

# UNDER CONSTRUCTION

GET YOUR **FEBRUARY/MARCH 2021** SKILLS MAINTENANCE POINT!



## **PLACEMAKERS MT WELLINGTON 2020 TRADE STORE OF THE YEAR**



## **ANSON TAN 2020 TRADE ACCOUNT MANAGER OF THE YEAR**



The great service throughout the PlaceMakers network gets better every year, and the folks at the Hardware Journal obviously noticed.

Get the full run-down on how PlaceMakers did at the 2020 Hardware Awards. **Check it out on page 6.**



# TRAY DEAL

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Together we're building  
New Zealand

## FOREWORD VIEW FROM THE GM OPERATIONS

### REASONS TO BE POSITIVE



Welcome to the first edition of Under Construction for 2021 – I hope the year has started well for you all. While we look to the rest of the world with some concern, especially where friends and relatives overseas are still affected by Covid-19, from a construction point of view here in New Zealand, the good times continue to roll and look set to continue.

Most economic analysts see a positive 2021 ahead, as Tony Alexander has been suggesting for some time, whose predictions for our sector we look at on page 22.

Many of you will have upcoming workstreams that are looking pretty full, which is a great place to be. Still, especially when business is looking busy, it's important to look ahead. See page 26 for business coach Graeme Owen's advice on setting targets in unpredictable times.

For all the damage it has wrought across the globe, Covid-19 and the threat of its economic repercussions might well have made a positive contribution in helping to solve our longstanding undersupply of apprentices.

There has been a huge increase in the number of apprentices, since the Government's support on both sides of the line was introduced last year. On page 24, we talk with Greg Durkin, interim CEO of BCITO, about the factors behind the apprentice boom.

We also hear from builders about their take on apprenticeships – check out page 6 to read their views. Finally on this topic, Mat Stockwell is a former Air New Zealand pilot, whose job disappeared almost overnight, and who is now following a long-held ambition to become a qualified builder – read his story on page 3.

Lastly, I am proud that our staff took out two awards at the Hardware Journal Awards last year. As one of the stores operating during lockdown, our Mt Wellington team were working hard for our customers during a challenging time, and it is encouraging to have their efforts recognised by the industry. As always, we will continue to work hard to meet and exceed your expectations.

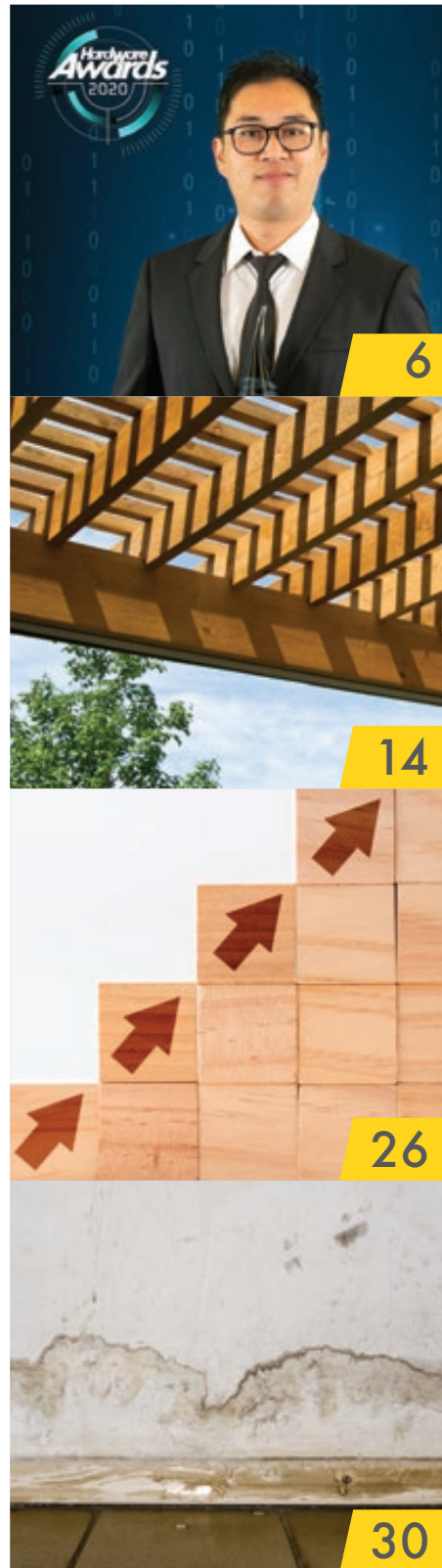
I hope you enjoy our latest issue and all the best for the busy times ahead!

**Gary Woodhouse**

General Manager Operations



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## PAC NEWS

# PLACEMAKERS APPRENTICE CREW



**Mat Stockwell was one of hundreds of New Zealand airline pilots who lost their jobs in the fallout from Covid-19 – so he took the opportunity to revisit a long-held desire and is now an apprentice carpenter**

After years of training and some time as a flight instructor, Mat spent seven years flying commercial planes, most recently A320s for Air New Zealand, domestically and overseas to Australia and the Pacific Islands. But his flying career came to an abrupt halt mid-2020, when he was one of more than 300 pilots laid off.

"No one expects their career to disappear overnight, but it happened to a lot of people in 2020 and I was one of them," said Mat.



Ex-pilot Mat Stockwell puts his apprentice skills to work

Fortunately, he didn't have to think long about what to do next.

"I've always had an interest in building and I wanted to be a builder when I left high school, but I ended up becoming a pilot. I always kept that interest in the back of my mind, so, when I lost my job, it presented an opportunity to follow that dream again."

As an apprentice, Mat is under no illusions that he has a lot to learn, but he has found there are transferrable skills from his former career, such as people skills.

"As a pilot, you can meet the person you're flying with on the day and you have to quickly work well together as a team. Building is similar when you go into new teams on a new site – getting on with people well means everyone is able to do their jobs."

There are big differences, too. Mat says he was surprised just how physical building is and the regular hours took some adjusting to.

"Physically, it's been quite demanding. I would have considered myself a relatively fit guy from competing in triathlon, but building is very tiring on the body and it has taken me time to adjust to that. The predictable routine is a change for me, too. Starting at 7:30am and finishing at 5:00pm is a more stable work pattern than I was used to as a pilot."

Mat has been impressed with the level of problem-solving required on building sites.

"I never thought building would be simple, but I've still been really pleased to see that to be a successful builder, you really need to be thinking and coming up with different solutions every day, which keeps it really stimulating."

In terms of the future, Mat is focused on completing his apprenticeship first and has some ideas about what might come next.

"My first goal is to become qualified builder. Further down the line, I'd like to see what options are available in the design side of things. Right now, I am happy to be contributing to building quality houses for New Zealanders to live in. I've found a lot of satisfaction in seeing a build come together – it's a very tangible result you can see and this is an aspect of the job that I really appreciate."

Mat has a message for anyone considering shifting careers and becoming an apprentice builder.

"I don't claim to know it all after 4-5 months, but I've already learned a lot. I'm really enjoying it and I can see a rewarding future in it. So, I recommend building to anyone willing to put the work in for a long-term career. I also love the idea that I might be able to contribute to building my own house some day." ■



# PLACEMAKERS APPRENTICE CREW



## OCTOBER APPRENTICE OF THE MONTH

### Second-year apprentice tackles big renovation job with client as hammer-hand

Conrad Kotze, a second-year apprentice from Wellington, was given the opportunity to manage the work on site for a week when his boss had other commitments. Not only that – the client was on site too to give Conrad a hand!

Conrad explains that between them, they had to do some big structural jobs.

"We had to plant piles and build bearers to name just a couple of the big tasks," says Conrad.

Managing the job for a week meant Conrad had to take on more organisational responsibility than he had before.

"I had to make key decisions, including ordering the right amount of concrete.

I double-checked my maths, that's for sure! Then I had to get all the gear and do the job up to my boss' standards!"

Conrad says that he overcame this challenge by making sure he knew what was expected of him and by communicating clearly with the owner while working alongside him, so that they were both on the same page.

"The client and I worked well together, so we made good progress every day. To make sure I was getting things right, I reported back to my boss each day with photos of the work we'd done."

Conrad explained the client was happy that work continued even when Conrad's boss couldn't be there.

"Keeping on with the job meant that the

work got done and it was all ready for my boss to continue with the next phase when he arrived the following week."

Conrad learnt a lot when he took on a challenge of being in charge on site.

"It was good not having the boss around, so I could take on more responsibility, and I found out that I had picked up skills that I wasn't even aware of". ■



## NOVEMBER APPRENTICE OF THE MONTH

### Third-year apprentice makes a splash with bath cradle

Andrew Hopley, a third-year apprentice from Christchurch, who is becoming a regular winner here, was faced with the challenge of installing a bath, including making the bath cradle.

Andrew had heard from qualified builders how difficult bath cradles can be.

"Most builders I know, their pet-hate is bath cradles! I have to admit, this made me a bit nervous," says Andrew, who prepared himself by researching how to install a bath and frame-up a cradle.

"I looked it up online via a few different avenues, like YouTube and Skillshare, so when I arrived at work the next day, I felt prepared and ready to get stuck into it."

It turned out to be worth the effort, because when the boss inspected Andrew's work, he was rapt! He suggested a couple of little things that could be improved, which Andrew is looking forward to getting right next time.

There are two things that Andrew will walk away with from his bath cradle challenge – try not to stress and do your research.



"A little bit of nervousness is OK, but try not to take it home with you. That said, research and preparation is vital to make a job you haven't done before that much easier!" ■

## PAC CASH TRADE DISCOUNTS

Don't forget that all current PAC members have access to cash trade discounts on safety gear and hand tools plus other product ranges (some exclusions apply) at all PlaceMakers branches. Visit the PAC hub for more details - [pac.placemakers.co.nz](http://pac.placemakers.co.nz)

# PRODUCT NEWS

## LEVENE, THE LEGENDARY KIWI PAINT IS BACK!



Levene has a paint for every house - from bold colours to many shades of grey

Levene, the legendary Kiwi paint is back. Made right here in New Zealand with the latest paint technology, Levene is a full paint range including interior and exterior broadwall, enamels, ceiling, roof, fence finish, multipreps and undercoats

Easy-to-apply, with great coverage, Levene topcoats are built for the trade. Levene offers a 15-year guarantee\* on exterior broadwall paint, 10-year guarantee\* on roof paint and a 5-year guarantee\* against mould and mildew on kitchen and bathroom paint so you know that the job will be done right.

Made to withstand New Zealand's tough weather conditions, Levene Exterior, available in semi-gloss or low sheen and touch dry in just 20 minutes, is durable and features built-in long-lasting UV protection. Levene Interior, available in semi-gloss and low sheen, is hard-wearing and fast-drying with low roller splatter; it is touch dry in 30 minutes and can be recoated after two hours, so you can get that crisp, clean finish faster.

