

UNDER CONSTRUCTION

GET YOUR FEBRUARY / MARCH 2019 SKILLS MAINTENANCE POINT!



You bring

the passion

WE'LL BRING

THE PRIZES

PlaceMakers®

PUNT
FOR PRIZES

PLAY TO WIN



GET MATES RATES ON
SUPER RUGBY TICKETS,
EXTRA PRIZES & EPIC OFFERS!

THE OFFICIAL
COMMUNITY
PARTNER OF



*Competition valid from the 15th February to 6th July 2019. Terms and conditions apply. See puntforprizes.co.nz for details. *Sign In* or *Sign Up* prize is a pair of wayfarer style sunglasses.

puntforprizes.co.nz

PlaceMakers®

Together we're building
New Zealand

TRAY DEAL

THE BEAST
IS BACK



BONUS*

*WITH PURCHASE.

Milwaukee

MILWAUKEE 18V 5AH 6 PIECE BEAST KIT

Kit includes:

- FUEL 18V 13mm hammer drill/driver skin M18FPD2-0
- FUEL 18V 1/4in hex impact driver skin M18FID2-0
- FUEL 18V 125mm angle grinder skin M18CAG125XPD-0
- FUEL 18V hackzall skin M18FHZ-0
- FUEL 18V 165mm circular saw skin M18CCS55-0
- 18V blower skin
- 1x tick tool & equipment tracker ONET-1
- 2x 18V 5Ah Redlithium-ion battery M18B5
- 1x 18V & 12V rapid charger M12-18FC
- 1x contractors bag

4771279

LIMITED
STOCK
AVAILABLE

TRADE PRICE
\$1,599 +GST

Trade price and bonus offers available exclusively to trade account customers. All prices exclude GST. Products featured may not be stocked in all stores but can be ordered in at the advertised price. Offers valid from Friday 1st February – Sunday 31st March 2019.

PlaceMakers®

Together we're building
New Zealand

A NEW YEAR OF OPPORTUNITY



We value the importance of training and are offering 'Branching Out' scholarships through our PlaceMakers Apprentice Scheme

The new year is upon us and we look forward to helping you make the most of another solid year in construction

We pride ourselves on providing excellent support for our customers – by offering new and innovative programmes, such as our new delivery service (featured in the Dec/Jan edition), and continuing to provide skills maintenance support for LBPs by publishing *Under Construction*.

In this issue, we've included the most recent *Codewords* articles and questions – something we've done since reading and answering these became mandatory for LBPs. One of our builders was recently told that reading *Codewords* articles in *Under Construction* does not count. We want to reassure you that it does. In LBP registrar Paul Hobbs' words: "You can read *Codewords* via our e-newsletter, in *Build* or elsewhere. Our only real concern is that it is being read and understood."

In this issue, Mr Hobbs also clarifies misunderstandings around the continued increase in LBP complaints – read more on page 14. While the increase itself isn't considered a major concern, it has affected the LBP schemes fees and levy, with a large portion of the overall cost being reallocated to the Board levy. You can read more details in last month's online issue.

In other news, industry leaders are happy to see the government putting emphasis on training within its procurement process. Read more about the skills action plan, aimed at addressing skills and labour shortages, on page 12.

Here at PlaceMakers, we also value the importance of training and are doing our part by offering 'Branching Out' scholarships through our PlaceMakers Apprentice Scheme. The scholarship aims to ease the financial burden for graduated building and construction apprentices, who wish to take their qualification to the next level and study further.

PAC members who have recently graduated have until 28 February 2019 to apply. If you are one, or you're employing one, find out about upskilling opportunities via the PAC hub at pac.placemakers.co.nz.

Cheers to another year, and further opportunity!

Gary Woodhouse

General Manager Operations

CONTENTS



NEWS

- 4 PAC NEWS** Apprentice of the Month for November and 2018's Novice who Nailed It
- 12 INDUSTRY NEWS** BCITO supports government procurement strategy; Online consent process gaining momentum; LBP complaints increasing
- 24 PRODUCT NEWS** How to create a great outdoor living space

FEATURES

- 3 BUILDERS' BUSINESS** Business practices of your fellow builders
- 6 MBIE** Rules to follow when using solid timber replacements
- 9 MBIE** Exploring the benefits of value engineering
- 10 BRANZ** Don't get caught out by wind lift!
- 18 LEGAL TIPS** How to handle an IRD audit
- 20 SITE SAFE** Stay safe this summer
- 22 BUILTIN** What kind of insurance is right for you should you need time off work?

OTHER STUFF

- 25 SKILLS MAINTENANCE** Record your LBP skills maintenance – you've earned it!

ISSUE 74 > FEBRUARY / MARCH 2019

>PUBLISHER > DCL Corporate Publishing > ENQUIRIES > editor@pmunderconstruction.co.nz; (04) 384 5689

DCL Corporate Publishing reserves the right to accept or reject all editorial or advertising material. No part of Under Construction magazine may be published without the express permission of the publisher. All rights reserved. Opinions expressed or imagery in Under Construction magazine are not necessarily those of PlaceMakers or the publisher. No responsibility is accepted for the suggestions of the contributors or conclusions that may be drawn from them. Although the publisher has made every effort to ensure accuracy, the reader remains responsible for the correct use and selection of any tools, materials and systems followed, as well as the following of any laws or codes or standards that may apply.

BUILDERS BUSINESS

SHE'LL BE RIGHT

Builders' Business is a column by builders for builders. Its objective is to provide a forum, particularly for small business operators, in which to share knowledge, experience, tips and ideas

Q: What do you think woman can offer the industry, and do you employ any currently?

Firm: Stonewood Homes
Principal: Brent Stewart
Location: Nelson
Staff: 6

Firm: InsideOut Building and Renovation Ltd
Principal: Mark Hanson
Location: Wellington
Staff: 4

Firm: Casa Construction Ltd
Principal: Jeff Root
Location: Christchurch
Staff: 14

I would like to employ more women, but it's not that simple as the pool of applicants isn't as high as it could be.

From my experience, the women I have witnessed in the industry show nothing but quality and professionalism. Their high standards for the work they're carrying out seems to elevate the standards for everyone else and keep work sites healthy and motivated.

The social aspect is great as well, as it benefits the interactions between team members and encourages good discussion and liveliness.

We have many women doing terrific work in the office, drafting, organising etc, and two who we have as sub-tradies employed by contractors. One is in painting and the other is a builder on site.

I've recently taken on a female apprentice. I believe there are many things we can do as an industry to encourage women to join the ranks. Some things we are looking at changing is the culture on worksites and being more inclusive in our conversations — it's just a step towards being more professional, which we need to be anyway.

Small things like keeping toilets clean on site and women having access to good work wear goes a long way in providing an appropriate workspace and raising our own standards. My apprentice isn't the biggest person around, and she has struggled getting good boots (that aren't pink!) and work shorts and gloves.

The more women we have in the industry, the more likely it is that female school leavers will consider this as a good career option. Small steps can go a long way!

I don't have any women working on site currently and have unfortunately never had any apply for a position or apprenticeship. That's largely a result of the disappointing representation we have across the sector. The fact that we only have 6% in the industry right now is staggering, and we need to improve those numbers to better represent the population.

It's important that we educate Kiwis, and especially young people, about the earning potential across the construction industry. We want women to see construction as a serious career path that they can enjoy and succeed in.

The industry will benefit from transforming the perception and removing the stigma that construction is 'blokey' and requires massive physical abilities. Women can handle all the work thrown at them in this industry, and their lateral thinking, paired with new ideas, will raise the standard of site culture and management.

NOW HAVE YOUR SAY...

WHAT INCENTIVES DO YOU OFFER EMPLOYEES TO KEEP THEM ON BOARD?

ANSWER THIS QUESTION TO ENTER OUR QUARTERLY PRIZE DRAW

Email your answer with your full name, contact phone number, company name, number of full-time staff and the city or town in which you're based to editor@pmundersconstruction.co.nz. All responses must be submitted by 25 February 2019. The answers to this question will be published in *Under Construction* April/May 2019.



