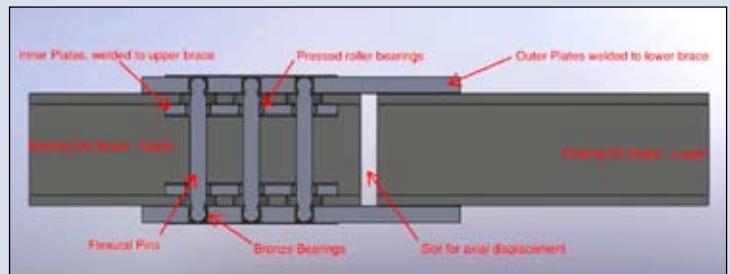


Figure 2

However, the pins have to flex (bend) as this occurs, and it is these flexural actions that absorb the energy. The bearings on which they are mounted allow them to rotate up to 10mm on either side of centre (see Figure 2).

Inside the splice plates, the round heads of the pins are in contact with brass bushes which extrude under pressure and pop the thin keeper plates. The seismic energy is thus dissipated with only axial deformation of the structural steel braces.



## The premium lightweight reinforced AAC masonry flooring system



### Proven Technology

Lightweight AAC masonry flooring systems are a tried and tested method of construction around the world.

The **Rockcote Integra** Flooring System offers a durable and cost effective solution in both light commercial and residential inter-story flooring with many benefits associated with masonry floors; Energy efficiency, thermal mass, sound absorbing qualities and speed of installation to create a solid, lightweight masonry floor.

**Rockcote Integra** Flooring panels are 1800mm L x 600mm W x 75mm thick making them easily transported & handled onsite.

The panels are double steel mesh reinforced providing strength and durability. Each panel is secured with tongue and groove edges, and screwed directly into the timber joists.

Rockcote Integra: The solid, durable flooring substrate you can trust.



[www.rockcote.co.nz](http://www.rockcote.co.nz)  
0800 50 70 40

BT back in time

# BT's Back in Time

Welcome to Back in Time, where we delve into our magazine archives and discover what was making news way back when . . .

### 20 years ago:

- Two law changes went ahead despite firm opposition from the Master Builders' Federation. The Industry Training Act was "doomed to failure from the start", according to the Federation, because of the deletion of a provision for a compulsory industry training levy.

The second law amendment exempted electricity and gas work from Building Act consent control. "To say the construction industry is alarmed by the fact that electricians and gasfitters will be able to certify their own work is an understatement," MBF chief executive Trevor Allsebrook said.

- BRANZ set up a new company to provide specialised appraisal, testing and consultancy services. Known as Building Technology Ltd, the new company helped to separate BRANZ's fee earning activities.

### 15 years ago:

- A qualification in occupational safety and health in the construction industry was being targeted for introduction in 1998. The NZMBF, BCITO and the OSH division of the Department of Labour had been discussing the development of unit standards leading to a qualification registered on the New Zealand Qualifications Authority's National Qualifications Framework.

### 10 years ago:

- Innovision, a Carter Holt Harvey business, launched its Cavity Drainage System to "make it easier for architects and builders to design and construct weathertight buildings".

A tried and proven technique, the system had been an important part of the solution to the weathertightness problems in Vancouver, Canada.

### 5 years ago:

- New insulation requirements and moves to make it easier and cheaper to install solar water heating systems were part of major changes to the Building Code and building compliance documents announced by Prime Minister Helen Clark and Building and Construction Minister Clayton Cosgrove.

The Labour Government said the changes were the most significant improvements to the energy efficiency of buildings in 30 years, and the latest steps in the Labour-led Government's sustainability agenda.

- Auckland City Council introduced a new process to check recladding of buildings to give current and future owners greater confidence in the quality of remedial work. The council advised industry that it required all remedial work for reclads to have a quality assurance plan and three additional inspection types to ensure code compliance.

# Good, better, best

Architect **Don Bunting** rattles off some more random observations about the construction industry at large. This month: Current design and the Building Code.

