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Cover: Prime Minister Rt Hon Jacinda Ardern - outlines the Government's new R&D Tax Incentive Policy at Methven.

With thanks to our partners ...



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From Our Perspective

RBA CEO **Mike Gibson** gives his perspective on what's happening in Rosebank



“That Progress is inevitable, Change is not”

Mike Gibson, RBA CEO

It seems ironic that our issue 145 of The Rosebank Roundabout will see the most notable introduction of new material (20 pages of “The Home that Rosebank built”) into our local well-read community magazine since its inception. I say ironic, for when I look back on our very early Rosebank Roundabout issues (all 2 pages in a broadsheet) not a lot seems to have changed. The 2004 AGM was held in September 2004, The RBA 2017/18 one was held last week. Security issues were rife on the back of the burglary rate being reported as 3 break ins each week with the founding President Perry Scarf celebrating having our first crime free week.

24 advertisers took the plunge to support us and some (7) still support us today and we thank those companies namely:

Bayleys Real Estate (now a Partner), Direct Office Products, Coverstaff, Adecco, World Moving & Storage, Glass Systems, Kiwi Copy, Rheem NZ and the EMA.

Many of those companies' leaders become founding members, others have been sold or morphed into larger entities and on-sold or closed. It's also noted with much interest that another Foundation member and original advertisers Downia NZ and their NZ manager Brooke Sipos is today one of the RBA's editing contributors.

Much of the early work was undertaken with voluntary labour donations such as the \$2000 gifted to us from Paul and Kathryn Davie, then Ray White Real Estate being part of Goodwin Realty Ltd, a very successful Avondale/Mt Albert Real Estate business. And another \$2000 from Mark Bilton a RBA board member and the then MD at Charles Parsons Ltd in the Harbourside Business Park was greatly appreciated.

It also seems ironic that expansion plans were discussed about establishing the Rosebank Business Community, (a first in the then Auckland City Council) about the introduction of a Commercial and Industrial Business Precinct, when today the Central Park Henderson Business Association (led by West Auckland & Rosebank Auto Repair specialist and businessman Kelvin Armstrong are contemplating repeating the Rosebank model and we wish them every success.

Max McKeon from his well-known book “The truth about Innovation” quotes, “That Progress is inevitable, Change is not,” but I don't think many will apply that scenario today to us. We look back with fondness on our early years and with enthusiasm on what tomorrow may bring.

Cheers and best wishes,
Mike Gibson.



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From Our Perspective

RBA Chairman **Bernie McCrea** gives his perspective on five things that he has been thinking about

Bernard McCrea

RBA Chairman

1. Transformational change:

I was recently at a Financial Advisors' conference and what I saw was the increased need to be focussed on transformational-change, not just incremental change.

The reason I say this, is incremental change means you're working on the micro, not the macro. I know you need incremental change, but transformational change will deliver you: a) the most wins,

b) give you more time to extract value from the changes,

c) reduces the risks of you being left behind. Being transformational puts you in a leadership position, which is better than chasing others.

2. 80-20 principal:

Much of this transformational change ties from the Pareto principal, which is that 20% of your efforts will deliver 80% of your results. It's the 20% that is non-negotiable, the 80% is negotiable.

3. The media and the market stories:

When a market correction occurs, it is seen by the masses with 20/20 hindsight. If I stand on Rosebank Road and announce every day that the end is nigh,

Five things that I've been thinking about.

eventually, given enough time, I'll be right. Reading the current papers they are full of stories that a correction is imminent, and they might be right, but at the conference it was interesting to review that as all markets have corrections, there is always the recovery story. Some recovery stories take longer than others, so the big opportunity is not just protecting the downside, but taking advantage of the upside.

4. Trump and America:

I don't click on every Trump story, as you have to deal in the now, and he's in the now! However, my observation, watching his recent Supreme Court nominee go through, is history will judge him poorly. Not necessarily in a financial sense, albeit that's in dispute, but in the context how divisive he's been for the US people. He's never been one for fellowship and diversity. That's his failing and will be his eventual downfall. Someone will come along to beat his politics, always has, always will.

5. Save bandwidth, use smarter questions:

Use clarification questions to investigate

concerns, i.e. are you asking me for XYZ or, ABC?

Use positive contributions, i.e. who else can see the big picture vs. the straight forward.

Know we're generally only listening to what we want to hear and, are only looking to reinforce what we want to confirm.

Keep working hard.
Regards Bernie.



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Rosebank News & Events

Find out about the latest **RBA** News & Events.

West Auckland Business Hall of Fame 2018



WEST AUCKLAND BUSINESS
HALL OF FAME

When: Friday 2 November 2018
11:30 AM - 2:30 PM

Where: The Trust Arena
65 Central Park Drive, Auckland

Register: To register
<https://halloffame2018.eventbrite.co.nz>
\$50 + GST per ticket,
or \$500 + GST per table of 10

Celebrating Business Excellence in West Auckland

The West Auckland Business Club and Rosebank Business Association invite you to the BNZ West Auckland Business Hall of Fame Awards luncheon to acknowledge outstanding business achievement in the West Auckland region.

This is an opportunity to celebrate West Auckland business success and we are delighted to partner with the BNZ for this event. We are proud to continue this legacy to appreciate and foster business success in our region and are thankful of the support of the BNZ which has helped make the awards possible.

We will be joined by the leader of the opposition, the Hon Simon Bridges to celebrate the achievements of Group CEO of Methven NZ, David Banfield, and CEO of West Auckland Trust Services Ltd, Simon Wickham as they are inducted into the West Auckland Business Hall of Fame.

We hope you can join us at this memorable event.

Rosebank's Direct Office Products Depot announced Gold Dealer of the Year 2018

From 31 OPD dealerships around NZ, Direct Office Products Depot won OPD Gold Dealer of the Year 2018 at their recent OPD annual conference, held in the Gold Coast. Not only did they bring home OPD Dealer of the Year, but 3 of their Account Managers, Greg Hopa, Sue Holm and Scott Matheson, took home Gold and Silver sales awards.

Direct Office Products Depot would like to thank their amazing customers, for making it another successful year.



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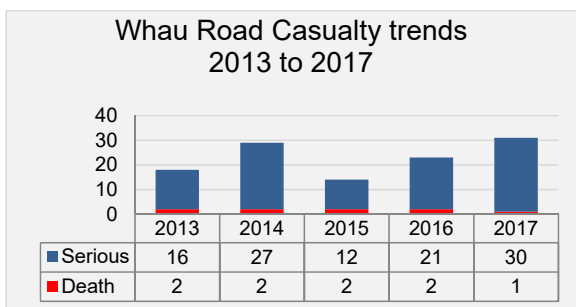
Dr Grant Hewison

Road Safety in the Whau

Transport issues are a high priority for the Rosebank Business Association, with road safety being very important.

Road safety performance in the Whau Local Board area has worsened over the last five years.

Whau Local Board road deaths and serious injuries (DSi) have increased 72% from 2013 to 2017 and made up 4% of Auckland's total DSi in 2017. Whau Local Board had the 12th highest level of DSi among all local boards in 2017 and the 10th highest rate of serious road injuries per capita, out of all local boards in 2016.



In the Whau Local Board area 48% of all DSi involved vulnerable road users (motor cycles, pedestrians and cyclists).

Within the Whau Local Board boundaries there are six high-risk intersections and six high-risk routes (based on 2012 to 2016 data), which are also high-risk for motorcyclists.

These intersections are:

- Blockhouse Bar Road/Chalmers Street,
- Titirangi Road/Croydon Road,
- Great North Road/Blockhouse Bay Road,
- Wingate Street/Great North Road,
- Ash Street/Rosebank Road,
- Rata Street/Rimu Street.

The routes are Ash Street, Great North Road, Blockhouse Bay, Donovan Street, Richardson Road and Titirangi Road.

