

# BUILDING BUSINESS

## THE ITM FISHING 20<sup>TH</sup> ANNIVERSARY EDITION

ITM Fishing - 20 years to learn a trade

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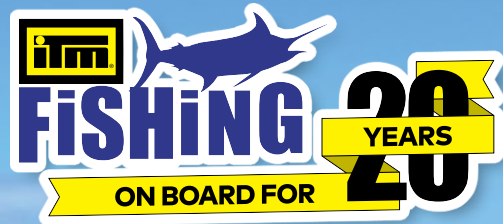
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Building Business contributes towards your LBP skills maintenance requirement. Log in to the LBP portal [lbp.govt.nz](http://lbp.govt.nz) and update your Skills Maintenance activities today.

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# 20 years to learn a trade

A fish out of water – Matt felt a little uncomfortable, posing for a pic with ITM Marketing Manager Paul Taylor and CEO Gordon Buswell while filming the sponsor billboards for the ITM Fishing Show (2006).

Twenty-two years ago, I had the idea to start a fishing show.

Twenty-one years ago, 'The Fishing Show' made it onto TV, and Twenty years ago, ITM signed on as sponsor, and The ITM Fishing Show was born.

Since then, it's reached millions of Kiwis and millions more overseas, made an impression on thousands, and has been life-changing for me.

### The end of an era

Season 20 of ITM Fishing will screen from October 2023, in Primetime on THREE, and it will be the last season to screen on television. I never targeted 20 seasons, although it sounds good and makes for a cool banner alongside our logo.

After Building the Kiwi Dream, I thought it was an excellent place to end my time on TV and hunker down at our new home and work on perfecting my homebrew.

But when I understood what ITM Fishing meant to so many people and what it meant to me, I had to give it a proper send-off. So I rallied the team, including some mates that were around at the start of the show. We went out to film Season 20, and it was a mix of ticking off some things I'd not yet done and revisiting some of my favourite places, including Fiordland and the Cook Islands.

Knowing it was the last time out filming an ITM Fishing TV series, I slowed down and tried to enjoy the moments while out on the water. Too often over the years, I've been chasing the shot or the next big fish, and I've not fully been present in the moment. In the process of filming this final series, I thought I might get an urge to make another series, but instead, I felt even more certain the time was right.

I've experienced some incredible moments making The ITM Fishing Show, so many I feel it's too much for one person to fit into one lifetime. Just going through the photos for this story has stirred up so many memories shared with some great characters. I can't pick any that I could possibly do justice to in the space afforded here, so hopefully, the pictures will make up the shortfall in my words until I get around to writing a book or two.

## More new fishing content is on the horizon

Series 20 of ITM Fishing is not the last new fishing content you'll see from me; far from it. I'm not hanging up the fishing rods and putting away the cameras. I'm already filming new content for our Ultimate Fishing TV website and YouTube channel. The content just won't be on TV.



North vs South (2019).

We now have a combined 1.1 million followers and subscribers on social media, generating over 3.5 million monthly views. And for me, the beauty of making content for our online followers is we just have to create content that they like and that I like, not what the TV networks like. We can make it any duration we like, and we can release it when we like, which means more up-to-date content more often. So if you aren't already following our social media or haven't yet downloaded our Ultimate Fishing App, best you get up with the play.



Joseph Parker with his WBO Heavyweight Championship belt (2017).

I've been incredibly privileged to make the call to end ITM Fishing on TV on my own terms. After fighting hard to keep the show going in some tough times, it now feels right to call time and celebrate what we've done.

I'm blardy looking forward to the celebrating bit. However, right now, I'm still working away trying to produce a series that is good enough to put the 'ITM Fishing' name on. I really hope you all like it. It's been a blast making it for you.

Till next time – Keep 'em tight.

**Matt**



David Letterman says to Matt on live TV, "So I hear you are going to catch a Marlin off a Surfboard" – Matt says, "Yeah, I'm gonna do that this summer", only he'd never heard of the idea, but he did it anyway (2009).



Fresh Tuna Coleslaw with a touch of 2-stroke seasoning. Another low-budget shoot for ITM Fishing's popular segment, 'Cooking with Matt & Pete' (2010).



Some absolute kiwi legends have joined Matt on The ITM Fishing Show and have had the time of their lives.



Matt struggles to lift a 67kg tuna that was part of a chaotic double hook-up filmed for this upcoming final series of ITM Fishing.

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## Matt who? The ITM guy who became a legend

06

MATT WATSON

**“Most of the world is covered by water, and a fisherman’s job is simple: Pick out the best parts.” It’s a classic quote from way back, and if there’s one person who has taken it seriously for the last 20 years, it’s the ITM guy.**

“I get it all the time, pretty much everywhere I go. People recognise my face, but many can’t remember my name. They just shout out, hey, ITM guy!” says Matt Watson.

“I think that shows just how closely people associate ITM with ITM Fishing, and with me, and it’s enabled me to follow my passion and share my love of fish, fishing and the ocean with kiwis.”

It’s been 20 years since Matt hooked up with ITM in a sponsorship arrangement that has seen a fledgling amateur fishing show become one of NZ’s most highly acclaimed TV series with huge ratings and a string of prestigious awards.

### **Everyone said no**

The first ‘fishing show’ aired on Sky Sport and Prime TV in 2003. It was put together by Matt and close mates Kerren Packer and Brandan Hull using a single handy-cam, a minuscule budget and an

abundance of enthusiasm for capturing fishing’s magic moments candidly.

“It was called The Fishing Show in those days,” says Matt, “because it was sponsored by my mortgage, which wasn’t really a sustainable business model.

“I went to the bank twice more for money and got to the point where I was tapped out. We used all the equity we had in our house, and I desperately needed a sponsor.”

So Matt turned his hand to writing a detailed proposal, using data from a research company confirming what he’d always suspected.

“It showed that for builders and tradies in general, fishing was their number one interest, above rugby, league, car racing, golf, whatever. So I put together this proposal and sent it out to all these companies thinking they would be all over it. They all said no. I was gutted.”



Catching a marlin from a jetski.

### **A chance encounter**

Being a keen boatie, Matt went to the 2003 Auckland Boat Show, and squeezed in on the end of a mate's stand.

"We set up a TV and had footage from our first fishing series playing in the background when this guy came up to us and said, 'Hey, that's amazing footage. Do you have a sponsor?'"

"And then he said, you need to talk to ITM, and he got on the phone right then and made some calls. The next thing we knew, he'd set up a meeting with the ITM CEO and marketing manager the following day.

"It was a great meeting. They understood what we were trying to do. The uncanny thing was that they had just obtained the exact same research we had used in our proposal, confirming that fishing was the number one interest for tradies. The timing was perfect."

### **Do your own thing**

To say that the ITM Fishing Show has become a runaway success is an understatement. Over the years, other companies have approached Matt, intending to take over the sponsorship.

"I guess I've always been a loyal person by nature, but it's proved to be a good business decision to stick with the people that backed us in the beginning.

"ITM backed me when the show was far from a household name, and our relationship is excellent.



Matt helped hook up some deserving guests with fishing, hunting and diving expeditions that they will never forget.



Catching large snapper with only a handline - there's not many things Matt didn't try to keep the fishing interesting.