**A**t the time of a personal career change in the late 1990s, when I moved from architecture to working with industry organisations and government departments, an important friend and mentor was Professor Helen Tippet of Victoria and Deakin (Australia) Universities.

I greatly treasured the evenings spent over a glass of whiskey and a chat and, sadly, missed both after she passed on.

Helen was Chair of the government body set up to provide a roadmap for a much needed change to New Zealand's approach to building controls. The previous controls served the industry from the birth of Standards New Zealand, which was set up after the Napier Earthquake of 1931.

Helen's committee was the precursor to the BIA, which latterly has become the Department of Building and Housing. Only God knows what will happen now that this Ministry has been subsumed into a new super-Ministry, headed by policy-driven leadership with little or no industry connection.

Prior to the formation of the Building Industry Authority in 1992, the original control mechanism was a series of New Zealand Standards documents, called incidentally "New Zealand Standard Specifications".

These were then adopted by local authorities as by-laws. As councils are inclined to do, they changed them to suit their own view of the right and wrong way to build.

The system, other than a lack of New Zealand-wide consistency – and the occasional battle over the counter with a recalcitrant inspector who wouldn't even show you the council's "amended" version of the code – worked reasonably well.

Acting as a sort of unofficial court of judgement over building standards was the Ministry of Works. The Government responsible for disbanding this centre of excellence within the design and construction industry should be ashamed of themselves.

Not only did Ministry architects and engineers conduct research into building techniques and material use, they also had the time to sit on Standards committees. This resulted in a progressive review of, and raising of,

building standards.

The Ministry also provided an excellent training ground for many leading practitioners of the 1960s and beyond. A cadetship to the MOW was prized as a way of gaining an affordable education and a meaningful apprenticeship.

The MOW, required as they were to protect government investment in buildings that could become a critical resource during an earthquake or similar event, was always looking for better ways to build.

The MOW standards then tended to leapfrog into future New Zealand Standards revisions, due in part to the preponderance of MOW employees on the various committees.

Now that vital resource is gone forever, and we are forced to deal on our own with what was intended as, but which patently fails to be, a performance-based building code.

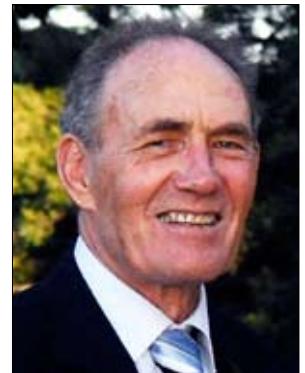
Why? The core reason can be summed up in two words — acceptable solutions. Helen Tippet would spin in her grave if she knew how this little idea has spun out of control.

Word choice is critical. "Acceptable solution" sounds

**Acting as a sort of unofficial court of judgement over building standards was the Ministry of Works. The Government responsible for disbanding this centre of excellence within the design and construction industry should be ashamed of themselves.**

much more important than "alternative solution" doesn't it? No need to persuade the BCAs about that. They love the cookbook approach to designing and building, even though it is leading to a serious dumbing-down of building standards.

Designers of anything above standard construction were never expected to use acceptable solutions. For example,



the original E2/AS1 for exterior claddings contained only nominal coverage of three types of wall claddings and no effective coverage at all of exterior windows.

It was assumed that all architects and most architectural designers would use their own skills and knowledge to design alternative solutions based on the performance statements of the Building Code.

The real code is the performance-based statements, not the simplistic acceptable solutions. These were intended as simple solutions for simple buildings.

## Frustratingly simple

Okay. Let's get it out of the way. What about leaky buildings? The answer is frustratingly simple. Not one leaky building complied with the New Zealand Building Code.

Yes, untreated timber led to earlier rotting of frames, but I challenge anyone to show me one example of a face-sealed wall cladding in any New Zealand Building Code pre-2004.

Face-sealed claddings are an abomination, because if water gets behind the cladding material it cannot get out again so it heads inwards.

Now we put face-sealed claddings on cavities. I still don't like them but at least this offers some chance of water being isolated from the timber frame and the building interior.

