

ISSUE 99

UNDER CONSTRUCTION

GET YOUR AUGUST/SEPTEMBER 2023 SKILLS MAINTENANCE POINT!



GREAT INTERIORS DON'T HAPPEN BY ACCIDENT

Find great kitchen and bathroom questions, stories and more in this issue.

TRAY DEAL



BONUS*

*WITH PURCHASE.

BONUS STONEY CREEK HOODIE

Paslode

PASLODE IMPULSE POWERVENT FRAMER WINTER PACK S20W22

- Bypass follower for easier & quicker reloading
- Rubberised grip to improve comfort
- Intuitive long run fan cycle to improve high volume performance
- Magazine nail Lip to improve reloading
- Hoodie sizes vary, sizing noted on side of box

5081043

LIMITED STOCK AVAILABLE

GREAT RATE
\$1,059 +GST

*Offers not available to nominated national key account customers. Bonus offers available exclusively to trade account holders only. All prices exclude GST. Products featured may not be stocked in all stores but can be ordered in at the advertised price. Offers valid from Tuesday 1st August — Saturday 30th September 2023.

PlaceMakers

Together we're building
New Zealand

FOREWORD VIEW FROM THE GM OPERATIONS

WHAT'S COOKING IN KITCHENS?



In this bumper issue of *Under Construction*, we catch up with what's hot and what's not in the kitchen and bathroom space with expert views, case studies and tips on how to deliver the perfect project for your clients

On page three, builders give their views on kitchen trends and delivering customer expectations, while on page four, we turn the focus on our online Design Planner, which your clients can use to take the first step in turning their dreams into reality.

The next step is to take advantage of the expertise of our instore kitchen design specialists, who can review a customer's computer-generated plans and provide advice and guidance to take them through to being build-ready. On page six, we hear from one happy couple, who worked with PlaceMakers to get the kitchen of their dreams.

This is just another way in which we can support our builders, who may not have designers in their team and who would prefer to limit the number of suppliers they work with during a project.

Continuing with our kitchen theme on page ten, we ask apprentices how much experience they've had with kitchen and bathroom fitting, and whether it's an area they'd like to explore further when they've completed their training.

If you're thinking about undertaking any renovation work at all, including kitchens and bathrooms, it might be a good idea to brush up on what you need to do before altering an existing building. Read MBIE's guidance on page 16.

While you're at it, make sure you're covered if you're carrying out work to an existing building. If you cause accidental damage to a home while carrying out renovation work, you'll need to have the right insurance. Our resident insurance expert details exactly what you need on page 18.

Among other features, our regular business expert Graeme Owens gives some top tips on what builders can do to do more than just survive the recession. You can find that on page 34. We hope you find it useful!

Shane Cornelius

General Manager Operations

CONTENTS



NEWS

- 4 PLACEMAKERS NEWS** Discover how PlaceMakers Design Planner is a one-stop-shop for kitchen design and inspiration; Read how PlaceMakers helped one happy couple build the kitchen of their dreams
- 10 PAC NEWS** BCITO’s new bite-sized courses; Do apprentices want to learn how to install kitchens and bathrooms?
- 24 INDUSTRY NEWS** LBP struck off after charging for services he didn’t provide; We investigate whether Auckland is turning its consents into homes; Latest Building Code update; Monthly consents drop 18% vs May 2022; LBP fined for reckless roofing substitution

FEATURES

- 3 BUILDERS’ BUSINESS** Working with clients on kitchens and bathrooms
- 12 MBIE – CODEWORDS** Building Code requirements for renovations
- 16 MBIE – CODEWORDS** Rebuilding after severe weather
- 18 BUILTIN** How to cover yourself during renovation work
- 22 BRANZ** All you need to know to stabilise a wing wall
- 32 NKBA** What’s hot and what’s not in kitchens this year
- 34 PRODUCT NEWS** Adesso Mode’s lead-free tapware
- 36 BUSINESS TIPS** Feeling recession pressure? Here’s how to beat it!
- 38 WORKSAFE** Edge protection – what is it and why you need it

OTHER STUFF

- 12 WHAT’S ON** Eight hot products to improve and inspire your work
- 40 SKILLS MAINTENANCE** Record your LBP skills maintenance – you’ve earned it!

ISSUE 99 > AUG/SEPT 2023
>PUBLISHER > DCL Corporate Publishing > ENQUIRIES > editor@pmunderconstruction.co.nz; (04) 384 5689

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

FEEDBACK

BUILDERS BUSINESS

KITCHEN QUESTIONS

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: When dealing with a new build or bathroom/kitchen renovation, how often do customers already have a design in mind?

Firm: David Reid Homes Kapiti
Interviewee: Tim Sunderland
Role: Managing Director
Location: Kapiti Coast
Staff: 9

I find that our clients are very educated around what looks good and what doesn’t. Our strengths come into play with the team of design specialists integrated into our custom design process, so when we get our clients to kitchen and bathroom design stage, we are ready to listen and make their dreams a reality.

Being a very design-focused business, we need an up-to-date knowledge of trends. Currently, some of these are features like hidden pantries or extended custom joinery to integrate study nooks, fluted glass and stone splashbacks.

Integrated rangehoods are a big trend. Clients tend to want to see fewer appliances and more joinery

Integrated rangehoods with external motors are also a big trend now. Clients tend to want to see fewer appliances and more joinery and, overall, we’re bringing a lot more textural surfaces and internal timber features.

While the post-Covid boom did allow us to produce some outstanding kitchens and bathrooms, I do think that clients will look to be more efficient in these spaces over the next couple of years.

Firm: Franklin Construction (trading as Versatile Pukekohe)
Interviewee: Wenny Lubbers
Role: Director
Location: Auckland
Staff: 10

We don’t do a lot of home renovations, but our system for installing a kitchen or bathroom would be the same, regardless. We like to provide our clients with a full design of their kitchen or bathroom to give them a starting point for the project. Once they’ve seen that, they can then come back to us and tell us what areas they want to change, if anything.

Some clients have a lot of strong ideas about what they want, even if it’s just seemingly small things like the benchtops or the colours. We’re seeing a lot of requests for black and white coloured kitchens, with black doors and white benchtops – normally in stone. That’s been popular over the past few years.

For bathrooms, we normally recommend a good vanity and then let customers pick from there. I’ve found that if you just present 100 different options, it can be overwhelming, so we tend to narrow down a selection. We’re seeing a lot people asking for wall-hung vanities with stone benchtops and a sink on top of the bench, not incorporated into it.

For bathrooms, we normally start with a good vanity and then let customers pick from there. I’ve found that if you just present 100 different options it can be overwhelming!

Firm: Hunter & Craig
Interviewee: Shaun Hunter
Role: Director / Build Team
Location: Central Otago
Staff: 12

We often find that the majority of our customers have a style or direction in mind when they initially engage our designers. Our architectural designers then work with them to refine that style and also discuss aspects within their existing home which either work well or need improving.

Each of our designs are individually tailored to the client, catering to their specific lifestyles and preferences

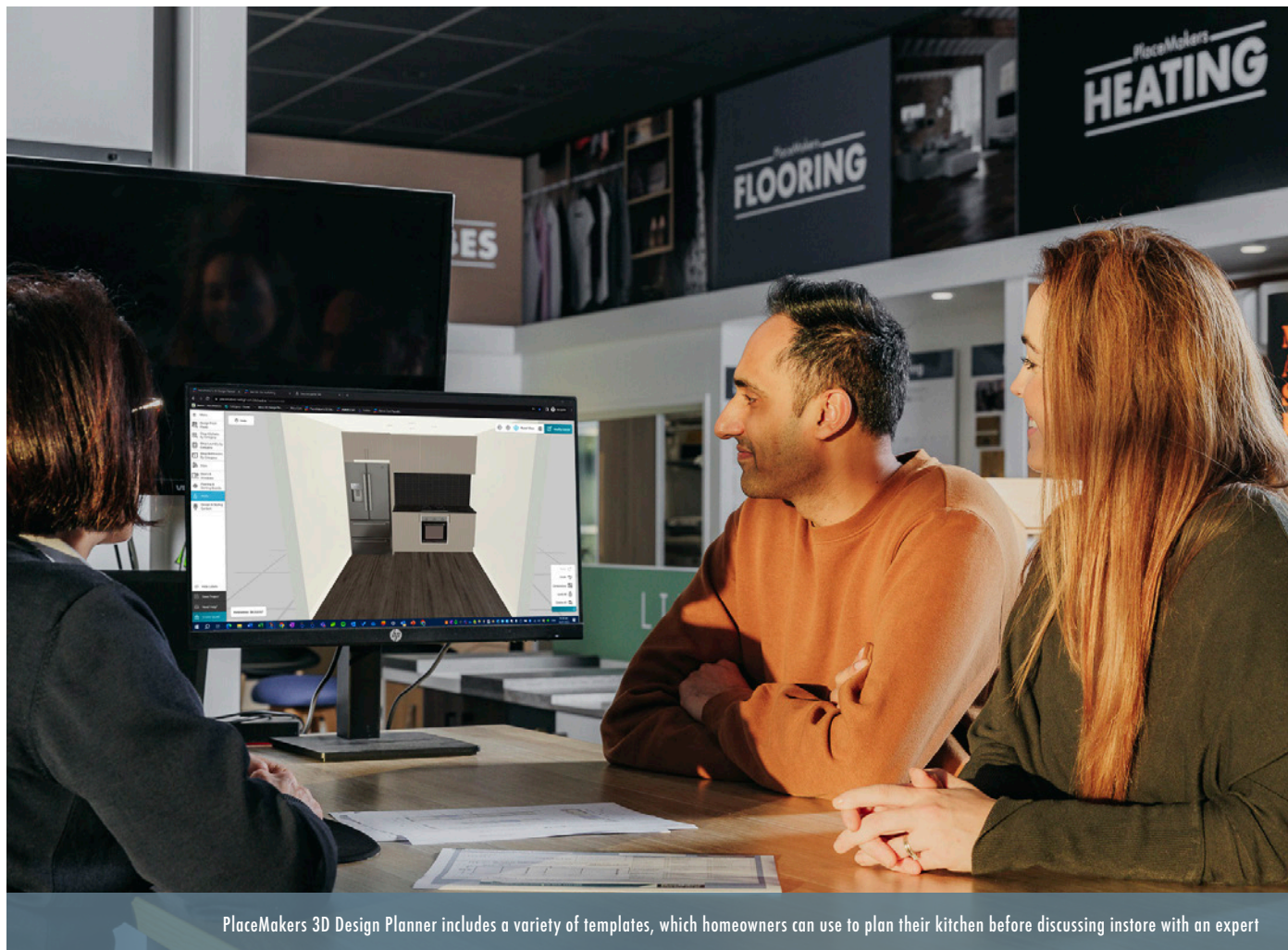
Our designers then work alongside an interior designer to collate materials, colours and finishes with our clients.

Each of our designs are individually tailored to the client, catering to their specific lifestyles and preferences.

There are common influences as style and design evolves, such as trends, colours and finishes. A good example is the evolving way in which we live in energy efficient open plan houses, where our kitchens now operate as a centre piece and statement in our homes.

We have noticed an increase in priority to these spaces, ensuring that they both function well and bring individual character and personality to the home.

KITCHEN DESIGN MADE EASY



PlaceMakers 3D Design Planner includes a variety of templates, which homeowners can use to plan their kitchen before discussing instore with an expert

Working with PlaceMakers for kitchen builds and renovations, with the help of our online design tool, can be a win-win for you and your clients alike

When your client is considering their kitchen project, direct them to your trusted building supplies partner – PlaceMakers. We have kitchen consultants nationwide and our online 3D Design Planner is an easy-to-use tool designed to help homeowners take the first steps in realising their dream kitchen.

One of the benefits of using your local PlaceMakers team is taking advantage of the expertise of our kitchen consultants, who can work directly with your client on their kitchen design (and of course enjoying the bonus of accruing

PlaceMakers Plus points on your trade account against all your client's orders!).

PlaceMakers offers a wide range of high-quality kitchen appliances, tapware and sinks, as well as cabinetry with a 15-year warranty, making us a true one-stop shop for any build or renovation project.

We are committed to our role in supporting builders to deliver quality outcomes for your clients across a range of budgets and spaces. The PlaceMakers 3D Design Planner is a great online tool to help make the kitchen design process even easier.

ONLINE INSPIRATION

The free-to-use, no-obligation 3D Design Planner includes a variety of standard templates in which homeowners can begin positioning their desired layout. For those that want to be more thorough, measurements can be entered to draw up specific floorplans, including any unusual configurations, windows, doorways and openings as required.

For those clients who don't know where to start, the tool features premade Inspiration Rooms, allowing users to get an idea of style and layout options from which to start their design. For clients that want



The tool is designed to provide inspiration, test out ideas, and to see what options might work within their space and the available budget

a bit more assistance from the start, they can visit one of the many PlaceMakers showrooms throughout the country.