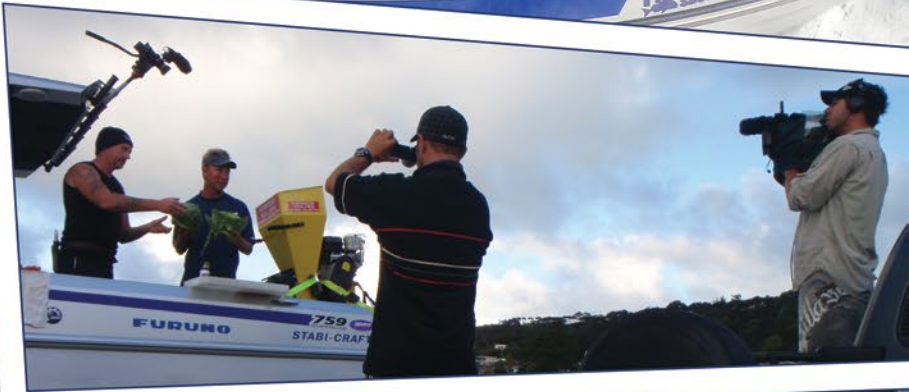
They've never interfered with how we should make a fishing show or demanded that we somehow incorporate a visit to a building site or use their new slogan. They've never done that.

"So, from my team's point of view, it's a magical association. They give us the freedom to make great shows that people really enjoy and want to watch.

"Because of The ITM Fishing Show, some of the greatest moments of my life were captured on film, and they've been preserved forever. So ITM's literally been a big part of my life for 20 years, so I guess I'll always be the ITM guy."



Matt and his wife Kaylene entertained us while they built their dream home at this breathtaking location in the Bay of Islands.





# OUTDOOR POWER TOOLS

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or while stocks last

## 18V Brushless Split Shaft Power Head

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## 18Vx2 (36V) Brushless Split Shaft Power Head

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- Attachments are easily changed
- Reverse switch to remove tangled grass
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- 3-speed selection (high/medium/low)
- Attachments are easily changed
- Reverse switch to remove tangled grass
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## POWER HEAD ATTACHMENTS

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### Blower

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### Edge Trimmer

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EXCL GST

### Pole Saw

#EY403MP



**\$299**  
EXCL GST

### Pump

#PF400MP



**\$335**  
EXCL GST

### Ground Trimmer

#EN424MP



**\$335**  
EXCL GST

### Cultivator

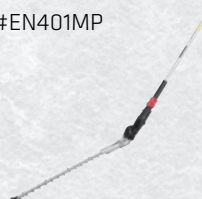
#KR401MP



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### Pole Hedge Trimmer

#EN401MP



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### Brush Power Sweeper

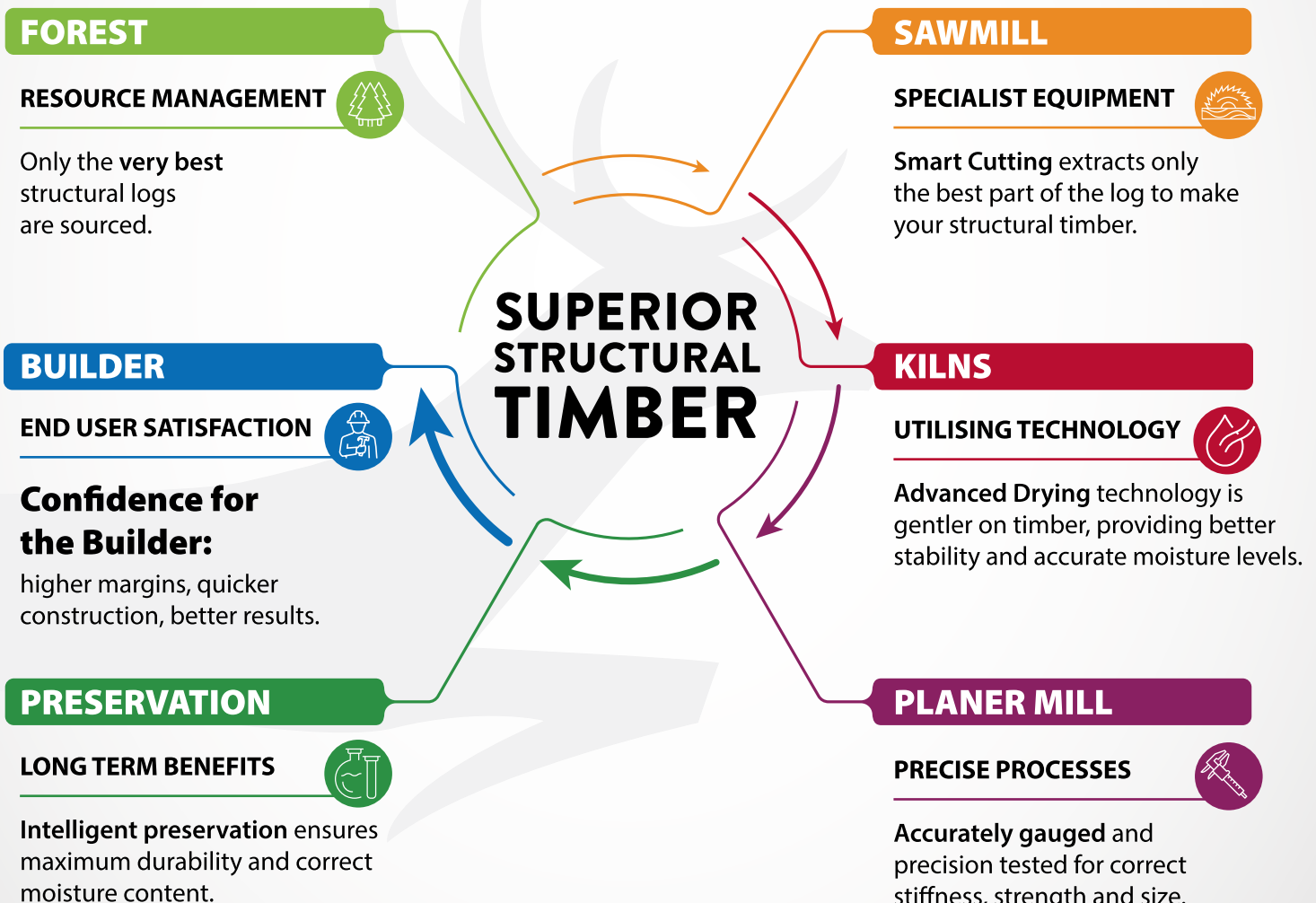
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# H1 compliance when altering existing buildings

On 29 November 2021, the MBIE released the biggest energy efficiency updates in over a decade. The changes included an increase in the number of climate zones from three to six and increased insulation requirements for roofs, walls, floors, windows, doors and skylights.