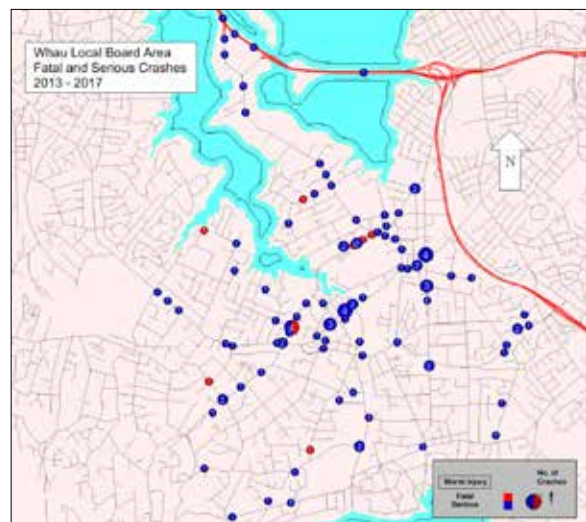
The primary road safety focus for the next three years include safer intersections and roads, safer speeds, better protecting road user safety (pedestrians and people on bikes), sober driving and reducing distraction.

These areas will be addressed through a combined annual programme of investment in safety engineering, speed management, education and training of road users and enforcement of safe user behaviour with NZ Police.

Safety improvements planned for 2018-19 include:

- Rosebank Road (Installation of four pedestrian refuge islands along Rosebank Road)
- Victor Street, Avondale (proposing a zebra crossing on an existing raised table near Avondale College)
- Holly Street, Avondale (Installation of a zebra crossing at Holly Street/Victor Street intersection and installation of a new speed bump near Avondale Intermediate School gate)

All high risk routes and intersections currently have 50kph speed limits.



However, speeds of 30km/h are the maximum any vulnerable or unprotected road users can withstand without sustaining death or serious injury. Although 30km/h is common local roads in Europe, it is uncommon in New Zealand.

Speeds over 50km/h dramatically increases the chances of death and serious injury in the event of a crash between two vehicles at an intersection. Contrary to popular belief, the majority of Auckland road deaths and serious injuries occur on 50km/h urban roads, involving vulnerable road users.

Many people fear that reducing the speed limit in urban areas will dramatically increase journey times. However, research shows that lower speed limits only marginally increase journey times. An NZTA study tracked travel times which showed people arrived at their destination as little as 1.08 minutes faster than when they drove 10km/h slower.

Auckland Transport is looking to amend the Speed Limit Bylaw to allow the introduction of 30km/h speed limits.

The Rosebank Business Association will be looking to ensure that appropriate actions to improve Auckland road safety outcomes will be applied in the Rosebank area.

Rosebank News

News, views and any other tidbits from the Rosebank Business Community.

Awards for Achievement and Success in Local Business

RBA is always looking for ways to benefit our members and support our objective of building a strong and vibrant business community. In partnership with EMA, who have the best training for businesses in NZ, we're able to bring first-class training to Rosebank through our award programs.

Future Proof your Business Award

This award is available to RBA members who want to upskill and take their businesses to the next level. Recipients of this award receive training and development from EMA.

It's with great pleasure we'd like to announce another worthy recipient of this award.

Allister Benson from Spark Business Hub Waitakere has been awarded an EMA

Coaching, Mentoring and Delegation course.

Pathways to the Future Trust Awards

We are delighted to present to other well-earned recipients of this award to:

- **Avinash Rao** - Paramount Services NZ
- **Dayna Morrison** - Pak-line
- **Scott Partis** - Foundation One Ltd

We wish to thank our Pathways Partners, EMA, for their ongoing support. In this award process alone, our award recipients have received training and development valued at over \$6,000 from EMA. This training and development will provide opportunities for them to advance their careers in their chosen fields.

Nominations are always open for Pathways to the Future Trust Awards and Future Proof Your Business Awards. If you have some young "go getters" in your workplace who have the capability to take that next step and go the extra mile **then nominate them today.**

To find out more contact **Julie Stevens 021 940664** or email **julie@rosebankbusiness.co.nz**

If you have some young "go getters" in your workplace, nominate them today



EMA's Ava Williams and Allister Benson



Pathways Awardees, Avinash Rao, Dayna Morrison, Scott Partis

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Stakeholders at Babich Vineyard

Imagine supping a glass of wine, munching on a canape and gazing out over a beautifully maintained vineyard and garden on a perfect evening. Well, that is what happens once a year if you are a RBA partner and is our way of saying thank you for all the different ways you support us throughout the year. From sponsoring functions to supporting charities, offering employment opportunities to local people it is all so valid and is what makes the RBA different and worthwhile. We were especially privileged to have 2 generations of the Babich family share how they see themselves going forward, how it was a blend of a tough business- sense in honing their people placement skills, watching financial trends and ensuring their world-wide market expands and customers know their product intimately and how it evolves into such a special group of wines. This philosophy included being socially responsible and making all vineyards sustainable while concurrently marketing a group of innovative organic wines. The wine making was in full progress and many people availed themselves of the very informative tour on offer.

To add an authentic flavour of the West, we were honoured to have Sir Bob Harvey and the National MP Hon. Alfred Ngaro from Te Atatu, both of whom offer continued support and ideas. We also welcomed an amazingly worthwhile charity called Well foundation whose CEO Andrew Young inspired us with his effort



Andre, Judy and Joe Babich



Peter Babich and Hon. Alfred Ngaro MP

of raising \$4.15 million out of their target of 5 million to support a new prem baby unit at Waitakere DBH.

Julie Stevens made a presentation to each partner as a token of appreciation, as without our partners RBA would not find it as easy to be a voice within the community. Upon speaking to many partners, they reflected glowingly of the reciprocal nature of the partnerships and how all were keen to continue. Many mentioned the value they receive, from the breakfasts and working meetings and in particular the networking opportunities that partnership gives to them and how new opportunities open up. They also mentioned the management group and staff at RBA who all put in a totally focused effort that keeps the whole stimulating and always having something new up its sleeve.

All in all it was a very pleasant way to say thank you from the RBA and let's look forward to the coming year and make it more rewarding than the last.



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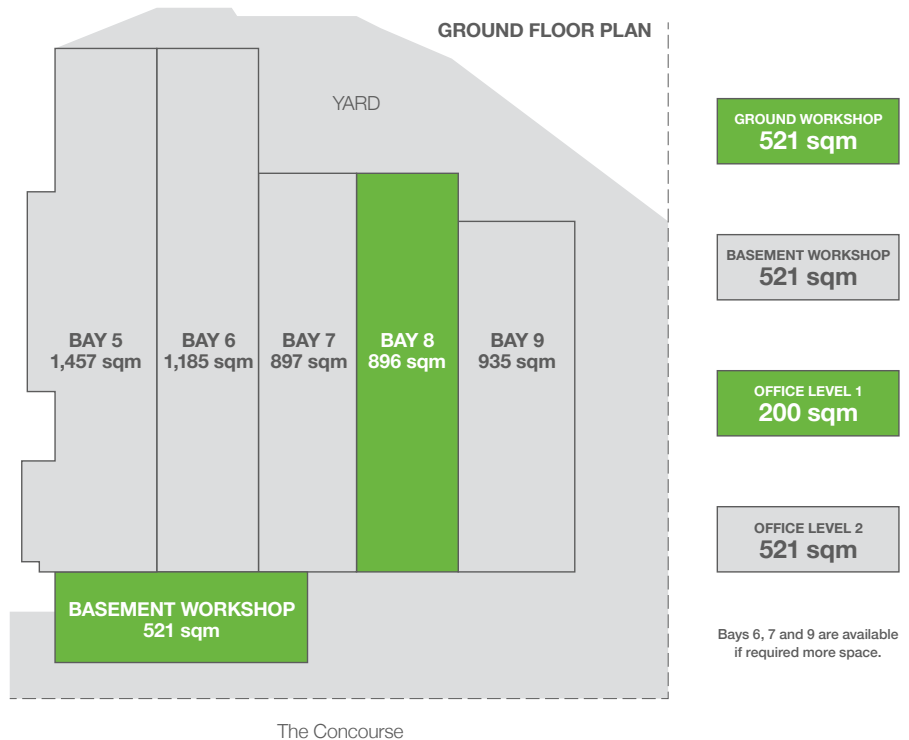


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Blum on Rosebank Road High tech, Absolute Precision

If there was a competition for the most beautiful showroom in the Rosebank area, then Blum would surely be in the forefront, as their European origins dominate every aspect of their business. From design of the layout to the components of the kitchens, bathrooms, utility rooms, wardrobes and then the actual hardware which is Blum's core business.

Michael Hawkins the Managing director gave a short but interesting address as one could relate it to family businesses in New Zealand. It began in 1952 founded by one man, Julius Blum, in Austria who made a fancy type of horse shoe hinge which he

appreciated he could, with a little ingenuity, re-engineer them into quality more multi use hinges, drawer runners and the drawer sides themselves, all with a soft close. This in itself was revolutionary.