Clients can either 'Shop by Category' or use the Inspiration Rooms to drag items they like onto their floorplan. Once the cabinetry layout is complete, it's easy to change out cabinetry and benchtop colours to visualise how these changes alter the look and feel of the design.

Clients can then go that one step further and customise sink, tapware and appliance options to complete their personalised design.

INTEGRATED INSTORE SYSTEMS

Once your client has had a go with the Planner, the design can be saved and accessed instore by a dedicated PlaceMakers kitchen consultant.

"When using the 3D Design Planner, the expectation isn't for homeowners to create a kitchen design that is set in stone to the last detail," says PlaceMakers Kitchen Category Manager Rebecca Collier-York. "The tool is designed to provide inspiration, test out ideas, and to see what options might work within their space and the available budget."

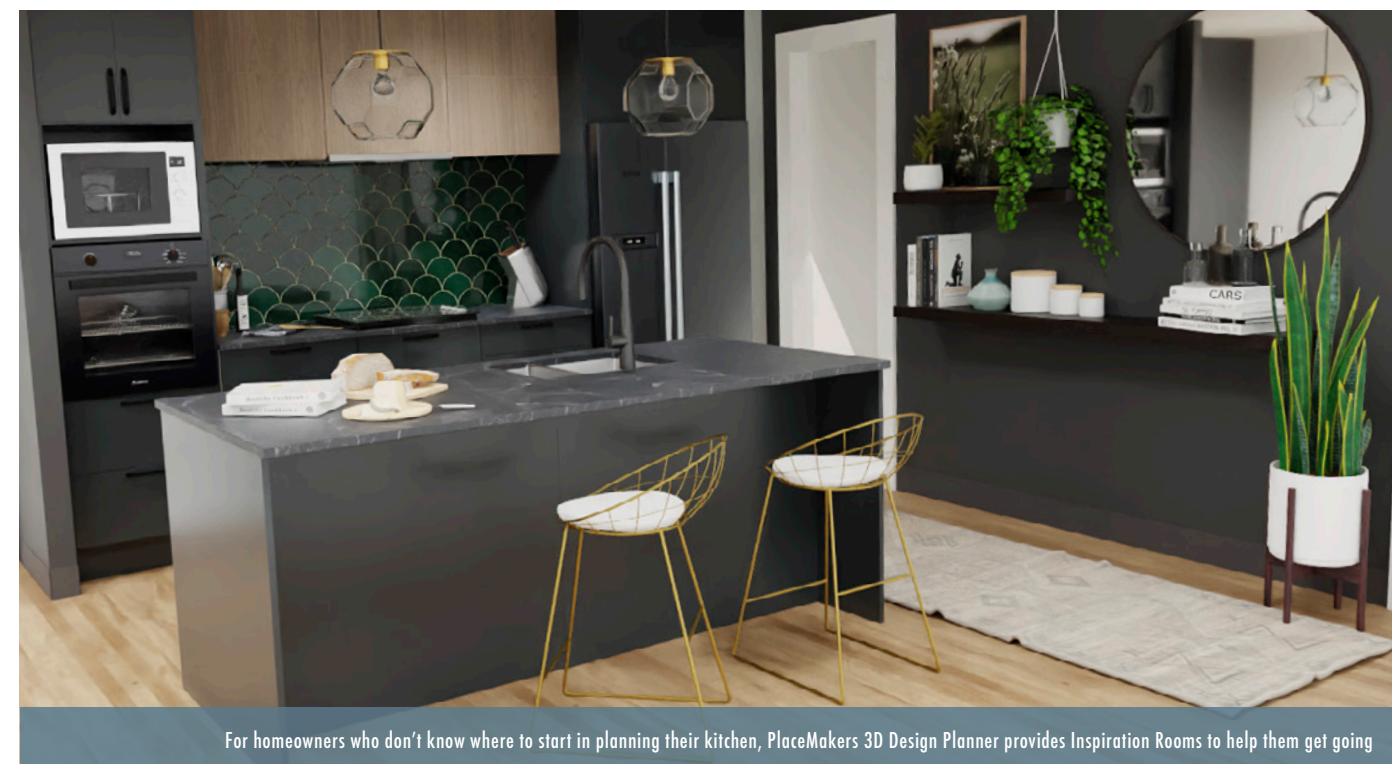
"The next step is to send the design to branch, for it to be picked up by a PlaceMakers kitchen consultant, who will be in touch to work through the design further."

BUILDERS' BENEFITS

"For builders who have a trusted relationship with their PlaceMakers trade rep, but may not be aware of our kitchen offer, we invite you to direct your client to our 3D Design Planner the next time they ask for a recommendation. We believe it is a win-win-win for all parties – especially with the opportunity of having PlaceMakers Plus points added to your trade account based on your client's purchases."

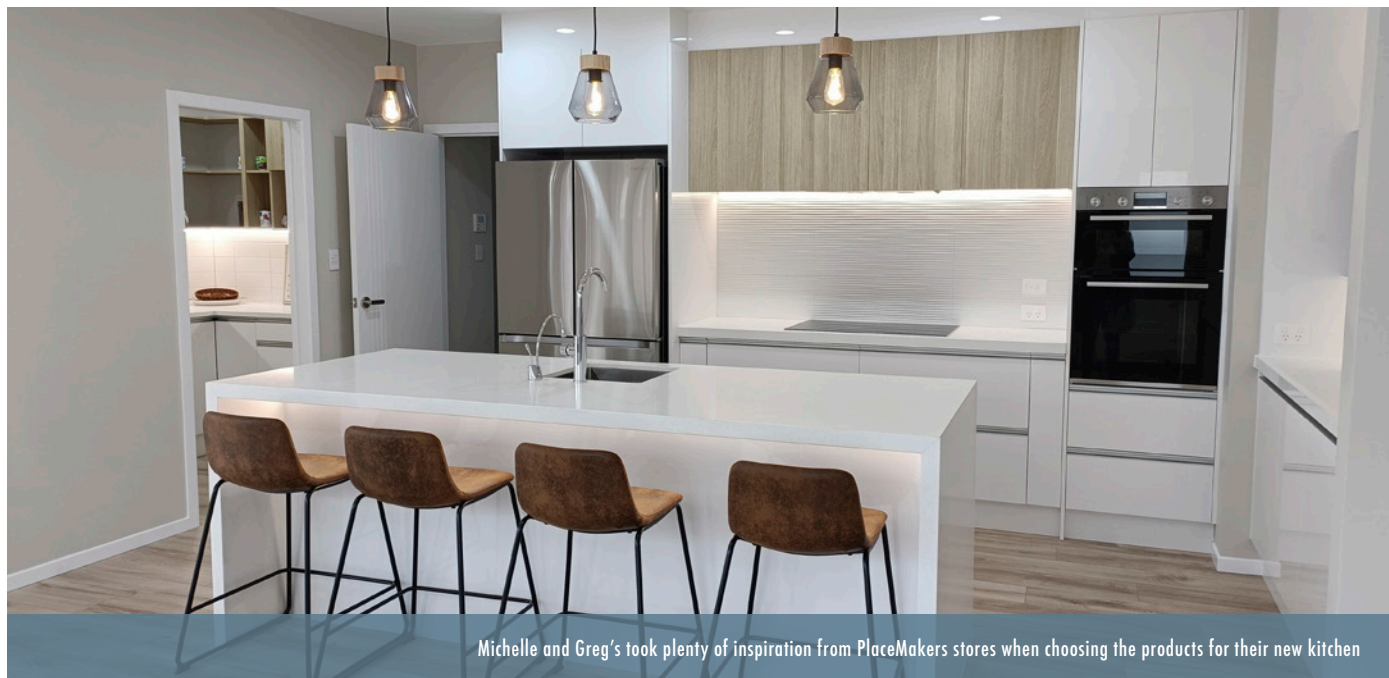
Turn to pages 6-7 to read about the positive experience that homeowners Michelle and Greg Neville had working with PlaceMakers on their new kitchen.

PlaceMakers 3D Design Planner can be found at placemakers-webgl.3dcloud.io or by searching 'PlaceMakers Kitchen Planner' on Google. ■



For homeowners who don't know where to start in planning their kitchen, PlaceMakers 3D Design Planner provides Inspiration Rooms to help them get going

PLACEMAKERS KITCHEN DREAMS



Michelle and Greg's took plenty of inspiration from PlaceMakers stores when choosing the products for their new kitchen

Michelle and Greg Neville used PlaceMakers for their new kitchen because of a recommendation from their builder, and it couldn't have turned out any better!

When Michelle and Greg Neville drew up plans for their brand-new kitchen, they weren't sure who they were going to contract to turn dreams into reality.

Luckily, the couple didn't have to think very hard before a solution presented itself.

"The builder we used for our house, Millstone Residential, uses PlaceMakers for kitchens, and as PlaceMakers came recommended, we had no issue going down that route."

While Michelle and Greg designed the kitchen themselves, Greg says they took plenty of inspiration from PlaceMakers.

IN-STORE INSPIRATION

"We had about three or four visits to PlaceMakers Wairau, and, honestly, the hardest part was making up our minds with so many options available! Seeing the display kitchens really helped, as it allowed us to visualise everything."

"We also had a lot of help from Kenneth Calvo, who worked at the Wairau store. He recommended different materials and colours and came up with examples of what we could achieve when we discussed our requirements with him."

Kenneth was always available to offer advice – at one point guiding the pair away from installing a 50mm benchtop in the scullery (a decision they are glad they made!) – and was always on-hand when required.

"Kenneth was very good. He was our project manager throughout the build and we had an excellent relationship. From time-to-time, we asked his advice, but he always left the final decision up to us and was able to explain how and why certain things may or may not work."

BLANK CANVAS DREAMS

Michelle says that starting from a blank slate with a new build allowed them to put together their dream kitchen, and working with PlaceMakers made it easy.

In addition to the support from Kenneth, the wide range of products in store – including handles, colours and finishes – was more than enough for Greg and Michelle to pick from, and the availability of stock was good too.

"We learned a lot from the first house we built, which reassured us about what aspects we did and didn't like. For this kitchen, we wanted clean lines with no drawer or cupboard handles sticking out and we got exactly that."

"[PlaceMakers] can supply 100% of the kitchen from sink to hob, oven and the splashback. They really are a one-stop shop"



I'd have no hesitation going back to PlaceMakers. People might not think of them as kitchen specialists, but they produce a final product just as good as any kitchen specialist could

Initially the pair had "a few reservations" about the all-white colour scheme, but now they wouldn't change it for the world. They also picked a "hi-gloss acrylic with laser-edge finish" for the cupboards – another decision they are happy they made!

"The result is a kitchen that maximises light in the area and is easy to clean with a high-quality appearance. The finish also compliments the stone engineered benchtops as well as the chrome tap fittings and aluminium hardware," explains Greg.

Greg and Michelle also decided to install a "statement piece" shelving unit, with built-in LED lighting, corrugated

paneling in the back and colours that matched the adjacent cupboards as closely as possible.

HIGH QUALITY FROM THE WHOLE RANGE

Greg says PlaceMakers had what it takes to deliver on their vision.

"The quality of the products provided by PlaceMakers was very good, and they always corrected things when they needed to. We've had a finished kitchen for eight months and we wouldn't change anything. If we did it again, we'd have no hesitation going back to PlaceMakers. People might not think of them as kitchen specialists, but they produce a final product as good as any kitchen specialist."

While the kitchen wasn't completely fitted with PlaceMakers appliances, Greg says it wouldn't have been an issue to do so.

"Regardless of whether we got our oven from PlaceMakers or not, they can supply 100% of the kitchen from sink to hob, oven and the splashback. They really are a one-stop shop. You don't have to go a kitchen specialist joiner."



The 'statement piece' shelving unit, complete with in-built LED lights



Greg and Michelle are delighted with the high-gloss acrylic, with laser edge cupboards

**WE DON'T GIVE
FASHION ADVICE
BUT WE'RE
ALL OVER H1**



H1 Energy Efficiency changes can sound confusing but PlaceMakers makes it easy. We've got all the info and products you need to ensure you're H1 compliant.