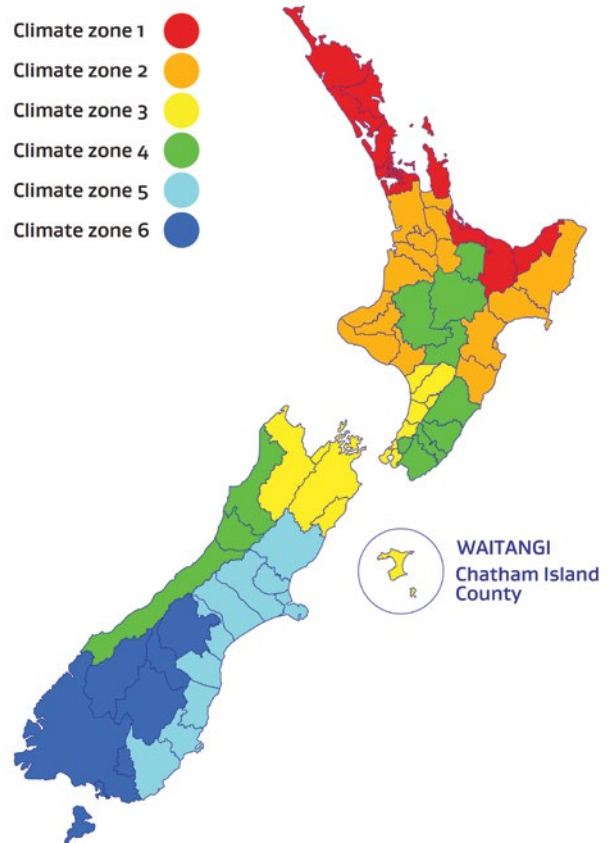
They also provided a new compliance pathway for heating, ventilating and air conditioning (HVAC) systems in commercial buildings. These changes will deliver warmer, drier and healthier buildings that cost significantly less to heat and will also generate carbon savings through improved energy efficiency. You can read the updated H1 Acceptable Solutions and Verification Methods at [www.building.govt.nz](http://www.building.govt.nz) - Search for 'H1 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 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 or replacement should match the R-values specified for new buildings in the Acceptable Solutions.

## Additions and alterations

For an addition or 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 Building Code requirements, and the energy efficiency of the building as a whole must not be made worse by the alteration.

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 affected by the alteration do not achieve lower thermal performance than 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 Building 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 Building 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.

For more info go to: [building.govt.nz](https://building.govt.nz) > Building Code compliance > H Energy efficiency > H1 Energy efficiency > Building work repairs and replacements

### **Don't miss opportunities to improve building performance**

Renovations and alterations often 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 is 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. They are summarised in a news story previously published on the building.govt website.

by **Liz Ashwin**

Senior Advisor, Information and Education, Building Systems and Performance, MBIE



LICENSED  
BUILDING  
PRACTITIONERS

This article is relevant to these classes:



DESIGN



SITE



CARPENTRY

## Codewords Quiz

### 1. 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

### 2. Under the H1 changes, how many climate zones are there in New Zealand now?

- a) 3
- b) 2
- c) 6

### 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.

Answers: 1.d 2.c 3.b

**ADD TO LBP ACTIVITY LOG**  
This article is from Codewords Issue 113.

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**STEALTH**

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# Rebuilding in the aftermath of the severe summer weather

15

CODEWORDS

**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 January, Tāmaki Makaurau Auckland received 45% of its annual rainfall, according to the National Institute of Water and Atmospheric Research (NIWA). Many areas of Te Ika-a-Māui received 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 several resources to provide information and guidance to help Licensed Building Practitioners navigate the remediation and recovery of buildings damaged by flooding.

## **Placard information**

If the building you are working on has a rapid building assessment placard (sticker), you need to know what this means. MBIE has produced information on rapid building assessment placards and their meaning.

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 and safety. In the case of a red placard, it is likely that a Detailed Damage Evaluation (DDE) will need to be undertaken. This may also be recommended for a yellow or white placard.

Read about placards at [www.building.govt.nz](http://www.building.govt.nz) - search for 'Rapid Building Assessment Placarding System'

## **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 safely carry out the remedial work.

To read about the flood-damaged building guidance, visit [www.building.govt.nz](http://www.building.govt.nz) - search for '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.

CONTINUE >>

To read more about damage to plasterboard, visit [www.building.govt.nz](http://www.building.govt.nz) - search for 'damage to wall linings'.

### **Slope stability**

MBIE has created a quick guide that 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.

To read the slope stability quick guide, visit [www.building.govt.nz/assets/Uploads/managing-buildings/slope-stability-quick-guide.pdf](http://www.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 building consent following a severe weather event or earthquake. It focuses on exemptions that apply when remediating flood damage. The guide covers everything from fences and outdoor structures to windows and internal walls, including a section on plumbing.

Read more about building consent exemptions at [www.building.govt.nz/assets/Uploads/managingbuildings/post-emergency-building-assessment/building-consent-exemptions-for-damaged-buildings-quick-guides.pdf](http://www.building.govt.nz/assets/Uploads/managingbuildings/post-emergency-building-assessment/building-consent-exemptions-for-damaged-buildings-quick-guides.pdf)

### **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.

To get help, visit [www.health.govt.nz/your-health/services-and-support/health-care-services/mental-health-services/mental-health-and-wellbeing-where-get-help](http://www.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).

**by Kate Lees**

Advisor, Information and Education, Building Systems and Performance, MBIE

This article is relevant to these classes:



ALL

# Codewords Quiz

## 1. When might a Detailed Damage Evaluation be required or recommended?

- When there is a red placard on the building (following a rapid building assessment)
- When there is a yellow placard on the building
- When there is a white placard on the building
- All the above

## 2. What are some of the signs that plasterboard wall linings may have suffered flood damage?

- It is mouldy
- It is discoloured
- It is cracking at corners or other junctions
- All the above