When it comes to undercoats, Levene has you covered for any job: a pigmented sealer with excellent sandability, designed to cover any water-based stain; a fast-drying, tintable acrylic sealer undercoat with great adhesion; plus oil and water-based multiprep undercoats that do the lot, with great coverage and excellent adhesion.

**Available only from PlaceMakers, the Levene paint range is tintable off the Dulux colour wall, featuring the iconic Dulux Colours of New Zealand**

For doors, windows and trims, there's Levene Water-Based Enamel. Made for interior and exterior jobs, it offers good block resistance and excellent adhesion.

Available only from PlaceMakers, the Levene paint range is tintable off the Dulux colour wall, featuring the iconic Dulux Colours of New Zealand to choose from, all inspired by the places in which we live, work and play. From the rich red of Roaring Meg to the brilliant blue of Lake Tekapo, natural shades like Narrow Neck to the soft pinks of Alexandra. And of course, the most popular whites, including Okarito, Mt Aspiring and Cardrona.

Levene. We're back. Only from PlaceMakers. ■



## PUTTING OUR CUSTOMERS FIRST



The Mt Wellington crew, winners of the Trade Store of the Year award

The 25th annual Hardware Awards took place early November in Auckland, where PlaceMakers was nominated in all 'Hardware and Builders' Supply Merchant' categories and took home two awards.

After a year of uncertainty and challenge, it was great to have our teams' achievements recognised and celebrated, with PlaceMakers taking out the Trade Store of the Year and Trade Account Manager of the Year awards.

**TRADE STORE OF THE YEAR**

PlaceMakers Mt Wellington branch was named Trade Store of the Year – a category open to all hardware, builders supply trade stores that service the trade sector.

Mt Wellington was one of the handful of PlaceMakers branches operating at Level 4 lockdown. Roger McRae, recently promoted to Branch Manager, believes that teamwork is what mattered most.

"I would say Mark Moffit, who was Branch Manager until recently, deserves a lot of credit for unifying our 80-strong team, but I know Mark agrees that every team member went above and beyond in their own efforts to adapt and to always keep the customers' needs in mind during the very challenging 2020 year."

Roger is clear that the award is evidence that staff have worked together to put their customers' needs first.

"We've got a service promise and the company values to uphold, both of which put the customer at the centre of what we do, and I believe these really come alive in our branch. The way we work here is that every team

member plays a part and every part works together – from sales, to customer service, to operations. It's definitely a case of 'teamwork makes the dream work'."

**Some of our customers are old school – they want to come in and chat, while others want to order on their phone at night – we now have all the options to suit everyone**

In terms of the future, Roger is looking forward to the team having another good year in 2021.

"This year is going to be exciting – with some of the new systems that were rolled out in 2020, like 'Trade App' and 'Skip the counter', we are set up to further cement how we make our service all about our customers. Some of our customers are old school – they want to come in and chat, while others want to order on their phone at night – we now have options to suit everyone."

**TRADE ACCOUNT MANAGER OF THE YEAR WINNER**

Anson Tan, Trade Account Manager of the Year

The 2020 Trade Account Manager of the Year was won by Anson Tan from PlaceMakers Mt Wellington.

This award acknowledges an account manager who continuously demonstrates the highest standard of professionalism in sales and account management.

Anson impressed the judges with his strong customer focus to create value and solve problems. Anson was a consistently strong performer, delivering strong results regardless of the market conditions.

Former Branch Operator Mark Moffit explained Anson had worked hard and his customer-service strengths resulted in this award.

"Anson's performance in the ultra-competitive Auckland market has been outstanding – a tribute to his tenacity and having built genuine trust with his many long-standing customers," said former Branch Operator Mark Moffit.

Anson was grateful for the team he had around him and proud to have his efforts recognised.

"This award is the most exciting and unforgettable moment in my career," said Anson. "I feel like after coming a long way, I have finally made it. I also really appreciate the support I've had from the team, which has been a big part of why I have this award now."

PlaceMakers also had two finalists in this category – Bradley Cross from PlaceMakers Queenstown and Craig Wallis from PlaceMakers Cook Street in Auckland.

**RETAILER OF THE YEAR FINALIST**

Joe Reece, PlaceMakers Whitianga

This award recognises a truly outstanding retailer – builders' merchant who has shown initiative and enterprise in leading their team. Joe Reece, from PlaceMakers Whitianga, was a finalist in this award, and not for the first time, having been a finalist in 2017 too!

**YOUNG RETAILER OF THE YEAR FINALIST**

Morgan Caine, PlaceMakers Westgate

This award recognises a young retailer or builders' merchant who has achieved a high standard in their retailing career. Morgan Caine, from PlaceMakers Westgate was a finalist in this award.

**The strong presence of PlaceMakers team members in these categories further demonstrates our ongoing commitment to better serving our customers**

**RETAIL STORE OF THE YEAR FINALIST**

The category is open to hardware and builders' supply merchants of all sizes, who were judged for the quality of their service. PlaceMakers Waiheke was a finalist in this award.

The strong presence of PlaceMakers team members in these categories further demonstrates our ongoing commitment to better serving our customers. We are pleased to be acknowledged by the industry in this way and would like to extend our congratulations to all the winners, finalists and nominees! ■



# BUILDERS BUSINESS

## NEW KIDS ON THE BLOCK

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:** Have you taken on any apprentices lately? What else can be done to encourage more people to become apprentice builders?

**Firm:** Tom Wilson Builders Limited  
**Interviewee:** Tom Wilson  
**Role:** Owner / Director  
**Location:** Wellington  
**Staff:** 4

I took on a new apprentice in early 2020. He had been a hammer hand already for a few years and is older, so he's already capable of doing a lot of proper building work. He is the first apprentice I've taken on since I started the business back in 2009. Since then, I've hired qualified and experienced builders, rather than apprentices.

Back when I did my apprenticeship, we had to pay all the fees and book costs, so making training free is a great bonus for the apprentice too

Taking on an apprentice is a commitment from the employer, to ensure the apprentice can be exposed to all the different types of building work needed to qualify. So, the apprentice subsidy scheme has been a good incentive for employers because it assists with the work time lost to the learning process in the early years. Back when I did my apprenticeship, we had to pay all the fees and books costs, so making training free is a great bonus for the apprentice too. It's exactly what the country needs to help address the tradie shortage.

2021 is already booked up with work and there seems to be more past that too, so I will take on another apprentice in early 2021. I just need to find the

right person – a younger person this time, I think, to balance out all the old guys I have on staff now!

**Firm:** A1 Homes Wairarapa  
**Interviewee:** Paul Southey  
**Role:** Owner operator  
**Location:** Wairarapa  
**Staff:** 11 (office staff)

At A1 Homes, we don't employ tradespeople directly – we have 150 subbies, most of whom we've been using for over ten years. I know all of our subbies have taken advantage of the government's apprentice subsidy scheme – including carpenters, painters, plasterers, and the concrete guys.

There is lots of confidence out there now, because there is lots of work coming in. We've been in business for 16 years and 2021 is looking like it will be our busiest year ever. As a result, I've noticed young builders who have gone out on their own, three to four years after becoming qualified, who are taking on apprentices too, which is great.

I think to encourage more people to take up trades, we have to reach the kids early, in primary school. Make sure they can still get access to the old 'manual' classes but let them know it's not just woodwork and metalwork

The government's response has been the best thing ever for our industry and everyone is really grateful, both

for the subsidy and the opportunity to support all these young people. I know the apprentices themselves have found the free training so valuable. These are young people who can see a way forward.

I have noticed the homeowners are now aware and more interested in the growth in apprentices too – they ask who the apprentices are and they check in with them to say hi and see what they are doing.

Before I was a builder, I used to be a secondary school teacher and I think to encourage more people to take up trades, we have to reach the kids early, in primary school. Make sure they can still get access to the old 'manual' classes, but let them know it's not just woodwork and metalwork, there are so many paths in construction, like design for example. Teachers need to know that trades are a great option for a lot of their students – you can travel the world on a trade now, if worldwide travel comes back, of course!

**Firm:** Dunlop Builders Limited  
**Interviewee:** Bryce Dunlop  
**Role:** Managing Director  
**Location:** Wanaka  
**Staff:** 20

Staff shortage is our biggest challenge for 2021 – it has been since I was an apprentice 30 years ago. We've just taken on two apprentices – a man and a woman – and both have been to university. More and more of our apprentices have been to uni – they either don't love the course they've taken, or they graduate and soon realise they don't want to be in an office all day. In our



Today's apprentices are tomorrow's qualified builders

experience, by the time they're qualified builders, they couldn't be happier.

While I appreciate the government's apprentice wage subsidy scheme for employers, it has not affected our decisions - we would have taken on two apprentices anyway.

We recognise there is a shortage and we believe we should play our part to train up the new generation of an industry that's given us so much

Typically, we take on two every year. It's a company decision we've made to support the industry. We recognise there is a shortage and we believe we should play our part to train up the new generation of an industry that's given us so much.

In terms of how else to attract more young people to the trades, from what I have seen, BCITO has been getting some traction with encouraging school leavers to consider trades. The government's free training is helping, but I think we need to show more young people when they're in school, what it means to work in a trade. It's tricky, because all the teachers have been to university, so they can't tell students what it's like being a tradie. What we've done as a company, is go to the schools ourselves, and have the years 11, 12 and 13 come out on site visits. This gives them a sense of what it's like on a building site and what the career might look like.

**Firm:** Kuriger Builders  
**Interviewee:** Conrad Kuriger  
**Role:** Owner  
**Location:** Tauranga  
**Staff:** 11

We started two new apprentices last year. One is straight out of school and the other is in his mid-30s and came from a transport and infrastructure background. The government's apprenticeship subsidy didn't influence our decision to take these guys on; we've trained more than 40 apprentices over the past 40 years.

Most of our apprentices aren't straight out of school, they often come from previous careers. We've had former police officers, ice cream store owners, all sorts of backgrounds. I have noticed a theme that they come from employment where they feel constrained and they come to building to be creative.

It isn't an easy transition for people, though. It's a physical job and this shouldn't be under-estimated, but the outdoor lifestyle and sense of achievement outweigh this ten-fold. Nevertheless, I tell my apprentices it will take two years to develop a builder's physique, and until then, it will be tiring. Once a builder gets to 55 years old, it can be tough to still be in such a physical job.

In terms of how to encourage more apprentices, I think we need to get in front of school students more. School is an academic place and teachers are usually academic people, so they don't

necessarily appreciate what a career in building can offer. Building also requires good academic levels with today's technology, regulatory and compliance systems.

When I left school 49 years ago, my teacher rang my parents to ask why I wasn't going to university, yet here I am all these years later with a career I've loved in an industry that I've loved and has given me so much. We need to show that the trades offer a really good life to a lot of school leavers, and that it isn't a second-best option.

To an extent, I think as a society, with such a focus on what is high risk, we have dissuaded people from taking on physical jobs, but there are various avenues that open up when a young person takes up building. Those who find the physical side too demanding often shift into the compliance and regulatory side of things, which also offers a good career-path. People just need to know it is an option.