Pop into any store to speak to our team or

Q 'PlaceMakers H1'

**ALL
OVER**

H1



PlaceMakers®

TRADEMADE DEALS



JamesHardie™

Pre-Cladding products
by James Hardie work by
equalising the air pressure
within the external wall cavity,
making the building airtight
providing superior weather-
tightness, structural bracing
and fire protection

- Resistant to fire, rot and moisture damage
- Built-in air and water resistant barrier whilst allowing moisture vapour to pass through to keep framing cavity dry
- Increases overall rigidity of the structure
- Will not warp or shrink when exposed to weather
- Classified as non-combustible material
- BRANZ appraised
- CodeMark certified
- Achieves 50 year durability
- 15 year product warranty

HOT DEAL



**HOMERAB™ PRE-CLADDING
BY JAMES HARDIE
2450×1200×4.5MM**

3100870

\$42 +GST

2750×1200×4.5MM

3100871 **\$48** +GST

**RAB™ BOARD
BY JAMES HARDIE
2450×1200×6MM**

3150177

\$58 +GST

3000×1200×6MM

3150178 **\$65** +GST

**RAB™ BOARD
BY JAMES HARDIE
3000×1200×9MM**

3150183

\$125 +GST

2750×1200×9MM

3150184 **\$109** +GST

PlaceMakers®

Together we're building
New Zealand

PlaceMakers®

Together we're building
New Zealand

PLACEMAKERS APPRENTICE CREW



FROM THE GROUND UP

Our apprentice column provides an opportunity for PAC members to share their views, experiences and ideas, while providing insight for builders who employ them. This month's question is:

Q: Do you have much exposure to kitchen and bathroom fitting?

NEWLY QUALIFIED

Name: Amy
Location: Canterbury

I got heaps of kitchen and bathroom experience during my apprenticeship. I did it in Hamner Springs and there weren't many specialist kitchen joinery companies there, so we had to do it ourselves. In my first week, I learned how to put in a shower and vanity, and I was soon working on kitchens too.

I probably finished my apprenticeship with eight to ten kitchen or bathroom projects. Most of the kitchens would arrive in flatpack form and it would be up to us to put them together. My duties were generally cutting the sink out, installing benchtops and adding handles. I always found it really cool to see an empty space transform into a fully functioning kitchen.

In terms of bathrooms, we'd normally frame up baths and put in shower trays, wall liner, vanity and shower glass. It's funny; some of the apprentices on site now have never worked on a kitchen or bathroom! I think it's a useful skill to have in your locker.

Now I work in Canterbury, we generally have joiners put the kitchens and bathrooms together. It can be nice to be able to get on with other jobs, like cladding, while someone else does the kitchens; however, I do miss it from time to time!

3rd YEAR

Name: Amanda
Location: Queenstown

I haven't had a lot of joinery experience yet. I helped install a giant bath a couple of years ago, but the chance hasn't come around again. The houses that my company builds tend to be high-end – at least 500m² – and take about three years to complete, so I haven't been able to do many repetitive tasks, including joinery.

I'm currently working on cladding, so it'll take me a couple of months before I start on any joinery. However, when we get to the kitchen and bathroom stage of our current build, I'll be a part of the team.

Not only is it an important aspect of my education, it's an area that I'm interested in! All those neat little finishing touches can make a big difference to how a home looks and feels, and I think that'll be cool to work on. Plus, doing something that creates a point of difference is fun! On the job I'm working on, I'll be a part of the team installing a walk-in wine cellar and I'm excited to see the end product!

Looking at it from a career progression point of view, I want to keep working on high-end housing and I'll need to learn and excel at skills like joinery to do so. Because we do everything from steel lintels to plaster-board and some landscaping, I need a varied skill set, and joinery is a part of that.

3rd YEAR

Name: Ben
Location: Wairarapa

I haven't had much experience with kitchens or bathrooms recently, although I have worked on a few kitchen installations in the past, as the company I work for has its own joinery factory. Working with the finer detail of home building, such as kitchens or bathrooms, isn't really an area that I'm interested in – I'd rather focus on the broader construction side of things.

Although it's not my favourite thing, I'm glad I've had joinery experience, as I believe that having a broad range of skills is important. I want to be able to have a crack at everything on site and be able to give things a decent go if they come up during a job.

I've also gained some broader joinery experience over the last few weeks, making doors and things like that. And, even though I don't see myself doing that a lot in the future, it's still good experience.

I expect it will come up again in the future. My main focus for my career will be residential work, as I've done commercial building and didn't really like it. I love feeling a buzz after putting up frames, and you can see a building start to appear where previously there was nothing!



TASTE OF TRADES NOW AVAILABLE

BCITO Te Pūkenga says micro-credentials offer learners an opportunity to see what a career in the trades could look like

Micro-credentials have now been launched by BCITO Te Pūkenga in partnership with Waihangā Ara Rau – Construction and Infrastructure Workforce Development Council. The series of courses are designed to provide an introduction to construction, joinery, renovation, demolition, onsite assembly, interior lining and exterior cladding.

"We have heard from our industry stakeholders that they need new and innovative ways to attract people into their workplaces," said BCITO Te Pūkenga Group Manager of Te Kāhui Whakawhitinga Greg Durkin.

"These micro-credentials offer learners an opportunity to see what a career in the trades could look like. The learning also counts towards an apprenticeship, if the learner continues down that path.

"They are also great for people, who are considering a career switch, providing introductory bite-sized bits of learning."

The micro-credentials take two to six months to complete, and assessment is carried out online using a variation of online learning tools.

Upon completion of a micro-credential, learners will receive New Zealand Qualifications Authority (NZQA) credits

and a Te Pūkenga certificate.

STUMPING UP FOR MICRO-CREDENTIALS

According to the BCITO website, micro-credentials have been established to help learners get a foot in the door and kick-start a potential career in the trades. However, prospective tradies will have to pay for the cost of the course from their own pockets.

Additionally, employers will not be able to claim funding from the Apprenticeship Boost for learners engaged in a micro-credential course either.

The Fees Free scheme is targeted towards first-time learners and covers up to \$12,000 for one year's study or two year's training and is paid directly to the learner's education organisation.

The Apprenticeship Boost is funded by the Ministry of Social Development and allows employers to receive up to 24 months of support with payments of \$500 per month for any apprentice enrolled in a BCITO Level 4 qualification that contains 120 credits or more.

CAN'T REPLACE AN APPRENTICESHIP

BCITO said that while the micro-credentials do count towards an apprenticeship, they can't be used to supplement the learning that would be expected of a Level 4 student.

"We have mapped the micro-credentials to the Level 4 Carpentry qualification, so that learners automatically gain achievement of some learning outcomes towards Level 4 Carpentry, but not full standards."

A learner who completes a micro-credential will enter an apprenticeship with a more grounded knowledge base than someone who hasn't; however, BCITO warned that completing a micro-

credential doesn't mean a learner or employer can rest on their laurels.

"Completing the micro-credentials before entering into the full apprenticeship offers advantages, but it is still down to the individual learner and the ability of the workplace to provide learning opportunities and the scope of work to complete the full apprenticeship."

Developed with Tertiary Education Commission funding, the micro-credentials are available now via BCITO. If other providers are interested in providing the micro-credentials themselves, they are welcome to apply to NZQA.

The bite-sized courses are:

- Basic Construction Skills (39 credits).
- Demolition and Renovation Skills (36 credits).
- Onsite Assembly Skills (32 credits).
- Introductory Interior Linings and Joinery Skills (25 credits).
- Introductory Exterior Envelope Skills (35 credits).

There is also one available in kitchen installation, and one in insulation installation. Learner resources for the micro-credentials are available to providers free of charge by contacting Andrew Donohue at BCITO on andrew.donohue@bcito.org.nz.



Micro-credentials offer learners a foot in the door, but they'll have to cover the cost themselves

WHAT'S ON

PLACEMAKERS PRODUCT PICKS



The popular Ecko Joltcrew is now available in bronze and black.

Ecko Joltcrews are an 8-gauge screw with a small diameter 'jolt' type head, like a jolt nail, that leaves a discreet hole when fixing weatherboards, window and door jambs, and other decorative boards and battens.

The 5mm diameter head incorporates a T15 star drive, while the pack includes a driver. The product is available in three lengths – 65mm, 75mm and 90mm – in galvanised and T316 stainless steel. Bronze and black is available in 75mm.

Furthermore, Joltcrews are endorsed by Southern Pine Products.



KOMELON GOLD POWERBLADE II



Komelon, the manufacturer of New Zealand's number one tape measure range, is proudly celebrating its 60th anniversary in 2023. To mark the milestone, Komelon is offering a very limited-edition gold version of one of its most popular ever tape measures!

The 27mm x 8m Gold PowerBlade II has some special standout features you've come to enjoy with Komelon's top-quality trade tape measures, including: larger print in NZ metric, an ultra-compact protective rubber case, a non-slip locking button, durable coating, double-sided markings and the patented magnetic dual end hook. Don't miss out, this is something to collect and celebrate!



STAFFY MOBILE SCAFFOLD

Staffy mobile aluminium scaffold towers are not only tough, safe and versatile – they're also modular!

It's one thing having a mobile tower that can be moved around internally and externally, but Staffy takes versatility to a new level. It converts into long scaffolding runs, which can be set up around corners – with walk-through frames to allow two uninterrupted working levels – giving builders unparalleled benefits.

The ability to erect towers or long scaffolding runs (referred to as a MEDGE) easily and safely, without the use of tools, or even the help of a second person, makes Staffy Scaffold one of the safest and most versatile mobile aluminium scaffold units in NZ today.



Made from repurposed viticulture waste, REPOST's low-cost wooden fence posts are perfect for builders looking for a more sustainable product. The posts are available in No.1 grade, half and quarter rounds in 1.6m and 1.8m lengths, pointed or unpointed, and meet H4 CCA treatment under NZS3640:2003.

Competitively priced, even customers with restricted budgets can afford high-quality fencing with REPOST!



HI-MACS by Laminex is a thermoformable and visually seamless solid surface made with a unique combination of acrylic, minerals and natural pigments. It's non-porous, antibacterial and silica-free, making it a safe and hard-wearing choice for residential bathrooms and kitchens.

Best of all, it's incredibly versatile and allows customers to take advantage of options for custom shapes and backlighting to create truly striking interior designs.

HI-MACS Aurora Sanremo is a tonal black marble with subtle grey veining and large black particulates. Sanremo brings contrast with its dramatic veined pattern for a dynamic look.

Visit your local PlaceMakers or check out placemakers.co.nz/online/kitchen.

ADESSO LEAD-FREE TAPWARE RANGE



The new Adesso Mode tapware collection offers a modern take on a classic design. The range is available in five colours and has been designed to meet the new low-lead requirements, which MBIE has confirmed will be incorporated in Building Code Acceptable Solution G12/AS1.

Available in chrome, brushed nickel, black, brushed brass and gun metal, the range comes with with a 35-year warranty on the cartridge and is designed for both all pressure and mains pressure. Available in a complete collection to suit any bathroom and kitchen.



BOSCH GLL 3-60 XG

Introducing your ideal levelling partner – the GLL 3-60 XG Professional! Equipped with three 360° green line laser planes, the GLL 3-60 XG Professional delivers you all-rounded levelling solutions.

Thanks to Bosch Green Laser Technology, the green laser line enables optimum brightness and visibility while providing world-class precision. Additionally, the IP 54 rated robust housing design protects your tool against water splash and dust.

Professional users will find the GLL 3-60 XG Professional simple to use and efficient in their daily job. From mounting shelves to suspended ceilings, layout modelling to wall plastering applications, the GLL 3-60 XG Professional has you covered.



Surround by Laminex French Stripe 30 profile's narrow stripes add depth and dimension to a modern interior.

Equally spaced battens and grooves give the illusion of a striped effect in this elegant profile. Panels exude European sophistication in their simplicity, conducive to a neutral yet impactful wall.

Or try the Scallop 135 (pictured). The generous, defined curves are designed to sit quietly within a sophisticated home or commercial interior. This subtle structure brings a softness to a large surface, creating an overall sense of calm.



ALTERING AN EXISTING BUILDING



For an addition or larger alteration to an existing building, all new construction must meet the requirements of clause H1

In November 2021, the Ministry of Business, Innovation and Employment (MBIE) released the biggest energy efficiency updates in more than a decade

The changes included an increase to the number of climate zones from three to six and increased insulation requirements for roofs, walls, floors, windows, doors and skylights.

They also provided a new compliance pathway for heating, ventilating and air conditioning (HVAC) systems in commercial buildings.

These changes will deliver warmer, drier and healthier buildings that cost significantly less to heat and will also generate carbon savings through improved energy efficiency.

The H1 Energy Efficiency acceptable solutions and verification methods provide ways to comply with the Building Code, and are straightforward to use when dealing with a brand new building. However, things get a little more complicated when you want to make an alteration or addition to an existing building.

The Building Act 2004 requires all new building work to comply with the Building Code, both when a building consent is required or if the work is exempt. However, if you are carrying out building work to alter an existing building, sections 42A and 112 of the Building Act make provisions for the building to comply with the energy efficiency requirements of the Building Code to at least the same extent as it did immediately before the building work began. In a nutshell, the performance of the building needs to be at least as good as it was before you altered it.

So, how can you confirm that an alteration to a building will comply with the energy efficiency requirements of the Building Code?