## 3. Can some building work connected with the remediation of flood damage be carried out without a building consent?

- Yes, there are some exemptions that apply
- No



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Answers: 1.d 2.d 3.a

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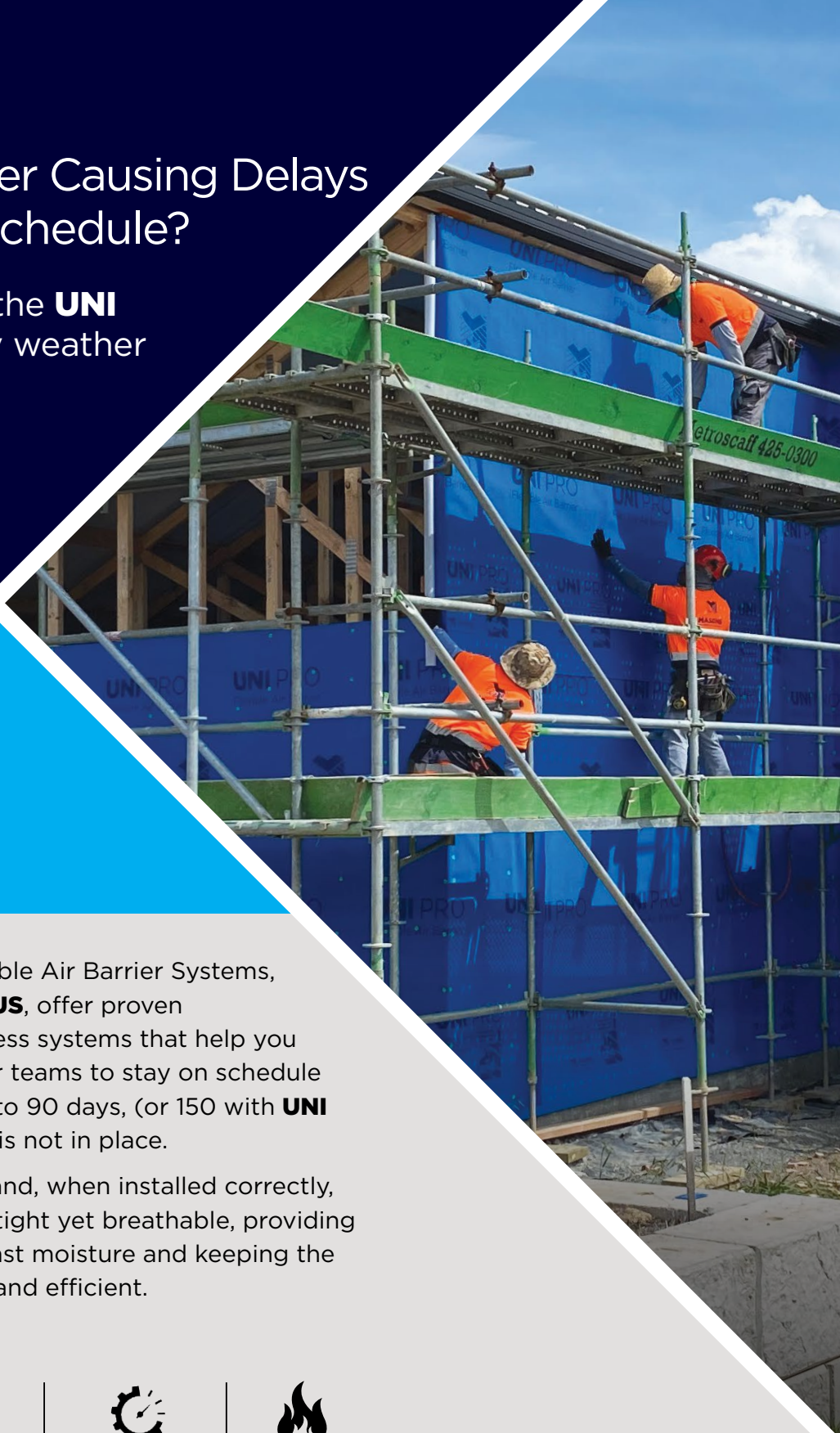
Log-in to the LBP portal [lbp.govt.nz](http://lbp.govt.nz) and update your Skills Maintenance activities.





# Tired of Weather Causing Delays to your Build Schedule?

Stay on track with the **UNI** range of temporary weather tightness systems.



Masons innovation in Flexible Air Barrier Systems, **UNI**, **UNI PRO** and **UNI PLUS**, offer proven temporary weather tightness systems that help you 'get it done', enabling your teams to stay on schedule with interior works for up to 90 days, (or 150 with **UNI PRO**) even if the cladding is not in place.

The **UNI** system is robust and, when installed correctly, is moisture, water and air-tight yet breathable, providing a secondary defense against moisture and keeping the insulation and frames dry and efficient.



#### **STAY ON TRACK WITH YOUR BUILD**

If cladding is delayed

**UPTO  
150  
DAYS**

#### **TEMPORARY WEATHER PROTECTION**

For at least 90 days and up to 150 days



#### **QUICK AND EASY TO INSTALL**

Full support with videos and training



#### **FIRE RETARDANT**

**UNI PLUS**

\*Strict adherence to Masons Flexible Air Barrier installation system of tools, fasteners, finishing tapes, instructional videos and/or on-site training ensures code compliance.



**MASONS**  
Designed Smart, Built Tough.

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# Introducing the Prolam PLX Portal System



## The next generation portal bracing solution is here

Proudly designed and manufactured in New Zealand, this smart and sustainable alternative to heavy steel portals is set to revolutionise residential building construction. Constructed from three precision-engineered glulam timber elements (including the renowned PLX20 Beam), the PLX Portal has unparalleled load bearing capacity, making it ideal for expansive internal openings, garage portals and window portals.

- Up to 40% lighter than steel portals
- Simple on-site assembly using standard tools
- Fast installation – no extra equipment or staff
- Cut to length to suit
- Awesome spanning capability
- FSC certified timber options available
- Easy to specify with PS1 certificate

**Unleash the power of the PLX Portal  
on your next building project.**

Our team of experts are ready to assist.  
03 526 7436 | [info@prowoodnz.com](mailto:info@prowoodnz.com)  
[prolamnz.com](http://prolamnz.com)

***Building better together***



**Prolam®  
PLX Portal**

# Innovative glulam timber portal solution supports a strong, safe and sustainable build

A new glulam timber bracing portal system from Prolam is set to revolutionise building construction, offering a strong, lightweight and more sustainable alternative to steel portals.

Designed by New Zealand-engineered structural timber specialists, Prolam, and manufactured at the company's state-of-the-art production facility in Nelson, the PLX Portal System represents home-grown innovation at its best.



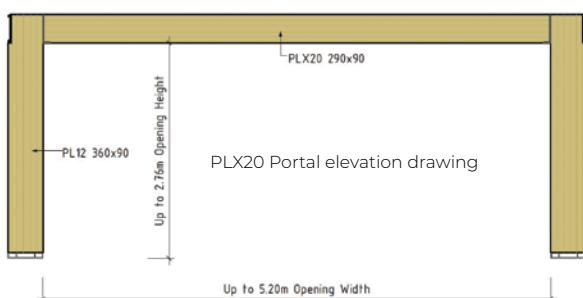
## The design trifecta

The beauty of the PLX Portal System lies in its built-in strength, bracing capacity, eco-credentials and design flexibility.

The PLX Portal is constructed from three glulam timber elements, including Prolam's trademarked PLX20 Beam, precision engineered from layers of quality radiata pine reinforced with steel for increased load-bearing capacity.

The timber elements are made from timber sourced from renewable and sustainably managed New Zealand plantations using 14 times less energy than their steel equivalents.

The reinforced beam offers excellent spanning capability to deliver optimal design flexibility for architectural features ranging from large internal openings to garage and window portals or anywhere extra bracing is required.



## Fast, safe and efficient installation

A commitment to designing smart solutions simplifying construction has been front and centre in Prolam's development of the PLX Portal System.

Answering the industry's call for a cost-effective and time-saving timber bracing option that replaces the hassle of steel, the portal's lightweight construction and straightforward bracing system facilitates easy onsite assembly and installation.

Up to 40 per cent lighter than their steel equivalents, the timber lintel and legs can be cut to length onsite to suit a project's specifications, assembled using standard tools, and installed and fixed without needing specialised skills, extra labour or equipment.



Knee Joint showing threaded rod Base plate attached to concrete

## Performance tested by industry experts

The PLX Portal System has been rigorously tested to New Zealand building standards.

Before its release to market, the PLX Portal System was independently tested by Scion to provide a structural bracing solution for buildings within the scope of NZS3604 and proven to resist wind and earthquake loads using the P21 BRANZ test methodology.

## Specify with confidence

The Prolam Specifier online tool assists architects in designing structural timber elements to exceed the span and loaded dimension requirements of NZS3604 and generate a PSI for council compliance.

The PLX Portal System will be available on the Prolam Specifier soon. Contact the Prolam team to learn more about this breakthrough glulam portal and to discuss your project requirements.