Because of the indenture system in Europe where students begin their apprentice career at 14 and have to attend actual training facilities, he had a dedicated smart workforce with which he rapidly outgrew the domestic then the EU market, so he cast his net into the USA, through both subsidiary companies and distributors.

Current World wide sales breakdown by Market.

Another piece of fascinating information is that Blum hold 21000 worldwide patents which show us how important it is to visit a patent attorney when we have a bright idea, as there is always someone who will pick up the main tenant and run in opposition with it. The company has 8 factories scattered around Voralberg province employing 7600 people, of whom most are engineers.

All goods are imported fully made up into New Zealand and they

receive approximately 3 forty-foot containers each week which is a lot of componentry.

The marketing strategy here is to encourage end users and designers to view Blum in its finished form, experience the superior product performance and then specify it to the cabinet makers and assemblers. It is possible to go into the showroom and see your whole new kitchen in situ so to speak and be quite sure it is what the customer wants before it is finally built.

Next we all went on a tour of the highly automated ergonomically designed warehouse. Orders are received on line from customers, they automatically generate their individual bar-code and picking slip which moves to the robot aisle pickers who race up and down the appropriate aisle which goes from the very top of the building to the bottom wasting not a centimeter of space nor time. The robotic pickers work from 6a.m. until 5ish with no breaks and run 3000 trays.

Once picked the orders move to being checked and dispatched which is semi-automatic but the first big van load is ready to leave at 8.30 a.m., only one of 5 or 6 each day.

Inwards goods are equally as well organised with orders to Austria being generated by the automatic balancing act the computer completes overnight and a skilled worker ensures shelves are replenished in the correct order by the robotic arms.

Speed, quality and accuracy are the driving force in dispatching between 60-80 orders per hour each day while seeing that the workers are well looked after, and all aspects are OSH certificated. There is a new non- automated warehouse being built in Christchurch at the moment, it cannot be robotized as the constant quaking would upset the sensors which is an interesting limitation on Christchurch's industrial future.

The BLUM team



RBA Annual General Meeting

On the 18th October the Executive, Board and about 50 members of the Rosebank Business Association attended the AGM (which was held at Blum) for the year 2017/18.

The formal part of the business was passed very smoothly, with all previous

minutes successfully moved and seconded.

Key highlights were the significant growth in membership, the positive move in the balance sheet and the greater role that “advocacy” was playing in the daily business. As all in Rosebank or Auckland know traffic is a nightmare and the association are going straight to the power house i.e. the Hon. Phil Twyford who is Minister of Transport to

come and hear the story from people who suffer from the effects of the tunnel. Drone footage of the congestion spots from some of the 40,000 vehicles that go to the North western corridor each day via Rosebank should provide the ammunition required. It will be a small but highly effective meeting with every opportunity to find answers, but we do appreciate we are only one of about 30 + high priority Roading / Transport issues that seemingly abound in Auckland.

The general consensus was that the RBA is vital in maintaining a high profile for the West and it will continue to hone its activities to provide even more direct benefits for members.

The 2018/19 RBA Elected board is as follows: Elected Chair Bernie McCrea, Treasurer Steve Early, newly elected Board members Hamish Mackie and Nikki Harris, join sitting Board members Peter Batcheler, Kelly Brown, Jason Ennor, Michael Hawkins and Darius Singh. The RBA acknowledges the lengthy commitment and service from retiring past Chairs and Board Members Bob Mackie and Michelle Maitland.

RBA Board of Governance 2018/19



President
Bernard McCrea
General Manager
Abbott Group



Treasurer
Stephen Early
Director/Owner
Symmetry Limited



Executive Board
Peter Batcheler
Managing Director
Integrated Precision Ltd



Kelly Brown
Managing Director
Triquestra NZ



Nikki Harris
Director
Intelligent Environments



Executive Board
Hamish Mackie
Director/Owner
Fullworks International



Dr Darius Singh
Owner / Director
Chrysalis Group



Michael Hawkins
General Manager
BLUM NZ



Jason Ennor
Managing Director
MYHR



Mike Gibson
RBA CEO

Methven announces additional \$600k investment in New Zealand manufacturing

At a launch event held October 3rd at Methven Limited's (MVN) global Head Office and manufacturing facility in Jomac Place, Rosebank, Auckland, Prime Minister Rt Hon Jacinda Ardern outlined the Government's new R&D Tax Incentive Policy.

Attended by a number of industry representatives, the launch event at the Methven Experience Centre included speeches from Science and Innovation Minister Dr Megan Woods and Revenue Minister Stuart Nash, outlining how the new policy will support Kiwi businesses to increase their R&D activity.

Methven Group CEO, David Banfield said “Investment in research and development is vital for us to ensure long term competitive advantage and as such, we are delighted to announce a further \$600k investment in our New Zealand manufacturing capability that will be operational in January 2019. This capability allows us to apply different colour finishes to our products and thus reflect consumer needs close to market. This activity forms part of a longer term investment plan in New Zealand manufacturing that we believe will enable us



to disrupt the global plumbing industry from New Zealand, create jobs that don't exist today and give us an agile, capital light platform to better reflect emerging customer needs and deliver superior returns for our shareholders.”

Mr Banfield added “The Government's policy announced today will enable us to invest in the future with confidence, and we were delighted to host the launch of such a beneficial and future-focused policy.”

As part of the launch, the Prime Minister, along with Ministers Woods and Nash, toured Methven's manufacturing facility, which houses design, toolshop, engineering, toolmaking, foundry, plastics manufacture, machining, polishing and assembly, as well as the global group functions.



Avinash Rao, Paul Brown and Galvin Barlett

Paramount Services

form new Partnership with the **Rosebank Business Association**

On a stunning spring morning the view from the top of the steps leading to Paramount Services' new headquarters off Rosebank Rd gives a glorious panoramic view out across the gleaming inner harbour.

The message above the portal reads proudly "Because Service is Paramount" and just inside the stairway up to the office floor is a trophy case. In it stand 16 trophies, all gleaming like new and, says general manager Paul Brown, proudly, "All hard won, because nothing comes easy."

The company (free call 0800-CLEANER) looks totally at home in Rosebank Rd, but in fact has only been there since April 30, when it moved here from Grey Lynn after 33 years.

Why move after 33 years in one place?

Paul Brown, a 14-year veteran with Paramount: "First of all it was the parking situation for staff. A very large percentage of our people live in West Auckland, therefore the accommodation, and the locality, fitted our requirements perfectly.

"It's a relatively new building, it's all on one level and it's open plan.

So that worked out extremely well for our 27 staff, too."

And Grey Lynn had become increasingly difficult, in part due to a recent change in parking permitted by Auckland Council.

"Parking in Grey Lynn was absolutely shocking, and that was one of the compelling reasons we shifted. Some of our staff had to drive around for 30 minutes, some even up to an hour, just looking to find somewhere to park.

"And then, recently, the Auckland Council introduced a parking limit of 120 minutes on many spaces."

One thing that Paramount didn't realise was how accessible the new premises would be

"At the time we didn't really consider access to motorways," says Paul. "But now we're here we realise that Rosebank Rd is superbly located for motorway access. I can be at the airport in 20 minutes and Newmarket in 10. It's incredible."

He was also extremely pleased with the reaction of others around the area to Paramount's move into the new quarters.

"The community here is also vibrant. We received an amazing welcome.

The welcome and the assistance we got from the locals really played a major part in facilitating are move here.

"We also, of course, joined the Rosebank Business Association. It's vital to be part of it, there's a wonderful camaraderie in this area."

Founded by Galvin and Sue Bartlett in 1979 - "It's our 40th anniversary next April" - Paramount has 162 franchises through the country.

Starting at Kaitia, it includes branches in Kaikohe, Kerikeri, Paihia, Whangarei, Dargaville. But Paul stops. "Let's just say from Kaitia to Invercargill."

Paramount cleans, banks, cinemas (Event and Reading), schools, retailers - some small, some big like Westpac and ASB banks nationally, to Vodafone. There are also some high security clients such as the US and Saudi Arabian consulates.

Paramount Services remains New Zealand-owned. "We have a solid resource base," says Paul, "with 41 administration and 170 cleaning staff, the 162 franchisees employing about 1300 staff, serving about

1,800 clients nationally."