When determining what thermal resistance is required for repaired or replaced building elements, you should consider the existing performance of the building, the extent of the element

being replaced, and how the element contributes to the overall performance of the building. You can then use judgment to ensure that the replacement will perform to at least the same extent. The extent of the building envelope that is altered or replaced will influence how closely the repair/replacement should match the R-values specified for new buildings in the acceptable solutions.

ADDING AN EXTENSION OR MAKING A LARGE ALTERATION

For an addition or larger alteration to an existing building, all new construction must meet the requirements of clause H1, but the rest of the building that is not being altered does not have to be upgraded to comply with the current requirements. The altered building as a whole must comply with clause H1 to at least the same extent as it did before the alteration. In other words, all new work must comply fully with current Code requirements, and the energy efficiency of the building as a whole must not be made worse by the alteration.

Renovations and alterations oftentimes provide once-in-a-generation opportunities to significantly improve the performance of existing buildings cost effectively

A simple way to achieve this is to ensure that the new construction complies with the acceptable solution or verification method, and any parts of the existing building that are affected by the alteration do not achieve lower thermal performance than they did before the alteration.

If the energy efficiency performance of the building is reduced because of the addition or extension, some existing parts of the building may need to be upgraded. However, the upgrade is not required to meet the levels set in the relevant H1 acceptable solution but should ensure that the building as a whole continues to achieve the level of thermal performance it enjoyed before the addition or extension.

If the building was originally constructed to exceed the minimum performance levels specified in the Building Code, and the alteration will not lower the performance to below the Code requirements, then you would not need

to upgrade the envelope, as it will still comply with the current requirements.

An example of this is an alteration where a new skylight is installed in an insulated roof. The R-value of the skylight is likely to be less than that of the existing roof structure that it replaces. To ensure that the overall performance of the building is not reduced, you will need to add sufficient insulation elsewhere in the thermal envelope to offset the loss in thermal resistance at the new skylight, such as installing additional roof insulation in other areas.

SMALLER REPAIRS OR REPLACEMENTS

For repairs or replacement of a small part of the building envelope, you should simply ensure the overall thermal resistance of a building is not diminished.

An example of this is the replacement of an older, single glazed window or door. The replacement joinery will need to perform to at least the same extent as the one being removed but will not be required to comply fully with the current Code requirements.

For any work that alters an existing building, the main thing to remember is that the building's overall compliance with the energy efficiency requirements of the Building Code must not be less than it was prior to the alteration taking place.

You can find more information about how to comply with the H1 Energy efficiency requirements when altering an existing building on our website.

DON'T MISS OPPORTUNITIES TO IMPROVE BUILDING PERFORMANCE

Renovations and alterations oftentimes provide once-in-a-generation opportunities to significantly improve the performance of existing buildings cost effectively. Examples are retrofitting insulation to building elements that are otherwise inaccessible, or choosing high-performance, double-glazing when single-glazed windows need replacing. In such situations, it makes sense to go beyond what the Building Act requires.

KEY DATES FOR H1 ENERGY EFFICIENCY UPDATES

On 1 May 2023, there was an increase to the insulation performance requirements for walls, floors, roofs, windows and doors in new housing. This was the next step in the staged transition for insulation requirements in housing.

The staged requirements are set out in tables within the H1 acceptable solution and verification method documents, and are summarised in a news story previously published at: [building.govt.nz/about-building-performance/all-news-and-updates/transition-dates-for-the-building-code-updates-programme](https://www.building.govt.nz/about-building-performance/all-news-and-updates/transition-dates-for-the-building-code-updates-programme).

CODEWORDS QUIZ ISSUE 113

- 1 Under the H1 changes, how many climate zones are there in New Zealand now?

a) 3.
b) 2.
c) 6.
- 2 What are the benefits of the H1 changes?

a) They will deliver warmer, drier, and healthier buildings.
b) They will cost significantly less to heat.
c) They will generate carbon savings through improved energy efficiency.
d) All the above.
- 3 If you are asked to install a skylight into an existing insulated roof, you must:

a) Not do so, as the R-value will likely be less than the existing roof, which could create a weak spot in the thermal envelope.
b) Add sufficient insulation elsewhere in the thermal envelope to offset any loss of thermal resistance at the skylight.

The Codewords article above is republished verbatim. As such, neither PlaceMakers or Under Construction magazine's publishers take responsibility for the accuracy of the article or its corresponding questions. Reading this article and answering the questions meets Skills Maintenance requirements.





MBIE

REBUILDING AFTER SEVERE WEATHER



Cyclone Gabrielle caused significant damage across the country – MBIE has developed and updated a number of resources to provide information and guidance

The summer of 2023 has proven to be one of New Zealand’s most challenging, with severe weather hitting most of Te Ika-a-Māui North Island and affecting the lives and livelihoods of thousands of New Zealanders

In the month of January, Tāmaki Makaurau Auckland received 45% of its annual rainfall according to the National Institute of Water and Atmospheric research, with many areas of Te Ika-a-Māui receiving over 400% of normal January rainfall.

In February came ex-tropical Cyclone Gabrielle, bringing widespread flooding and damage to land and buildings across Te Ika-a-Māui, cutting off several communities from the rest of the country.

We know the road to recovery will be long and will bring many challenges. The Ministry of Business, Innovation and Employment (MBIE) is here to support home and building owners, and those in the building sector, as our communities look to start their journey.

MBIE has developed and updated a number of resources to provide information and guidance to help Licensed Building Practitioners navigate the remediation and recovery of buildings that have been damaged by flooding.

PLACARD INFORMATION
If the building you are working on has a rapid building assessment placard, you need to know what this means. MBIE has produced information on what rapid building assessment placards are and what they mean.

You must not start repair work on a building with a red or yellow placard without first contacting your local council to discuss this. The council will, if appropriate, issue authorisation to access the building. In some cases,

access may be refused, for instance due to a high risk to life or safety. In the case of a red placard, it is likely that a Detailed Damage Evaluation will need to be undertaken. This may also be recommended for a yellow or white placard.

FLOOD DAMAGED BUILDINGS
This guidance provides advice on what to consider before undertaking repairs and how to minimise future damage.

It includes some helpful information about how to identify potential flood damage to different building elements, and a suggested list of building areas that should be inspected for damage to help you identify what remedial work may be needed.

It also talks about some of the risks

associated with such damage, to help you carry out the remedial work safely.

Read the flood damaged buildings guidance: building.govt.nz/managing-buildings/managing-buildings-in-an-emergency/remediation-repair-and-urgent-works/flood-damaged-buildings.

DAMAGE TO PLASTERBOARD
Flood damage frequently means that the plasterboard wall linings in a building are damaged. This may be due to direct exposure to water, which could see the lining become mouldy or discoloured, or could also occur if there has been movement of the building due to foundation settlement caused by instability of the land under or around the house. This may lead to cracking at corners or other junctions.

MBIE has produced information to help check for potential damage, clarify why it’s important to repair plasterboard, identify the types of plasterboard you may be working with, and explain the regulations surrounding the use of plasterboard.

Read more about damage to plasterboard: building.govt.nz/managing-buildings/managing-buildings-in-an-emergency/remediation-repair-and-urgent-works/damage-to-wall-linings-plasterboard-caused-by-flooding.

SLOPE STABILITY
MBIE has created a quick guide, which provides direction for designers and home and building owners on how to go about remediating any damage done to their buildings or surrounding areas, where the foundations or the ground have been affected by flooding or landslides.

It covers safety issues, what to look for, what to do if the work is urgent, and exemptions that might apply.

Read the slope stability quick guide: building.govt.nz/assets/Uploads/managing-buildings/slope-stability-quick-guide.pdf.

BUILDING CONSENT EXEMPTIONS
This quick guide provides information on what building work may not require a building consent following a severe weather event or earthquake. It focusses on exemptions that apply when remediating flood damage. The guide covers everything from fences and outdoor structures through to windows and internal walls, including a section on plumbing.

Read more about building consent exemptions: building.govt.nz/assets/Uploads/managing-buildings/post-emergency-building-assessment/building-consent-exemptions-for-damaged-buildings-quick-guides.pdf.

MBIE has produced information to help check for potential damage, clarify why it’s important to repair plasterboard, identify the types of plasterboard you may be working with, and explain the regulations surrounding the use of plasterboard

HELPLINES AND RESOURCES
The months ahead will require a lot of tough mahi. If you notice you or people around you are struggling, particularly if you are living or working in areas affected by the January floods or Cyclone Gabrielle, the Ministry of Health has a wealth of free helplines and resources for anyone to use.

Mental health and wellbeing: health.govt.nz/your-health/services-and-support/health-care-services/mental-health-services/mental-health-and-wellbeing-where-get-help.

Noho mai rā i roto i ngā manaakitanga katoa (Stay well, take care) ■

CODEWORDS QUIZ ISSUE 113



- 4 When might a Detailed Damage Evaluation be required or recommended?

 - a) When there is a red placard on the building (following a rapid building assessment).
 - b) When there is a yellow placard on the building.
 - c) When there is a white placard on the building.
 - d) All the above.
- 5 What are some of the signs that plasterboard wall linings may have suffered flood damage?

 - a) It is mouldy.
 - b) It is discoloured.
 - c) It is cracking at the corners or other junctions.
 - d) All the above.
- 6 Can some building work connected with the remediation of flood damage be carried out without a building consent?

 - a) Yes, there are some exemptions that apply.
 - b) No.

The Codewords article above is republished verbatim. As such, neither PlaceMakers or Under Construction magazine’s publishers take responsibility for the accuracy of the article or its corresponding questions. Reading this article and answering the questions meets Skills Maintenance requirements.

RENO INSURANCE CLARIFIED



Major renovations will require contract works insurance – make sure the homeowner has arranged this before work starts!

Managing the risk that comes with doing building work is an important part of any project. Builders need to be aware of all the risks associated with the job and take steps to mitigate them. Here, insurance expert Ben Rickard discusses what insurance you need while doing renovations

Ensuring the right insurance is in place is one part of that risk management plan. There are two main policies that need to be in place when undertaking renovations – contract works insurance and public liability insurance.

CONTRACT WORKS INSURANCE

This is also referred to as builders risk insurance and covers accidental damage or loss to the works under construction. House insurance may include an allowance for minor renovations, but the amount of cover will depend on the insurer

and the scale of the work. Regardless, you should ensure that the homeowner has checked their policy and notified their insurer that work is being done.

With more substantial work, such as that over a specific value or involving structural work or works requiring a consent (depending on what the house insurance covers), contract works insurance needs to be arranged.

The building contract should stipulate who needs to arrange this cover and, in the case of work on an existing structure, this

responsibility usually falls on the building owner. The policy should name the builder and cover subcontractors as well.

Here are some other tips to make sure you're properly covered:

- Recommend the homeowner notify their insurer when work is being done.
- Follow the terms of the contract regarding who arranges the cover (this should be the homeowner in the case of renovations).

- Make sure you see a copy of the policy before starting work.
- Set a reminder to ensure that the policy is extended if completion is delayed.
- Remember to increase the sum insured if the project cost rises.

Cover generally ends on the earlier of:

1. the end date on the policy, or;
2. of the work, or;
3. when the owners occupy or put it into use.

The cover ends on whichever comes first.

CONTRACT WORKS INSURANCE CLAIMS

Even though the homeowner has arranged the policy, it will still cover damage that the builder or a subbie has caused to the works. For example, a damaged vanity, benchtop or appliance.

You are entitled to make a claim on the policy for any accidental damage, even if you were responsible for it – that is why the insurance is in place and why you need to be named on it. In these situations, you may be responsible for the excess (refer to your contract). You can also make the claim yourself if the homeowner refuses to, which is another good reason to get a copy of the policy up front.

Also known as broadform or general liability insurance, [public liability insurance] covers your liability for accidental damage to someone else's property. It is essential when you're working in and around a client's existing structure

Faulty workmanship is excluded, as is damage caused by external water penetration due to a failure of the works to comply with the Building Code (known as the Building Defects Exclusion).

PUBLIC LIABILITY INSURANCE

Also known as broadform or general liability insurance, this covers your liability for accidental damage to someone else's property. It is essential when you're working in and around a client's existing structure, where the potential to cause damage to property outside the project works itself is much greater. For example, damaging carpets in a house where you're renovating the bathroom, or water damage to a downstairs ceiling from a leak in a newly installed shower.

Public liability insurance won't cover damage to property you own. That means any materials, components and appliances you supply as part of the job aren't insured by public liability insurance, these fall under the contract works cover. The exception is if they are damaged after the contract has been completed and the works have been handed over to the client.

Public liability insurance can cover damage caused by faulty workmanship, including remediating defective work. But, as with contract works insurance, it won't cover your liability for damage caused by external water penetration (and some insurers argue it won't cover any water leaks).

It's also important to note that you're only insured for the occupation stated on your policy. So, if you're doing a commercial refit but your policy only covers residential work, then you may have a problem. This can also apply if you undertake activities such as plumbing, roofing, tiling, waterproofing or electrical work that is outside the scope of your insured occupation.