Lastly, I know that some office professions get paid more. While builders can also make very good money, that isn't the main point – the real value comes from doing something you love. If you get to the end of your life and you've loved doing what you're doing, I would say that is living your best life. If young people have an opportunity to understand this, trades will be a very attractive option for them.



WHAT'S ON

PLACEMAKERS PRODUCT PICKS

MAKITA LIGHTING PRODUCTS



Increase visibility and productivity on job sites with Makita's expanding line of LED lighting products.

From handy flashlights to tall tower work lights, Makita offers durable lighting options for demanding conditions. Each work light features dust and water-resistant construction for continued operation. They're part of the LXT® System, the world's largest cordless tool system powered by 18V lithium-ion slide-style batteries.

Makita® Lighting Products enable mobility within workspaces and bright, even illumination to help get the job done.



The Slim Jim water tank from Bailey Tanks, provides a low-profile, urban rainwater harvesting solution.

It is ideal for watering the garden or washing the car when water restrictions are in place.

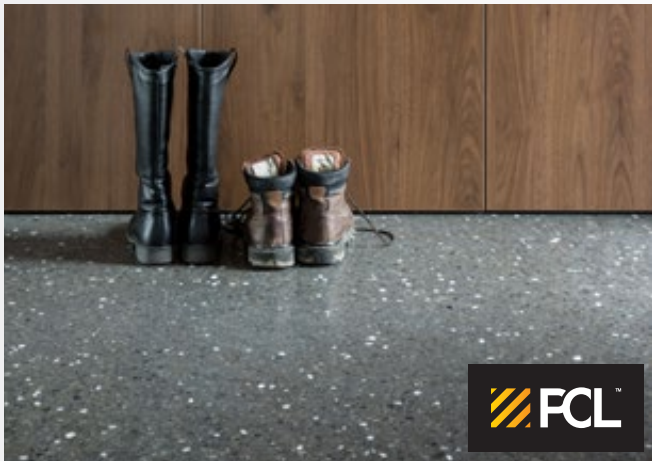
Slim Jim provides a distinctive and modern appearance in 11 contemporary colours to match the style of your customer's home.

To further integrate Slim Jim into the urban home, a vertical garden is available to purchase as an optional accessory. The vertical garden includes a mounting frame, eight mesh mounting panels and 20 planter pots. Note: the vertical garden requires a seismic restraint kit.



BAILEY SLIM JIM WATER TANKS

POLISHED CONCRETE



Polished Concrete Ltd is an international award-winning business that operates nationally. Proudly NZ's largest concrete grinding company, which has grown over the past 25 years based on quality workmanship and a 'family-owned and operated' approach. Polished Concrete Ltd uses the most up-to-date grinding technologies and bulletproof processes to ensure satisfaction across their premium range of diamond concrete floor finishes, which are suitable for both interior and exterior applications on small-scale residential refurbishments through to large commercial projects.

For more information, talk to your local PlaceMakers account representative about this supply and install service.

SIKAFLEX® MS BOND



Sikaflex MS is a well-respected, trusted and proven silicone that has been used in the New Zealand building and construction industry for many years.

Building on this trusted MS performance is

the new Sikaflex®-123 MS Bond. MS Bond is a high-strength, flexible, multi-purpose adhesive AND joint sealant in one, that bonds and seals to a wide variety of substrates without surface pre-treatment.

MS Bond can bond to most construction components, such as concrete (including damp concrete), timber, metal and glass – on interior or exterior jobs. It is also the only MS in NZ that can bond to PVC DWV plumbing pipe.

MS Bond sticks and seals in one. Available in white, black and grey, the 300ml cartridge fits in your regular cartridge tool and you can use Sika PEF Rod as the joint backer as usual.

Check MS Bond out at your local PlaceMakers store and on the PlaceMakers portal!

LEVENE® EXTERIOR BROADWALL PAINT



Levene® Exterior Broadwall is a new exterior paint made to withstand New Zealand's harsh conditions.

Self-priming, touch-dry in 20 minutes and ready for re-coat in just two hours, Levene® Exterior Broadwall is easy to apply and provides great coverage. It is durable, with built-in long-lasting UV protection, and can be tinted to the Dulux® Colours of New Zealand®. Levene is so confident of its longevity, their Exterior Broadwall comes with a 15-year guarantee.

Levene® Exterior Broadwall is available in gloss, semi-gloss and low sheen – only from PlaceMakers.





MBIE

BRINGING RENTALS UP TO STANDARD

New Healthy Home Standards for rental properties in New Zealand became law on 1 July 2019. These set out specific and minimum standards for heating, insulation, ventilation, moisture ingress and drainage, and draught stopping in rental properties

As the deadline for compliance with the standards is fast approaching, when working at a client's property, you might get asked some questions about the standards and what landlords need to do to make sure their properties comply.

From 1 July 2021, all private rental properties must comply with the standards within 90 days of any new or renewed tenancy.

Responsibility for meeting these standards sits with the landlord of the property and, if they haven't already, landlords should now be thinking about the work that needs to be completed to ensure their rental properties are compliant with the standards by the deadline.

Tenancy Services' website has a wealth of easy-to-understand information about the standards, as well as easy-to-use tools that calculate the requirements for individual properties to be compliant with the standards.

The standards can be accessed whether you're in the office or on site using your mobile phone. Below is a brief overview of some of the standards you may get asked about, and where to point people if they need more information.

HEATING STANDARD

The World Health Organization (WHO) recommends a minimum indoor temperature of 18°C. By installing heating that can reach this temperature on the coldest days of the year, tenants will be able to keep warm all year round.

The heating standard means rental properties must comply with the following requirements:

- There must be one or more fixed heaters that can directly heat the main living room.
- Heater(s) must be fixed (not portable), and must be at least 1.5 kW in heating capacity and meet the minimum heating capacity needed for the main living room.

There is an online heating assessment tool to calculate the requirements for the living room in a rental home. Alternatively, landlords can use the formula outlined in Schedule 2 of the Residential Tenancies (Healthy Homes Standards) Regulations 2019. There is a handy guide to read before getting started with the Tool – landlords will need the measurements of their living room walls, floor, windows, ceiling and any other features to accurately calculate the heating requirements. You can find the tool and guide at [tenancy.govt.nz/heating-tool](https://tenancy.govt.nz/heating-tool).

The heating guidance document contains information on how to find out what size heater(s) are required, exemptions to the heating standard and further details. This guidance can be found at [tenancy.govt.nz/heating-standard](https://tenancy.govt.nz/heating-standard).

INSULATION STANDARD

The healthy homes insulation standard builds on the current regulations, meaning some existing insulation will need to be topped up or replaced. All existing insulation must still be in reasonable condition to meet the requirements. This means there should be no mould, dampness, damage or gaps. All insulation must be installed in accordance with NZS 4246:2016 Energy efficiency – installing bulk thermal insulation in residential buildings.

The online insulation tool will help landlords find out whether they need to upgrade the insulation in their rental property to meet the standards. You can search for the tool at [tenancy.govt.nz](https://tenancy.govt.nz).

The insulation guidance document, which contains more specific information on the insulation standard, can be found at [tenancy.govt.nz/healthy-homes/insulation-standard](https://tenancy.govt.nz/healthy-homes/insulation-standard).



The insulation requirements cover new builds and existing rental homes

VENTILATION STANDARD

Mould and dampness caused by poor ventilation is harmful for tenants' health as well as a landlord's property. The ventilation standard targets mould and dampness in rental homes.

Rental homes must have openable windows or doors in the living room, dining room, kitchen and bedrooms. Kitchens and bathrooms must have extractor fans that vent to the outside.

After 1 July 2019, newly installed extractor fans must have a minimum diameter and exhaust capacity. These differ for kitchens and bathrooms:

- In kitchens, extractor fans must have a minimum diameter of 150mm or an exhaust capacity of at least 50 litres per second.
- In bathrooms, extractor fans must have a minimum diameter of 120mm or an exhaust capacity of at least 25 litres per second.

The online ventilation tool is available for landlords to figure out if they need to install new extractor fans in the kitchens and bathrooms of their rental properties. You can search for the tool at [tenancy.govt.nz](https://tenancy.govt.nz).

The ventilation guidance document, which contains more specific information on the ventilation standard, can be found at [tenancy.govt.nz/healthy-homes/ventilation-standard](https://tenancy.govt.nz/healthy-homes/ventilation-standard).

MOISTURE INGRESS AND DRAINAGE STANDARD

Moisture in a home can lead to poor health outcomes for tenants and can be destructive to the quality of a house.

Rental properties must have efficient drainage for the removal of storm water, surface water and ground water. Rental properties with an enclosed sub-floor space must have a ground moisture barrier.

GROUND MOISTURE BARRIERS MUST EITHER:

- Be a polythene sheet and installed in accordance with section 8 of NZS4246:2016, or
- Have a vapour flow resistance of at least 50MNs/g and be installed by a professional installer.

The moisture ingress and drainage standard document, which has more specific information on the moisture ingress and drainage standard, can be found at [tenancy.govt.nz/healthy-homes/moisture-and-drainage-standard](https://tenancy.govt.nz/healthy-homes/moisture-and-drainage-standard).

DRAUGHT STOPPING STANDARD

Draughts increase the likelihood of lower temperatures in houses and can make it more expensive for a tenant to heat their home. Fixing draughts is an easy way to reduce heating bills and keep rental homes warm and dry.

Landlords must make sure the property

doesn't have unreasonable gaps or holes in walls, ceilings, windows, skylights, floors and doors which cause noticeable draughts. All unused open fireplaces must be closed off or their chimneys must be blocked to prevent draughts.

The draught stopping guidance document, which has more specific information on the draught stopping standard, can be found at [tenancy.govt.nz/healthy-homes/draught](https://tenancy.govt.nz/healthy-homes/draught).

EXEMPTIONS TO THE HEALTHY HOMES STANDARDS

In some situations, a property may be exempt from complying with the healthy homes standards or parts of the standards. More information on exemptions is available at can be found at [tenancy.govt.nz/healthy-homes/exemptions-to-the-healthy-homes-standards](https://tenancy.govt.nz/healthy-homes/exemptions-to-the-healthy-homes-standards). ■

This article is an excerpt from Codewords Issue 98. Reading Codewords articles that are relevant to your licence class is a mandatory requirement for Licensed Building Practitioners. These questions can be answered through the LBP portal, online at [underconstruction.placemakers.co.nz](https://underconstruction.placemakers.co.nz) or recorded on the magazine, then provided at the time of renewal.