# ADHESIVES

Prices valid August 1st - September 18th, 2023  
or while stocks last

## Tuf As Nails General Purpose

#30804316

- 375ml cartridge
- High bond strength
- Easy gunning
- Fast curing
- Flexible
- Suitable for vertical, horizontal and overhead applications
- Interior/exterior
- NZ Made



**Recommended uses:** Formica, particleboard, steel and aluminium, timber and hardboard, plasterboard, cement sheet and concrete, brickwork

## Tuf As Nails Original

#30804317

- 375ml cartridge
- Easy gunning
- Fast curing
- High modulus
- Polystyrene safe
- Suitable for vertical, horizontal and overhead applications
- Interior/exterior
- NZ Made



**Recommended uses:** Acrylic shower linings, polystyrene, steel and aluminium, timber and hardboard, plasterboard, cement sheet and concrete

## Tuf As Nails Water Based

#30804182

- 375ml cartridge
- High bond strength
- Easy gunning
- Water-based
- Suitable for vertical, horizontal and overhead applications
- NZ Made



**Recommended uses:** Plasterboard, bonding clipboard, plywood, masonite and Hardie-Flex sheathing

**\$7<sup>15</sup>**  
EXCL GST



**\$7<sup>19</sup>**  
EXCL GST



**\$6<sup>99</sup>**  
EXCL GST



**BOSTIK**

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\$10 voucher!

**FOR EVERY CARTON OF  
BOSTIK TUF AS NAILS\* AT ITM STORES  
IN AUGUST AND SEPTEMBER 2023**

\*Available to ITM trade account customers. Purchases must be invoiced on a current trade account between 1 August - 30 September 2023. Qualifying products are cartons of BOSTIK TUF AS NAILS GP 375 mL cartridge or BOSTIK TUF AS NAILS ORIGINAL 375 mL cartridge or BOSTIK TUF AS NAILS WB 375 mL cartridge.

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**KFC**

**ONLY WHILE  
STOCKS LAST!**



# Eliment glasswool

**Eliment glasswool is an innovative new range of highly-competitive dual thermal and acoustic insulation. It is now available to order from your local ITM nationwide.**

## **Excellent value for money**

Eliment glasswool is a fully compliant CodeMark-certified solution for residential and commercial applications. It's made with up to 80% recycled glass and has a 70-year warranty. With its innovative binder technology and high-compression packaging to reduce CO<sub>2</sub> emissions and freight, Eliment is excellent value for money. For example, a piece of R3.6 ceiling insulation is compressed over 14 times in its 'MasterBag' outer. Open the bag and stand back!

Eliment glasswool has been developed for New Zealand by the Enveloped team, specialists in solutions for high-performance homes, and is manufactured by Polyglass Fibre (PGF). PGF operates a large modern plant in Malaysia which is set up primarily for exports. The majority of its volume is currently being sold in Australia.

## **A cost-effective alternative**

In a tightening market where the cost of materials and labour has steadily increased in recent years, Eliment glasswool can be a more cost-effective alternative and potentially provide significant savings on your projects. Eliment is available in a full range of R-values for external walls, ceilings, roofs, acoustic mid-floors and internal walls, including an innovative R7.0 ceiling designed for the new H1 regulations, which recently came into effect in May this year. Eliment R7.0 is just 285mm thick and, in most standard truss layouts, will assist in providing a construction R-value of R6.6. Another technique that is becoming popular to meet the new H1 requirements is to cross-hatch two layers of R3.6 ceiling insulation.

## **Approved for NZ homes**

Eliment has been through the rigorous approval process by EECA and is permitted for use in the Government's Healthy Homes retrofit programmes, giving it a further tick of approval.

Eliment is available for collection in-store or as a fully installed option in many parts of New Zealand, so talk to your team at ITM today to get a comparative quote on your next project.



# Are you looking for a cost-effective alternative for interior linings?

Decorative plywood as interior linings has become a highly sought option when lining garage or industrial walls in new builds. When specifying designs for any building project, selecting the right plywood can save time and money. While UV-coated plywood is slightly more expensive, the benefits outweigh the costs.

bbi has recently launched an exciting new range of pre-finished matt UV-coated plywood in our BlondeLine and RedLine plywood, finished with three coats of a polyurethane matt UV coating on both faces. Available in a 2.4m and 2.7m sheet in both 9mm and 12mm, the possibilities are endless. With a choice of species, it's perfect for those wanting to get away from the traditional plywood look and opt for more of a feature wall.

Pre-finished plywood boasts several benefits. With the rise in sustainable practices and future proofing in the building and construction industry, pre-finished plywood is becoming a popular alternative.

From ordering to installation and maintenance, you can save time and money as the plywood is already pre-finished.

## Key features and benefits

- ▶ It saves time on installation as it is already pre-finished.
- ▶ Save money - there's no need to apply any coatings or finishes.
- ▶ Easy to install any shelving.
- ▶ Available in a range of sizes and thicknesses to help reduce wastage.
- ▶ The coating applied acts as scratch-resistant protection.
- ▶ Easy to clean and maintain.
- ▶ P21 brace tested, meaning these products can be used as bracing elements, reducing costs on excess products used.





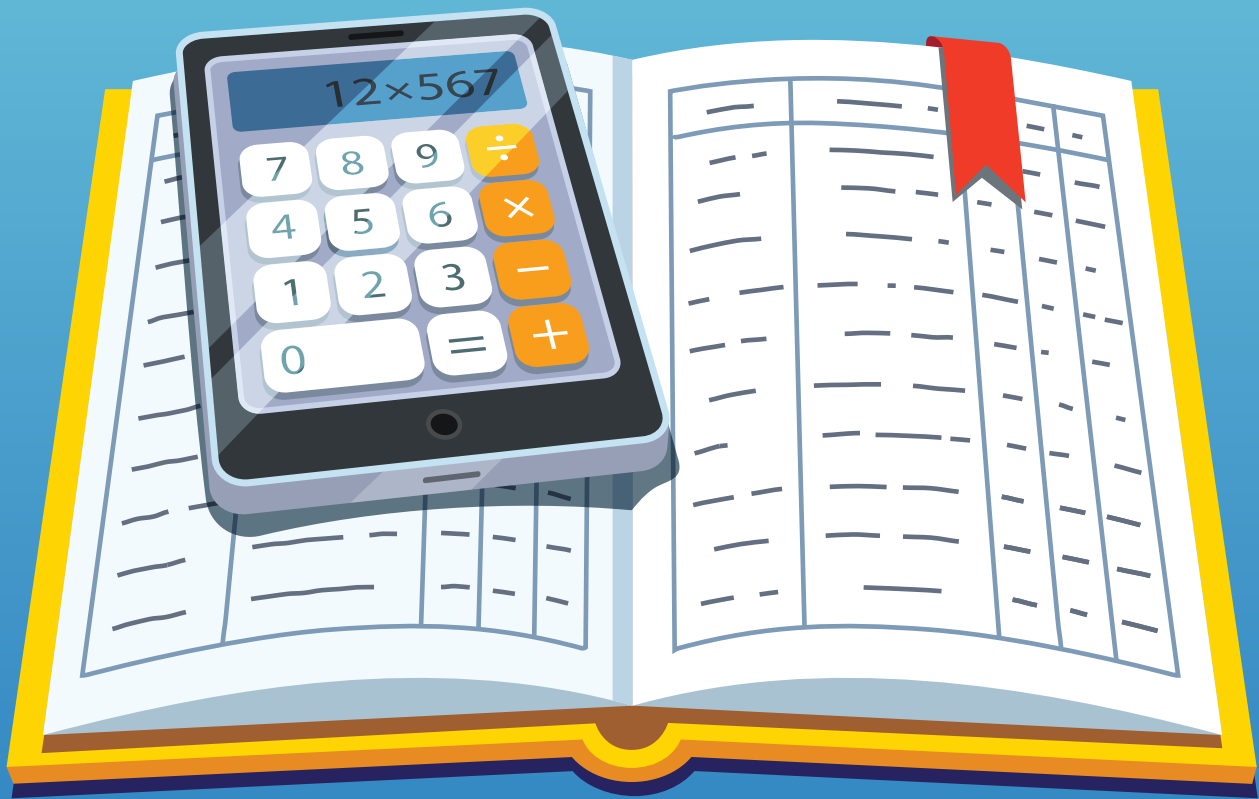
# P21

# BRACE TESTING

## bbi® PlyBrace™ Plywood Wall Bracing Systems

bbi has a range of wall bracing systems in 7 mm, 9 mm, and 12 mm thicknesses used to resist earthquake and wind loads on timber framed buildings. These products have been manufactured and tested in accordance with NZS3604:2011.