HIDDEN GRADUAL DAMAGE

When damage is discovered after the job has been completed, a claim should generally be made on the house insurance first. This is because the

claim will get assessed and repaired by the house insurer, who will then seek recovery of their costs from the tradesperson involved. If a claim is made directly on the builder's liability insurance, the cover is limited to indemnity value (ie, a depreciated value depending on how old the damaged items are), rather than replacement cost. This means the claim settlement may not be sufficient to cover the full cost of any remediation.

However, this is a tricky area as most house policies will have a very low amount of cover for claims that relate to hidden gradual damage, such as a slow leak behind a wall that causes timber to rot over time before being discovered. The house insurer may offer to cash settle the homeowner for that minimal amount, leaving them to find the rest some other way, such as pursuing the tradespeople involved. If the claim is for gradual deterioration, then it may also be excluded under the public liability insurance's Building Defects Exclusion. Here is an example of what this clause says:

Building Defects Exclusion

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

- a) 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

- b) mould, fungi, mildew, rot, decay, gradual deterioration, microorganisms, bacteria, protozoa or any similar or like forms in any building or structure.

RENO INSURANCE CLARIFIED CONT

BUILTIN INSURANCE

When damage is discovered after the job has been completed, a claim should generally be made on the house insurance first

The interpretation of this exclusion can vary by insurer, so it's important to seek good professional advice and have a solid understanding of your policy.

IN A NUTSHELL
You need to tread carefully when it comes to insurance covering renovation and alteration work. Contract works insurance must be in place, generally arranged by the homeowner with their existing house insurer. Public/general/broadform liability is also essential, as this protects you from liability for accidentally damaging other property while you are on site. Claims for damage due to water leaks can be very complicated, so having the right professional advice is crucial.



The information presented in this article is general in nature and not intended to be financial advice for individual situations. You should speak to an expert about your specific circumstances and needs. For more information visit builtininsurance.co.nz or contact Ben Rickard at ben@builtin.co.nz or call 0800 284 584.

PROVE YOUR KNOWLEDGE

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



- 1) What does public liability insurance cover?

a) Your liability for accidental damage to someone else's property.

b) Your liability for damage caused by external water penetration.

c) Your liability for damage to a property you own.
- 2) What should you do before starting a renovation?

a) Check that the homeowner's insurance includes an allowance for renovations.

b) Make sure the homeowner has checked their policy and notified their insurer that work is being done.

c) Ensure the homeowner arranges contract works insurance if their house policy doesn't cover the planned work.

d) All of the above.
- 3) Is a builder or subbie covered under contract works insurance for accidental damage they cause?

a) No.

b) Yes, but only if the damage caused is under an agreed threshold.

c) Yes.

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.

A different way to do walls.

NEW
PROFILES
AVAILABLE!

Image: Surround by Laminex™ Profile French Stripe 30

Surround by Laminex™ – a modern range of interior decorative wall panels.

Available in classic and contemporary profiles, Surround by Laminex™ is ideal for internal wall applications across a range of commercial and residential areas – simply install, finish and paint with your colour of choice*.

SURROUND
by Laminex™

NEW

NEW

French Stripe 30

Batten 25

Classic VJ 100

Demi Round 40

Scallop 45

Scallop 135

Low Sanding

Dimensional Stability

Vertical Application

Impact Resistant

Paintable

*When installing in an internal moisture area, additional preparation, sealing and painting is required. Surround by Laminex™ is prohibited for use in splash zones. Refer to Fabrication and Installation Manual for more information.

To find out more visit laminex.co.nz or talk to your Laminex representative.

Sheet sizes
2400x1200mm and 3000x1200mm

Profile thickness & back finish

12mm with White Low Pressure Melamine back for all except Classic VJ 100 which is 9mm with a raw back.

STABILISING WING WALLS



Wing walls are often used in residential bathrooms and usually located adjacent to built-in bathtubs or shower enclosures

Correctly stabilising wing walls in wet areas such as bathrooms is important to ensure the waterproofing membrane is not compromised. Architect Bruce Sedcole shares tips on how to mitigate this issue

Recent callers to the BRANZ helpline have highlighted that there are more frequent requests for information from building consent authorities about the stability of internal wing walls – specifically walls that are not full stud height, and especially those located in wet areas.

OFTEN NEAR BATHTUBS OR SHOWERS

These wing walls are often used in residential bathrooms and usually located adjacent to built-in bathtubs or shower enclosures. As the walls are not full height, they do not contribute structurally to loadbearing capacity or lateral bracing. They function primarily as a privacy screen or a surface to mount fixtures and fittings, such as tapware and shower screens or doors.

Located in wet areas and often near to, or at, the water source, they usually become part and parcel of the waterproofing system in these spaces. If the wing wall is finished in tiles – to match adjacent walls or floor – they may also be a vulnerable point of potential compromise of the waterproofing membrane, especially at junctions.

DEAL WITH THE TOP OF THE PANEL FIRST
To stiffen internal wing walls, there are several options that need consideration.

The primary goal is to stabilise the unrestrained top corner of the wall and to eliminate any wobble or flex in the wall panel.

The first question is: how do we stiffen or constrain this free top corner of the panel? There are a variety of methods. The rudimentary solutions involve connecting the free corner with a post to the ceiling above or with a horizontal connection rail – such as via a framed shower screen panel or door – to an adjacent wall.

However, while these may perform the required structural task, they often don't meet the aesthetic expectations of either the designer or the client. To eliminate these potentially visually intrusive solutions requires a little more planning.

WIDER TIMBER FRAMING FOR THE WING WALL
In my own architectural practice,

we generally use wider timber wall framing to the wing wall – increasing the framing timber up to 140mm or even 190mm thickness. Tightly securing the bottom plate to the floor with staggered fixings – on either side of the longitudinal centre line – helps mitigate the possibility of the wall rocking.

We also generally forgo nail fixings from bottom plate to floor and tend to specify threaded fixings, such as coach screws, coach bolts or cast-in threaded anchors to reinforced concrete floor slabs.

LINE THE WING WALL WITH RIGID MATERIAL
It is also helpful to use a strong, rigid lining material to the surface of the wing wall. Plasterboard linings – even if rated for wet area use – may still flex, potentially enough to compromise the performance of the waterproofing membrane system. It is far safer to use a strong inert substrate, such as a high-performing fibre-cement sheet lining, finished for internal use and installed in strict accordance with the manufacturer's instructions.

In this situation, adhesive alone should not be relied on to attach the sheet lining. Instead, combine adhesive with a mechanical fastening system to ensure there is sufficient strength to hold the board, the weight of any applied tiles and any occasional additional lateral load that may occur.

However, even with these beefed-up specs for the construction of the wing wall, it is still prudent to install additional bracing that will resist any extra lateral loads that may be applied to the unrestrained top corner of the wing wall.

UTILISING A BRACKET SYSTEM
Over the years, my architectural practice has adopted a simple bracket system to stiffen the entire top edge of the wing wall (see Figure 1). We use a flat metal plate – usually aluminium – that has the same area and dimensions as the top edge of the wing wall framing, but is lengthened to extend into the wall cavity of the adjacent full stud height wall it abuts.

The plate is usually fixed to the top plate of the wing wall with countersunk screws, with another piece of the wall lining then fixed over it to receive tiles or a finishing coat.

To my knowledge, however, there are no off-the-shelf Acceptable Solution answers to this method. As there are several variables, we use a registered

engineer to calculate the specific loads on the wall, design each bracket and issue a producer statement for the building consent application.

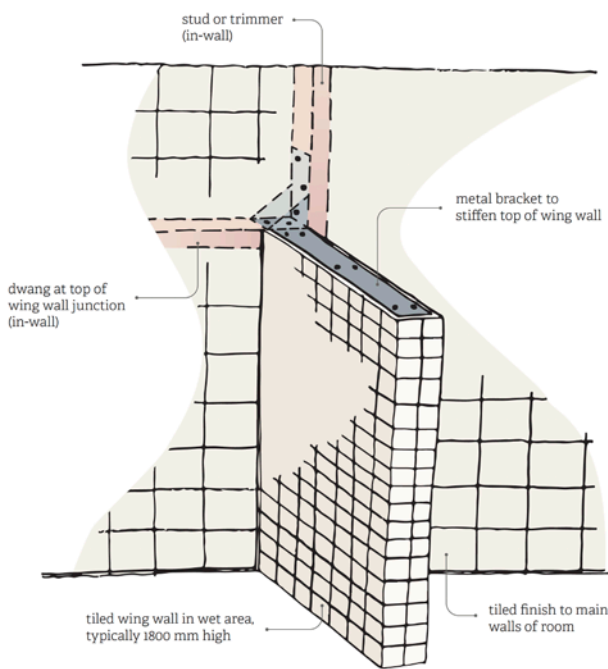
A SOLUTION FROM THE STATES
There are other solutions available online that I have not seen used in Aotearoa New Zealand, but may be adaptable for use here. In the USA, these non-full-height walls are referred to as half walls, knee walls or sometimes even pony walls.

There, the common solution to making these wing walls sturdier on suspended timber floors is to create a vertical cantilever with the wall. Each wall stud is continued straight down through the floor, alongside each joist or trimmer, or blocking as required, and attached to the subfloor or floor framing.

This means opening up the floor from above in alterations to existing construction, but the online instruction videos make it look fairly straightforward. Care would be required with both framing and waterproof membrane application detailing, but this appears to be a robust, time-tested solution.

FEEDBACK WELCOME
I am keen to hear feedback from readers regarding any other methods that may have been successfully used to stabilise these walls – not only on suspended timber floors, but also reinforced concrete floor slabs and especially existing floors. You can contact me at bruce.sedcole@branz.co.nz.

Figure 1. Stabilising wing walls



Article by Bruce Sedcole, ANZIA, BRANZ Principal Writer. This article was first published in Issue 195 of BRANZ Build Magazine. www.buildmagazine.org.nz. 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!

- | | | |
|---|--|--|
| <p>4) Where are wing walls most often used?</p> <ul style="list-style-type: none">a) In residential bathrooms.b) In commercial kitchens.c) In airports. | <p>5) Why could plasterboard linings be unsuitable for wing walls?</p> <ul style="list-style-type: none">a) Because there is no plasterboard rated for wet area use.b) Because it can still flex.c) Because you can't use adhesive and mechanical fasteners. | <p>6) Which of these is NOT A primary goal of stiffening wing walls?</p> <ul style="list-style-type: none">a) To meet aesthetic expectations of the designer.b) To stabilise the unrestrained top corner of the wall.c) To eliminate any wobble or flex in the wall panel. |
|---|--|--|

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.

INDUSTRY FEATURE

LBP STRUCK OFF



Jonesy Construction failed to lodge between 20-27 Master Build guarantees before it went bust in May 2022

A Licensed Building Practitioner (LBP) has been struck off after charging for services that he didn't provide

Jonesy Construction director Benjamin Jones took money from between 20-27 clients to obtain Master Builder guarantees that were never lodged, according to a decision shared by the Building Practitioners Board.

To add insult to injury, Jonesy Construction entered liquidation in May 2022, leaving those clients with uncompleted homes and no insurance.

The deception was brought to light when a client of Jonesy Construction made a Master Build Guarantee claim but was told he was not insured.

"The Complainant was operating under the impression that he was covered by a Master Build Guarantee because he had completed an application form, which had been taken from him for submission to Master Build Services by the Respondent (Jonesy Construction)," said the Board. "Also, the building agreement stipulated a Master Build Guarantee. The contracted price included the Guarantee premium, and the Respondent had invoiced the Complainant for the premium, which had been paid."

NO CLEAR EXPLANATION

During the hearing, Jones denied the

failure to submit applications was due to Jonesy Construction's difficult financial situation. He also confirmed that he was responsible for processing Master Build Guarantee applications but was "unable to offer any explanations as to why the applications were not submitted" and blamed an "administrative oversight". His explanation was rejected out of hand by the Board, which said the scale of non-lodgement rendered his argument invalid.

A Master Builders' guarantee covers a homeowner for ten years and begins when they sign the contract. The guarantee covers a homeowner against loss of deposit and non-completion, structural defects, materials and quality of work.

BRINGING THE PROFESSION INTO DISREPUTE

In judgement, the Board stated: "He (Jones) was a Master Builder, knew the required processes, had possession of the form and did not submit it, and knew or ought to have known that the application had not been made."

Given the importance of a Master Build Guarantee, the Board would expect a Master Builder, who is also a Licensed Building Practitioner, to know or check that an application has been accepted."

The Board found that Jones brought the LBP regime into disrepute by taking Master Build Guarantee funds and forms and not processing them. As a result, it struck him off the LBP register and disqualified him from reapplying for six months. It also fined him \$1,750 to cover the cost of the hearing and his offending will be recorded on the Public Register for three years.