Paramount's steady growth is achieved through word of mouth, recommendations and organic growth.

Paul adds: "We are totally committed to providing excellent customer service, quality work and innovation through all levels of the organisation. I think that as a result we have a loyal customer base with an open and transparent communication pathway."

But there was a customer at one of the company's focus groups to thank for what he calls Paramount's unofficial slogan.

"At that group, he said 'What I like about Paramount, it's small enough to care, big enough to serve.' Which I thought was a brilliant way of putting it, and it's now our mantra."

Also, he says, "it helps keep our feet firmly on the ground".



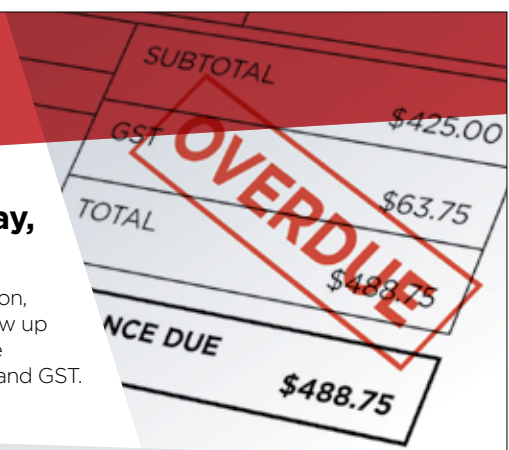
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First Scene's Director and Host Jo Pilkington

First Scene Costume & Party Hire

A big thank you to the amazing team at First Scene Costume & Party Hire for hosting the RBA members for their September networking event. A great event and a good time was had by all. With Christmas coming up and if you are looking for an unique venue to celebrate then look no further than First Scene Costume & Party Hire. Their Retro Lounge is ideal for smaller groups while the whole costumes department can be utilised for larger events. They can help you to create a fun event that will meet your specific needs. firstscene.co.nz Call them: 09 815 7230



Ava Williams and Rebecca, EMA



Shanelle Haydon and Dayna Morrison, Pak-Line



Rowan and Niall Dow, Mullins Tyres



Bruce Ross, Ignite, Scott Partis and Daniel Nixon, Foundation One



Nikki and Paul Harris, Intelligent Environments



Julie Stevens, RBA, Tess Tickle and Brooke Mattock, APX Travel

Member Profiles

We profile **New Members** of the Rosebank Business Association



Anna Williams and Brent Mayhew
360 Fitness Owners

West Auckland's largest 24 hour fitness centre opens on Rosebank Road

When health and fitness experts Brent Mayhew and partner Anna Williams decided to open a 24 hour community fitness centre, an old furniture warehouse on Rosebank Road was their location of choice.

Just 12 minutes from Auckland's CBD, the property had a prime street front location right in the middle of one of Auckland's fastest growing business communities. It was also well-located for many of Brent's West Auckland based clients and the rapidly expanding residential neighbourhood.

This week Brent and Anna will open the doors of 360 Fitness, their newly refitted 1,600m² facility, equipped with state-of-the-art training equipment, an indoor sports turf and an experienced team of qualified trainers and coaches.

In addition to his twenty year football career, both here and overseas, Brent has first-hand experience in gym management and membership development programmes. A qualified strength and conditioning coach, Brent has strong connections to the Central and West Auckland football networks both as a player and a coach. He's played for Waitakere City, Waitemata and Eastern Suburbs; worked with Waitemata's Youth Academy, Central United, Auckland City's National Youth Team and Player Academy, and is currently the assistant coach at Waitemata Football Club.

Anna is a NZ registered nutritionist and an experienced corporate presenter in the health and wellness industry. She runs her own nutrition consulting business and enjoys working with groups, large and small. Her straightforward approach unravels the confusion



around eating and food, and focuses on inspiring and motivating people to get on track with their health and wellbeing.

Brent and Anna have both worked in New Zealand, Australia and the UK and together have over thirty years' combined industry experience and an impressive track record across all aspects of the fitness business; from management and operations, sales and marketing, to personal training, food technology and nutrition.

Their vision of creating a one-stop-shop for general gym goers and athletes alike, which offered a total fitness and training experience tailored to all ages and fitness levels, has finally come to fruition.

Says Brent, "We knew exactly what we wanted to create - a 24/7 community fitness centre dedicated to helping people find a balance with their health, fitness and wellbeing where members feel welcome and supported through evidence based best practices. Less focus on weight and aesthetics and more on health, performance and lifestyle balance. Our handpicked team has the experience and diverse skillset it takes to establish 360 Fitness as a true 'centre of excellence' within the industry, providing our members with a world class facility at a competitive price."

In addition to a wide range of group fitness sessions, 360 Fitness offers one to one nutrition coaching as well as specialist strength and conditioning training.

The unique indoor sports turf provides an ideal all weather sports training area which is already attracting local sports clubs, schools and athletic groups. The facility has ample off street parking, is close to public transport with easy access to the motorway.



360 Fitness, Unit B/438 Rosebank Road
Phone: 09 218 9344, www.360fitness.co.nz

Spicers

ImagineBDR

Bringing your ideas to life

BDR Max have rebranded including a name change to ImagineBDR and they are on a mission to bring customers' ideas to life. "This change is reflecting where we see the industry going i.e. moving away from the traditional printing to being a visionary communications company. This means we are focused on driving more outcomes for our customers by delivering a wide range of visual solutions including design, campaigns, brand collateral, digital signage, 3D CAD design, office fit outs, home décor, packaging and custom displays. I am excited by the realms of possibilities that we can now convey ideas through and I want to be leading the industry in creating visual content. Our core principals remain which is to continue to deliver and delight for our customers," says business founder and managing director, Jason Hall.

They are locally owned and operated with industry leading digital equipment. Key to staying at the forefront in their field is their team of 20, who are leaders in their field and passionate about what they do.

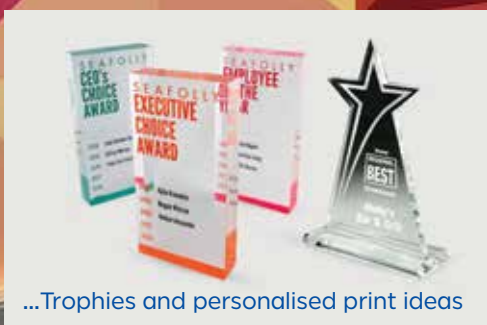
They are in their 8th year of operation and poised to take the business to the next level. "With this maturity it is important that we are sustainable, and we are proud to be 100% eco-friendly and at the forefront of a being a green sustainable business." says Jason

So, come and visit our creative lab and bring your ideas so that you can see them come to life.

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High Frequency Electronics Ltd (HFE)

What a difference a year can make!

High Frequency Electronics Ltd (“HFE”) was established in 1988 by Barry Johnston. Having worked in the Radio Frequency Dielectric and Engineering industries for 15 years, he saw an opportunity in the market when the only NZ company trading in this area had left NZ. Hence HFE was born and they started supplying and manufacturing Radio Frequency Dielectric Heating Equipment, Hot Air Welders, Wedge Welders and Induction Heating equipment to a vast cross section of industries. Fast forward to now. Their sons Logan and Michael Johnston have joined them in the business both having started their careers as engineering apprentices. Their skills have enabled the business to diversify and offer their customers another arm of services which includes: General Mechanical Engineering, full CNC Machining, prototype design, along with servicing and maintenance of industrial machinery which is in high demand.

“We are a team of highly experienced qualified engineers and industrial electricians. We can handle any job and provide innovative solutions to any problem. We have many years of practical experience in design, manufacture, installation and maintenance of machinery,” says Logan Johnston.

HFE provides full back-up services to all their clients. They have HFE machinery installed throughout New Zealand, Australia, Malaysia, Indonesia, India and the Pacific Islands. All consumables, barrier materials, components, valves, capacitors, diodes, air supplies, tooling etc. are readily available from our stores.

4 Reasons to choose HFE:

1. Market place Reputation.
2. Leading Edge Technology and equipment reliability.
3. Customer support, during proposal stage through to after-sales-service.
4. Honesty and integrity.



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Celtine Beauty is New Zealand’s number #1 professional beauty & hair industry partner. They distribute premium professional and retail skincare, waxing, nail care, tanning brands and much more. to the beauty industry. This is the home of 16 brands, 2000 products and all provided by one supplier.