CODEWORDS QUIZ ISSUE 98



- 1 How can a landlord calculate the heating requirements for a living room?

a) Using an online tool at [tenancy.govt.nz/healthy-homes](https://tenancy.govt.nz/healthy-homes).

b) By using calculations in formula outlined in schedule 2 of the Residential Tenancies (Healthy Homes Standards) Regulations 2019.

c) 1.5 kW heating capacity is OK for all living rooms, regardless of size.

d) A and/or B.
- 2 A house has some insulation, but you are not sure if it meets the new healthy homes requirements. Where can you find more information?

a) Guidance documents available from [tenancy.govt.nz/healthy-homes](https://tenancy.govt.nz/healthy-homes).

b) Residential Tenancies (Healthy Homes Standards) Regulations 2019.

c) By using an online calculation tool at [tenancy.govt.nz/healthy-homes](https://tenancy.govt.nz/healthy-homes).

d) All of the above.
- 3 When must landlords comply with the new standards?

a) From 1 January 2021, all private rental properties must comply with the standards.

b) From 1 July 2021, all private rental properties must comply with the standards.

c) From 1 July 2021, all private rental properties must comply with the standards within 90 days of any new or renewed tenancy.
- 4 To comply with the healthy homes standards for rental properties, where must extractor fans be located?

a) In all kitchens and bathrooms.

b) In all kitchens, and in bathrooms where you cannot open an external window.

c) In kitchens that are located in the main living area (open plan).





MBIE

CARPORTS WITHOUT CONSENTS



A carport can be covered but cannot be fully enclosed, otherwise it becomes a garage, which is not covered by this exemption

From 31 August 2020, a range of new and extended building consent exemptions were added to Schedule One of the Building Act, including a range of options for building carports. Read below to find out more about what is and isn't included in the exemptions

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

The current Exemption 18 in schedule 1 of the Building Act, amended in August 2020, applies to free-standing or attached carports that are:

- On ground level.
- No greater than 20m².

This amendment also introduced Exemption 18A to allow greater floor area of carports to be constructed

without a building consent.

Exemption 18A applies to free-standing or attached carports where:

- They are built on ground level.
- The floor area is between 20m² and 40m².
- Any design or construction work is carried out or supervised by a licensed building practitioner or the design is carried out or reviewed by a chartered professional engineer.

Exemption 18A recognises the capacity and capability of professional people in design and construction of carports over 20m² and less than 40m². These professionals are well placed to manage the risks associated with compliance

with the building code requirements.

It's important to remember that the building consent process is only one part of the legal requirements for building a carport. All the usual requirements about durability of materials, district planning, location of services and boundary restrictions still apply.

CARPORT VS GARAGE

There is no detailed or fully explicit definition for a carport in the current building regulations. However, Clause A1 of the Building Code classifies a carport as an outbuilding. This classification primarily applies to buildings not intended for human habitation that are an accessory to the principal use of associated buildings.

A carport is a covered parking structure for the storage of lightweight vehicles,

and is commonly used in connection with a dwelling. A carport is covered, but not fully enclosed, which must be open on one or more sides. A fully enclosed space with doors would be reasonably considered a garage, and these are covered by different rules.

STRUCTURAL CONSIDERATIONS

A carport may be freestanding or attached to another building. However, if you wish to attach a carport to a building, due consideration should always be given to the impact the fixtures or connections may have on the weather tightness and structural integrity of the existing building.

All carport structures are required to comply with the requirements of clause B1-structure of the Building Code. For example, a carport must resist the lateral force acting on its structure (wind and seismic), as well as potential loads on top of its own weight (such as snow loads). The structure of carports is outside the scope of the *Acceptable Solution B1/AS1*, especially when cantilevered structural elements are designed to resist loads.

KITSET SOLUTIONS

If a homeowner is looking to use this exemption for a pre-manufactured

carport, or a ready-to-assemble carport kit, they would need to make sure that the design has been verified by a Chartered Professional Engineer. If a supplier or manufacturer does not have such verifications, you will still be able to cater for this exemption as an LBP under exemption 3B, but a homeowner will not be able to exercise it without obtaining verifications from the right people.

A producer statement may be a good means of demonstrating that a kitset design complies with the clause B1 of the Building Code, for example, if the structure is designed by an engineer using B1/VM1.

BE AWARE OF FIRE RISKS

Regardless of whether a building consent is required, a carport must comply with the Building Code and your council's planning rules. The Building Code limits fire spreading and heat transmitting across boundaries.

A carport generally has a lesser risk of fire spread to neighbouring buildings than a garage due to the venting of heat and smoke from its open sides. It is common practice to use low-height walls or lattice type screens (trellis type components) to cover the side-walls of

a carport in order to achieve a better fire performance. Also, these side-walls can result in less likely use of a carport for the storage of any substantial quantity of substances or materials that may increase the potential for fire.

CONSIDER THE EXTRA ROOF AREA

It is important to note that the storm water runoff from larger carports may be significant, and this will need to be taken into account, and be compliant with the Building Code, as stormwater must be collected in a way so that it does not create a risk to land, buildings and structures nearby. This would generally be achieved by installing gutters, downpipes and stormwater pipes. The roof-water must then be discharged appropriately. It is recommended that you check with your local council about where to discharge the stormwater.

FURTHER INFORMATION

You can find the updated information in the guidance document *Building work that does not require a building consent* on the Building Performance website at [building.govt.nz](http://building.govt.nz).

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CODEWORDS QUIZ ISSUE 98



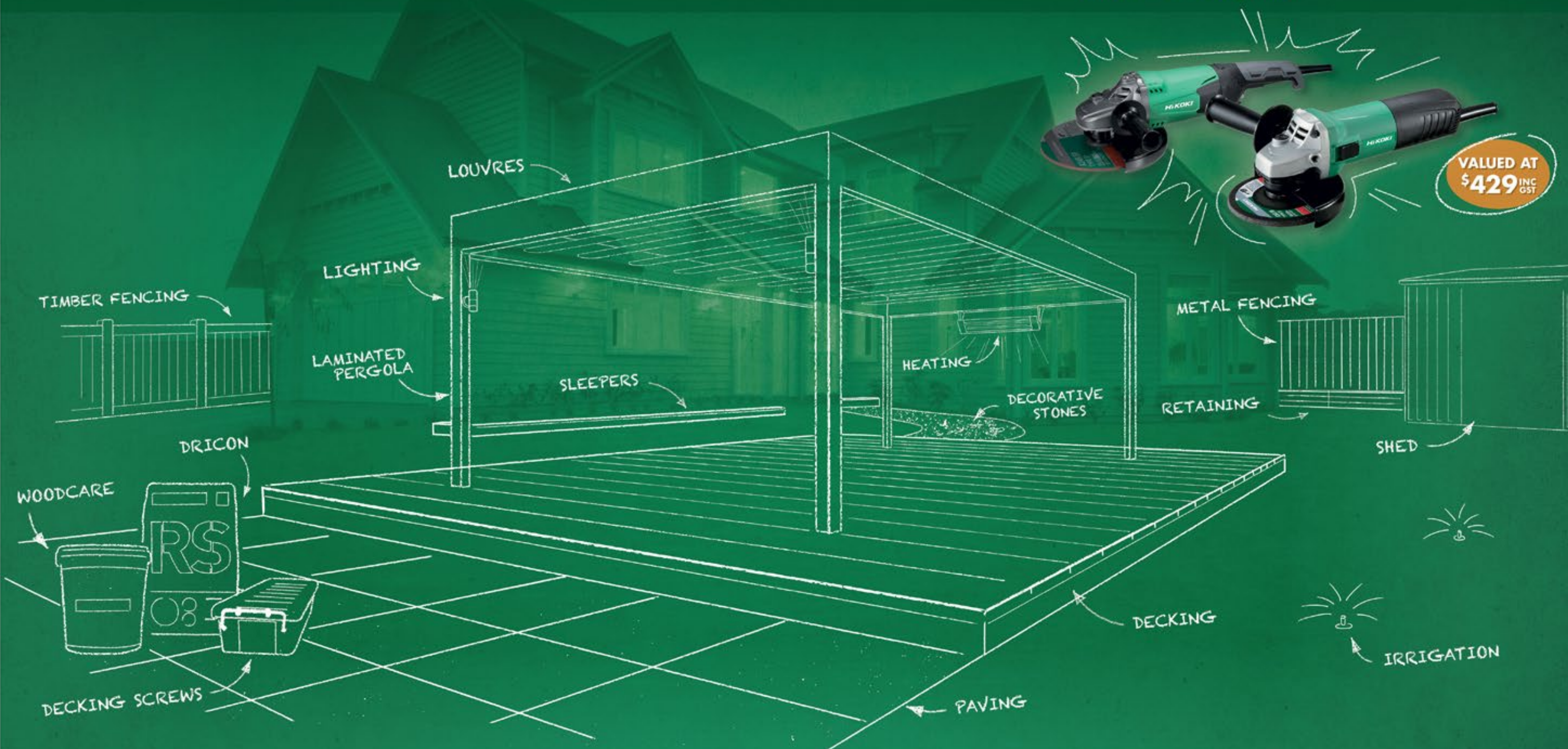
- |   |   |  |  |
|---|---|--|--|
| <p>5 Who can design, or supervise the design, of a carport under exemption 18A?</p> <p>a) A design LBP.</p> <p>b) A chartered professional engineer.</p> <p>c) A carpentry LBP.</p> <p>d) A and/or B.</p> | <p>6 For a carport to be eligible under the schedule 1 exemption:</p> <p>a) It must have one or more sides open.</p> <p>b) The floor area must be less than 40m².</p> <p>c) It must not touch the main building.</p> <p>d) A and B.</p> | <p>7 What rules apply to distance from a boundary under exemption 18A:</p> <p>a) The Building Code.</p> <p>b) The council's planning rules.</p> <p>c) A and B.</p> <p>d) None.</p> | <p>8 Who can design, or construct, a carport under exemption 18?</p> <p>a) A LBP.</p> <p>b) A chartered professional engineer.</p> <p>c) A Homeowner.</p> <p>d) All above.</p> |
|---|---|--|--|



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## HOLD-DOWN FIXINGS



The fixings required on a lintel to secure structure against uplift

**BRANZ regularly receives queries about hold-down fixings to the exterior walls of timber-framed buildings. This overview sets out the fixing requirements in NZS 3604:2011 for resistance to uplift for the various framing members**

In high wind conditions, roofs are subject to powerful uplift forces. Both the roof and its framing must be securely fixed, so the uplift forces travel down through the building structure to the foundations.

Where a roof is supported by a lintel over a window or door, it is critical that the load is properly transferred around the opening.

However, it can seem strange to have multiple straps and other hold-down fixings on exterior walls of timber-framed buildings where there

are openings in the wall and none to other walls where there are no openings. BRANZ is often asked if this is correct?

**NZS 3604:2011 IS AN ACCEPTABLE SOLUTION**  
NZS 3604:2011 Timber-framed buildings provides solutions for resistance to wind uplift for the different parts of the building by tying the building structure together with fixings, including bolts, nails and metal straps. NZS 3604:2011 is an Acceptable Solution to Building Code clause B1 Structure.

**Where a roof is supported by a lintel over a window or door, it is critical that the load is properly transferred around the opening**

NZS 3604:2011 is a stand-alone solution, so if you are using this pathway to show Building Code compliance, it is important to use the solutions in the standard.