There were lots of other reasons for the tragic events affecting far too many New Zealanders, but the use and approval of face-sealed claddings was a major factor.

Now, through a perfectly understandable over-reaction to this unfortunate period in residential and school design, we have a performance-based Building Code that is overwhelmed by prescriptive compliance documents.

These are becoming more detailed and, sadly, more accepted by designers and BCAs as the norm.

Good design — yes. Better — seldom. The best? Never.

# Defaulting on building supply contracts – the supplier gets the money and the joinery back!

**Tim Bates** and **Chadleigh Danswan** of Auckland law firm Legal Vision consider a recent High Court decision in which a timber joinery company successfully repossessed its building materials from a residential building site, and also sued for the contract price of those materials.



The decision in the case of MJN McNaughton Ltd v Thode [2012] NZHC 982 not only provides a useful review of the rights a party may have when the other contracting party defaults on payment for building materials, but it also provides a good discussion on the application of the Sale of Goods Act 1908 ("SOGA"), and brings to the forefront a number of important issues to keep in mind when supplying building products in this challenging economic climate.

## The case

MJN McNaughton Ltd ("MJN") had manufactured and delivered timber joinery to a building site of a residential building that Nikau Living Ltd (in liquidation) ("Nikau") was constructing.

MJN was not paid for the joinery and, subsequently, repossessed the joinery which had been stored on the site and not used in the building project.

MJN issued proceedings in the District Court against Mr Thode (the director of Nikau) seeking to recover the cost of the timber joinery from him on the basis of a

guarantee. While unsuccessful in the District Court (the District Court finding that there was no contract between MJN and Nikau), on appeal to the High Court, Justice Duffy disagreed and, in his interim judgment, found that there was, in fact, a contract.

However, before delivering the final judgment on Mr Thode's liability under the guarantee, the High Court asked for further submissions from the parties on the application of the Sale of Goods Act 1908 to the contract.

This had a direct bearing on the nature of what remedy MJN would be entitled to (if any) for Nikau's breach of contract. It was the consideration given to the Sale of Goods Act 1908 by the court that provides useful reading for those supplying materials in the building industry.

The parties accepted that the contract for the supply of the joinery was governed by the SOGA (and, hence, that the joinery constituted "goods" for the purposes of the Act).

It was also accepted that the guarantee given by Mr Thode covered liability for the contract price (but not damages for non-acceptance of the joinery).

Having accepted this, the court had to consider when property in the joinery had passed from MJN to Nikau because that would determine what remedy MJN could be entitled to under the guarantee.

Since the parties had not manifested an intention as to when property in the joinery should pass, the default rules in section 20 of the SOGA applied such that property passed when the joinery was "unconditionally appropriated to the contract with express/implied consent".

In this instance, that occurred when the joinery was manufactured and ready for delivery.

Accordingly, MJN was entitled to sue for the contract price as provided for by section 50(1) of the SOGA (which, in certain circumstances, allows a party to sue for the recovery of the contract price where property in goods has passed).

Mr Thode, having accepted that the guarantee covered payment of the contract price, was therefore held liable to pay MJN the contract price (even though MJN had already repossessed the joinery).

The court went on to find that MJN's terms of trade gave MJN a security interest in the joinery pursuant to

the Personal Property Securities Act 1999 ("PPSA") which, in turn, provided MJN with the power to repossess the joinery.

Notwithstanding this, since MJN had not yet sold the joinery, MJN was still entitled to sue for the contract price of the joinery under the SOGA. Once the contract price was paid though, Mr Thode could then recover the joinery (pursuant to the PPSA) which would ensure that MJN was not recovering both the contract price and the joinery.

## What can we take from the decision?

In these challenging economic times, where failure to pay under a contract is becoming increasingly common, and parties may have to resort to repossession and/or litigation, this decision provides a number of useful reminders:

- Contracts for the supply of certain building materials clearly fall within the ambit of the SOGA which has significant implications for the types of remedies available for the non-defaulting party.
- While the PPSA has been in force for more than 10 years, many still do not appreciate the powerful rights this legislation confers, particularly when it comes to repossession of goods (even though property has passed). If terms of trade do not have proper provision for the PPSA, they ought to be reviewed.
- When contracting with a company, it is important to insist upon a personal guarantee so that there is some assurance of payment if the company defaults.