Product	Min Wall Length	PlyBrace™ Thickness	Max Stud Spacing	Wind*	Earthquake**
	mm	mm	mm	BU/m	BU/m
bbi® AraucoPly® DD F8	200	7	600	41	49
bbi® AraucoPly® DD F8	400	7	600	56	58
bbi® AraucoPly® DD F8	600	7	600	72	80
bbi® AraucoPly® DD F8	1200	7	600	93	100
bbi® Redline® Poplar Core	1200	9	600	109	111
bbi® Redline® Poplar Core	1200	12	600	101	108
bbi® Redline® Premium Hardwood Core	1200	12	600	134	157
bbi® BlondeLine® Birch Poplar Core	1200	9	600	102	114
bbi® BlondeLine® Birch Poplar Core	1200	12	600	106	106



## Learn to love budgeting!

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BUSINESS ADVICE

Creating a budget for your business can be one of the most empowering things you can do for yourself as a business owner.

Let's face it. Most builders would rather rub sand in their eyes than spend time creating a budget for their business. "I can't predict what's going to happen next week, let alone in 6 months!" is a typical response. I can understand their reluctance, but it doesn't need to be that hard, and the benefits are substantial.

Some of the reasons and benefits for spending some time creating a budget for your business and then reviewing it regularly, in my opinion, include:

### **Set monthly goals and measure progress**

A budget, by definition, is forward-looking. If you are only using a Profit & Loss (what your accountant may call a Statement of Financial Performance), you are effectively driving your business by looking in the rear vision mirror.

A budget forces you to cast your vision forward. If you break it up into a monthly format, you can regularly review your progress and make minor adjustments to strategies as you go to keep on track.

### **Find out your break-even**

Do you know how much it costs to run your business? Many builders I have asked this question to can't answer it, but it's VITAL that you know this figure. These are the overheads that don't vary much, regardless of the level of trading undertaken. Costs like: phone, rent, accounting fees, ACC, fixed advertising, admin wages, etc.

Once you know this figure, do you then know how much revenue is required to cover these costs? This is your break-even level of business and is an important figure to know.



Below this level, you need to make some serious decisions about what you are doing. A budget will help find this out.

### **What Net Profit do I need?**

In a small business, this figure will likely be the shareholder salary you target as a return. Not many small businesses make significant profits above this. However, once a business has been established for a few years, it's healthy to be generating a 5-10% net profit AFTER shareholder/manager salaries. You then own a real business.

### **What Sales Volume is required?**

Take your Net Profit dollar figure and divide it by your Net Profit percentage figure and you have a reasonable estimate of what your sales figure needs to be to generate this profit.

You then need to ask yourself, "Does this look reasonable given what we have done in the past and from what I know about the market?"

Stepping back momentarily allows you to gauge whether your assumptions are reasonable. Realise that the process is circular, and no fixed rules say you must build a budget from the top down or the bottom up.

### **What Gross Profit \$ and % are indicated?**

Dividing the Gross Profit figure by the estimated sales figure will give you the Gross Margin percentage. This is a critical number in a trade business and indicates how efficiently your core operations are performing. It should be a key target to make minor, sustainable improvements in this number as small gains here translates to significant gains in Net Profit.

### **Test assumptions**

A budget allows you to 'test' different scenarios in your business before you take the plunge. Without one, you may have to wait 12 months, when your accountant sends you next year's annual accounts, to see if your ideas have worked. By then, it's too late to make changes.

I usually have clients prepare at least two budgets; a pessimistic one and an optimistic one. Doing this lets you play with figures when making plans and see their financial implications before committing to a path of action.

### **Forecast future cash flow**

By converting a trading budget into a cash flow forecast, potential funding problems can be uncovered, and a proactive plan can be put in place to find ways to fund this shortfall.

This compares with stumbling into a cash hole, panicking, rushing to the bank, and going down on bended knee to the lending manager.

It's better to go to the bank ahead of time with your professional-looking cash flow forecast in hand and negotiate from a position of knowledge (and thus power).

### **The biggest benefit**

All of the above are good enough reasons to get into budgeting. Still, I think the most significant benefit is the feeling of empowerment that the process will give you.

The budget document is not the most valuable benefit; it is the PROCESS you follow. It's the time you spend chewing the end of your pencil, thinking about some what-if scenarios and testing what they mean from a financial point of view. If nothing else, this will be sufficient reward for taking the time to map out the future of your business in dollar-profit terms.

### **It's about the journey, not the destination, so have a go!**

It doesn't need to be complicated, and approximate figures are better than none.

If you need help with this process, put a budget overview together and decide on what your key numbers should look like, then get in touch.

### **by Andy Burrows**

Business Advisor, Mentor and Coach

#### **Get in touch**

If you want to hear even more tips for building a financially stable business and how we can implement them into your business, email me at [andy@tradescoach.co.nz](mailto:andy@tradescoach.co.nz) or visit my website [www.tradescoach.co.nz](http://www.tradescoach.co.nz)



Andy specialises in working with the owners of construction related businesses to build systems and profitability into their operations.



# Don't give it a second thought.

A considered approach when selecting materials creates homes that perform better and provide timeless appeal. When you make Dynex PALLISIDE® your first choice, you won't give it a second thought.

**Aesthetic | Quality | Maintenance**



Warranty



BRANZ Appraised  
Appraisal No. 490 [2021]  
Appraisal No. 491 [2021]



DYNEX  
**PALLISIDE®**

0800 439 639 | [palliside.co.nz](http://palliside.co.nz)



# PALLISIDE® weatherboards

## Minimising cost, time, waste, and energy.

### Minimising time and cost

PALLISIDE® weatherboards are a cost-effective option for home builders right from the word go. Lightweight, quick and easy to install, there's no need to prime or paint, which saves time during installation. The system is weathertight-proven, impervious to the elements, and backed by a 25-year warranty. Proudly made in New Zealand, the design provides long-lasting protection against New Zealand's harsh UV rays, locking in the colour for years without degradation.

PALLISIDE® weatherboards also help minimise ongoing maintenance costs because, like brick, they never need painting. A simple wash is all the maintenance they'll ever need. Because, of course, it's not just the cost of the painting but the cost of hiring scaffolding and the disruption for homeowners caused by tradesmen on site. The light weight of PALLISIDE® weatherboards means they are an ideal option for second storeys of homes where the ground floor is brick or stone. This provides a mixed-cladding look with no maintenance required for either cladding.