PLACEMAKERS APPRENTICE CREW



14 DAYS OF GIVEAWAYS

From 2 to 15 December, the PAC Facebook page was on fire with the '14 Days of Giveaways' promotion

Wanting to one-up last years' huge giveaways, PAC added another two days to the frenzy, with hundreds battling it out to take home the prizes. Fourteen PAC members walked away stoked, thanks to the support of participating PlaceMakers suppliers. In addition, one member proved to have an eagle eye, cracking the mystery puzzle and scoring himself a \$250 Red Balloon Voucher. ■



Puzzle winner Nathan Rushton from Hamilton pictured with Steve Williams from Clarence St



Day 14 winner Henry Leov from Blenheim pictured with Branch Operator Tony Latta

DAY 1 DRICON
GOPRO HERO 7

DAY 2 Laminex NEW ZEALAND
SKATEBOARD

DAY 3 MiTek Leading building connections
\$300 REBEL SPORT VOUCHER

DAY 4 pink bottles Always.
SAMSUNG GALAXY SMART WATCH

DAY 5 TAURUS
SUPER YANKEE TOOLBELT

DAY 6 Makita
DART108B BLUETOOTH RADIO WITH BATTERY & CHARGER KIT

DAY 7 3M
3M PACK INCLUDING: CLEAN-UP, BATTERY REPAIR KIT, SAFETY GLASSES, PRO-GRIP GLOVES, HELMET, EAR PROTECTORS, RESPIRATOR, KIT BAG, AND AVOID SHARP

DAY 8 Bostik
MASPORT ZIEGLER & BROWN PORTABLE BBQ

DAY 9 STABILA
STABILA GREEN CROSS LINE LASER LEVEL AND 1200MM SPIRIT LEVEL WITH CARRY CASE. WORTH OVER \$600

DAY 10 James Hardie
ADULT LEGO TECHNIC SET

DAY 11 Sika BUILDING TRUST
FITBIT IONIC CHARCOAL/SMOKE GREY

DAY 14 GIB
PS4 CONSOLE INCLUDING 3 GAMES - RATCHET AND CLANK, DRIVECLUB & KILLZONE: SHADOW FALL

DAY 12 HOIDEFAST
FISH SMOKER PRIZE PACK

DAY 13 BAHCO
BAHCO 94PC SOCKET SET

NOVICE WHO NAILED IT

After an impressive showing in 2018 from some of the brightest apprentices entering the industry, one lucky novice gets the nod for absolutely nailing it

Every Apprentice of the Month recipient over the course of the year has provided an exciting look into the new wave of skilled builders who are ready to maintain the highest standard of building practices in New Zealand.

With many great stories demonstrating initiative and talent, August's Apprentice of the Month Danny Murphy has been crowned the Novice who Nailed it, taking home a \$500 travel voucher!

A second-year apprentice from Wanaka, Danny took to the challenge of overseeing his first house build by studying the plans and paying attention to the experts.

When his boss approached him with the challenge and asked for frames and trusses to be ready for inspection within two weeks, Danny dug his face into the building plans – even smokos couldn't pry him away from the details.

Carefully following the correct processes he had learnt during his apprenticeship, Danny executed the job to perfection. After hours of work alongside his colleague Jeremy, and plenty of double-checking, they achieved a 100% pass rate from the building inspector.

The few minutes he spent each evening studying plans and writing a step-by-step list to prepare for the next day was evident in the



Novice who Nailed It Danny Murphy, with his boss, receiving his award from PlaceMakers Barbi Sarginson

attention to detail and craftsmanship.

Danny was quick to give credit to the invaluable knowledge he has gained from the builders around him since beginning his apprenticeship. ■

NOVEMBER APPRENTICE OF MONTH

When third-year apprentice Lewy McLean arrived on site to find that prefab frames didn't match the plan, he followed the correct procedure to ensure approval was granted before going ahead

When the Wellington-based apprentice arrived for his first day on the site of a new build to find the prefab frames did not match the plans, he decided not to proceed until more senior staff had been consulted. At his suggestion, the construction manager was consulted about making an amendment to the plans.

"I was confident the plans could be amended to match the frames without compromising the build, but I knew it

was important to get approval first!" says Lewy.

After checking out the discrepancy, the construction manager confirmed that the changes proposed wouldn't have any effect on the integrity of the build or change the aesthetics, and it would avoid the delay that fixing the slab would have caused.

The architect agreed and the build went ahead smoothly and in good time, without unnecessary delays.



Apprentice of the Month Lewy McLean with PlaceMakers Branch Operator Gareth McInnes

Lewy was pleased with the result and said his biggest learning was that "sometimes it just makes sense to make changes, but you need to make sure to get approval from the architects/engineers and the big dogs first!" ■

MBIE

BUILT-UP MEMBERS



Using built-up members instead of solid timber is becoming more and more common

Sometimes you need to make up a specified timber size from narrower timber – read up on the rules below

This article focuses on using built-up members in place of solid timber. This is becoming more and more common with fabricated products, but it may pay to know that it can be done on site too.

This article provides some basic guidance on the subject, and you'll be able to find more detailed information in *NZS 3604:2011*.

Jack studs, and bottom and top

plates must always be solid timber members but *Timber-framed buildings NZS 3604:2011* does allow other solid timber members to be replaced by built-up members. A built-up member is two or more component members

used to make one larger member. However, there are a few rules that must be followed when using built-up members. The built-up members must:

- Be the same grade of timber.
- Be in one continuous length.
- Match or exceed the size of the solid member required in accordance with NZS 3604:2011. Built-up members may consist of up to six component members and must be nailed together according to the nailing requirements described in NZS 3604:2011.

A built-up member is two or more component members used to make one larger member

BUILT-UP MEMBERS OF UP TO THREE COMPONENTS

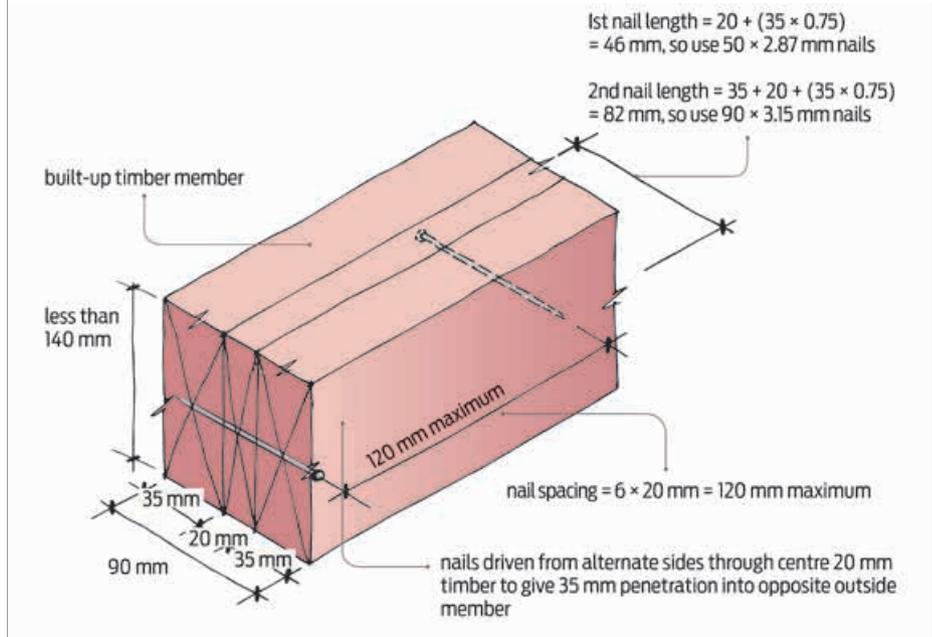
The nailing requirements for built-up members of up to three components are that:

- The spacing of the nails is no more than six times the thickness of the thinnest component.
- All nails penetrate at least three-quarters of the last component member.
- Nails are driven from alternate sides of the built-up member.