Clause 2.4.4.1 relates to nails generally, and Table 2.2 is a reference guide for fixing requirements and describes the types and capacity of fixings.

- For lintels, see clauses 8.6.1.7 and 8.6.1.8, Table 8.14 and Figure 8.12.

**ROOF FIXINGS**  
The roofing must be secured to the tile battens or purlins in accordance with the manufacturer's requirements. E2/AS1 also has information on fixings and layout for some roof materials.

The fixings/connection for roof members are specified in NZS 3604:2011 Tables 10.1 to 10.18. Specific requirements for truss fixings will be stated on the truss layout plans provided by the truss supplier.

**FIXINGS IN WALLS**  
Walls are covered in NZS 3604:2011 clause 8.8.6, Table 8.19 and Figure 8.12:

- For top plates, see clause 8.7.6, Table 8.18 and Figure 8.12.

**OPENINGS IN WALLS**  
NZS 3604:2011 paragraphs 8.6.1.7 and 8.6.1.8 cover where there are openings in a wall. Where a lintel supports a rafter or truss (and depending on the wind zone, lintel span and loaded dimension), it must be fixed against uplift as per Table 8.14.

This includes using 25 × 1mm galvanised steel straps to secure the lintel to the trimming stud and the trimming stud to a floor joist or solid blocking as shown in Figure 8.12.

Each strap must be fixed with 6/30 × 2.5mm nails into both the lintel and the trimming stud. Alternatively, a fixing with a minimum 7.5kN capacity in tension along the line of the trimming stud may be used.

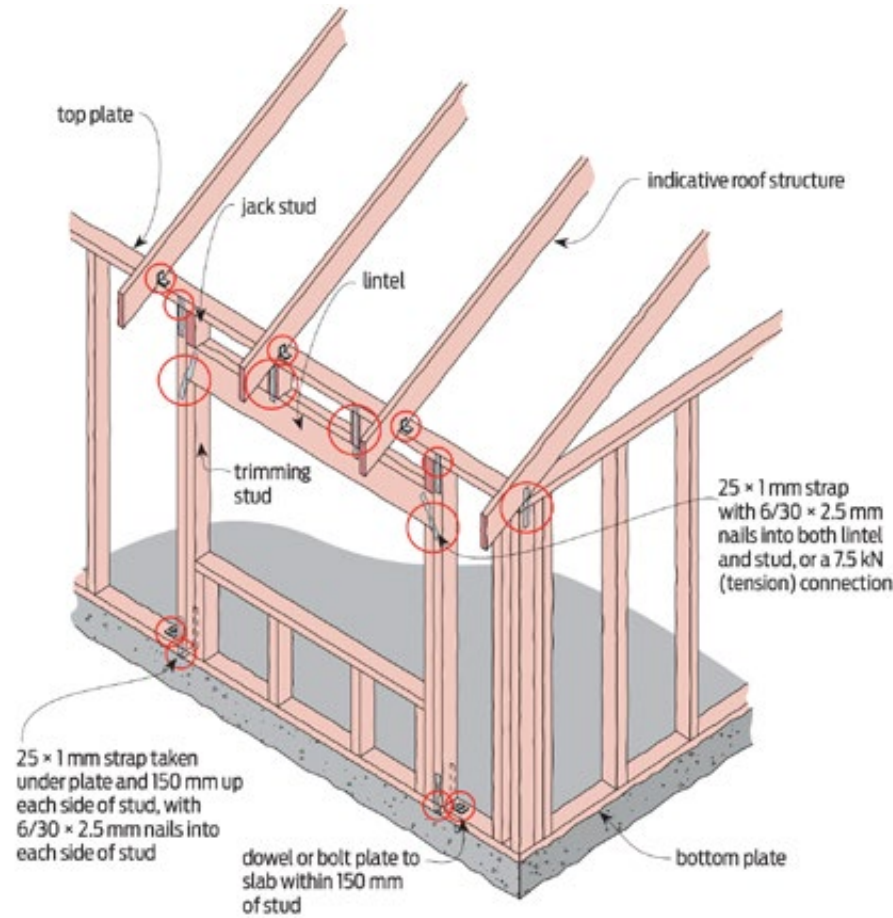
**FIXING THE BOTTOM OF WALLS**  
Fixing the trimming stud to the floor joist, continuous boundary joist or solid blocking of a timber-framed floor applies to a single-storey building or to upper floor framing to the intermediate floor. Fixing is with a 25 × 1mm strap with 6/30 × 2.5mm nails into both the joist or solid blocking and the stud. Alternatively, a fixing providing a minimum of 7.5kN in tension may be used.

**It is better to be safe than sorry, and as hold-down metal straps and proprietary fixings are relatively inexpensive and easily fixed in place, it is reasonable to also use them elsewhere, even if not specifically required**

Where ground floor framing is on a concrete floor slab, the strapping is folded under the bottom plate and fixed to each side of the stud using 6/30 × 2.5mm nails. A proprietary anchor that meets the requirements of NZS 3604:2011 clause 7.5.12.3 or a cast-in bolt must fix the bottom plate to the slab within 150mm of the stud.

**PROPRIETARY FIXINGS AVAILABLE**  
Proprietary fixings are available for all locations requiring to be secured against uplift. These include timber connectors, stud straps, stud anchors, cleats, bottom plate fixing anchors and hold-down brackets.

NZS 3604:2011 does not allow for plywood or any other wall lining, either to the exterior or the interior of the wall framing, to substitute for the connections required between the wall framing members to resist wind uplift forces. However, several proprietary solutions can provide for this.





HOLD-DOWN FIXINGS CONTINUED



DISTRIBUTION OF FIXINGS CAN SEEM UNEVEN

Complying with NZS 3604:2011 requirements to resist uplift generally results in numerous straps and fixings to the wall framing wherever there are openings for windows or doors. However, other parts of the wall where there are no openings may only have nail fixings.



Finally, it is better to have a relatively even distribution of stiffness and connections around the perimeter and throughout a building

This distribution of fixings may seem uneven, but the wind uplift forces transferred from the section of roof above the lintel to point loads at each end can be quite large, especially when the opening below

the lintel is wide. These forces must then be transferred to the two trimmer studs (at each side of the opening), so higher capacity fixings are required than provided by nailing only. These concentrated forces must then be transferred to the ground via the connection at the base of the trimming stud. To do this, nail straps or other proprietary fixings are required.

CHEAP TO ADD MORE

By their nature, individual nail fixings are less precise than metal straps or proprietary fixings. It is better to be safe than sorry, and as hold-down metal straps and proprietary fixings are relatively inexpensive and easily fixed in place, it is reasonable to also use them elsewhere, even if not specifically required.

Finally, it is better to have a relatively even distribution of stiffness and connections around the perimeter and throughout a building. A similar distribution and spacing of hold-downs will homogenise the behaviour of the structure under extraordinary loadings such as storms or earthquakes.

THESE ARE MINIMUMS, YOU CAN DO MORE

Remember, NZS 3604:2011 prescribes the minimum standards necessary to attain compliance. It should never be a barrier to designers and builders providing better options to the construction of the building, especially where the time and costs to do so are relatively minimal. ■



Metal straps are inexpensive and effective fixings

Article first published in Issue 180 of BRANZ Build magazine. www.buildmagazine.org.nz. Words and figures supplied by BRANZ.

PROVE YOUR KNOWLEDGE

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



- 1) Wind uplift forces transferred from the section of roof above the lintel to point loads at each end can be quite large. Which of the below is NOT sufficient to transfer this load through the trimmer studs and to the ground:

  - a) Nails.
  - b) Nail straps.
  - c) Proprietary fixings.
- 2) As a substitute for connections between wall framing, NZS 3604:2011 allows for plywood or other wall lining either to the exterior or the interior of the wall framing to be used to resist wind uplift forces.

  - a) True.
  - b) False.
- 3) Where ground floor framing is on a concrete floor slab, a proprietary anchor that meets the requirements of NZS 3604:2011 clause 7.5.12.3 or a cast-in bolt must fix the bottom plate to the slab:

  - a) Within 150 mm of the stud.
  - b) Within 100mm of the stud.
  - c) Within 200mm of the stud.

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.

NORTH ISLAND CONSENTS AT ALL-TIME HIGH

New home consents in the North Island reach 29,310 in November - the highest number recorded since the regional serious began 1991

In total, 3,881 new dwellings were consented in November- an increase of 1.2% from October accounting for seasonality. This is down from the 8.8% month-on-month increase from September to October.

The November figures comprised of 2,056 standalone houses; 1,219 townhouses, flats, and units; 408 apartments; and 198 retirement units.

"Townhouses, flats, and units have been a major driver of housing growth in recent years. Auckland in particular has seen a rapid increase in the number of medium- to high-density housing being consented," said Construction Statistics Manager Michael Heslop.

In the year ended November 2020, the total number of new dwellings consented was 38,624 — up 4.2% from

the year ended November 2019. This consisted of 21,947 houses; 10,633 townhouses, flats, and units; 3,557 apartments; and 1,844 retirement units.

IN THE REGIONS

Eight of the 16 regions consented more dwellings in November 2020 compared to November 2019, led by Auckland (up 620 to 1,740; +55.4%) Canterbury (up 70 to 596; + 13.3%) and Hawke's Bay (up 39 to 130; 42.9%). Northland, Bay of Plenty, Gisborne, Taranaki, and Nelson also showed an increase.

Six of the remaining regions saw a decrease in dwellings consented over the same period, led by Wellington (down 74 to 284; -20.7%), Otago (down 26 to 150; -14.8%) and Manawatu-Wanganui (down 24 to 117; -17%). Waikato, Tasman, and Southland also recorded decreases.

The remaining two regions, Marlborough, and the West Coast, saw no changes to consented dwellings.

NON-RESIDENTIAL BUILDING CONSENTS

In the year ended November 2020, non-residential building consents totalled \$7.0 bn, down 6% from the November 2019 year. The building types with the highest value were:

- Education buildings – \$1.1bn (up 9.3%)
- Storage buildings – \$1.1bn (up 20 %)
- Offices, administration, and public transport buildings – \$967m (down 1.3%). ■

STATE HOUSING GETS IN-HOUSE BCA

Kāinga Ora, the government agency that builds and maintains state houses, has set up its own building consent authority, called Consentium, to improve standards and service

Consentium's National Building Consent Authority Manager Anna McCrossan says the aim of the new building consent authority (BCA) is to lift building consent standards and provide exceptional service to Kāinga Ora and its contracted builders.

"Our team will work with our design and build partners to deliver high quality consenting and inspections services within statutory timeframes.

We will also engage with our design and build partners early to provide education and advice on how to comply with the Building Act. Ultimately, it's about contributing towards improving

housing quality and helping Kāinga Ora scale up its build programme to ensure the delivery of healthy, warm and dry state houses, which provide homes for generations to come."