They also provide beauty industry training, exclusively researched and developed by Celtine Beauty. Courses include professional development and postgraduate education utilising their in house Celtine Beauty Training Academy facilities.

Their journey of success started in 2015, when Geoff and Jo Grace, former CSS and Celtine Limited shareholders and board members purchased Celtine. In 2016 they re-branded, and Celtine became Celtine Beauty to reflect their new ideas and innovations for the business. This has seen them form strong partnerships with world class international professional beauty manufacturers such as PONi cosmetics, Matis-Paris and Orly-made in L.A. It saw them launch New Zealand’s first and only online professional beauty & hair industry community in 2017.

“Keys to our success and our reputation rest in the hands of our valuable team of 13 staff. We are the ONLY company in the beauty industry that have invested in having a qualified beautician ready to take your call. 0800 88 34 34 (NZ) Monday to Friday,” says Managing Director Geoff Grace.

We discussed future innovations with Geoff and hot of the press was the launch of a mobile app for customers to order through, this is an industry first. The driving force for this innovation is responding to their customer needs. “ We live in a busy world where we need to make things instant and easy for customers to deal with us. Providing our customers with another platform to engage with us is important to our business. However, we are still here for our clients to call for advice and education,” explained Geoff.

The Juice from Jules

Julie Stevens RBA Membership Manager
Phone: 021 940664, julie@rosebankbusiness.co.nz



Who's the best in the Westpac North-West Business Awards North West-2018

A great night celebrating business success at the Westpac Auckland Business Awards North - West as the category and overall supreme business award winners were revealed. These awards are showcasing excellence in business, innovation and best practice across Auckland North, South, West and Central.

The RBA along with the Smith and Partners Lawyers proudly sponsored the Excellence in Strategy and Planning Award which was won by **Blue Barn**

Consulting Ltd. RBA sees these awards highlighting great businesses who are doing great things which is vital to the region's economic growth.

The calibre of finalists was impressive and was a difficult task for the judges to determine the winners. However, someone must win - Congratulations to local Rosebank Business **Glidepath** - who were the Supreme Award Winner and Category Winner of the Excellence in Innovation Award. In the rousing words of Sir Ken Stevens "A tribute to an amazing team that continually delivers time and time again." Congratulations too, to all the category winners and finalists.

So, what is the Juice from Rosebank!

I am going out in the Rosebank community to visit local businesses and hear their stories. Some shout outs: Firstly, congratulations to **Jason Ennor and the MyHR** team who celebrated achieving a MILESTONE by providing their 20,000th employment agreement.

What a mission. What a milestone. What a team.

"A tribute to our wonderful team and their commitment to making HR easy for all of our clients around New Zealand, Australia, and beyond." Says CEO and Founder Jason Ennor.

On a final note Awards are not made of gloss and glamour. **They are made of sweat, determination and a hard to find alloy called courage!**



Sir Ken Stevens, Glidepath

Business Nuts & Bolts

Business to Business advice from **RBA Members**



Janine Roberts
Accounting Associate at Haven

Why you should have a business adviser

Whether you're managing an innovative start-up or you're thriving in an existing business, it always pays to check in every now and then. Creating strategies for improving your business, from working on leadership skills to increasing your cash flow, is important for the overall health of your company.

If you're feeling a little overwhelmed or stuck in a rut, it might be time to have a chat with a business adviser. Even if you think you're doing well, it doesn't hurt to sit down and take a different perspective on how you can continue along a successful path.

To offer guidance and support

One of the most vital roles a business adviser plays is as a sounding board and support system for you and your business. Helping you to set goals and map out exactly how you are going to achieve those goals, business advisers have been where you are and have valuable insights. They're there when the going is tough, giving you the motivation you need to come back into the game, and they'll also be there to celebrate your successes and to ensure that success continues going forward.

To avoid costly mistakes

Even if you're a well-seasoned player within your industry, mistakes will always happen if you're busy and not as qualified as you'd like to think. Having an objective professional look over your plans and budgets is the best way to ensure that you're not losing valuable time and money. A business adviser can show you where to cut

back without losing productivity and can help you figure out the best ways to make the most of your profits and predict what's coming next.

To keep you accountable

When you own your own business, it's easy to let things slide and put it off for another day. Having a business adviser means that someone else knows your goals and where you should be and will hold you accountable for making things happen. A good adviser will ensure you follow a thought-out process when making decisions and will help you take accountability when things go wrong so you can learn from mistakes and move on.

To help you make a plan together

As mentioned above, even if you're very business-savvy and have been in the industry a long time, you'll still need help putting goals and an overall plan for your business in place. In fact, the longer you've been doing what you do, the more it pays to have someone from the outside looking in to give you that valuable objectivity. A business adviser can also show you some best practice strategies to keep you in the game - from perfecting traditional management practices to the most innovative and helpful technologies to use. If you think you might like to have an independent business adviser take a look over your current strategies and plans, or if you'd just like to have a chat about how you can keep up with any changes in your industry, get in touch today.

As an Accounting Associate at Haven, Janine is accustomed to working alongside an extensive number of clients, understanding and delivering customised reports specific to their industries and requirements, as well as in ensuring their tax compliance requirements are met. With her strong reconciliation and analytical skills, Janine provides valuable support to businesses in managing and monitoring results against forecasts and budgets. Phone Haven on 0800 700 699

Helping Business Succeed

Every day you make decisions based on what's good for your business. Our membership helps you do that.

To inquire about membership or just to have a chat, get in contact with Jasmine now.

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The MACE IT Team

The importance of modern technology in your workplace

Is it true that your employees use much better and faster devices in their personal life than at work?

With so much cheap, disposable technology available in the market, individuals love buying, installing and making use of these for their own benefits and talking about them. Technology adaptation is increasing very fast amongst individuals and it's hard to engaged and interested these employees if you don't have good technology alongside creative strategies and processes set up in place to make their life easy at work.

Whether it is communicating with your customers, quickly and clearly in a fast- paced business environment or creating a stronger public image using better communication there are huge benefits to upgrading your office technology.

The efficiency and productivity kicks in when time and money is saved with the proper use of technology.

In this era of security threats and vandalism, it is paramount that the financial data, and other valuable amounts of proprietary information is being protected.

To sum it up, we have put some quick tips that can really help you take your business to the next level of productivity and better employee engagement.

Easier said than done, but it is achievable.

There are so many affordable hardware and software solutions out there so decide on one area you want to focus on and work your way through. Have a happy upgrade!

The efficiency and productivity kicks in when time and money is saved with the proper use of technology.

There are a few ways that can help you boost engagement and create a motivated work force:

1. **Replace computer that are older than 5 years**
2. **Upgrade operating system when possible**
3. **Provide ability to users to access company data from anywhere and from any device**
4. **Implement systems that allow users to share and collaborate with the team**
5. **Provide instant communication platform for your team**
6. **Digitise and creat paperless systems where possible**
7. **Provide ability to make and receive calls from anywhere**
8. **Create possibilities so that staff can work from any desk and don't feel shackled to one place**
9. **Secure you IT systems for peace of mind**
10. **Organise regular IT and technology training**

About Mace IT

For over 10 years Mace IT Services has been delivering a full range of IT Services and Solutions to Small to Medium Businesses nationwide. A 'Total ICT Solutions Provider'. It has continuously evolved by adding services in response to the ever-changing market needs. The team which is reputed for its talent to work closely with clients to deliver the best IT solution tailored to their individual business requirements. This, of course, is backed by the highest level of customer service. Mace IT's clients benefit from its huge technical expertise and this has helped in steadily building a vast base of clients who trust the company to keep their core business functions in top shape.

For more information contact Mace IT, Phone 0800 622 348



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Want Business Growth? You need to know this

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- Your relationships, which depends on
- Your conversations...

Everything happens through conversations

No news there... but you may be inadvertently shutting your people's brains down, unwittingly preventing the very thing you hired them for - innovation and high performance

The Neuro-science of Conversation: Introducing Our Watchdog & Our Sage

We have three parts to our brain

- Reptilian brain - survival focus
- Mammalian brain - flight / fight / freeze threat response
- Neo-cortex (esp. the Prefrontal cortex) - Executive function

The reptilian brain (physical safety focus) and the mammalian brain (emotional safety focus) combined, create our powerful survival 'Watchdog' mechanism.