For example, a built-up member consisting of two 90 x 35mm and one 90 x 20mm components must have:

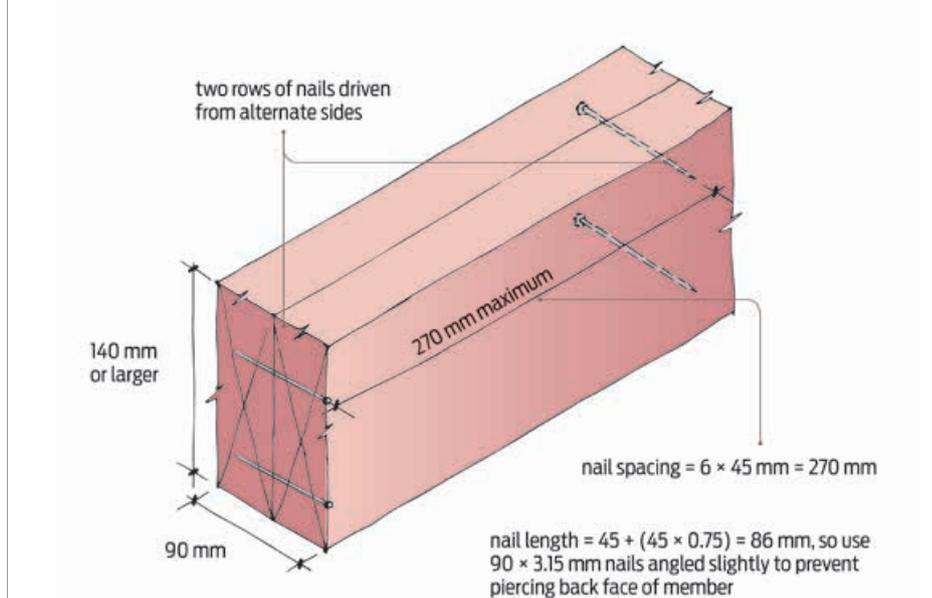
- Nailing spacings at 120mm centres maximum ($6 \times 20\text{mm} = 120\text{mm}$ where 20mm is the thinnest component member).

Figure 1



Built-up horizontal member less than 140 mm depth (for lintels and beams).

Figure 2



Built-up horizontal member 140 mm or deeper (for lintels and beams).

MBIE

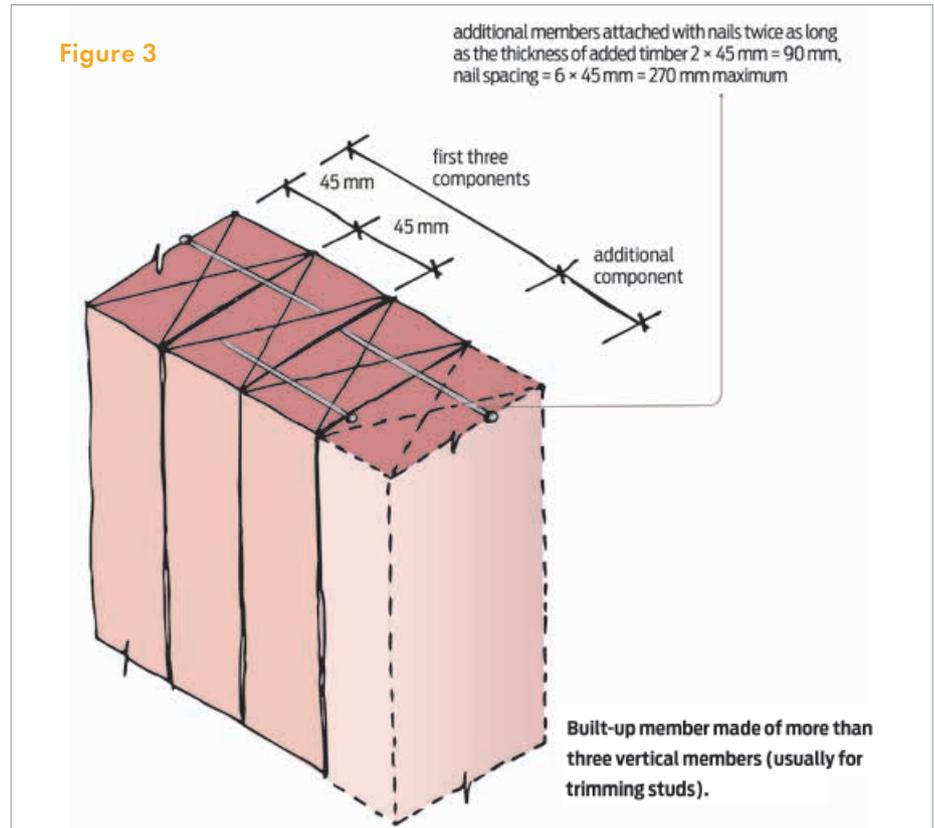
BUILT-UP MEMBERS

- Nails that are at least 82mm long (35mm + 20mm + (0.75 x 35mm) = 82mm) (Figure 1).

When members are 140mm or more in width, at least two rows of nails are required but the other criteria remain the same (Figure 2).

BUILT-UP MEMBERS OF OVER THREE COMPONENTS

Where the built-up member consists of more than three component members, the first three component members should be assembled in the same way as a built-up member with up to three components. Additional component members are then fixed using nails that are twice as long and spaced at six times the thickness of each component member added (Figure 3). ■



CODEWORDS QUIZ ISSUE 87



- Which timber members may not be substituted with built-up members?
 - Studs, top plates, joists.
 - Jack studs, top plates, bottom plates.
 - Joists, top plates, purlins.
 - Rafters, jack studs, lintels.
- Built-up members up to three components must be nailed at spacings?
 - More than six times the thickness of the thickest member.
 - No more than six times the thickness of the thickest member.
 - No more than six times the thickness of the thinnest member.
 - More than six times the thickness of the thinnest member.
- Nails must penetrate at least
 - Half way through the last component member.
 - Two thirds of the way through the last component member.
 - Three quarters of the way through the last component member.
 - All the way through the last component member.
- Where built-up members consist of more than three components, the first three components are nailed the same way as for up to three component members. Additional layers must be nailed using nails:
 - Two times as long and spaced at less than six times the thickness of the component member added.
 - Six times as long and spaced at less than six times the thickness of the component member added.
 - Two times as long and spaced at six times the thickness of the component member added.

WORKING TOGETHER

Including value engineering options during a project's design can help manage costs and avoid a budget blowout

Traditionally many see design and quantity surveying as being standalone practices. However, the benefits of combining these practices become obvious when analysing their individual strengths.

A quantity surveyor (QS) can provide valuable input at the start of a project by providing advice about 'value engineering' and cost management.

VALUE ENGINEERING

Value engineering involves a QS providing different options to realise cost saving benefits for a project.

Examples of value engineering in a design process include:

- Advising on using different cladding types as a cost-saving option.
- Design adjustments that mean standard materials can be used rather than specially created materials or materials that create excessive waste.
- Ensuring a ceiling height is the same as a standard sheet size for plasterboard.

- Designing the project so work is completed in stages, to allow costs to be set out accurately and keep track of specific measurements at each stage.

DESIGN BENEFITS

Often, and despite best efforts, an initial budget provided by a client is blown as excitement about the project grows. To help manage costs, it's best to bring in a quantity surveyor during several stages of the design process:

- For the initial conversation with the designer and the client, to discuss budgets and goals, set expectations and identify the limits of the design within the cost parameters.
- At this point, it's important to talk to the client about their budget and what they want to achieve. It can be easier to identify early on if the goals and the budget are likely to work. This is also an opportunity to discuss ideas about value engineering for the designer and the client to think about.
- Once the concept plans have been completed, a quantity surveyor can

provide an indicative budget.

This can be useful prior to the working drawings being completed as it can save rework if the plans exceed the budget. If further value engineering is required, this is a good time for a discussion between the designer and client.

- After the concept drawings have been signed off and the working drawings completed, a quantity surveyor can provide a schedule of quantities.

A schedule of quantities is used during the tender process and is a list and measurement for all carpentry and concrete items needed for a project. Using a schedule of quantities means that all builders use the same measurements; overall, this makes tenders fairer and easier to compare. It often also encourages builders to tender a price, as the exercise is far less labour intensive without the need to measure as well as price. ■

CODEWORDS QUIZ ISSUE 87



- 5 What does Value Engineering provide?
- Advice regarding the structural elements of a project.
 - Advice regarding the cost elements of a project.
 - Advice regarding the architectural elements of a project.
- 6 A schedule of quantities is a measured document provided to builders to tender from, and is useful for:
- Fair tendering.
 - Making sure materials are measured correctly.
 - Helping to make the tendering process less time intensive for the builders.
 - All of the above.
- 7 Designers and quantity surveyors should
- Never work together.
 - Only work together at working drawings stage.
 - Ideally work together at the start of a project.