The consenting team will operate out of hubs in Auckland, Wellington and Christchurch, with building inspectors located across the country. It will independently process, grant and issue building consents for public housing, as well as provide inspections and Code Compliance Certification (CCC).

Consentium's scope will cover building consent services for public housing of up to four levels. This will include new homes, the retrofit programme,

and repairs and maintenance that require a building consent.

Setting up the new BCA has not been without controversy, with Auckland Council losing 18 staff to it, before councils went to the new agency in protest.

It is not clear if the existence of Consentium will have any impact on builders not contracting to Kāinga Ora. On one hand, it will remove workload from council BCAs. On the other hand, if council staff who have left to join Consentium cannot be replaced, it remains to be seen if councils will be able to process the remaining consent applications any faster. ■



## BENEFITS OF THE BUILDING BOOM



Whether its an a apartment block, a row of townhouses, or a house, building generates a multiplier effect for the economy

2020 brought a lot of unexpected things. One was a recession that didn't behave like previous recessions, which was particularly relevant for our industry. Economist Tony Alexander explains some of the background to this and what the next challenges are

During the 1970s, when the New Zealand economy experienced recession resulting from soaring oil prices and loss of access to key export markets, house construction plummeted. In fact, the annual number of dwelling consents issued around the country fell from 40,000 in 1973 to just 15,000 come 1982. After a recovery through to 1986, there was another downturn – not quite so large – associated with the 1987 sharemarket crash, then the high interest rate-induced recession just after that.

There was another recession late in the 1990s associated with the Asian Financial Crisis, drought, and high interest rates, and house construction eased again, but only slightly. Then came the GFC, when consent numbers fell from 26,000 to just 13,500 come 2011.

Now we have had another recession. Is it like the 1970s and GFC downturns with collapsing house construction? No. Is it like the other recessions, where construction mainly flattened out though with a lot of caution? No.

**The huge spillover effects of building a house explain why, in the old days, when politicians would seek to artificially boost our economy ahead of a general election, they would target increased home building**

This is a unique downturn in our economy, whereby the biggest short-

term shock to activity is associated not with a housing collapse, not even a flattening out, but instead an actual lift in construction, which looks likely to continue through this year and next.

This unique situation comes about from a variety of factors. First, there is the well-known shortage of housing and increasing efforts being made to:

- Free up land.
- Encourage the entry of people into the construction sector.
- Intensify land use through rule changes preventing some councils stopping mid-rise developments.

Second, interest rates did not rise heading into this downturn. In all previous recessions, either rising interest

rates were the cause, or they were one element aggravating other factors. This time around, the Reserve Bank cut its official cash rate by 0.75% in 2019 and by the same amount again in March last year.

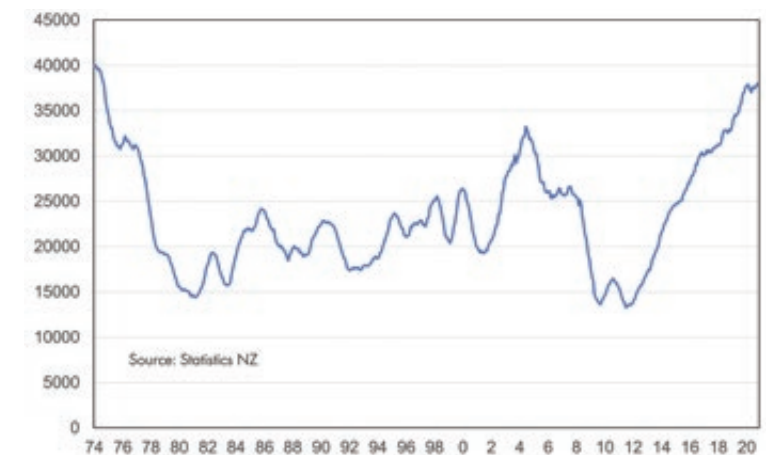
They have also promised to keep interest rates low for a number of years and even for a while allowed people to think they might take their cash rate negative this year – which they now almost certainly will not do.

Third, one element of this pandemic-related shock is an increased focus from people on their living arrangements and a desire for them to be better. This has spurred a surge in home renovations bigger than anything we have seen before.

The benefits to the economy from a likely surge in annual consent numbers from 38,000 recently to over 40,000 this year are many. Most significantly, there is the large multiplier effect of home construction.

The building of a house, block of townhouses, retirement village, or mid-rise apartment building provides a boost for multiple sectors. There are the planners, architects, environmental consultants, council staff, civil engineering firms, concrete suppliers, timber processors, manufacturers of home fittings, contractors across the full range of skills, real estate agents, financiers, mortgage brokers, marketers, transport operators, and so on.

The huge spillover effects of building a house explain why, in the old days, when politicians would seek to artificially boost our economy ahead of a general election, they would target increased home building. That doesn't happen these days and a key



The table displays Dwelling consents issued from 1974 to 2020

reason is that the ability of the sector to respond quickly to any boosting measures is limited by a range of factors.

One of these limiting factors is the availability of land able to be built on with short notice. Another is the sometimes lengthy consenting process. The big constraint, however, is a shortage of not just skilled tradespeople, but even labourers who can undertake the sometimes quite physical work on a building site.

The government moved quickly to ensure the growing number of apprentices in the building sector was kept on during the depths of the Covid-19 crisis last year with a special programme to fund businesses for their apprentice costs. But the need for more people to build the tens of thousands of houses Kiwis are demanding (with more to come home, we suspect, when borders fully reopen), means the construction sector provides career opportunities across a multitude of fields for all types of people with all sorts of existing skills or non-skills!

At a time when so much focus remains

things like computer game development, movie filming, and getting ready to serve food and make beds for foreign tourists when they return over 2022, the best employment opportunities for many people now lie in the construction sector.

But even within the construction sector itself, there will be competition for labour between the different sections. That house building is strong is no surprise, we can now say in hindsight. But commercial construction may also show some unexpected strength for two reasons.

One reason is that many businesses across all sectors have to boost productivity because of labour shortages. For some, that means better configured premises perhaps in more efficient locations. Plans for getting such premises built would have been put on hold with the onset of the Covid-19 pandemic. But now that we can see the NZ economy is bigger than it was before the pandemic, and there is light at the end of the tunnel regarding infections – courtesy of vaccinations – businesses will be looking to action their construction plans now. ■

*Tony Alexander has worked as an economist in New Zealand since 1987, initially with Westpac, then a share broking firm before almost 26 years with the BNZ as Chief Economist. He went out on his own late in 2019 and spends considerable time writing about the NZ economy with an emphasis on the housing market and explaining key economic developments in layman's terms. He is a columnist for the Sunday Star-Times, publishes a free weekly newsletter at [tonyalexander.nz](http://tonyalexander.nz) and frequently delivers webinars as well as presentations in person.*



## APPRENTICESHIPS BOOMING



Alexey Plyshevsky, Blade Rapina, Troy Patu, carpentry apprentices at L T McGuinness Ltd

**Last year, BCITO announced an all-time-record of more than 16,000 apprentices in training. We talk to interim CEO Greg Durkin about the factors driving the boom**

**T**he undersupply of apprentices has been a long-term problem in New Zealand, especially in construction; however, 2020 saw a big increase in numbers. BCITO interim CEO Greg Durkin says there are a number of reasons behind the surge.

"We've seen a significant increase in the number of apprentices training since the first Covid-19 lockdown – carpentry is up about 20% and some other trades are up more than 100%," says Durkin.

"I know that builders who train apprentices will sometimes complain about builders who don't. In the past, we've thought about 20% of builders who could train apprentices actually do, but this year over 50% of employers taking on apprentices have either never had an apprentice before or haven't trained one in the past two years."

Durkin appreciates that taking on an apprentice is a big commitment,

and he supports the view that employers can't take it lightly – for the benefit of both the apprentice and the employer.

"The main factor for an employer about whether to take on an apprentice, is the work in front of them. Employers need range and continuity of work to take on an apprentice and do the apprentice justice.

"Also, apprentices are not a viable business proposition in their first year, so knowing you can carry that apprentice into future years, when their skill level is such that they start paying the employer back, is important."

#### GOVERNMENT INITIATIVES

This year, some of the challenges of employing apprentices have been taken away. As a pre-emptive move to address a possible industry downturn, the government introduced initiatives to support trades training and the construction industry.

As part of the \$1.6bn Trades and Apprenticeships Training Package, \$320m has been set aside to support free trades training in critical industries, including the construction sector. A further \$412m has been invested in the Apprenticeship Boost initiative, which offers support for employers to retain apprentices and to hire and train more people.

"The two initiatives had a big impact on the number of apprentices from both sides of the equation – fees-free study for apprentices and the subsidy for employers. So now we've got more apprentices keen on taking up a trade and more employers keen to take on apprentices," says Durkin.

"BCITO has also played its part with effective marketing to make sure the right message gets to the right people. With a coalition of those three factors, apprenticeships are now experiencing a genuine boom and we are thrilled about that."

#### REACHING THE AUDIENCE

Promoting the trades to a wider audience is primarily the responsibility of BCITO. Last year's TV commercial 'A Tricky Chat', which framed a teenager's announcement to his parents that he wants to be a tradie as a type of 'coming out' conversation, addressed the issue of pursuing a career in the trades as not being commonly accepted.

"It was a very successful campaign and has been seen and enjoyed in homes across the country," says Durkin. "However, a lot of our marketing is on social media, where we have tens of thousands of people interacting with us."

#### SCHOOL FOCUS

Engaging schoolkids is another strand of BCITO's approach to promoting a career in trades.

"We are in 350 of the 500 secondary schools in New Zealand. We help run what is now called Materials Technology, which many of us would have known as woodworking when we were at school," says Durkin.

"We now provide a digital environment to upload evidence of work, which becomes part of a student's portfolio to take into an apprenticeship. Up to 11,000 students every year will achieve credits in that program, which is used to prepare them and make them aware of the options available in construction."

When asked how he would respond to builders who say that schools don't present trades as a good option for students, Durkin says that, while up to ten years ago that was often the case, things are changing.

"When I was at school, the attitude was that trades were further down the ladder, but we have seen a significant shift in the views of students, teachers and parents, especially in the past ten years.



**When I was at school, the attitude was that trades were further down the ladder, but we have seen a significant shift in the views of students, teachers and parents, especially in the past ten years**

"We've done a lot of work with schools and I believe those we work with now have a broad approach to the options put in front of students.

"Having said that, NCEA does orient students toward full-time study when they leave school. Our view is that completing an apprenticeship is a tertiary education, but that education is being completed at work."

#### A UNIQUE RELATIONSHIP

Asked if builders can get involved in promoting building trades, Durkin says that builders are in a unique position with their clients, because they often form relationships that are high in trust.

"When you build or renovate a house that the client is happy with, they trust you and, as part of that relationship, they see you as a good person. So when a builder is looking for an apprentice, a good place to start is with people who already trust you – your previous clients, who may have children or friends who would be suitable.