LEGAL CHALLENGE

In July 2022, a group of 20 affected homeowners were planning on suing the Master Builders for refusal to honour the guarantees. They had engaged a lawyer who had handled similar cases before; however, at the time of printing, the status of the case is unclear. ■

Given the importance of a Master Build Guarantee, the Board would expect a Master Builder, who is also a Licensed Building Practitioner, to know or check that an application has been accepted

AUCKLAND COMPLETIONS ON THE UP

The number of new homes being completed in Auckland remains high, though consent numbers are dropping from their 2022 peak

According to Auckland City Council, 1,189 dwellings were issued a Code Compliance Certificate (CCC) in April 2023 – 561 more than April 2022. That number is an increase from April 2021 (990) and 2020 (910), which reflects increased consent numbers over the past 24 months.

A dwelling is granted a CCC when it's completed, which makes it a good indicator of how many consents turn into liveable homes.

April 2023's figures show that building activity has been strong in the 12 months prior to April this year. In fact, building activity has been strong throughout the first quarter of 2023 – reflected by high CCC numbers for February (1,012) and March (1,231).

The year ended April 2023 saw the most CCCs issued in the same time period over the past three years, with 14,691. In the year ended April 2020, 14,650 dwellings were issued CCCs, in the year ended April 2021, there were 13,209 and, in the year ended April 2022 there were 13,059.

STRONG COMPLETION TIMEFRAMES

Most (77%) of the homes issued a CCC in April 2023 were completed within two years. Out of 1,189, only 137 took longer than two years – with nine taking longer than four years.

This was down from April 2022, which saw 86% of CCCs issued to dwellings completed within two years of a consent being granted. However, there were also 19 dwellings that took longer than four years to complete.

Buoyant CCC numbers contrast with the declining consent numbers for the Auckland region during Q1 2023. During the first quarter of 2023,

there was a 19.2% drop in Auckland's consents compared to the first quarter of 2022. The total number of consents issued in Q1 2023 was 4,167 – while there were 5,156 issued in Q1 2022.

When the CCC numbers were made public, *Interest.co.nz's* property editor Greg Ninness suggested the numbers indicate that Auckland's building industry will remain busy while consents are high.

"The high CCC numbers suggest building companies and their suppliers will have been kept busy with residential work already in the pipeline, but may find it more difficult to find new projects to take on as existing ones are completed."

"However, some of the slack created by the downturn in consents is likely to have been taken up by post cyclone recovery work, which could make the economic effects of the pending downturn slower to show up in areas such as employment."

MIXED CONSENT NUMBERS

In terms of month-by-month consents, results have been mixed. Auckland consented 5% less dwellings in the year ended March 2023 compared to the previous year (20,312); however, the numbers for the year ended January (21,163) and February (20,811) increased slightly compared to the year ended 2022.

There were also less consents issued in April 2023 (1,331) compared to the past two years. In April 2022, there were 1,614 consents issued, slightly down from the 1,623 consents issued in 2021. However, April 2020 experienced the lowest consent number for three years with 894 consents issued.

The majority of June 2020's dwellings have now had CCCs issued, but, with consent numbers only slightly down, Auckland's builders have some work in the pipeline as New Zealand officially enters recession. ■



Auckland builders had 1,189 dwellings signed off in April 2023 – more than any April for the last three years



RELIABLE BY DESIGN



Garador has looked after Kiwis for more than 50 years and we believe that every Kiwi deserves a reliable Garage Door. So if you need a dependable garage door to keep your prized possessions in prime condition, visit PlaceMakers today.

GARADOR.CO.NZ

PlaceMakers

Together we're building
New Zealand

YOUR DESTINATION FOR CLADDING



Visit placemakers.co.nz
for inspiring cladding
projects and expert advice.



PlaceMakers

Together we're building
New Zealand

LBP FINED FOR RECKLESS SUBSTITUTION



A Christchurch builder was told his conduct "went beyond negligence" after using an unauthorised substitution

A Canterbury Licensed Building Practitioner (LBP) has been fined after he was caught using an unauthorised, imported roofing product to save money

Scott Lilly was ordered to pay \$3,000 and costs of \$500 after the Building Practitioners Board found him guilty of negligence and bringing the regime into dispute, after he swapped consented roofing material for a Chinese product.

The Board heard that Lilly substituted a consented MetalCraft roofing product for one by manufacturer Zibo Wangshun Building Materials Company, without obtaining an amendment for the substitution.

Selwyn District Council brought the case against Lilly when the purchaser of a house his company had built

noticed "a deterioration of the roof's paint" and made a complaint to the Council. It was only after the complaint that the deception was uncovered.

FROM A SHED TO A ROOF

Lilly originally purchased the Zibo Wangshun product to use on a shed built at another property, but decided to use left-over product to roof houses with. It was installed by another LBP, without notice being given to the Building Consent Authority.

"When initially confronted with the issue, the Respondent (Lilly) claimed the roofer had supplied and installed the product and submitted that all that was

required to rectify issues was a repaint," said the Board.

Lilly later admitted that his company, New Style Homes Limited, supplied the substituted roofing product but claimed it met Building Code requirements. In his argument, he stated:

- NZ testing of roofing material thickness and paint thickness was done and confirmed by SGS Industrial (Auckland).
- Testing was undertaken to satisfy the Waimakariri District Council that the substitute roofing iron complied with NZ Building Standards.

- Waimakariri District Council also undertook its own investigation to confirm the ZIBO Wangshun Building Materials Company meets international standards for certification using a local interpreter.

OVERSTATING THE TRUTH

However, the Board says that it wasn't able to verify Lilly's claims, and found claims that the BCA had accepted the product to be "an overstatement". The Board continued: "No evidence has been provided to show that the metal thickness met compliance requirements. The Board could not identify any evidence that the metal thickness had been tested."

Furthermore, the Board found that "there was no basis on which the Zibo Wangshun product could be considered a comparable product".

"Looking at the Zibo Wangshun product, it is not CodeMarked, and there was no evidence that an appraisal had been carried out and accepted by the BCA at the time it was used. It should also be noted that the burden of proving that a product meets Building Code requirements sits with the person who seeks to use it."



The Board also finds that the Respondent has displayed a reckless and dangerous attitude toward the consenting process. The conduct went beyond negligence. It put the purposes of the Building Act at risk

- LBP Board

A MISSING CONSENT

The Board found that Lilly should have submitted a building consent amendment for the product substitution. As the LBP who was directing and controlling the build, it was his responsibility to ensure the building consent was complied with, or to ensure changes to the consent were approved as the build progressed.

As Lilly failed to ensure an amendment to the consent was obtained, he had "in essence allowed unconsented building work to take place because he was in the best position to ensure unconsented work did not occur".

When considering whether the decision to use an unauthorised substitution was negligent or not, the Board stated:

"The decision to substitute the roofing product was calculated and, on the face of it, appears to have been done to save money. There is no evidence that there was a lack of availability of the consented product or any other reason why the change was necessary. Irrespective of the motivations, in addition to the Respondent failing to process the change, at no stage did he inform the BCA of it. Given those factors, the Respondent's failure was not inadvertence or carelessness. The conduct was deliberate, and it reached the threshold for the Board to impose a disciplinary sanction."

Additionally, it was discovered that the substituted product was used on several other homes. However, Lilly was unable to say how many.

BRINGING LBPS INTO DISREPUTE

When discussing whether Lilly's conduct was disreputable, the Board noted that there is evidence his failure to obtain a building consent amendment was not an isolated instance, that home buyers believed they were purchasing a home with a roof that met Building Code requirements, backed by product guarantees issued in New Zealand,

and that his conduct was motivated by financial gain.

"The Board also finds that the Respondent has displayed a reckless and dangerous attitude toward the consenting process. The conduct went beyond negligence. It put the purposes of the Building Act at risk."

After considering the evidence, Lilly was found to be guilty of bringing the LBP regime into disrepute and of negligence. He was also sanctioned in 2015 for failing to adhere to consenting processes.

In total, he was fined \$3,000 and ordered to pay \$500 towards the costs and expenses of the Board.

FURTHER ACTION UNLIKELY

According to Selwyn District Council, no Code Compliance Certificates have been revoked by the council and they were not progressing a further investigation as they lacked evidence to demonstrate non-compliance.

"Deciding if there was a breach would require taking samples of the roofing iron from the roof of each house for testing, which would be invasive and destructive to the roof," said Selwyn District Council Building Manager Vanessa Mitchell.

"From our observations and further detail provided in the board's decision document, we have no reason to believe that the alternative product installed will not meet the durability requirements of the Building Code. The coating failure identified is essentially a cosmetic issue, rather than a weathertightness issue." ■

2022 BUILDING CODE CONSULTATION DECISION



The Building Code will now require interconnected smoke alarms as the minimum fire safety system in each household unit

In May 2022, the Ministry of Building, Employment and Innovation (MBIE) opened a consultation on acceptable solutions and verification methods for complying with the Building Code. It previously announced decisions on hollow-core floors and lead in plumbing products. Now it has released its decision on plumbing and drainage, and protection from fire

The proposed changes for the 2022 consultation closed on 1 July 2022 and received over 100 submissions and comments. MBIE will be publishing the revised documents in November 2023, and says it has announced its decisions before publication “to provide certainty and direction to the sector.”

Under Construction previously reported on the changes to the Building Code for lead in plumbing products and hollow-core floors.

PLUMBING AND DRAINING

The changes for plumbing and draining

focus on complying with Building Code clauses:

- **E1 Surface Water** – Disposal of rainwater and protecting property from damage caused by surface water.
- **G12 Water Supplies** – Requires the safe supply, storage, reticulation and delivery of hot and cold water.
- **G13 Foul Water** – Requires the safe disposal of foul water to prevent illness and the loss of amenity due to odour and accumulated matter.

MBIE says the changes are a step towards modernising compliance pathways to include technical innovation, promoting consistent outputs and addressing technical issues and gaps within existing compliance pathways.

WATER TEMPERATURES

The changes include amending Acceptable Solutions G12/AS1 to reduce the maximum temperature of hot water at the tap to 50°C from 55°C. The change will apply to new plumbing fixtures used for personal hygiene, such as hand basins, baths and showers. For buildings with an existing maximum hot water delivery temperature

of 45°C, such as hospitals or aged care facilities, the maximum deliverable temperature will remain the same.

As part of the change, MBIE will clarify the difference between minimum storage water temperature for hot water and the maximum delivery temperature for hot water.

PROTECTION OF POTABLE WATER

MBIE is also amending Acceptable Solutions G12/AS1 to improve the requirements to protect potable water from backflow contamination.

“The proposed changes will improve clarity around when backflow prevention is required, what type of backflow prevention devices are suitable and how these devices should be installed and tested,” says MBIE.

Changes include clarifying that hose connection vacuum breakers are only suitable for low, cross-connection hazard protection, withdrawing the proposal to limit the need for backflow prevention devices, as well as other clarifications for high hazards, medium hazards and low hazards.

MBIE is also amending Acceptable Solutions G12/AS1 “to fill in gaps in this compliance pathway, address issues raised by building consent authorities and industry bodies, and to provide more ways for building water supply systems to comply with the Building Code”.

AS/NZS 3500 PLUMBING AND DRAINAGE STANDARDS

The 2021 editions of AS/NZS 3500 *Plumbing and drainage Standards* as acceptable solutions for complying with clauses E1 Surface Water, G12 Water Supplies and G13 Foul Water will be cited with a 12-month transition period.

WATER SUPPLY SYSTEM COMPONENTS

MBIE will proceed with changes to Acceptable Solutions G12/AS1 to fill gaps

in the compliance pathway for plumbing components in water supply systems.

However, MBIE will not proceed with proposals that presented challenges with expansion vessels and water pressure.

PLUMBING AND DRAINAGE SYSTEM MATERIAL STANDARDS

E1, G12 and G13 acceptable solutions will be amended to cite new standards.

RESOLVING CONFLICTS AND EDITORIAL CHANGES

The Building Code has multiple editorial issues across various documents. As part of the changes, those errors will be identified and corrected.

DECISIONS ON PROTECTION FROM FIRE

Following the consultation, MBIE has decided to amend Acceptable Solutions C/AS1, C/AS2, F7/AS1 and Verification Method C/VM2.

“The changes are intended to increase the protection of people in residential homes from fire, and bring the requirements for fire safety systems in line with the latest industry standards,” said MBIE.

The Building Code will now require interconnected smoke alarms as the minimum fire safety system in each household unit.

However, MBIE withdrew the proposal relating to the protection of other property and the control of internal and external fire spread.