LIGHTENING THE ROOF LOAD



The replacement of a heavy concrete or masonry tile roof with a lightweight roofing material should be relatively straightforward, as the structure should easily support the lighter load. However, the roof's resistance to wind uplift must also be addressed

When replacing a heavy roof with a lighter one, NZS 3604:2011 *Timber-framed buildings* outlines the necessary top plate connections.

LIGHTER ROOF MUST RESIST UPLIFT

When wind passes over a roof, it affects the roof depending on:

- The wind direction relative to the ridge line (less critical for hipped roofs).
- Whether it is the windward or leeward side of the roof.
- The windward roof slope.

In general, wind parallel to a ridge creates suction or uplift across the roof area. When the wind is at right angles to the ridge:

- It always creates a suction or uplift on the leeward side of the ridge (Figure 1)
- On the windward side, the windflow creates:
 - A suction or uplift for roof slopes up to 35°.
 - A downward force on the roof for roof slopes over 35°.
 - Uplift under some gust fluctuations when the roof slope is steeper than about 17°.

The uplift is created by the windflow reducing pressure across the roof area like the air movement over an aeroplane wing providing lift.

While the primary requirement for a heavyweight roof is to support the weight (downward load) of the roof,

a lightweight roof must resist uplift.

FIXING TOP PLATES TO RESIST UPLIFT

Resistance to uplift is provided by the connection of the:

- Top plates supporting roof framing to wall studs
- Rafters/trusses to the top plate
- Purlins to rafter/top chord of truss.

Top plate connections are described in NZS 3604:2011 *Timber-framed buildings* paragraph 8.7.6 and Table 8.18. Table 8.18 sets out the top plate

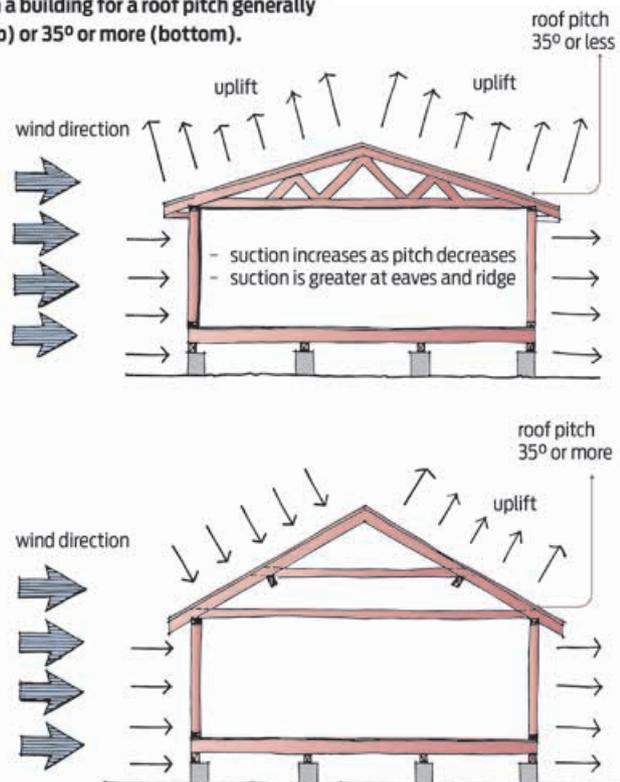
to stud fixing capacity requirements based on wind zone, the rafter or truss spacing of the roof and the loaded dimension of the wall. The table gives two fixing types:

- Type A – 0.7 kN fixing capacity, achieved by using two 90 × 3.15mm end nails
- Type B – 4.7 kN fixing capacity, achieved by using two 90 × 3.15mm end nails and two wire dogs.

Alternative fixing types that meet the fixing capacity requirements can be used.

Figure 1

Wind forces on a building for a roof pitch generally 35° or less (top) or 35° or more (bottom).



Note: Roof pitches above 17° may also experience positive forces on the windward slope.

Before a heavy roof is replaced, the fixing capacity requirements for a lightweight roof should be determined from Table 8.18.

ROOF FRAMING TO TOP PLATE CONNECTIONS

Lintel resistance to uplift is described in NZS 3604:2011 paragraph 8.6.1.8 and Figure 8.12. Paragraph 8.6.1.8 requires that, where lintels are required to be secured against uplift as per Table 8.14, fixings should be as shown in Figure 8.12 and consist of 25 × 1mm straps with six 30 × 2.5mm nails at each end of the lintel to the adjacent trimming studs.

Trimming studs must similarly be fixed to the floor framing. An alternative 7.5 kN capacity fixing in tension along the line of the trimming stud is also permitted.

PROVIDING ADDITIONAL FIXING CAPACITY

Having calculated the fixing capacity requirements against uplift, determining the existing fixing capacity may be difficult. There may also be practical issues with providing additional fixings as described in NZS 3604:2011, such as installing steel straps where external cladding is in place.

In these situations, add screw fixings into each stud adjacent to a rafter or

truss through the top plate and into each trimming stud. The screw fixings should consist of two type 17, 100mm long, 14-gauge, self-drilling screws. Alternatively, proprietary stud to top plate fixings that comply with section 8 of NZS 3604:2011 are also available.

PURLIN SPAN, SPACING AND FIXING

Older clay or concrete roofs may use 20 × 20mm battens over rafters spaced at around 400mm, while more recent tiles are installed over:

- 25 × 50mm battens at 450mm maximum span
- 40 × 50mm battens at 600mm maximum span
- 50 × 50mm battens at 900mm maximum span.

Long-run profiled metal roofing is typically installed over 70 × 45mm or 90 × 45mm purlins at 900–1200mm centres with a maximum span of 1200mm.

With the change from heavy tiles to light roofing, new battens will be required to match the new roof fixings. They need to match the fixing requirements for purlins given in NZS 3604:2011 and the roofing profile (corrugate, trapezoid) and thickness specified.

NZS 3604:2011 Tables 10.10 and

10.11 gives maximum purlin span, spacing and fixing distances to meet structural requirements.

Tables for purlins in E2/AS1 only cover purlin spacing based on the span of the roofing profile, which is determined by base metal thickness (BMT) and profile (Tables 11 and 12 for steel corrugate profiled roofing, Table 13 for trough profile and Tables 14 and 15 for trapezoid profile). The tables also cover the required fixing pattern for the wind zones. ■



BRANZ Book Sale

BRANZ is offering 35% off all its books – PLUS you will receive a Maintaining your Home book free with your order.

Whether you're new to the building and construction industry, a professional or a trade specialist, these books are a must have.

Sale starts 1 February 2019 and ends 8 March 2019. T&Cs apply.

www.branz.nz/sale

PROVE YOUR KNOWLEDGE

Tick the correct answers below and record what you've learnt in the record of learning on the back page!



- 1) Which of these is NOT true regarding suction or uplift created by wind parallel to a ridge on the windward side?
 - a) Windflow creates a suction or uplift for roof slopes up to 35°.
 - b) Windflow creates a downward force on the roof for roof slopes over 35°.
 - c) Windflow creates a downward force on the roof for roof slopes under 35°.
- 2) When wind passes over a roof, it affects the roof depending on:
 - a) The wind direction relative to the ridge line.
 - b) The leeward roof slope.
 - c) Both of the above.
- 3) Which of the below statements is true?
 - a) Uplift is created by the windflow reducing pressure across the roof area.
 - b) A heavyweight roof is required to support the weight of the roof, and a lightweight roof is required to resist uplift.
 - c) Both of the above.

NB: The questions and answers in this section have been produced by the publisher and do not necessarily reflect views or opinions of the contributing organisation.

BCITO BACKS MBIE PROCUREMENT PLAN

The government's construction skills action plan, aimed at addressing skills and labour shortages, has gained the support of BCITO

Minister for Building and Construction Jenny Salesa said the plan consists of six priority areas: leveraging government procurement, establishing jobs and skills hubs, growing construction careers, expanding skills for industry, mana in mahi, and further changes to immigration settings.