The prefrontal cortex is what makes us distinctly human. From this evolutionary masterpiece comes behaviour modification, decision making, consideration of consequence, planning, innovation, wisdom - it is our 'Sage'.

Everything you want from yourself and your team (insight, problem solving, confidence) comes from the Sage. Trouble is, you can't access any of this if your 'Watchdog' has been alerted. None. An alerted watchdog hijacks all focus.

So, What Alerts the Watchdog?

Fear. Distrust. Judgement. Uncertainty. Change. Mixed messages. Unrealistic deadlines.

When these occur, our ever vigilante Watchdog 'snarls'- we feel it as stress and we rendered resourceless.

Management methods that rely on fear (positional power) to enforce compliance activates the inner watchdog... and creates 'sheeple'.

What has this to do with conversations? Everything. Most

Level I Tell/Ask	<i>No / Low Trust.</i> Closed questions. Yell / sell / tell Telling people what to do. Information exchange.	<i>Confirms</i> what we know
Level II Advocate / Inquire	<i>Conditional Trust.</i> Influencing others to your position. 'Who's right?' Listening for weakness. Power exchange	<i>Defends</i> what we know
Level III Share / Discover	<i>High Trust.</i> What's new / fresh for both. Share first - be vulnerable and disclose. Energy exchange.	<i>Discovers</i> what we don't know

conversation styles trigger the Watchdog!

To explain...

Conversational Intelligence: The Three Levels



The patterns of conversation can either activate a protect / 'wary Watchdog' mode or elevate them into co-creation (collaboration) states.

Reflection

- How much time (%) does your team spend in each level?
- How much time (%) do you spend in each level?

Typically Level III is a very low percentage. But this is where breakthrough insights occur

Need More Level III Conversations?

Establish Deep Trust

Personally

- Be vulnerable (share mistakes and learnings)
- Ask questions that neither of you knows the answer to
- Listen to connect
- Ask, 'How can I be a better leader for you?' and do it

As a company

- Create a culture of continuous improvement
- Formalise cross-function mentoring, innovation forums
- Utilise online collaboration tools

In summary, Trust = Collaboration = Energy = Intelligence = Agility = Business Growth

If you'd like to learn more about leading energised, collaborative cultures, contact **Bruce Ross**, bruce@ignitebusiness.co.nz



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Introduction.

What started as a slightly off-beat idea, gained momentum quickly. Could you build an entire house only using businesses in Rosebank?

As a road that is totally abuzz with trading and supplier companies, we think you can.

Over the next twelve months we will walk you through the entire process of building your own home using only companies in Rosebank. We will learn about new products and hear of tried and true systems to help you go from the conception phase to the final building stage.

By using local suppliers, not only will you be supporting local businesses, chances are you'll also find ways to save money, too.

If you're looking to build or are in the process of building your own home, there will be something of interest for you. Even home owners are bound to find features that appeal to them - we've a feature on furniture and who doesn't love to hear about designs that are trending right now?

Some companies in our upcoming features are large international companies, some are national, some are small family owned businesses - this is the nature of Rosebank. Whatever the situation, the companies featured each have excellent reputations and expertise to help the whole process be as seamless as possible.

Building your own home is a dream for many New Zealanders. The notion of designing a house to tailor individual needs appeals to many of us but how do we take the first step and what is involved? Everyone who builds a house will have differing needs and wants - they'll also have different experiences. By working with companies that have earned a solid reputation in the industry, the process does not need to be a headache. When you finally receive the keys to your new property, you'll be glad you had them by your side.

We'll be featuring many products, suppliers and service providers that stand out as some of the best on offer - period. Not just the best in Rosebank.

Our first feature in this month's issue delves into the **planning** and **design** stages of building your home. In the following months we will investigate **roofing** and **cladding, insulation** and **flooring, painting, windows** and **doors, kitchens, bathrooms** and **bedrooms, electrical** and

lighting, utilities and **appliances, glass solutions, furniture** and finally **landscaping.**

From roofing to flooring, to landscaping and fitting out a stylish kitchen, we will investigate it all.

Twelve features, twelve months.

Let's build a solid foundation of knowledge and create a house.

We bring you the "Home that Rosebank Built."

Feature by Alice Cranfield

Got you covered.

So, you've decided to build a new house. You've poured through magazines and spent hours looking at designs that speak to you on the Internet - but what's next?

Often figuring out the next step can be daunting. Will you use an architect or maybe you have your eye on a prefab design you've seen? What about consents? When do you need to start thinking about this? How do you know who a good builder is? What about your budget? Is this set or do you have some flexibility?

Making the first step doesn't need to be overwhelming. Many companies

will walk you through the different processes and as they've done it so many times - they'll show you tricks along the way too, often saving you precious money and time.

We've discovered plenty of amazing companies along Rosebank Road to help you take those ideas out of your head and onto the drawing board. All unique in their own way, these are the companies to talk to if you are considering building your own house and want to get stuck into the initial planning stages.

- 1 Design / Planning**
Roundabout Issue 145
- 2 Roofing / Cladding**
Roundabout Issue 146
- 3 Insulation / Flooring**
Roundabout Issue 147
- 4 Painting**
Roundabout Issue 148
- 5 Windows / Doors**
Roundabout Issue 149
- 6 Kitchens**
Roundabout Issue 150
- 7 Bathrooms /Bedrooms**
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- 8 Electrical / Lighting**
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- 9 Utility / Appliances**
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- 10 Glass Solutions**
Roundabout Issue 154
- 11 Furniture**
Roundabout Issue 155
- 12 Landscaping**
Roundabout Issue 156





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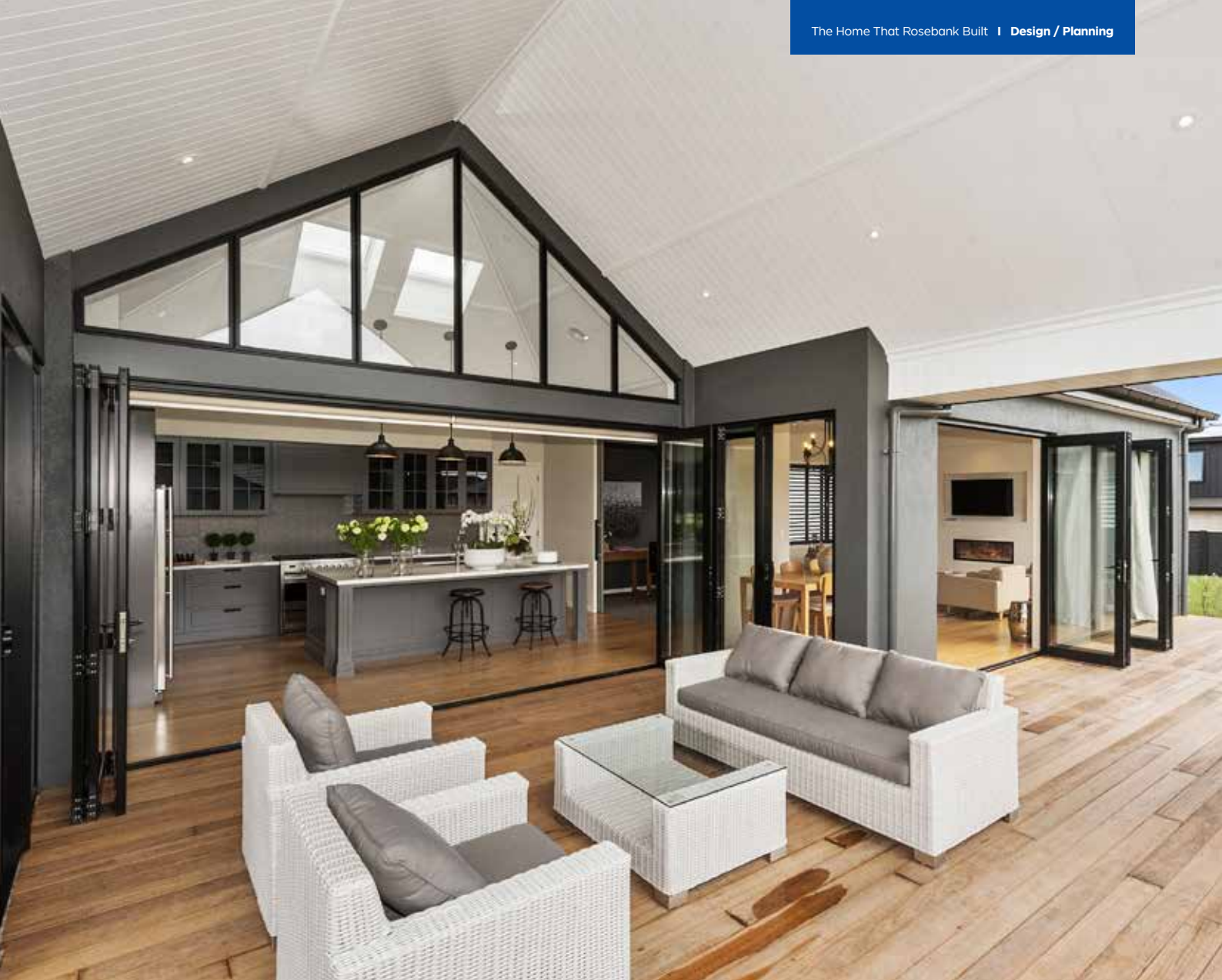
027 836 7744

09 972 1730

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517a Rosebank Rd
Avondale, Auckland





Landmark Homes.