FIRE SYSTEM SYSTEMS

MBIE will proceed with proposed changes to Acceptable Solutions C/AS1, C/AS2, F7/AS1 and Verification Method C/VM2. New versions of the standards can be found on Standards New Zealand’s website and used as an alternative solution to comply with Code regulation. ■



The changes include a reduction in maximum temperature of hot water at the tap to 50°C from 55°C

NATIONAL KITCHEN & BATHROOM ASSOCIATION

COLOUR ON THE CARDS



Colours such as green, mint, sage and blue are on the rise

A rainbow of colours, texture, porcelain – designed with a contemporary look and feel – are set to take centre stage in kitchen design trends for 2023 according to the National Kitchen and Bathroom Association of New Zealand (NKBA)’s annual design survey

The annual NKBA Trends Survey explores the trends predicted by New Zealand designers for kitchen and bathroom spaces, while also examining the average cost and time frame for delivery.

According to NKBA designers, colour will be on the cards for kitchens in 2023.

Executive Officer of NKBA Suzie Restieaux says though 28% of NKBA designers said white will still dominate, the remaining 70% of designers were split across many hues.

“NKBA designers are predicting a varied

use of colour including timber, grey, shades of green, sand, desert, blue and beige. Only 1.8% of designers suggested black was on trend for the upcoming year.”

Joneen Rodgers of Hello Home Interiors in Wellington says clients are becoming discerning in their own choices and can be encouraged towards bolder colours.

“We are working with a lot of midnight blue, yellow and olive greens. Most recently we completed a beautiful kitchen in an apartment in Wellington that included deep greens, an oak veneer and a very bold benchtop,

and we have just designed a midnight blue kitchen that will be installed in another home next year. We are lucky to have brave clients, who want their personality and the atmosphere they desire to shine through.”

BOLD IS BEAUTIFUL

NKBA Kitchen Design Student Alyx Turner says though white is still in favour, there are other colours coming up the ranks.

“I don’t think white will ever not be the most popular, but I think the biggest trends on the rise will be green, mint and sage alongside blue.”

Finish is also important. In 2023, 38% of NKBA designers predict matte will be the finish of choice on cabinets, followed closely by a textured look.

Paula Humphreys of Paula Humphreys Design in Canterbury says that matte is still very popular but predicts there is one trend that is on its last legs – battens.

“Battens are big right now, but I predict this trend will phase out over the next 12 months and something else will take over. I think textured timber melamine will be in favour with its cost effective and true-to-life options. Melamine is just amazing, and the timber options are so authentic with deep grooves, and more random patterns – they are a game changer.”

For splashbacks, NKBA says we are going to see much more of what we have seen in recent years, with the most popular trend a seamless look from bench top to splashback.

PORCELAIN STILL THE FAVOURITE

Restieaux says NKBA survey results showed that benchtop materials will continue to favour porcelain.

“Once again, our survey showed that 48% of designers predict porcelain will be the benchtop material of choice, followed by 33% suggesting it will be engineered stone.”

Designer Paula Humphreys says that cost is a factor and so engineered stone is still a popular choice for kitchens, especially when the clients have a budget less than \$50,000.

“If budget wasn’t a factor, porcelain would always come out on top, as you can put hot pots and pans straight on it, and it is non-porous. There are also many different and beautiful porcelains to choose from and it presents a stunning, luxe look with a thin edge detail.”

INTEGRATION IS ON-TREND

Other interesting NKBA survey results included that 35% of designers believe kitchens of 2023 will be modern and contemporary and that 19% of designers predict integrated appliances, followed by plenty of storage and innovative technology will be the most in demand items for kitchens in the year to come.

Leanne Harley of Leanne Harley Design in Auckland says kiwis want to get more out of their spaces in every way.

“Pretty is no longer enough. They want a point of difference, with smart technology and plenty of storage incorporated into a home. The last consultation I attended, the entire home was built around a smart home system

and so they wanted their kitchen to be wired into and work with this system.



Melamine is just amazing, and the timber options are so authentic with deep grooves, and more random patterns, they are a game changer

- Paula Humphreys, Paula Humphreys Design



NATIONAL KITCHEN & BATHROOM ASSOCIATION

COLOUR ON THE CARDS CONT



“They needed their robot vacuum to have a special home in the kitchen and wanted everything automated from the lighting though to the installation of automatic cabinet openings. Technology and storage are hugely beneficial to the functionality of a kitchen, to simply push a button is oh so fabulous and easy.”

Craig Hooper of Cooper Webley says he is finding NZ-made is in demand.

“The importance of sustainable considerations in kitchen design and manufacturing is only improving, and clients are pushing for a greater focus in this area. I am finding that knowing where products and materials are sourced is essential. Our clients want to source NZ made products where practical.”

WORK IN THE PIPELINE

Over the past two years, supply and demand issues have been leading to cost increases and delays in delivery.

Though 2023 will still see some pressures, NKBA designers are noticing a drop off in demand and lessening of product delays.

The survey showed that 48% of NKBA designers are busy, but keeping up with demand, 20% of designers said work was consistent and 44% of designers said supply of materials has improved. However, 28% said there are still some products that are difficult to source, including stone and appliances.

Humphreys says many designers and joiners are still flat out, though she is starting to see change ahead.

“The new leads are not there like they used to be, and we are seeing a definite decrease. It seems that many clients are fearful about the recession and mortgage rates and are putting the brakes on. Unfortunately, some products and materials are still increasing in price, and we are still seeing some issues with stock.”

More than 55% of work completed by NKBA members are renovations, followed by 35% working on new home builds. The average kitchen is currently taking 3-4 months to complete from design to install.

Hooper says he is finding most kitchens are taking approximately six months.

“There are several factors that drive delivery, including builder availability for renovation work and council consent timelines. We are in Nelson and currently consent times vary from four to ten weeks. Right now, we are ordering products in December for an April install, but some items are not available until June, and this causes delays. Planning is very important, and therefore it is vital to work with a designer to manage and oversee the project from start to finish.”

The biggest question on everyone’s lips is, what about the cost? According to NKBA members, 31% of kitchens designed in 2022 cost \$40,000-\$60,000, 24% said \$30,000-\$40,000 and 7% cost over \$80,000. ■



The importance of sustainable considerations in kitchen design and manufacturing is only improving, and clients are pushing for a greater focus in this area

- Craig Hooper, Cooper Webley

PRODUCT NEWS

LEAD-ING THE WAY WITH ADESSO MODE



The Adesso Mode range offers customers performance and style – all while complying with MBIE’s new low-lead regulations

In May 2022, the Ministry of Business, Innovation and Employment (MBIE) consulted on acceptable solutions and verification methods for complying with the Building Code. One of the focus areas was plumbing and drainage.

As part of the change, Acceptable Solution G12/AS1 will limit the maximum allowable content of lead permitted in plumbing products to 0.25%. This includes products such as:

- Pipe fittings.
- Valves.
- Taps.
- Mixers.
- Water heaters.
- Water meters.

MBIE will also proceed with changes to Acceptable Solutions G12/AS1 to fill gaps in the compliance pathway for plumbing components in water supply systems.

Designers and builders may have to reevaluate the products they use when specifying and installing plumbing products.

STANDARD BEATER

Thankfully, PlaceMakers can offer the Adesso Mode range, which doesn’t just meet the new low-lead requirements, it exceeds them – with less than 0.1% lead throughout its range of fixtures and fittings.

“Our Mode range is available across multiple styles – including bathroom mixers, spouts, showering and kitchen mixers – and five colour finishes,” says PlaceMakers NZD Category Manager Bathrooms Louise Cook.

“We also have our Sol range, which covers multiple styles and finishes.

Sol is just going through testing and will be available soon. The rest of the Adesso range is in the process of being transitioned over the next 12 months.”

Cook says PlaceMakers is pushing all customers to “future-proof themselves and their projects now” and specify and install low-lead products during the transition period, which ends on 1 September 2025.

Stock is “easily accessible and readily available”, adds Cook, and there are plenty of options available for builders and designers who want uniformity in their project.

GROWING REPUTATION

The brand has also become one of PlaceMakers fastest growing products and is seeing its popularity increase each year.

“We partner with well-known local and overseas manufacturers to produce quality

ranges across all bathroom products at affordable pricing,” says Cook.

While the transition date is still years away, Cook says it’s important to start the conversation with builders and designers, who may not be aware of the changes or how they’ll impact jobs in the future.

“People are slowly becoming more aware of the updated legislation; however, we’re still seeing low engagement. PlaceMakers is very keen to lead the space in offering solutions now, well ahead of time to our customers, and is starting the conversations, so nobody is caught unaware in 2025.” ■



The Adesso Mode range has less than 0.1% lead throughout its fixtures and fittings

The National Kitchen and Bathroom Association (NKBA) strives to recognise and promote excellence and set industry standards. Find out more at nkba.org.nz .

THE SUCCESSFUL BUILDER

HOW TO NAVIGATE A RECESSION



A recession doesn't have to mean doom and gloom. Business coach Graeme Owen shares the skills you can focus on now to see you through this period

A recession is officially here and that’s unsettling for business owners. However, business coach Graeme Owen says it’s possible not only to survive, but to thrive, in a recession. Read on for his top tips on how to do that!

So, it’s officially here – recession! And you, like most business owners, are a bit worried, wondering what you need to do to get enough work to survive. Am I right?

Well, don’t panic – take action! In a recession, construction businesses face a changing set of circumstances as clients’ buying habits change. There is less available money, jobs get cancelled, and some builders go bust. Does that mean you should close up shop? No, not at all! But there will be changes.

Most likely you are similar to the builders I know – resourceful and able to handle unexpected circumstances. Things happen in a build that no one can predict, but you handle them with ease! So, why not simply think of a recession as just another unplanned-for event? Unleash your problem-solving abilities and find your way through. You may even discover ways to thrive.

One crucial thing is to master a new set of sales skills that are specifically tailored to the demands of a downturn. In this article, we will explore some of the essential skills you can implement to not only survive, but to thrive. By honing these skills, you will be better positioned to meet the changing market dynamics and secure a steady stream of sales.

1. BE STRATEGIC IN TARGETING YOUR MARKETING

Effective prospecting is vital during a recession. You need to identify and prioritise those target markets that have a higher likelihood of generating sales. You need to find people who are less affected by recession and focus on directing your marketing to these potential clients.

Develop a good understanding of your target market’s pain points. Remember, they may not be the same as your own pain points, or even of the people with whom you socialise, so you will need to

research their needs and budgets. Then, tailor your marketing and sales process to present customised solutions that resonate with these specific audiences.

2. VALUE BASE YOUR SELLING

In a recession, if you are still generating leads from the same sector of the population as you were in previous years, then you are likely to notice an increase in price sensitivity.

Unfortunately, many builders don’t know how to accommodate price-sensitive people. Sometimes they drive them away by emphasising how much costs are rising, or they go too far the other way, and risk their own business’ security by getting into a discounting war with another builder, where everyone loses!

What you need to do is shift your sales approach from price-driven to value-driven. Emphasise the long-term benefits of your service and the return on investment that quality construction and

craftsmanship can provide. And tell them about your guarantee.

If possible, clearly outline your unique value propositions. It might be the energy efficiency of your plans, your sustainable building practices, or the durability of the materials you use. It may be your superior customer experience during the build and your follow-up service afterwards.

The thing is, when you demonstrate the value of what you offer, you help your potential client to see beyond the short-term costs and appreciate the long-term advantages of your solutions.

3. BUILD TRUSTING RELATIONSHIPS

Trust is paramount during challenging economic times, so focus on building strong relationships with potential clients. Be polite, reliable and transparent. Demonstrate your expertise by providing testimonials. Or, better still, show them your previous work and present some case studies that highlight how you have achieved satisfied clients.

Actively listen to your clients’ concerns and address those concerns proactively, especially during your early encounters.

For example, in the early stages of meeting with your prospective client, you might say: “Some of our clients have

been concerned that their building costs will blow their budget. While it’s true that building a home does take a long time and some input costs cannot be fully guaranteed, be assured that we go through the plans and price everything listed in the specifications. We take great care in including everything.

“Also, if you wish, we will give you the opportunity to pre-purchase many of your building materials, so that you can lock in the current prices.

“However, if something completely unexpected does arise, we will inform you immediately and work with you to find the best way forward.

“At no time will you incur any additional cost without your full agreement.”

By nurturing trust and fostering open communication, you can develop long-lasting relationships that lead to referrals and, possibly, repeat business.

4. ADAPT YOUR NEGOTIATION SKILLS

During a recession, negotiation skills become vital in securing favourable deals. You may need to be flexible and willing to explore alternative options to accommodate your clients’ budgets. You may need to reduce the scope of

a build or renovation, but do so without compromising profitability.

Focus on win-win outcomes and creative solutions that satisfy both parties. Understand the value of any ‘sweeteners’ you are offering and be prepared to justify your pricing, while at the same time being open to reasonable compromises. By mastering your negotiation skills, you will better navigate the tougher economic conditions, while still gaining mutually beneficial agreements.