"There is value to a builder in promoting the fact that they take on apprentices, because apprenticeships are a strong brand – people like them. Mums and dads and grandads like apprenticeships. When these people choose a builder to work in their home, they choose on values as well as just price," says Durkin.

#### ROVE AND BCITO AND THE FUTURE

The government's recent Review of Vocational Education (RoVE) recommended a change to how vocational education is provided. BCITO will be replaced by new organisations in a transition period over the next couple of years. Durkin believes the transition will be smooth for both employers and apprentices.

"BCITO will work with the new agencies that will take responsibility for apprenticeships, and I know many of our existing staff will be employed by these new agencies. That is where our capability lies, in our people, so I am hopeful the momentum we have built will only grow from here." ■

#### HOW BCITO WORKS

BCITO oversees 15 different construction trades, with 85% of apprentices registered with it.

The organisation assists employers with apprentices' training by providing training materials, meeting up with the apprentices and assessing their progress.

"Across the 15 trades we look after, we have 200 staff who travel out to see employers every day, catching up with each apprentice every couple of months.

"The employer provides the training in a real-life building setting, and we help ensure that the apprentice is making progress towards the standards they must meet, and make sure their training is being recorded, so they can qualify.

"It's a training model where BCITO assists with learning resources and assessment, while the employer is the primary teacher."

*BCITO is the largest provider of construction trade apprenticeships in New Zealand. It is appointed by the Government to develop and implement industry qualifications for the building and construction sector. BCITO provide a range of apprenticeships across fifteen trades within the building and construction industry. To find out more visit [www.bcito.org.nz](http://www.bcito.org.nz)*



# THE SUCCESSFUL BUILDER

## INTENTIONS, NOT GOALS



Setting milestones and focusing on what can be done is a good approach when the future is less predictable than usual

How can you effectively plan in these unpredictable times? Business coach Graeme Owen says don't make plans too detailed, focus on what can be done, and know what your 'why' is

You've heard the gurus say that you should set goals if you really want to get ahead in business and in life. That is all well and good when the future is predictable. But in these changing times, who knows what next year will bring?

You may have been able to plan with some certainty pre-Covid. But that same level of certainty hasn't quite returned. However, all is not lost!

It just means that we need to adopt a method for setting directions and staying on top of things. I call these intentions and milestones. Get clear on your intentions. Then identify the next milestone. Rinse and repeat.

Here's how it works.

### 1 SET INTENTIONS AND CONSIDER FRESH APPROACHES

The way things are done is changing. There is no certainty that you can do business the way you used to. For example, recent events have provided a perfect opportunity for technology to penetrate our business practices – for handling pricing and quoting, communications, supplies, automation etc. If you stick with the processes you developed over the past decades, you may be left behind by those adapting to newer ways.

Further, complications in obtaining international products and materials may give rise to new, more local solutions. You may need to become familiar with substitutions you hadn't considered before.

So, don't get stuck in familiar approaches to tasks. Instead, identify what it is you need to do, then look for new ways to achieve that. Rather than hoping to return to what was (and note: the past always seems better than it really was) embrace some fresh ways of doing things. It's always good to have different options. Don't expect to be able to do everything as you once did!

This is a time to look for newer (better) ways of doing things. It may be the time to upskill on that software package you have been trying to avoid, but know you need! Or it may be the time to teach your builders to train the newbies.

Whatever it is, identify what you want to achieve and look for new ways of getting there.

### 2 SHORTER TIMEFRAMES TOWARDS MILESTONES

At the moment, you can't really cement the details of a long-term plan. So, quit worrying if you don't have one written down. You still need to set targets, but just make the time frames shorter. Look for the milestones in between rather than aiming straight for the finish line.

In most small businesses a one-page 90-day plan is quite long enough. Especially when it focuses on tactical stuff.

A 90-day plan may only have the following three sections:

1. Your long-term intentions (eg, to deliver well-planned and affordable renovations to family homeowners in my locality).
2. Your strategies (eg, create a website that showcases family home renovations and master a couple of strategies so we will be found in online searches).
3. Some weekly task lists (eg, choose a web designer, get testimonials together, collate web materials, learn how to use Google ads, learn how to use Facebook, start posting on Facebook, start Google ad campaign etc).

The key here is to review your plan on a monthly basis and stick with it. However, when life happens and/or new opportunities come along, be prepared to revise your plan.

### 3 FOCUS YOUR EFFORT

Riverbanks determine where the water flows – unless it's in flood and then the water overcomes the bank. Yet even a small flow can be quite powerful in one narrow channel. Just so, while most small businesses are constrained by outside factors, when such a business is concentrated on one thing, it can be quite powerful.

So rather than rail against the external things you can't change (the riverbank), look for opportunities you can pursue (the channels) and focus your energy on these. You can't change the banks, but you can select the channels. I often say to my clients: "Don't tell me what you can't do. Tell me what you can do. Then do that!"

Narrow down the focus of your business (the things you can do) and become a specialist in one key area. This is the way to increase your prowess in this particular skillset and become sought after and even more attractive to your potential clients.



In most small businesses, a one-page 90-day plan is quite long enough. Especially when it focuses on tactical stuff

### 4 CLARIFY YOUR WHY

Living in unpredictable times is a new experience for all of us. The present uncertainties raise questions that demand answers.

- Why are you making the effort?
- Why are you taking the risk and staying in business?
- Why do you do what you do?"

Questions like these challenge your fundamental reason for being in business. Yet when you can answer them in a way that motivates and excites you, you start to feel passionate about why you are in business. It creates an energy that others (new clients and team members) will want to be a part of. Because not many people answer the "why?" question.

So, why are you in business? ■

Graeme Owen is a builders' business coach at [thesuccessfulbuilder.com](http://thesuccessfulbuilder.com). Since 2006, he has helped builders throughout New Zealand get off the tools, make decent money, and get more time in their lives. Grab a copy of his free book: *The 15 Minute Sales Call Guaranteed To Increase Your Conversion Rate: [thesuccessfulbuilder.com/book-15-min-sales-call](http://thesuccessfulbuilder.com/book-15-min-sales-call) or join Trademates and connect with builders who are scaling too: [www.facebook.com/groups/TradeMates](http://www.facebook.com/groups/TradeMates)*

## 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) Because the future is less predictable than it was before Covid-19, you should:</p> <p>a) Stop setting goals and just go with the flow.</p> <p>b) Consider new approaches that can help you towards the revised intentions you've set.</p> <p>c) Make no changes to your previous goals or ways to achieve them.</p> | <p>5) When setting a 90-day plan, it should include:</p> <p>a) 90-day strategies.</p> <p>b) Weekly tasks.</p> <p>c) All of the above.</p> | <p>6) The idea behind focusing your effort is:</p> <p>a) If you try as many things as possible, some of them are bound to work.</p> <p>b) By working on the things you can control, you will make progress in spite of not being able to control everything.</p> <p>c) By working hard on the things you can control, you will eventually bring everything under your control.</p> |
|--|---|--|

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BREACH OF DIRECTORS' DUTIES



The Supreme Court recently issued a decision that is relevant to any business facing hard trading conditions

The Supreme Court has issued a new decision, *Madsen-Ries and Levin as Liquidators of Debut Homes Limited (in liquidation) v Cooper*, which reviews the law relating to breaches of directors' duties. The decision provides important guidance for company directors when facing hard trading conditions.

The Supreme Court found that companies in insolvency or near-insolvency situations must use the various formal mechanisms provided in the Companies Act 1993 (the Act), rather than trying to trade through. A copy of the decision is available here: [courtsofnz.govt.nz/assets/cases/SC-29-2019-Debut-Homes-v-Cooper.pdf](https://courtsofnz.govt.nz/assets/cases/SC-29-2019-Debut-Homes-v-Cooper.pdf)

BACKGROUND

The defendant, Mr Cooper, was the sole director of Debut Homes Ltd, a residential building company. At the end of 2012, one of Debut Homes' financiers decided to cease funding them. Based on advice from the company's accountant, Mr Cooper decided to wind down operations, while completing existing developments but not taking on any new projects. It was expected that once the company wound down, there would be approximately \$300,000 owing in GST to IRD.

The decision to wind down operations, rather than cease trading immediately, was to the benefit of the homeowners of the completed residential properties and unsecured trade creditors, who supplied materials and labour, but was to IRD's detriment as the company neglected to pay GST on the sale of the properties.

THE HIGH COURT AND COURT OF APPEAL

The High Court decided that Mr Cooper

had breached his duties as a director, and ordered him to pay \$280,000 to the liquidators of Debut Homes, to cover some of the shortfall to creditors.

The Court of Appeal overturned the High Court's decision, determining that the decision to complete the houses was a "perfectly sensible business decision".

THE SUPREME COURT

The Supreme Court overruled the Court of Appeal and restored the decision of the High Court, including ordering Mr Cooper to pay \$280,000.

In coming to its decision, the Supreme Court reviewed each director duty contained in the Act:

Section 135 – reckless trading

Under this section, a director must not agree to the business of the company being carried on, or cause or allow the business of the company to be carried on, in a manner likely to create a substantial risk of serious loss to creditors.

The Supreme Court decided:

"If a company reaches the point where continued trading will result in a shortfall to creditors and the company is not salvageable, then continued trading will be in breach of s135 of the Act... this applies whether or not continued trading is projected to result in higher returns to some of the creditors than would be the case if the company had been immediately placed into liquidation, and whether or not any overall deficit was projected to be reduced."

Section 136 – duty to not incur obligations

Under this section, a director must not agree to the company incurring an obligation unless the director reasonably believes that the company will be able to perform the obligation

as and when required. The focus of this section is on a particular obligation, rather than the business as a whole.

The Supreme Court's view on section 136 is:

"It is not legitimate to enter into a course of action to ensure some creditors have a higher return, where this is at the expense of incurring new liabilities which will not be paid. In other words, it is not legitimate to 'rob Peter to pay Paul'."

Section 131 – duty to act in good faith and in best interests of the company

This section requires a director to act in good faith and in the best interests of the company.

The Supreme Court confirmed that this is a subjective test and that the courts are not well-equipped to second-guess business decisions made by directors. However, the Court also noted that there are a number of exceptions to the subjective test, including where:

- There is no evidence of actual consideration by the director of the best interests of the company.
- In an insolvency or near-insolvency situation, there is a failure to consider the interests of creditors.
- There is a conflict of interest, or the action was one no director with any understanding of fiduciary duties could have taken.
- A director's decisions are irrational.

In this case, Mr Cooper had failed to consider the interests of all creditors in an insolvency situation. Instead, he considered some creditors, but discounted the interests of others.



Trading insolvent can result in legal consequences

WHAT SHOULD THE DIRECTOR HAVE DONE?

The Act has a number of mechanisms available for dealing with insolvency and near-insolvency situations:

- A creditor's compromise, which usually involves all or part of a company's debts being cancelled and must be approved by a majority of creditors.
- A court-approved creditor's compromise, where the court must also agree that the compromise is fair and reasonable to all creditors.