When Julie Aldridge and her husband Warwick started the Landmark Homes West/Central Auckland branch they'd already been operating their own building business for some 20 years.

When the opportunity came to own the branch they jumped at the chance. Loving the quality of the builds that the Landmark name had earned, they wanted to be a part of the whole journey rather than simply being the builder who is given the set of plans at the end of the design process.

Seeing the importance of having the builder involved throughout the entire

planning process is essentially what drew them to the Landmark brand, and it's what should draw you too. When you sign up with Landmark you are connecting with an entire team who walk you through each stage of building your home.

Landmark West/Central Auckland are a good team to have on your side. This is their passion – they'll liaise with the best in the business at each step. From gaining consents, to helping you pick tap fixtures, they'll work to guide you through every process and bump along the way, so you can have the house that you love.

"We are an ally that works with you



landmarkhomes.co.nz/auckland-central-west.html

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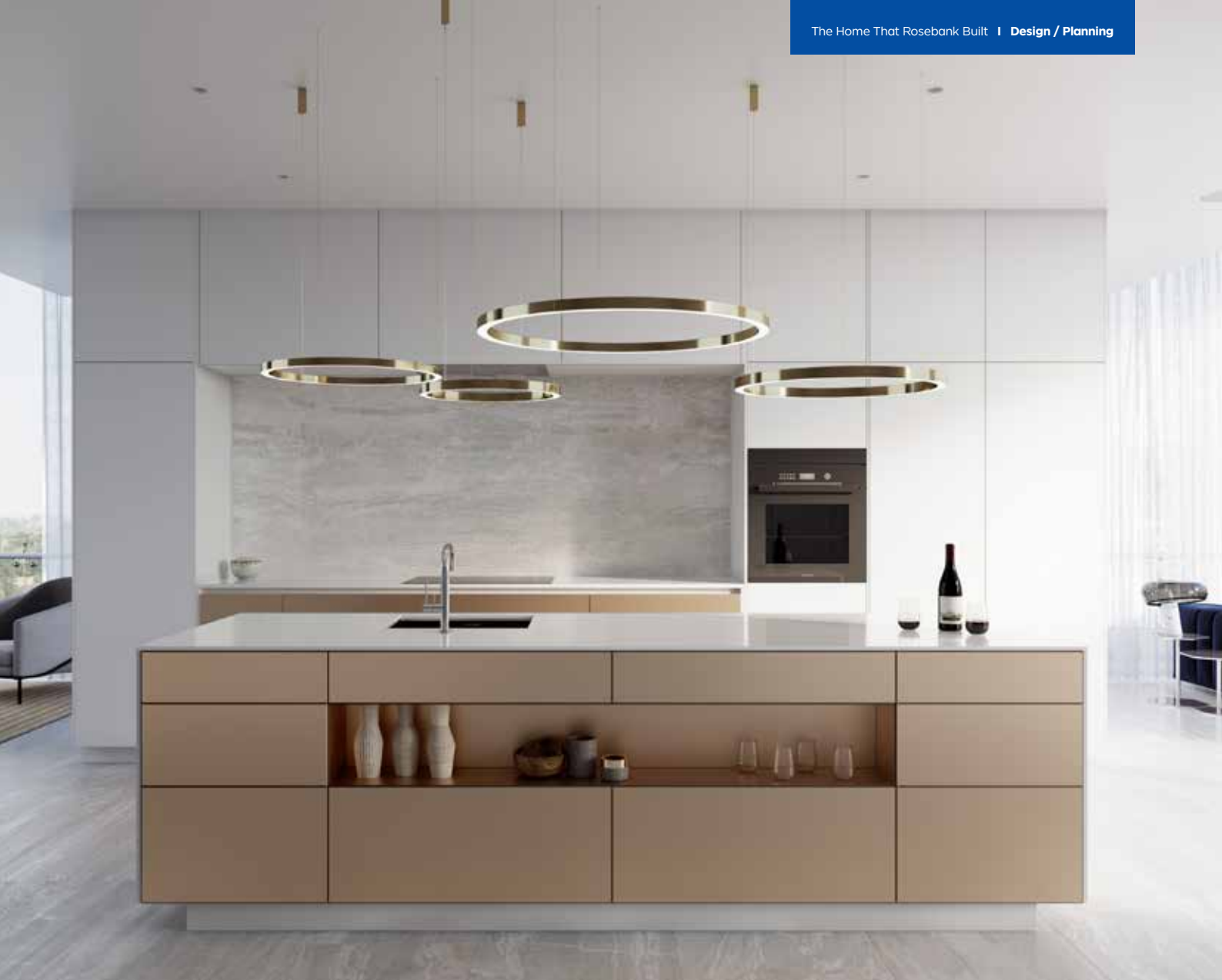


to reach the building stage,” says Paul Brock, Landmark West/Central New Home Consultant. “You’re enjoying the benefits of working with a big name like Landmark such as buying power, fierce protection of the brand and quality craftsmanship and at the same time you are working with a small team and a family owned business.”

Paul notes that as every client is different, figuring out what is important to those clients is important.

“Every site is different. Every budget is different. Once we work out these key parameters with you, we can then design something to fit that situation,” he says.

For Julie her favourite part about her job is seeing the smile on people’s faces when they walk into their new home – she says it never gets old.



Sharp and Page.

Sharp and Page have been in the business since 1936 – they're good. You must be if you've been in the game this long.

With an eye for making allocated space work to its best advantage, Sharp and Page can work with you to make your kitchen, laundry and wardrobe dreams come to light.

The machinery being used by Sharp and Page is cutting edge, it's the highest quality machinery coming out of Italy. Managing Director, Adam Sharp says they have the most technologically advanced set up in Australasia, ensuring the work they produce is of the upmost quality

and efficiency.

With all aspects of your kitchen being manufactured in New Zealand you are not only buying local, you are saving valuable time and money too. Sharp and Page ensure they use only the best quality materials and they understand how spaces are lived in.

"We make kitchens that people can live in today," says Adam. "We look at how people use kitchens in the 21st century and use the latest designs picked up from Europe."

Once the space has been made available for a kitchen in your plans it is a great time to meet with Sharp and Page. They believe it is important

sharp & page
ESTD 1936

sharpandpage.co.nz Ph: 09 828 7119
590 Rosebank Road, Avondale, Auckland

to come to designers who understand how to make your space best work.

Another advantage of being completely New Zealand owned and manufactured is that your final product will be completely bespoke, giving you the exact finishes and details you are after.

Say you do the kitchen, you may find you want to continue and have similar finishes through to your laundry, wardrobes or vanities too. This is no problem as they do it all.



ESTD 1936
sharp & page

**Contemporary.
Affordable.
New Zealand made
Kitchens.**



sharpandpage.co.nz



The Building Co.

The Building Co believes the most important aspect of planning a residential building project is to have the right people involved.

They are dedicated to ensuring your project operates efficiently and offer a free quantity surveying service to clients they work with.

With this service, The Building Co can provide a budget estimate from your conceptual drawings and make sure that what you or your architect are proposing falls within both your brief, and available budget.

“Projects that come in on time and under budget are due to good planning,” says Director, Kendall Read. “This good planning enables clients to enjoy the whole experience.”