"These initiatives work together to increase the profile of construction, the number of people entering it and the businesses in investment, training, and development," said Salesa.

BCITO chief executive Warwick Quinn supports the construction skills action plan's emphasis on procurement, which will ask suppliers as part of the tender what training and skills development they do currently and what more they would do as a result of securing a government contract.

Quinn says this approach is important, because the industry isn't currently cultivating the skills it desperately needs. He pointed to the concerning situation where only 10% of firms are training at any given time, with smaller firms struggling to provide the resources required for training people.

"A formal investment in training is not something that's small fry for them. They have to put up four years' worth of support, especially in the early stages, as it takes time for apprentices to become productive team members. For this reason, we believe employers deserve some support in return.

"We think that a little bit of incentive might help change their attitude towards training, as they won't have to worry



Currently only 10% of firms are training apprentices at any given time

about the associated costs."

Warwick's views were echoed by the sector individuals and organisation representatives who attended workshops to test the practicality and implementation of the plan's initiatives. According to feedback, the procurement initiative is seen as having the biggest impact and the greatest potential to stimulate construction skills training.

The sector relayed that while it appreciates the subsidies provided by Mana in Mahi – Strength in Work, it believes that a subsidy for all apprentices – not just those who had previously been in receipt of a benefit – would be more effective.

Quinn said that although the plan would influence the price of government projects, it would save money over the long term.

"I think over time you will find that construction costs will level out. Many of the firms at the higher level do train[...]it tends to be the subcontractors and smaller firms that don't have that level of training.

"There might be a slight cost initially but, in the long run, it's better for us because if we continue to lose skills, we will be in a worse position in future years," said Quinn.

Leading the government's procurement priority is Economic Development Minister David Parker, who believes the culture of price undercutting in the industry is part of the problem.

He said that contractors are able to undercut competitors because they don't invest in training and can therefore offer a cheaper tender. Then, after winning the contract, they often proceed to poach trained staff from employers who had invested in an apprentice.

"It's completely wrong that they can do that at the moment, and you should ask yourself 'why hasn't it been fixed previously?' and 'is that one of the reasons why we have a shortage of homes in New Zealand, and one of the reasons why the cost of construction keeps going up?'" ■

CONSENTS GO ONLINE

An online consent process has been adopted by various councils across the country, with more to come on board in the future

The online consent process 'Simpli' provides standardised processes, forms, templates and checklists for building consent applications.

In the portal, applicants can submit and manage building consents entirely online, removing the need to travel to the council and submit two hard copies of documents and then anticipate replies via post.

Wellington City Council strategic and engagement manager Ross McCarthy created Simpli and said it was an idea he and a few others had shared for some time.

"Over the past ten years, a few of us identified parts of the consent process that could benefit from going online, removing the wait times involved with having to physically hand in documents and wait for responses. After a while, we decided we would create it ourselves and see where it went," said McCarthy.

There are now 24 councils committed to the programme, which works in partnership with the Ministry of Business, Innovation and Employment.

// Applicants can submit and manage building consents entirely online, removing the need to travel to the council and submit two hard copies of documents and then anticipate replies via post

"In Wellington, close to 85% [of building consent applications] are now coming through the portal. We weren't expecting use to increase so quickly; there's been really positive feedback around the portal," said McCarthy.

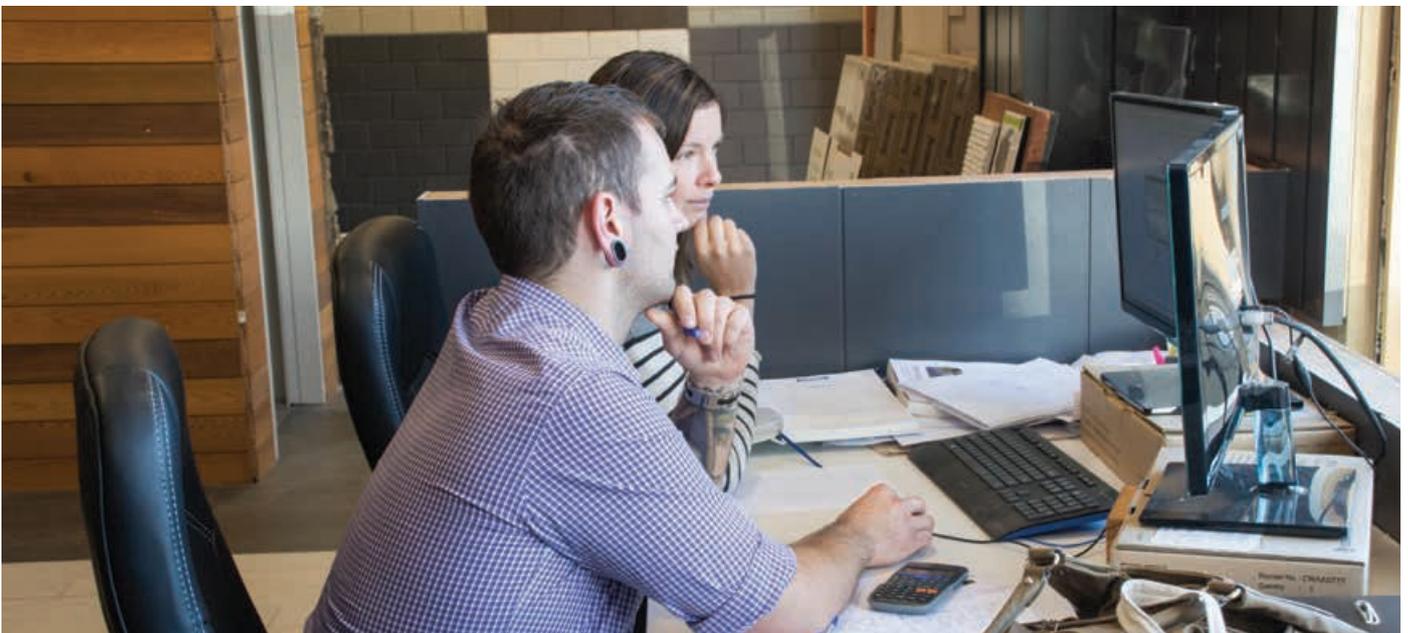
"Right now, it's primarily architects and designers who are using it, but we're looking at making Simpli cater better for

builders and other trades as well. The portal already includes a number of resources for LBPs, including Record of Work forms. We want to provide a one-stop-shop where they can find resources to help with their operations.

"As our team expands and the technology gets better, it's not unreasonable to expect the overall turnaround speed of consents to improve and our services to expand.

"That's the advantage of having the consent process online; it can facilitate frequent improvements and a higher threshold. We've already rolled out 17 patches that have all elevated the quality of the portal," said McCarthy.

"Our hope is that councils continue to embrace this and allow us to continue the work we're doing. It would be great to see the portal go from strength to strength." ■



In Wellington, close to 85% of building consent applications are now coming through the portal

THE STORY BEHIND COMPLAINTS INCREASE

LBP and building firms accused of negligent and incompetent work continue an unflattering trend of malpractice and complaints to the Board – but doesn't tell the full story, says LBP registrar Paul Hobbs

Charges of poor supervision, no Record of Work, building without a necessary consent, and unlicensed builders posing as an LBP keep coming in.

"This year we've had fewer individuals disciplined than last year, but there has been an 8% increase of complaints from last year," said Hobbs.

"If we were to use the complaints function as a measure, this indicates to us that poor behaviour in the industry is not necessarily becoming more widespread, but that we are possibly identifying the more serious cases more frequently through complaints and our inquiries."

Hobbs says that the increase in complaints reflects several factors, including an increasing awareness of the ability to lodge a complaint, but in no way indicates a deteriorating standard of LBPs in New Zealand.

"We are communicating frequently with the sector and the public about significant complaint decisions, and these sometimes get picked up by regional and mainstream media. This will continue to raise awareness with the public and other practitioners about the complaint pathways available to them," said Hobbs.

"The current volume of work in the construction industry has placed extra emphasis toward educating LBPs on their roles, responsibilities and their associated accountability.