- Voluntary administration, which provides for the appointment of an administrator to maximise the chances of the company's survival, and which also must be approved by a majority of creditors.
- Liquidation, to wind up the operation of the company.

A feature of all of these mechanisms is that the decision-making is placed in the hands of either the creditors or an independent party. The Supreme Court noted that:

"The removal of decision-making powers from directors in such circumstances is a recognition that directors are not the appropriate decision-makers in times of insolvency or near-insolvency. This is because their decisions may be compromised by conflicting interests and, even where that is not the case, they may be too close to the company and its business to be able to take a realistic and impartial view of the company's situation."

If a company is or may be insolvent, a director must consider the views of all of its creditors. Quite when and how this is done remains a difficult balancing act.

If you are a director of a company which is in an insolvency or near-insolvency situation, it is critical for you to take steps to deal with the situation as quickly as possible, otherwise you face potentially significant personal liability.

NEED MORE INFORMATION?

If you need advice on any of the above, please contact Alysha Hinton on (04) 471 9452 or at [alysha.hinton@duncancotterill.com](mailto:alysha.hinton@duncancotterill.com), or your local Duncan Cotterill advisor ([duncancotterill.com](https://duncancotterill.com)). ■

Duncan Cotterill is a full-service law firm with offices in Auckland, Wellington, Nelson and Christchurch. Its dedicated construction and projects team can help make your business a success by working with you to put the deal together.

Disclaimer: the content of this article is general in nature and not intended as a substitute for specific professional advice on any matter and should not be relied upon for that purpose.

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) The Supreme Court's decision in this case is relevant to:</p> <ul style="list-style-type: none"><li>a) Only the appellant and respondent in this particular case.</li><li>b) All business owners.</li><li>c) Any business owner trading near-insolvent or insolvent.</li></ul> | <p>8) If a company is or may be insolvent, a director must consider the views of which creditors?</p> <ul style="list-style-type: none"><li>a) Secured creditors.</li><li>b) The largest creditor.</li><li>c) All creditors.</li></ul> | <p>9) The Supreme Court's decision found that:</p> <ul style="list-style-type: none"><li>a) The respondent had breached his duties as Director and was personally liable for \$280,000.</li><li>b) The respondent had breached his duties as Director, but because he had paid most of his creditors, he was not liable.</li><li>c) The respondent had not breached his duties as a Director, because most of the parties were better off as a result of his decisions.</li></ul> |
|--|--|---|

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BUILDING DEFECTS EXCLUSION



Insurance companies instigated building defect exclusions to limit their exposure from claims for external water penetration into buildings, following the leaky homes crisis

Have you ever heard of the Building Defects Exclusion? Ben Rickard, from Builtin Insurance, explains how this is an important detail to be aware of in many builders’ insurance policies

Following the leaky homes crisis of the early 2000s (many would say it is still ongoing) insurers wanted to limit their exposure to what they saw as the substantial risk of claims from external water penetration into buildings. They saw this as a risk that was just too big and too uncertain to price into ongoing coverage.

Some interpretations have the effect of ruling out the majority of the largest potential claims from trades such as roofers and anyone installing cladding

They introduced what is known as the ‘building defects’ exclusion. Here are a couple of examples from different insurers:

Building defects exclusion (from a public liability policy)

We will not indemnify You for any claim under this Policy in respect of or alleging Personal Injury or Property Damage arising out of:

- the failure or alleged failure of any building or structure to meet or conform to the requirements of the New Zealand Building Code contained in the First Schedule of the Building Regulations 1992 or any applicable New Zealand Standard (or amended or substituted Regulation or Standard) in relation to leaks, water penetration, weatherproofing, moisture, or any effective water exit or control system; or
- mould, fungi, mildew, rot, decay, gradual deterioration, micro-organisms, bacteria, protozoa

or any similar or like forms, in any building or structure.

Building defects exclusion (from a contract works insurance policy)

This policy does not insure loss in connection with a building or structure being affected by:

- a) moisture or water build-up or the penetration of external moisture or water, or
- b) the action or effects of mould, fungi, mildew, rot, decay, gradual deterioration, micro-organisms, bacteria, protozoa, or any similar or like forms, that is caused directly or indirectly by:
  - non-compliance with the New Zealand Building Code, or
  - faulty design or faulty

specification, including but not limited to faulty sequence, procedure or programme, or

- 3. faulty materials, or
- 4. faulty workmanship,

when the building or structure was constructed, manufactured, altered, repaired, renovated or maintained.

This exclusion does not apply to loss that is caused by or directly arises from the leakage of internal pipes, internal water reticulation systems or internal cisterns.

BREAKING IT DOWN

The first point is that for a liability claim to be triggered there must first be “property damage”. This generally means actual physical damage to property owned by a third party. It can also mean loss of use of property which results in a quantifiable financial cost to a third party.

To trigger this exclusion, there must be a failure or alleged failure of the building to meet the Building Code. Arguably, any external penetration that allows water into the building is a failure of E2. It can also apply to the failure

to adequately apply waterproofing membranes, flashings or other essential weathertightness components.

Some interpretations have the effect of ruling out the majority of the largest potential claims from trades such as roofers and anyone installing cladding.

If the claim arises from mould or gradual deterioration, such as a slow leak that rots timber over time, then it is explicitly excluded as well.

The exclusion does not apply to internal water penetration, such as leaks from internal pipes or the failure of waterproofing in showers.

BUILDING IT VERSUS WORKING ON IT

We are strongly of the view, and have been successful arguing with insurers, that this exclusion is intended to apply to the construction of new “buildings or structures” and not to situations where tradespeople are working on an existing building.

SUCCESSES

For example, it should not apply if a leak happens when retrofitting a heatpump or installing a skylight to an existing building. However, you need to be aware that your policy

includes this clause and that it could be relied on to decline such claims.

FAILURES

Failing to paint the cut ends of timber weatherboards is likely to fall foul of this exclusion. A basement that leaks due to improperly installed coil drainage is another claim that is likely to fail due to this exclusion. It should be noted that just the allegation of a failure could be enough for an insurer to decline a claim under this exclusion. ■

IN A NUTSHELL

If your claim is due to actual or alleged penetration of external moisture or water into the building you’re not covered. However, there are circumstances where the right interpretation, and the right supporting argument, can result in a successful outcome. These complexities are one of the most important reasons for using a specialist, such as Builtin, for your insurance.

Builtin is New Zealand’s trade insurance expert. For more information and an instant quote visit [builtininsurance.co.nz](http://builtininsurance.co.nz)

PROVE YOUR KNOWLEDGE

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

- 10) For the purposes of an insurance policy, the meaning of ‘damage’ to property may include loss of use of the property which results in a quantifiable financial cost to a third party:
  - a) True.
  - b) False.
- 11) A building defect exclusion is capable of excluding cover for:
  - a) New buildings.
  - b) Work on an existing building.
  - c) Both other answers.
- 12) Which of these answers is NOT true. A building defect exclusion can be used to decline a claim relating to:
  - a) Mould or gradual deterioration, such as a slow leak that rots timber over time.
  - b) Internal water penetration, such as leaks from internal pipes or the failure of waterproofing in showers.
  - c) Retrofitting a heatpump or installing a skylight to an existing building.

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INDUSTRY NEWS

NZS 3604:2011 TO BE UPDATED

It has been more than a decade since NZS 3604 was last revised. The building industry changes rapidly, and a lot has happened during this time, so MBIE’s Building Performance team has commissioned a review of this standard

Two of the key aims of the update are to help streamline the process of designing and consenting higher-density housing, and to support the Building for Climate Change programme by improving the operational efficiency of buildings and improving the health and wellbeing of their occupants.

The standards development committee responsible for the revision will also look to streamline the construction of several other design features that are commonly consented.

For a detailed outline of the areas this revision project will address go to: [standards.govt.nz/touchstone/building/2020/nov/timber-standard-nzs-3604-being-revised-experts-invited](https://standards.govt.nz/touchstone/building/2020/nov/timber-standard-nzs-3604-being-revised-experts-invited). The article also explains how technical experts can express their interest in participating in working groups responsible for those areas.

In summary, the following specific areas will be looked at as part of the revision to NZS3604:

- 1. Facilitating better thermal performance.
- 2. Extending the scope to three full storeys within the standard.
- 3. Foundations on expansive soils and on liquefaction-prone soils.
- 4. Steel bracing elements for wide openings.
- 5. Support details for long-span beams and lintels.
- 6. Framing around internal stairwells.
- 7. Isolated internal masonry walls.
- 8. Reviewing a number of noted corrections and updates.
- 9. Bracing.

It is planned for this revision to be published by Standards NZ in late 2023, and cited in the Building Code in the 2024 update. ■



NZS3604 is one of the most widely used building standard in New Zealand

PROVE YOUR KNOWLEDGE

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



CODEWORDS  
ISSUE 98

①		⑤	
②		⑥	
③		⑦	
④		⑧	

UNDER  
CONSTRUCTION

1)		6)		11)	
2)		7)		12)	
3)		8)			
4)		9)			
5)		10)			

FEBRUARY/MARCH 2021

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

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Your Garage Door Specialists



\*Offer exclusive to PlaceMakers trade account customers. To qualify, trade customers must place an order for any Garador or Dominator garage door on a current trade account between 1<sup>st</sup> February 2021 & 31<sup>st</sup> March 2021 (door can be installed outside of this period). All qualifying customers will be automatically entered into the draw to win the Ultimate Heli-fishing experience for themselves & three mates. All bookings are subject to availability and must be redeemed by 31<sup>st</sup> March 2022. Prizes are not redeemable for cash or any other product or service. Visit <https://www.placemakers.co.nz/garage-door-trademade-deal/> for full terms.

### NORTHLAND

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

### AUCKLAND

ALBANY 414 0900  
COOK ST 356 2899  
MT WELLINGTON 570 8300  
NEW LYNN 825 0088  
PAKURANGA 538 0200  
PUKEKOHE 237 0020

SILVERDALE 424 9000  
TAKAHITI 268 2950  
WAIHEKE ISLAND 372 0060  
WAIRAU PARK 444 5155  
WARKWORTH 425 8444  
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 376 0220  
TE KUITI 878 8149  
TE RAPA 850 0190  
THAMES 868 0130  
WHAKATANE 306 0320  
WHITIANGA 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  
KAIWHARAIWHARA 472 1616  
KAPITI 296 1086  
LEVIN 366 0960  
MASTERTON 377 7504  
PORIRUA 237 9189

### UPPER SOUTH ISLAND

BLenheim 520 6030

MOTUEKA 528 8164  
PORT NELSON 548 9069  
SAXTON RD 547 9111  
**CHRISTCHURCH**  
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 4617  
GORE 209 0055  
INVERCARGILL 211 0366  
MOSGIEL 466 4617  
DAMARU 433 0460  
QUEENSTOWN 450 9000  
TE ANAU 249 7774  
WANAKA 443 0080