### Minimising waste and energy

As part of Aliaxis Group, Dynex works with Waste Management New Zealand and Unitec ESRC, supported by a Ministry for the Environment's Plastics Innovation Fund grant. The joint-venture partnership is making a significant \$12.5m investment in our mission to dramatically reduce plastic construction and demolition waste in New Zealand.

### The project includes:

- ▶ Investing in new plastic recycling facilities across New Zealand which will sort, wash and shred PVC and HDPE plastic from construction and demolition, commercial and industrial sources
- ▶ Establishing a network of metropolitan and regional PVC and HDPE collection services in partnership with Waste Management New Zealand
- ▶ Research with Unitec ESRC into practical solutions to minimise plastic construction waste and help raise awareness of plastic recycling.

The collected plastic will then be used at Aliaxis New Zealand's sites to manufacture our next generation of PVC and HDPE piping systems used in building, infrastructure and agriculture projects across NZ, completing the loop and reducing our overall plastic resin importation.

Globally Aliaxis aims to reach 100% renewable electricity by 2025 to help reduce CO<sub>2</sub> emissions by 75% per tonne of production on its sites. Aligned with that goal, in November 2021, Dynex joined Meridian Energy's Certified Renewable Energy programme. Meridian is committed to only generating electricity from 100% renewable sources.

A new, formal Environmental Product Declaration (EPD) is available for PALLISIDE® weatherboards and is published on the PALLISIDE® website.

To request a sample of PALLISIDE® weatherboards, go to [palliside.co.nz](https://palliside.co.nz)



# Top environmental rating for self-generating building

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SUSTAINABILITY

**The Dunlop Hub in Wanaka is the country's first officially certified Passive House office building, a tantalising preview of the future of passive home design, where the temperature is just right all year round with clean airflow, near zero heating costs, and no weeping windows.**

The building has a Passive House Plus certification, the highest possible rating, which means it's not only highly energy efficient but also generates energy onsite from renewable sources.

The Dunlop Hub showcases the benefits of careful attention to detail using the internationally recognised PHPP certification system.

The 500m<sup>2</sup> building includes open-plan office space for up to 10 people, plus a large, fully-equipped workshop.

The total building energy usage is around 9100kWh a year, and with solar panels generating approximately 10,850kWh annually, the building has power to spare.

"Everything from the design to the materials was meticulously selected for its environmental credentials," says Dunlop Builders managing director Bryce Dunlop.

"The end result is a fantastic warm, dry, and homely space that is a pleasure to work in."

## Rethinking sustainability

Southern Lakes ITM worked closely with Dunlop Builders on the project. While it wasn't their first passive house build, it was their first one with a "focus on everything to do with sustainability," says Southern Lakes ITM's Paul Piebenga.

"The entire team at Dunlop Builders are incredibly passionate about this, which has enabled us to copy and implement some of these disciplines within our business."

"Their business has some great people with awesome skills with a clear passion for working with timber. The finishing that's been done is extraordinary. I think it's stunning what they've achieved, and quite rightly, they should be extremely proud of the finished result."

## What is a certified passive home?

A well-designed certified passive home will use around 90% less energy to heat (or cool) than a standard home, while maintaining a consistent comfortable temperature and clean, filtered air-flow all year round.

The certification process is based on an internationally recognised building energy modelling system that determines the overall energy performance of a building and the performance of its individual elements.

The optimum design is unique for each home; the modelling can accurately predict the energy needs of a building anywhere in the country as it is based on specific site conditions rather than the standard climate zones in the building code.

From a hands-on building point of view, the key elements of a certified passive house are:

- ▶ Air tight construction
- ▶ Thermal bridge-free design
- ▶ Heat recovery ventilation
- ▶ High performance insulation
- ▶ Superior insulated glazing systems

There are strict performance criteria for achieving a Certified Passive Home. For more information, check out [passivehouse.nz/about/about-passive-house](https://passivehouse.nz/about/about-passive-house)





# Top New Zealand apprentice plans big spend-up at ITM

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Described as a “brilliant all-rounder, super-skilled, focused, and forward-thinking,” Alex Erickson won the supreme award at the ITM-sponsored 2023 NZCB Apprentice Challenge.

APPRENTICE CHALLENGE

The judges said he was “the standout from the start across all assessment areas and disciplines.” A pretty conclusive result, yet Alex didn’t expect to win and was a bit overwhelmed by the outcome.



Winner Alex Erickson from Steve Brown Builders is presented with his well-earned trophy.

“I was up against the best of the best,” he says. “I never planned an acceptance speech!”

Back at work at Steve Brown Builders in Christchurch, Alex has had time to reflect on his win and what it means for the future. Top of mind is the \$10,000 ITM voucher Alex received. “The tools we use in the business don’t come cheap, so this will provide the chance to get something higher spec,” he says.

## The competition tested all their skills

In the past, the main focus of apprentice training was skill on the tools, but now the emphasis is on multi-skill disciplines, including materials, planning, budget control, project management, and more.

Getting to the Apprenticeship Challenge grand final is no mean feat, with 21 regional competitions involving over 100 apprentices. In each regional event, apprentices face each other in a day-long contest to complete a technical build. This year’s project, a kid’s playhouse, tested several skills, including reading a plan, hand nailing, and using various hand tools.

## Investing in the future of the industry

“It’s a huge logistical challenge to arrange these events”, says Lauren Findsen, ITM Brand Experience Manager. “ITM has been sponsoring and assisting the Challenge for six years and plans to continue for the foreseeable future. Supporting the training of builders across NZ is a core part of our commitment to the industry.”

The top three apprentices in each region were awarded ITM voucher prizes, with the winner receiving an all-expenses paid trip to the NZCB Annual Conference & Expo, where they compete in the Apprenticeship Challenge grand final.

The general feeling at the conference was that this year’s final was the most successful and hotly contested event in the history of the Apprenticeship Challenge.

“We’re looking forward to Alex coming into one of our ITM stores to get his hands on the new tools he’s after. Needless to say, we’ll see him right,” says Lauren.



# Introducing the Halo range

Windsor's Halo range is a versatile solution designed to meet the needs of retrofitting projects and new builds.

## Easy installation

With its innovative design, installing the Windsor Halo handles is a breeze, thanks to the latch guide prongs. These user-friendly prongs facilitate quick and simple installation, saving you time and effort.

One of the standout features of the Halo range is its large rose, which seamlessly covers 54mm holes in original doors, providing a clean and polished look. This makes it an ideal option for retrofitting projects, eliminating the need for extensive door modifications.

## For new builds as well

However, the Halo range isn't limited to retrofitting alone; it's equally suitable for new builds. Its stylish and contemporary design blends effortlessly with a variety of architectural styles, adding a touch of elegance to any door.

## Comes in three lever styles

Choose from three lever styles, each crafted for optimal functionality and aesthetic appeal.

The range is available in three stocked finishes:

1. **Graphite Nickel** for a modern and sophisticated look
2. **Matt Black** for a sleek and bold statement
3. **Brushed Nickel** for a timeless and refined touch.

Whichever style and finish you select, the Halo range ensures a cohesive and stylish design throughout your space.