"As the scheme has grown, more and more people have become aware of the complaints process and the rules surrounding LBPs – including rules which state an LBP must be used for



Awareness of the LBP complaints function appears to be influencing the growing number of complaints

Restricted Building Work, which was brought in on 1 March 2012 through changes to the Building Act."

RECENT DISCIPLINARY ACTION AGAINST LBPS

Auckland builder Misi Sau Evile received the strongest penalty ever handed down by the Builder Practitioners Board, after under-quoting a house job by nearly \$250,000, failing to provide a Record of Work, and only allocating six months to build the complex two-storey home.

Paul Hobbs said "the quote was based on Mr Evile's standard pricing procedure, which the board considered negligent as it lacked reasonably expected degree of care and illustrated a lack of knowledge and ability."

In addition to the ten-year suspension, Mr Evile was ordered to pay costs toward the inquiry.

Auckland-based Design LBP Guangyou Feng had his licence cancelled by the Building Practitioners Board for five charges of fraudulent behaviour.

"Mr Feng forged a Producer Statement, which consumers and councils rely on to provide assurance that building designs meet Building Code compliance," said Hobbs.

"These forged documents could have had serious, detrimental effects on New Zealanders' health and safety. We have not taken his offences lightly and, as a result, Mr Feng will not be able to practice as an LBP."

Another Auckland LBP, Andrew Musson, was charged for bringing the LBP scheme into disrepute. Overseeing alterations to an existing house, Mr Musson allowed changes that were not on the consented plans, while also failing to provide a Record of Work.

"Supervision is a fundamental aspect of the scheme and Mr Musson did not provide adequate support to the unlicensed builder he was responsible for," said Hobbs.

Mr Musson was ordered to pay \$3,000 and costs of \$2,000. ■

**FREE OAKLEY
HOLBROOK
SUNGLASSES**

**WHEN YOU SPEND
\$7000+GST ON PINK®
BATTS® ULTRA® AND/OR
GIB® 13MM STANDARD
& ACCESSORIES**



**AND GO IN THE DRAW
TO WIN A TRIP
FOR TWO TO
HAWAII**



*Offer exclusive to PlaceMakers trade account holders. Purchases must be invoiced on a current trade account between 1st February 2019 & 31st March 2019 and can be over multiple transactions. Qualifying spend of \$7,000+GST or more is limited to Pink Batts Ultra products, GIB 13mm Standard & all GIB Accessories (purchased from Winstone Wallboards Ltd). Winners of the competition will be notified by the 12th of April 2019. The Oakley Holbrook giveaway is limited to 200 nationwide and to a max of one per qualifying trade account. The first 200 qualifying customers will receive a pair of Oakley Holbrook sunglasses which will be available for collection from the winner's local PlaceMakers branch by no later than 19th April 2019. All qualifying customers will automatically be entered into the draw to win a trip for two to Hawaii to the value of \$10,000+GST. Winners of the competition will be notified by the 12th of April 2019. All booking subject to availability and must be redeemed by the 31st March 2020. Prizes are not redeemable for cash or any other product or service.

CREATE THE ULTIMATE OUTDOOR ROOM

① LAMINATED PERGOLA

② TIMBER PANELS

③ DECKING

④ SCREWS

⑤ EXTERIOR WOOD CARE

⑥ PAVING



FOR MORE INSPIRATION VIEW THE PLACEMAKERS LAN

TRADEMADE DEALS

**SPEND OVER \$5,000^{+GST} ON ANY OF THE
FEATURED LANDSCAPE PRODUCTS & RECEIVE
A FREE BOSCH GOL 32D OPTICAL LEVEL KIT**



**VALUED
AT OVER
\$800<sup>INC
GST</sup>**

LANDSCAPING CATALOGUE IN STORE OR ONLINE AT PLACEMAKERS.CO.NZ

one per qualifying trade account. The first 100 qualifying customers will receive a Bosch GOL 32D prize kit which will be available for collection from the winner's local PlaceMakers branch by no later than 10th May 2019. Further terms and conditions apply, see www.placemakers.co.nz/outdoorroom or in-store for details.

PlaceMakers[®]

Together we're building
New Zealand

SURVIVING AN IRD AUDIT



Cash might not leave a trail, but spending does

IRD steps up monitoring of tradies around the country to find those not declaring income

Construction is a hotbed of activity in what is dubbed the 'Hidden Economy'. There has been a high level of non-compliance by smaller operators in the sector not declaring part (or in some cases) all the cash payments they receive. That's why IRD is interested in tradies' affairs.

Behind the scenes, IRD is running detailed analytics over large volumes of third-party data to find taxpayers who may be underreporting their income, so compliance officers can make targeted interventions. While IRD maintains its first assumption is to believe the taxpayer may need help getting their taxes right, or may be unaware of their

obligations, it will act if it becomes evident someone isn't complying.

But how can they tell? Cash doesn't leave a trail, right?

Wrong. It does, as it is likely to be spent at some point. IRD is comparing taxpayers' spending habits (think living expenses, mortgage re-payments and other purchases) with their income tax returns to identify any outliers. If tradies can't explain where the money to pay for those things came from, IRD's suspicions may be aroused.

There are serious repercussions if you are caught.

Any additional tax obligations that arise from undeclared income carries IRD interest (currently 8.22%) and shortfall penalties. These penalties range from anywhere between 20 to 150% of the tax shortfall, depending on the seriousness of the breach. Criminal prosecution may also follow.

Below are a few pointers to help you out if IRD decides there are grounds to investigate your affairs further.

KNOW YOUR RIGHTS

IRD investigators are entitled to visit your business without warning. Should one show up, ask to see their identification and take their business card.

Refrain from answering any questions. Take their contact details and arrange a time to meet with them along with your accountant.

Don't let them take original documents, as these can get lost or misplaced. Insist they make copies if they require any information.

DON'T GO IT ALONE

IRD audits are a specialist area and legally complex, so it's wise to engage the services of someone who has expertise in both. Sure, they'll charge fees, but it'll be worth every cent given the considerable time, stress and money you'll save.



IRD is targeting small operators in the construction sector, where a high level of non-compliance has been identified

Behind the scenes, IRD is running detailed analytics over large volumes of third-party data to find taxpayers who may be underreporting their income

RESPOND TO IRD SWIFTLY

Deliver any information IRD wants by the deadlines imposed. If you require more time, let IRD know as soon as possible and negotiate a new date

to supply what is required. Doing this shows you take your tax compliance seriously.

FESS UP

Make a voluntary disclosure if you haven't been entirely honest. Doing so has some advantages.

Firstly, it can reduce any shortfall penalty. This can be by 40%, 75% or even 100% in some cases, depending on what stage of the investigation you make the disclosure.

Secondly, you can reduce the chances of criminal prosecution.

USE TAX POOLING

If you receive a notice of reassessment from the taxman, an IRD-approved tax pooling provider can reduce the interest cost by up to 30% on any additional tax payable. Savings are considerable.

You also receive an extra 60 days from the date the notice of reassessment was issued to pay. ■

Provided by Lee Stace, PR and content manager of Tax Management NZ, the largest tax pooling provider in New Zealand.

PROVE YOUR KNOWLEDGE

Tick the correct answers below and record what you've learnt in the record of learning on the back page!



- | | | |
|--|---|---|
| <p>4) What has prompted IRD's focus on tradies?</p> <ul style="list-style-type: none">a) Increased activity in the sector.b) A high level of non-compliance from smaller operators in the sector.c) It selects different industries at random. | <p>5) How can the IRD identify cashies?</p> <ul style="list-style-type: none">a) By comparing taxpayers' spending habits with their income tax returns.b) By tapping into people's phones.c) By incentivising home owners to turn tradies in. | <p>6) Which of the following is not a recommended action if the IRD shows up?</p> <ul style="list-style-type: none">a) Refrain from answering any questions.b) Don't let them take original documents.c) Don't talk to them at all. |
|--|---|---|

NB: The questions and answers in this section have been produced by the publisher and do not necessarily reflect views or opinions of the contributing organisation.