**Note:** Readers are reminded that amendments to the District Courts Rules 2009 came into effect on June 14, 2012. The amendments make significant changes to the previous rules, particularly in relation to time limits.

For those currently involved in District Court proceedings, or contemplating filing proceedings, the amendments are a must to review.

**Note:** This article is not intended to be legal advice (nor a substitute for legal advice). No responsibility or liability is accepted by Legal Vision to anyone who relies on the information contained in this article. For further information about this month's topic, please contact us and we will be happy to talk with you.

**LegalVISION**  
BARRISTERS & SOLICITORS

Legal Vision specialises in providing legal advice to the Building Industry

**Principal: Timothy Bates LLB (Hons)**

UNIT C PO BOX 147423 PHONE (09) 360 2415  
19 BLAKE STREET PONSONBY FAX (09) 360 2417  
PONSONBY 1011 EMAIL [tim@legalvision.co.nz](mailto:tim@legalvision.co.nz)

# **What's On the Web?**

**www.buildingtoday.co.nz**

Do you value your products and services?

Then add value to your advertising!

Add value and get more exposure for your products and services! Advertise in Building Today and receive online space and live links on our industry web site — FREE OF CHARGE!

**PLUS! PLUS! PLUS!**

**www.buildingtoday.co.nz — PRIME SPOTS AVAILABLE!**

*Call Andrew Darlington NOW on 09 478 4888*

## ***Asking the question***

Over the past couple of months we asked: Are you planning to hire more staff/take on apprentices in the next six months?

**Only 44% of respondents replied that they were.**

Go to [www.buildingtoday.co.nz](http://www.buildingtoday.co.nz) to vote on our latest poll question.

## **Subscribe to Building Today**

Building Today is the industry news magazine that keeps you up to date with what's happening in the construction industry. Subscribe today by completing this coupon and FREEPOSTING it with your cheque

Please send me 11 issues of Building Today.

Attached is a cheque (payable to Taurean Publications Ltd) for \$57.50 (incl GST, GST No 66 019 802).

**FREEPOST to: Building Today, Freepost 67 299,  
PO Box 35343, Browns Bay, North Shore 0753**

Name:

Company:

Address:

Type of business:

Signature

Ph:

Date:

### **Skills Maintenance Points**

Building Today is now registered with the Department of Building and Housing for contributing towards skills maintenance points for Licensed Building Practitioners

Building Today is worth 12 points per year under "Activities approved by the Registrar".

If you are a Licensed Building Practitioner, cut out this notice and save it with your skills maintenance literature for when you are audited.

For more information go to  
[www.dbh.govt.nz](http://www.dbh.govt.nz)



# EXCLUSIVE TO CARTERS

SPEND \$250<sup>(EXCL GST)</sup> ON ANY HITACHI  
POWER TOOLS AND GET A  
FREE JACKET!\*



Limited Edition  
Hitachi Jacket

LAUNCHING

4.0<sup>A</sup>  
ULTRA-HIGH  
CAPACITY  
HITACHI LI-ION

**\*Terms and Conditions:** Purchases must be made between 1 July 2012 to 31 July 2012. To be eligible for the reward qualifying customers must meet Carters Standard Credit criteria and have complied with Carters Standard Terms and Conditions of Sale, both during the promotion period and up until the reward is received. Entry is automatic on invoice raised. Qualifiers are based on invoice date not order date. Open to Trade account holders only. Limited stock available. Maximum one jacket per customer, while stocks last. An alternative reward may be offered at the discretion of Carters. Reward cannot be substituted for cash or alternatives. Jacket may carry corporate branding.

**HITACHI**  
POWER TOOLS

**CARTERS** Your Building Partner