CONCLUSION

In a recessionary environment, sales skills play a crucial role to the success of most building companies. By strategically prospecting and targeting specific markets, shifting to value-based selling, building trust and relationships, effectively handling objections, and adapting your negotiation techniques, you can better position yourself for success.

Furthermore, by making changes early and continuously honing your sales abilities, (and allowing time to learn), you will more confidently navigate the challenges that recession brings.

You may even not simply survive – but thrive. ■

Graeme Owen is a builders’ business coach at 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 or join Trademates and connect with builders who are scaling too: 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>7) A recession has hit. Who do you target your marketing towards?</p> <p>a) Your loyal customers.</p> <p>b) Target markets that are recession-resilient.</p> <p>c) Everyone – in a broad-spectrum marketing campaign.</p> | <p>8) What’s the best way to foster positive client relationships?</p> <p>a) Proactively address clients’ concerns, especially during early encounters.</p> <p>b) Nurture trust and foster open communication.</p> <p>c) Be as transparent as possible, especially regarding pricing.</p> <p>d) All of the above.</p> | <p>9) How should you negotiate deals?</p> <p>a) Stick to your guns – otherwise you risk losing too much profit margin.</p> <p>b) Be flexible and explore alternatives that match your clients’ budget but don’t break yours.</p> <p>c) Don’t throw in any ‘sweeteners’ and focus on your bottom line at all costs.</p> |
|--|---|--|

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.



GET EDGE PROTECTION RIGHT!

WORKSAFE



Scaffolding is an accepted form of edge protection – but it must be installed by a certified scaffolder or competent person

Edge protection is an important part of working safely at heights. A lack of edge protection can lead to life-changing injuries for workers and huge fines for businesses that fail to ensure the health and safety of workers

A recent instance of employers failing to ensure safe working conditions occurred in September 2020, when a tradie fell three metres from an unguarded second-floor void. The fall left the builder with a broken spine, and he now requires a wheelchair to move and can no longer work in the industry.

The companies responsible for ensuring edge protection was in place, Chunda Limited and JMK Homes Limited, were fined more than \$500,000 between them. Chunda Limited was fined \$258,918.92 and ordered to pay reparations of \$61,464.20, while JMK Homes Limited was fined \$175,000 and ordered to pay reparations of \$46,386.20.

According to WorkSafe guidance, preventing falls should be actively managed, so people working at heights are kept safe.

Eliminating the potential of a fall can be achieved through safer design of working environments by installing walkways with handrails or permanent guardrails, or other forms of edge protection.

Not clued up on edge protection? Here's some more information from WorkSafe to help you get up to speed.

WHAT IS EDGE PROTECTION?

Edge protection helps prevent people, tools and materials from falling. It needs to be used to isolate workers from a fall

when the hazard of working at height can't be eliminated, and comes in three different forms:

- A proprietary system bought 'off the shelf'.
- Guardrailing or another physical barrier constructed from materials or components that form a guardrail or a physical barrier.
- Scaffolding in the form of temporary edge protection system for working at height.

A proprietary system must be:

- Installed by a competent person with suitable training in safe work methods.

- Installed according to the manufacturer's instructions and specifications.
- For a pitch less than 25°, it must be rated.
- For a pitch greater than 25°, it must be rated and have infill panels to prevent tools and equipment falling from the roof.

Guardrails must be installed by a competent person.

Scaffolding must be installed by a certified scaffolder or competent person, depending on the height of a scaffold. For more information, refer to WorkSafe's *Good Practice Guidelines for Scaffolding*. The mid and bottom rail should be installed at 450mm intervals while the top guardrail should be installed 900-1100mm above where the roof line projection intersects the guardrailing.

Edge protection may be temporary and erected during the course of construction, or it may be permanent – such as a balustrade preventing a fall from a mezzanine floor

WHEN IS EDGE PROTECTION REQUIRED?
Edge protection is required on all exposed edges of a roof, including the perimeter of buildings, skylights, openings in the roof and other fragile roof materials. It also applies to openings and edges in floor areas.

According to WorkSafe guidance: "Edge protection is the preferred control for preventing falls from roofs on single-story buildings because it isolates multiple workers from the risk of a fall. If this is not practicable, then the use of scaffolding, mobile elevating work platforms or temporary work platforms are more acceptable alternatives."

Edge protection may be temporary and erected during the course of construction, or it may be permanent – such as a balustrade preventing a fall from a mezzanine floor.

YOU NEED A PLAN
Employers need to have a plan in place for when edge protection is required, its installation and how to manage risks during installation. Edge protection should be installed as early as possible in the project, so it can be used throughout all stages of the build.

Prior to installation, a task analysis and a hazard analysis should be undertaken to identify hazards and understand which controls can be implemented to prevent harm during the erection process.

"Construction and installation must take into account the forces that are likely to be applied to the edge protection as a result of the work undertaken," says WorkSafe. "Do not install it from the roof. Inspect edge protection regularly, especially after a storm or other occurrence that could affect its ability to prevent falls from height." It's important to keep in mind that any work that could result in a 5m or more fall, the work must be notified to WorkSafe.

PART OF A BROADER OBJECTIVE
Installing edge protection is part of a broader objective to keep builders safe while working from heights. There are several ways to isolate or minimise the potential for harm resulting from a fall, of which edge protection is one.

Other controls available are:

- Scaffolding.
- Mechanical access plant.
- Safety mesh. ■

PROVE YOUR KNOWLEDGE

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

10) What is edge protection?	11) Where should you install edge protection?	12) When a person may fall Xm or more, the work must be notified to WorkSafe. What number does X represent?
a) Protection designed to prevent people, tools and materials falling around the perimeters of a work area.	a) On the exposed edges of a roof, including the perimeter of buildings, skylights or other fragile roof materials.	a) 3m.
b) Protection designed to keep people away from hazardous materials on site.	b) On openings and edges of floor areas.	b) 5m.
c) Protection designed to stop demolition rubble and debris from exiting a specific area.	c) All of the above.	c) 7m.

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.



INDUSTRY FEATURE

NEW HOME CONSENTS DROP 18%

May 2023 saw nearly a fifth less new homes consented compared to the same month last year. It was also down year on year, but similar to 2021 levels

In May 2023, there were 3,725 new homes consented, which is an 18% reduction compared with the month of May 2022. Of the new homes consented, there were 1,732 townhouses, flats and units (-18% compared with May 2022), 1,643 stand-alone houses (-20%), 225 apartments (+27%) and 125 retirement village units (-26%).

MORE RETIREMENT VILLAGES AND APARTMENTS

There were 45,159 new homes consented in the year ended May 2023 – a drop of 11% compared with the year ended May 2022.

Of the 45,159 new homes consented in the year ended May 2023, the number of stand-alone houses declined by 24% to 18,734 when compared with the year ended May 2022. During the same period, there were 26,425 multi-unit homes consented – a decrease of 0.2% compared to the year ended May 2022.

Of the multi-unit homes consented in the year ended May 2023, there were 19,032 townhouses, flats and units (-3.2% compared with the year ended May 2022), 4,164 apartments (+3.1%) and 3,229 retirement village units (+16%).

“The latest annual number was down from the record high of 51,015 new homes consented in the year ended May 2022, but is at a similar level to the same period in 2021,” said Construction and Property Statistics Manager Michael Heslop.

“The annual number of new townhouses, flats, and units consented fell in May 2023 for the first time since late 2012,” he added.

Overall, there was an 11% drop in the number of dwellings consented in the year ended May 2023, compared with the year ended May 2022.

TASMAN, NELSON AND MARLBOROUGH BUCK TRENDS

Only three regions consented more dwellings in the year ended May 2023 compared to the year ended May 2022 as Tasman (589 vs 575), Nelson (290 vs 271) and Marlborough (290 vs 263) bucked nationwide trends.

Auckland (19,539, -9.9%), Canterbury (7,917, -7.2%), Waikato (4,244, -18%) and Wellington (3,421, -12%) consented less than they did in the year ended May 2022.

REGIONAL DECLINE MIRRORS NATIONWIDE DROP

In terms of dwellings consented per 1,000 residents, only three regions – Tasman (10 vs 9.8), Marlborough (5.6 vs 5.1) and Nelson (5.3 vs 5) – consented more in the year ended May 2023 compared to the year ended May 2022.

Nationwide, the number of new dwellings consented per 1,000 residents was 8.8 for the year ended May 2023, compared with 10 in the year ended May 2022.

NON-RESIDENTIAL BUILDING CONSENTS UP

In the year ended May 2023, non-residential building consents totalled \$9.9bn, up 10% from the year ended May 2022. The building types with the highest value were:

- Hospitals, nursing homes, and health buildings at \$1.6bn (up 56%).
- Offices, administration and public transport buildings – \$1.6bn (up 14%).
- Education buildings – \$1.5bn (up 1.4%). ■

PROVE YOUR KNOWLEDGE

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



CODEWORDS
ISSUE 113

①		④	
②		⑤	
③		⑥	

UNDER
CONSTRUCTION

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

AUG / SEPT 2023

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

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.

CUSTOM BUILT

KITCHENS

WITHOUT

THE PRICE TAG

Take the hassle and expense out of custom-built with a PlaceMakers kitchen.

Let us take care of everything from kitchen concept and design through to delivery and installation.

Our online 3D Design Planner allows your clients to experiment with layouts, colour schemes, and finishes for full creative freedom or book a free consultation instore and let our kitchen team do the rest.

- Our kitchens are custom built in New Zealand and come fully assembled
- Delivered straight to your site* — speak with your local branch about installation options
- 15 year warranty on cabinetry & lifetime warranty on hardware

Recommend a PlaceMakers kitchen to your client and contact your Account Rep to discuss next steps.

*Check with your local branch on delivery areas

READY TO
TAKE OFF?



**WHEN YOU BUY
\$50^{+GST} OF SIKA***



BUILDING TRUST



*Offer exclusive to PlaceMakers trade account customers. Purchases of £50+GST on Sika or H B Fuller Sealants & Adhesives must be invoiced on a current account between 1st August 2023 – 30th September 2023, in one transaction to qualify. Prizes and rewards will only be supplied to trade customers who are within trading terms with balances paid up to date. Qualifying customers will be automatically entered into the draw to win 1 of 2 travel prizes valued at £6000. Each qualifying spend entitles customers to a further entry into the draw. Further terms and conditions apply. see <http://www.placemakers.co.nz/online/sika-takeoff-for-details>.

NORTHLAND		SILVERDALE	424 9000	TAUPO	376 0220	PALMERSTON NORTH	353 5777	MOTUEKA	528 8164	SOUTHERN	
KAITIARA	408 9020	TAKANINI	268 2950	TE KUITI	878 8149	WANGANUI	349 1919	PORT NELSON	548 9069	ALEXANDRA	440 0198
KERIKERI	407 4820	WAIHEKE ISLAND	372 0060	TE RAPA	850 0190	WELLINGTON		SAXTON RD	547 9111	CROMWELL	445 9202
MANGAWHAI	431 4236	WAIARAU PARK	444 5155	THAMES	868 0130	EVANS BAY	387 8692	CHRISTCHURCH		DUNEDIN	466 4617
WHANGAREI	470 3970	WARKWORTH	425 8444	WHAKATANE	306 0320	HUTT CITY	568 5042	CRANFORD STREET	375 4119	GORE	209 0055
		WESTGATE	815 6800	WHITIANGA	867 2000	KAIWHARAWHARA	472 1616	HORNBY	344 8950	INVERCARGILL	211 0366
AUCKLAND						KAPITI	296 1086	KAIAPOI	327 5860	MOSGIEL	466 4617
ALBANY	414 0900	WAIKATO / BAY OF PLENTY		CENTRAL NORTH ISLAND		LEVIN	366 0960	RICCARTON	348 2039	OAMARU	433 0460
COOK ST	356 2899	CLARENCE ST	838 0716	HAWERA	278 6013	MASTERTON	377 7504			QUEENSTOWN	450 9000
MT WELLINGTON	570 8300	HUNTLY	828 2000	NAPIER	843 5816	PORIRUA	237 9189	CANTERBURY		TE ANAU	249 7774
NEW LYNN	825 0088	MORRINSVILLE	889 8057	HASTINGS	842 2925			ASHBURTON	308 9099	WANAKA	443 0080
PAKURANGA	538 0200	MT MAUNGANUI	575 4009	NEW PLYMOUTH	755 9040	UPPER SOUTH ISLAND		TIMARU	687 4035	WINTON	236 8262
PUKEKOHE	237 0020	ROTORUA	347 7023	OHAKUNE	385 8414	BLENNHEIM	520 6030	TWIZEL	435 3133		

Products featured may not be available in all stores but as part of our rain check policy can be ordered in at the advertised price. Contact your local store for availability. Consumer Guarantees Act excluded. PlaceMakers Terms of Trade apply.