SITE SAFE

STAY COOL, STAY SAFE



If possible, carry out some work indoors to have time out of the heat

Summer is in full swing and it's a great time to get cracking on lots of jobs, but it can present extra health and safety risks. Heat exhaustion, fatigue and dehydration are all things to watch out for when working in the heat

Site Safe's central regional manager Jeff Strampel says knowing the danger signs is vital when working in the heat.

"If heat stress or exhaustion is not dealt with quickly, it can progress to heat stroke, which can be life-threatening," says Strampel

"Those working in confined spaces like underfloor, ceiling or roof work, and those working in the hot sun, are especially at risk.

"Unfortunately, New Zealand has one of the highest melanoma rates in the world. Kiwis need to know that exposure to our harsh UV rays can lead to melanoma or other skin cancers."

"It can be tempting to take on too much work, especially if you've been waiting for good weather to get started on a job – but just remember to take a step back and think about the task before you get stuck in," says Strampel.

"Smart planning makes the job safer."

Be careful when doing these types of work, which make you more likely to suffer heat exhaustion:

- Working in the direct sun
- Working near heat-producing processes
- Working in confined spaces
- Doing underfloor, ceiling or roof work

- In cabs of mobile plant
- Closed areas with limited airflow

DANGER SIGNS

Make sure you know the danger signs to look out for when working in the heat. If you do overheat, you'll notice symptoms like:

- Clammy or sweaty skin
- Feeling weak or dizzy
- Dark-coloured urine
- Pounding or rapid pulse
- Loss of balance
- Headaches
- Muscle cramps
- Mood changes or confusion



Remember to wear a hat, safety glasses and good quality sunblock

TIPS FOR STAYING SAFE

- **Tool up:** use the right tools for the job and try to switch tasks regularly if using vibrating power tools. Consider low-vibration hand-held tools and, where practical, install low-vibration seats in machinery; whole-body vibration can cause fatigue, headaches and loss of balance. Rotate tasks between workers and make sure workloads and deadlines are realistic.
- **Be cool:** wear lightweight, breathable clothing if it's safe to do so, but be sure to comply with your company's clothing

and PPE regulations. Remember to wear a hat, safety sunglasses and good quality sunblock. With any sunglasses, always check the impact and UV rating.

- **Don't sweat it:** stay hydrated with lots of water. Avoid dehydrating drinks containing caffeine or alcohol. People need about eight glasses of water per day, but if you're working in the heat, it's likely you will need more.
- **Go with the flow:** think about airflow and use fans to provide ventilation and keep the temperature down if necessary.

Unfortunately, New Zealand has one of the highest melanoma rates in the world. Kiwis need to know that exposure to our harsh UV rays can lead to melanoma or other skin cancers

- **Be the man/woman with the plan:** if you have several jobs to do outside, think about where the sun is and which jobs you might be able to do first to avoid being in full sun for too long.
- **Take a break:** if possible, consider taking a break and heading inside during the hottest part of the day. Have regular breaks and consider extra breaks if the work is demanding. Monitor and place limits around overtime and avoid incentives to work too many hours. If you need to work longer hours, consider staggered start and finish times, and longer breaks and periods off work. Try to set realistic deadlines and timeframes for jobs.

For more free health and safety information, check out Site Safe's website www.sitesafe.org.nz ■

Site Safe is a not-for-profit, membership-based organisation that promotes, inspires and supports a culture of health and safety in New Zealand construction.

PROVE YOUR KNOWLEDGE

Tick the correct answers below and record what you've learnt in the record of learning on the back page!

- | | | |
|--|--|---|
| <p>7) What's a good method of staying cool while working?</p> <p>a) Wearing breathable and sun-safe clothing.</p> <p>b) Having enough airflow, and using fans if necessary.</p> <p>c) Both of the above.</p> | <p>8) What is NOT a sign to look out for when working in heat?</p> <p>a) Feeling weak or dizzy.</p> <p>b) Headaches.</p> <p>c) How your tan is coming along.</p> | <p>9) If you begin to experience symptoms of overheating, it's best to:</p> <p>a) Drink some water and work until it passes.</p> <p>b) Rest or head inside to have a break.</p> <p>c) Have a drink containing caffeine.</p> |
|--|--|---|



AT WHAT COST?



Income protection provides regular monthly payments to replace your income, if you're unable to work due to illness or injury

There's a big difference between health insurance and income protection – which should you spend your money on?

With the New Year under way, it's a good time to ensure you have everything in place behind the scenes, so that you can focus on running your business. There are a number of aspects to consider, but one important and often overlooked consideration is what support you have in place if you need time off the tools due to illness or injury.

This is where health insurance and income protection insurance can help. Knowing the difference between the two, however, is key. It's not uncommon for people to confuse these two types of insurance and think that they offer similar cover. But they don't!

INCOME PROTECTION

Provides regular monthly payments to replace your income, if you're unable to work due to illness or injury.

Doesn't ACC do that?

ACC does a similar thing, but for accidents only. Income protection covers both accident and illness, including mental health. Since even builders are more likely to be off work through illness than accidental injury, income protection is often a better option than just relying on ACC.

Self-employed people can also dial down their ACC cover and put the saving towards income protection

insurance, getting broader cover, often for a similar total cost. There are pros and cons to this arrangement, which is why we advocate discussing your situation with an independent financial adviser, who can make a recommendation that best suits your needs.

HEALTH INSURANCE

Covers the cost of treatment for a health or medical issue.

Doesn't our public health system do that?

Yes it does. However, health insurance can help you get faster access to treatment through the private system.

It can also reduce the cost of private treatment for certain conditions.

Health insurance will not pay to replace your income during any period that you're off work recovering from an accident, illness, surgery or medical procedure, or if you're unable to work while undergoing treatment.



Health insurance will not pay to replace your income during any period you're off work

SO, WHAT SHOULD I DO?

As both types of insurance provide different cover, you may want to have them both.

If you only have income protection, you must rely on the public health system for treatment if you get sick; however, you would receive regular payments to replace your income until you could return to work.

If you only have health insurance and you get sick, then you may receive treatment sooner but would need to rely on disability income support from WINZ (currently just over \$60 a week)



Health insurance can help you get faster access to treatment through the private system

if you were unable to work and had no other sources of income.

You could also opt for a combination. For example, taking income protection for yourself but putting health

insurance in place for the kids.

Ultimately, speaking to an experienced adviser before you make this decision is the right way to go. ■

*Builtin Insurance is New Zealand's trade insurance expert. For more information and to request your own review visit builtininsurance.co.nz or contact Dave La Pere at dave.lapere@builtin.co.nz or **0800 BUILTIN**.*

PROVE YOUR KNOWLEDGE

Tick the correct answers below and record what you've learnt in the record of learning on the back page!



10) What does income protection cover that ACC doesn't?

- a) Accidental injury.
- b) Illness.
- c) Replacing lost or stolen tools.

11) Builders are most likely to need time off work due to what?

- a) Illness.
- b) Accidental injury.
- c) Natural disasters.

12) Which of the following will not be provided by health insurance?

- a) Faster access to treatment through the private system.
- b) Reduced cost of treatment for certain conditions.
- c) Replacement income while off work for health reasons.

NB: The questions and answers in this section have been produced by the publisher and do not necessarily reflect views or opinions of the contributing organisation.

OUTDOOR LIVING



Kiwi culture is embedded in outdoor living and, as a nation, we are developing more refined taste in terms of what constitutes a 'good deck'

Radiata decking offers value and enduring beauty for your customers

So much of what defines a home is commonly found out the back, where the memories of long summer evenings are created when entertaining family and friends on a highly prized deck. Kiwi culture is embedded in outdoor living and, as a nation, we are developing more refined taste in terms of what constitutes a 'good deck' – the kind your clients want to show off to their friends and family!

Decks have evolved to become more like an outdoor living room – a continuation of what is often solid wood flooring indoors to wide, smooth decking outdoors.

To achieve this look, more and more homeowners are requesting their builders use Radiata premium wide decking.

"It looks good, meets the required 15-year durability standards and comes from a homegrown, sustainably managed forest resource," says PlaceMakers category manager Andrew Shirley. "It is also milled and processed by locally owned businesses and offers great value for money.

Premium Smooth Radiata Decking is also quickly growing in popularity, because builders can choose the best face of the two sides, which helps

create a deck with minimal defects.