Upgrade doors effortlessly and enhance the overall look of any space with Windsor's Halo range.

Out with the old,  
*in with the new!*

The Halo range has been designed as the ideal solution to retrofitting projects with the large rose perfectly covering any 54mm holes in the door, achieving a modern look on original doors.

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

0800 607 028



**Windsor**  
ARCHITECTURAL HARDWARE



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BUSINESS ADVICE

## 5 cashflow strategies you need to know

Cash flow is essential to a successful business if you have a team of one or thousands. It's also an area a lot of tradies struggle with.

Studies from ANZ Bank showed that 82% of SMEs fail due to cash flow issues, and 69% of these businesses were profitable.

In other words, 69% of those businesses failed not because they were making losses but because they ran out of money to pay suppliers, wages, and other expenses to keep going. With better cash flow, many of those businesses likely would have survived.

Doctors know that without oxygen, water, or food, you cannot survive. Without oxygen, you will last around three minutes; without water, you'll last three days; without food, you'll last three weeks. It doesn't matter how fit or healthy you are now; without these three essentials, you will not survive.

Cash is the oxygen that keeps your business going. Not convinced? How many days will your business last without cash in the bank?

Here are five proven cash flow strategies all tradies need to keep the bank account full and stress levels low.

### IN BRIEF

- ▶ Cash flow issues contribute to the failure of many profitable SMEs.
- ▶ Identify early warning signs of cash flow problems and take immediate action.
- ▶ Establish a rhythm that supports cash flow by implementing systems and maintaining a cash buffer.
- ▶ Use accurate financial numbers to monitor cash position and make informed decisions.
- ▶ Replace emotional reactions with strategic thinking to maintain focus on cash flow management.





## 1. Watch the canary in your coal mine

Coal mine workers would always take a canary in a cage into the mine to see if it was safe - this was their early warning sign. If there was a lack of oxygen or dangerous gases, the canary was the first to be affected. If the canary died or looked unwell, they would drop tools and act immediately while there was still time.

With cash flow in your business, there are also early warning signs. The canary for you might be that you seem to be consistently behind with bills every week, too many overdue accounts, or that warning letter from the IRD.

These are all signs that need immediate attention. It might be making arrangements with the IRD, chasing overdue invoices, or getting more work. But don't leave it. Act now before cashflow gets out of control.

Look for the warning signs early. With our clients, we always equip them with our tradie dashboard, which gives a snapshot of each critical part of the business and identifies the early warning signs where cash flow will be affected and needs attention.



## 2. Ensure your rhythm supports your cash flow

In music, the rhythm is defined as "the underlying structure that all the other elements of music are held together by". In your business, you also have a rhythm for cash flow. But is it one that supports or hinders your business?

Are you always scrambling to pay wages every month, chasing the next dollar to stay ahead for another month? Waking up at 3am, realising you forgot that the GST is due tomorrow?

Or is it a symphony where your business is predictable, with a steady flow of cash to pay all the bills and then some? Where large jobs have payment terms structured with cash flow in mind, invoices are always sent out on time, a team member regularly follows up payments, and there is a healthy cash buffer in both your cheque and tax accounts.

With the right systems in place, key team members taking responsibility and regular check-in points, you can have a predictable rhythm with much less stress and a healthy cash buffer.



## 3. The numbers are your guide

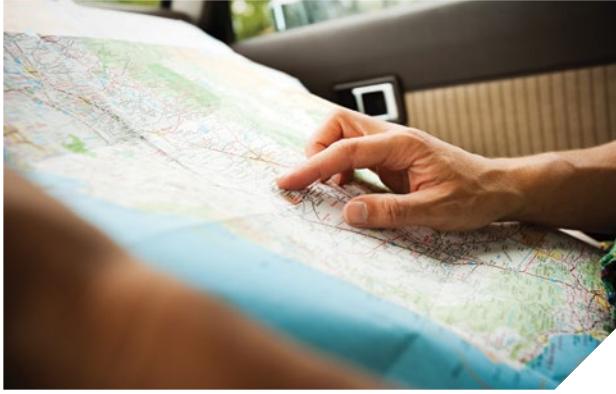
The numbers will show you how much cash you have available and what's required for the future.

You should be watching your cash position (if you collect all the money owed and paid everyone, what's left?), cash flow forecast (tells you what your bank account is going to look like over the next few weeks/months), overdues, profit and loss (are you making money or digging a hole?).

Be careful to make sure your numbers are accurate. I often see many builders with profit figures that look great one month and then terrible the next. This can be a timing issue when deposits are taken or invoicing stages on larger projects, which can skew your figures big time. We usually have a work-in-progress calculation added to the profit and loss to allow for this.

One of the first things I always do when working with clients is check their numbers and show them which are most important. Over 50% of the time, their numbers are wrong.

Wrong information leads to bad decisions. You don't want to buy that new ute with cash and then discover there's not enough to pay the next month's taxes.



#### 4. Make sure you have the correct map

Now that you have the numbers, identify your location and where you want to go. A map will show the way.

One of my clients had plenty of work but was worried about increasing the team even though the work was profitable. The problem is they were using the old map from last time, which was 'grab anyone available and hope it works out'. It didn't.

This time is different. They have the correct map now, a system for attracting and identifying the right team members, and a cash flow forecast, so there are no surprises when payroll comes around. They have identified the best and most profitable jobs and are building a cash buffer for the first few weeks while the new team members get up to speed. All of this is geared to optimising cash flow.

The correct map will guide you on the direct path without all the wrong detours in between.



#### 5. Don't let your emotions tank your bank account

Do you go into a tailspin every morning when you check the bank account and get crazy frustrated at having to follow up with the late payers yet again? That voice in your head starts playing again. It's just not fair. We work so hard. Why us?

Or maybe you know you need to get into the office and do that invoicing you have been putting off all month but decide to stay on the tools this afternoon instead. You arrive home to argue with your partner (who pays the bills) about why there is no money in the account and then feel guilty for the rest of the night that you still haven't done the invoicing.

Procrastination kills the momentum, splits your focus and creates emotional thinking rather than being strategic.

The bank account doesn't care how you feel or how hard you work. Ultimately it's just a reflection of the choices (good or bad) you have made in the past, the systems you have put in place for collection, the clients you decided to work with, the overdraft facility you arranged or the types of jobs you took on.

When you replace emotion with strategy, cash flow gets simpler and less stressful. You make time in your week for the important things like invoicing, following up on overdues, getting your team in sync and cash flow forecasting. Now you have a laser focus on what needs to be done and when and who is responsible for completion.

Master this game, and your business and bank account will improve significantly.

These strategies work best when you use them consistently and are even more critical as you grow your business. But also be aware that you must keep adjusting as your business and the economy change. Many things can disrupt short-term cash flow, as the last couple of years has proven with shifting schedules, material shortages, losing or adding key team members, holidays, lockdowns, sick leave, or maybe you are in a growth phase. These all affect cash flow.

With the current uncertain environment, having a plan to handle cash flow is essential.

One of my largest clients is very profitable and has grown significantly over the past few years. At times they still struggle with cash flow. But because of these principles and systems we have put in place, they have been much better equipped to handle the surprises that have come their way.

Cash flow is the oxygen of your business, make sure you get it right, and your business will thrive.

**Want better cash flow and a better business?**

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**by Daniel Fitzpatrick**

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