Other options to create a great outdoor environment are exotic hardwood decking or various engineered options such as composite decking.

The exotic hardwoods – such as Kwila, Vitex or Grappa – have deep, rich colours and are naturally durable. From an environmental point of view, it is best to ensure any exotic hardwoods used are either FSC or PEFC-certified, to ensure the timber is not taken from illegal rainforest sources.

Composite decking is made of timber and recycled plastic and is hence

environmentally responsible. It is easy to work with and, best of all, is very low maintenance. It comes in a wide profile with an anti-slip finish, which makes it safe around swimming pools. This product was developed in the USA and, although more expensive than pine, has proven very popular both in America and Australia.

All these decking types can be seen in store on PlaceMakers decking selector or in PlaceMakers latest Landscape Catalogue. Ask our knowledgeable staff about what may be the best selection for your project.

HANDY HINTS TO REMEMBER WHEN BUILDING A DECK

Allow the timber to dry onsite, outside, in fillet, until the timber reaches equilibrium moisture content, thereby reducing movement in the timber.

If building 300-400mm or less off the finished ground level, consider using deck joists with a higher treatment, such as H4, to ensure it has extra protection from proximity to ground moisture. Good ventilation under your deck is critical to letting the underside of your decking dry out which will ensure it performs and lasts longer.

Allow for a 20mm gap between your deck and the exterior face of your client's house, to ensure water can drain. Where possible, it is recommended

that the deck be designed to sit on piles that are independent from the house, once again to ensure the water tightness of the exterior cladding is not compromised by fixing the stringer plate.

In general, joists should be spaced at a maximum of 450mm for 19mm thick decking and 600mm for 32mm thick decking. Always check the manufacturers instructions however as some composites require a maximum spacing of 400mm.

Stainless steel screws with a large head are strongly recommended when fixing 150mm-wide decking timber. The fixings can become a deck feature in themselves, but some care needs to be taken to fix in a straight and regular pattern.

CONDITIONING THE DECK

Coating a deck on all four sides before laying the deck will help keep it looking good over time. It is worthwhile ensuring your clients understand the ongoing advantages of oiling their decks, which include:

- Reducing chances of cupping and checking.
- Helping shed water and therefore allowing the deck to dry out quickly.
- Helping reduce mould growth and silvering-off.

- In many instances, the timber conditioner/oil can be tinted to tie in with a colour scheme used elsewhere on the house.

Conditioning the decking is also a highly practical way to ensure that mud and dirt can be easily washed off. It even helps avoid fat stains for those mislaid sausages that wriggle their way off the BBQ! ■

DECK BUILDING – CONSENT OR NO CONSENT?

Passed in November 2013, the Building Amendment Act 2013 expanded the range of work not requiring a building consent. Exempt building work is listed in Schedule 1 of the Act, which has been split into three parts to make it easier to navigate. The first part lists exempt building work – with no limitations on who designs or carries out the work.

A building consent is not required for work on decks, platforms, bridges, boardwalks and like structures, where it is not possible to fall more than 1.5 metres. Note that a safety barrier is still required under Building Code clause F4 – Safety from falling where there is a fall of 1 metre or more.

PROVE YOUR KNOWLEDGE

Evidence of actual learning rather than just 'participation' is a key requirement of the LBP renewal process.



ISSUE 87

- | | |
|----------------------------|----------------------------|
| ① <input type="checkbox"/> | ⑤ <input type="checkbox"/> |
| ② <input type="checkbox"/> | ⑥ <input type="checkbox"/> |
| ③ <input type="checkbox"/> | ⑦ <input type="checkbox"/> |
| ④ <input type="checkbox"/> | |

UNDER CONSTRUCTION

- | | | |
|-----------------------------|-----------------------------|------------------------------|
| 1) <input type="checkbox"/> | 5) <input type="checkbox"/> | 9) <input type="checkbox"/> |
| 2) <input type="checkbox"/> | 6) <input type="checkbox"/> | 10) <input type="checkbox"/> |
| 3) <input type="checkbox"/> | 7) <input type="checkbox"/> | 11) <input type="checkbox"/> |
| 4) <input type="checkbox"/> | 8) <input type="checkbox"/> | 12) <input type="checkbox"/> |

FEB/MARCH 2019

For ease of record keeping, use this coupon to collate your answers from within this issue of *Under Construction* and then sign and date it as proof of your own learning.

Signature

Date

5,000 PLUS POINTS & A MARSHALLTOWN TOOL KIT COULD BE ALL YOURS!



ISUZU



PLUS GO IN THE DRAW TO

WIN A



Spend \$2,500+GST on Firth Grey Masonry, Firth Brick and Dricon® Mortar between 1st Feb & 31st May 2019 and you'll receive a Marshalltown bag and tools valued at \$300, 5,000 PlaceMakers Plus Points and you'll go in the draw to win an Isuzu D-Max LS Double Cab 4WD Manual including Towbar, Nudge Bar, 20" Alloy Wheels and ORC valued at over **\$63k!**



*Offer exclusive to PlaceMakers trade account holders. Purchases must be invoiced on a current trade account between 1st February & 31st May 2019 and can be over multiple transactions. Qualifying spend of \$2,500+GST or more includes all Firth Grey Masonry, Firth Brick and Dricon® Mortar. The Marshalltown tool kit giveaway is limited to 350 nationwide and to a max of one per qualifying trade account. The first 350 qualifying customers will receive a Marshalltown tool kit which will be available for collection from the winner's local PlaceMakers branch no later than the 14th of June 2019. All qualifying customers will automatically be entered into the grand prize draw to win the Isuzu D-Max LS Double Cab 4WD Manual which will be drawn on 14th June 2019 at 12.00pm; the winner of the grand prize will be notified no later than the 21st of June 2019. All qualifying customers who hold a current PlaceMakers Plus account will receive their 5,000 Plus Points by the 21st of June 2019. Prizes are not redeemable for cash or any other product or service.

NORTHLAND

KAITIAI 408 9020
KERIKERI 407 4820
MANGAWHAI 431 4236
WHANGAREI 470 3970

AUCKLAND

ALBANY 414 0900
COOK ST 356 2899
HELENSVILLE 420 9150
MT WELLINGTON 570 8300
NEW LYNN 825 0088
PAKURANGA 538 0200

PUKEKOHE

SILVERDALE 424 9000
TAKANINI 268 2950
WAIHEKE ISLAND 372 0060
WAIRAU PARK 444 5155
WESTGATE 815 6800

WAIKATO / BAY OF PLENTY

CLARENCE ST 838 0716
HUNTLY 828 2000
MORRINSVILLE 889 8057
MT MAUNGANUI 575 4009
ROTORUA 347 7023

TAUPO

TE KUITI 376 0220
TE RAPA 878 8149
THAMES 850 0190
WHAKATANE 868 0130
WHITIANGA 306 0320
867 2000

CENTRAL NORTH ISLAND

HAWERA 278 6013
HAWKES BAY 843 5816
NEW PLYMOUTH 755 9040
OHAKUNE 385 8414
PALMERSTON NORTH 353 5777
WANGANUI 349 1919

WELLINGTON

EVANS BAY 387 8692
HUTT CITY 568 5042
KAIWHARAWHARA 472 1616
KAPITI 296 1086
LEVIN 366 0960
MASTERTON 377 7504
PORIRUA 237 9189

UPPER SOUTH ISLAND

BLENHHEIM 520 6030
MOTUEKA 528 8164

PORT NELSON

SAXTON RD 548 9069
547 9111

CHRISTCHURCH

ANTIGUA STREET 344 8915
CRANFORD STREET 375 4119
HORNBY 344 8950
KAIAPOI 327 5860
RICCARTON 348 2039

CANTERBURY

ASHBURTON 308 9099
TIMARU 687 4035
TWIZEL 435 3133

SOUTHERN

ALEXANDRA 440 0198
CROMWELL 445 9202
DUNEDIN 466 4609
GORE 209 0055
INVERCARGILL 211 0366
MOSGIEL 466 4617
OAMARU 433 0460
QUEENSTOWN 450 9000
TE ANAU 249 7774
WANAKA 443 0080