As a company that has a wealth of knowledge within the construction

industry, The Building Co has developed systems that work to manage all the practical aspects of your construction work. Tied into this, they'll work with you at the back end of the planning too, to ensure your building project happens on time and to budget.

Once you have a clear picture of what you'd like to achieve, The Building Co can help put together a program and budget to manage the expectations you have for your home. These systems work – The Building Co says they often have clients who have worked with other builders in the past and comment, “that the whole process has been so seamless and enjoyable this time around”.

All systems in place have been set to make the entire building process as stress free as possible for you.



THE BUILDING CO

thebuildingco.nz Ph: 021 800 822
391 Rosebank Road, Avondale, Auckland



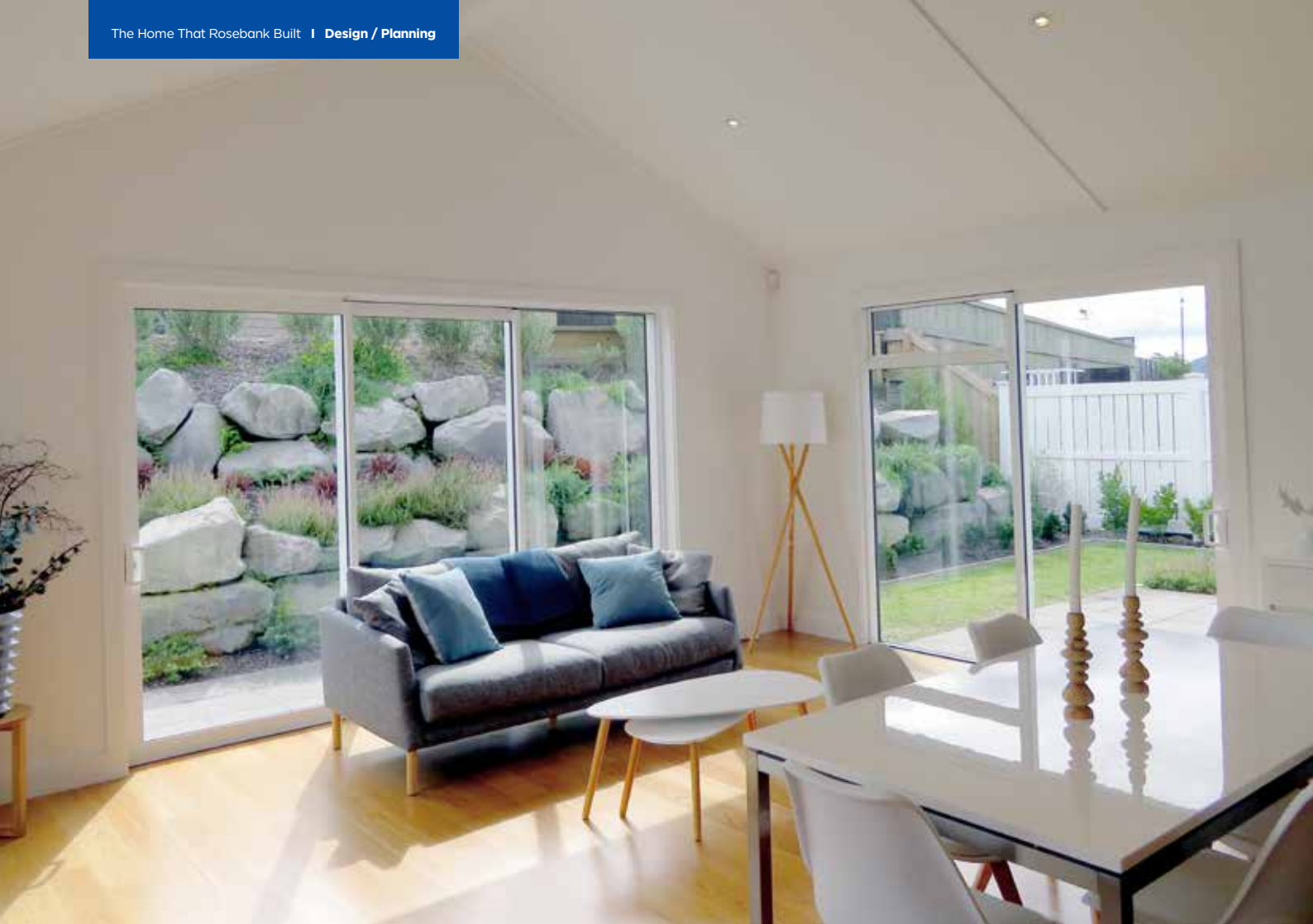
THE BUILDING CO

THE BETTER BUILDING COMPANY



**WE LISTEN
We Plan
We Deliver**

**021 800 822
info@thebuildingco.nz
www.thebuildingco.nz**



720 Build.

As an owner operated construction company, 720 Build works across both commercial projects and high end residential new builds and renovations. While being a big company, when choosing 720 Build for your residential project, you'll have a dedicated residential team working with you. You'd be right in picking 720 build too – the team are NZ Certified Builders and Registered Licensed building practitioners and all their work is backed by a HALO 10-year warranty, too.

In the initial stages it's important to find either an architect or a design and build company who suits and understands your style, so the end product is what you want – 720 Build allows you to start with a blank canvas, giving you, as the client, free range to personalise and dream

up with no rules or fixed walls to work around.

The dedicated residential team are there to deliver the best results to clients. From conception, design and consent, through the full construction and contract management 720 Build can work with you to make it a seamless process.

720 Build will take your own drawings and specifications or work with you through our preferred designers to give you the best result. Most importantly, it's what you want that matters, whether it's a new build or an alteration, 720 Build works to ensure your project is finished to the highest standard possible.

People are often surprised at the efficiency 720 Build create and work with. With a range of packages

available, including traditional contract packages, a wide range of options are available to suit the needs of different clients.



720build.co.nz Ph: 027 548 7720
1/22 Timothy Place, Avondale, Auckland



BUILD

www.720build.co.nz

p. 0275 487 720





Peter Fell.

Peter Fell offers all your concrete solutions – from internal to external uses – concrete is a material that can be used in any aspect of your home.

It's an extremely versatile material. Used since ancient Roman Times, it has proven it can stand the test of time and has remained a solid trend for architects and homeowners over the years.

Proudly Kiwi owned, the family business has an extensive range of colour oxides available to add to your floors, walls, patios or driveway, allowing you to create your own unique look. Backed with 27 years' experience, Peter Fell is without a doubt the specialist for coloured concrete in New Zealand.

In terms of planning, your mix of colour design, placing of flat surface

and desired finish are good examples of the early conversations that can be had with Peter Fell. Typically, these design decisions, colour selections and finishes can all be selected at the drafting stage of your build.

"We are very active in the planning process," says Regional Manager Paul Dwight. "From the initial architect presentations, the team at Peter Fell pride themselves on the relationships created to assist with the selection of colour and finishes required for each projects."

Peter Fell has a fantastic showroom in Patiki Road, Rosebank where the displays offer you with an opportunity to view and select from good sized examples of both colours, textures and finishes.

Once the initial design and selection

process has been done the rest is easy. Your builder and concrete placer will then form your works from foundation to landscape finishing, and you can enjoy your new space.

PeterFell
SPECIALISTS IN COLOURED CONCRETE

peterfell.co.nz PH: 09 820 0722
81 Patiki Road, Avondale, Auckland





Add a touch of luxury.

What better way to add a touch of luxury to your bathroom than by including underfloor heating? With a bit of forward thinking, Warmup has a solution that delivers a fully waterproof bathroom as well as a complete heating system.

The Tiled Shower Solution is so good you'll need no other heating in your bathroom and you'll have less condensation. You'll also have the convenience of a fully programmable digital touch screen thermostat that can be operated through a standard panel or Wi-Fi. It's hard to believe all of this will run for the cost of one coffee per week.

So, what is needed in the planning stages? Founder and CEO Paul Fielding tells me not a great deal is needed. If you're using concrete as your substrate, instruction must be

given in the planning and building stage to allow for a drop down in the bathroom to allow for the shower recess and correct levels to install the system later down the track.

Fast forward, then Warmup will arrive at your site when the wall linings are on and all plumbing and drainage points are in position. The first step Warmup takes is to waterproof the entire bathroom using a sheet membrane. Insulated Marmox tile backer boards are laid down and the shower base and enclosure are installed. The heating is then laid across the entire floor area and the shower enclosure is pre-channelled for glass.

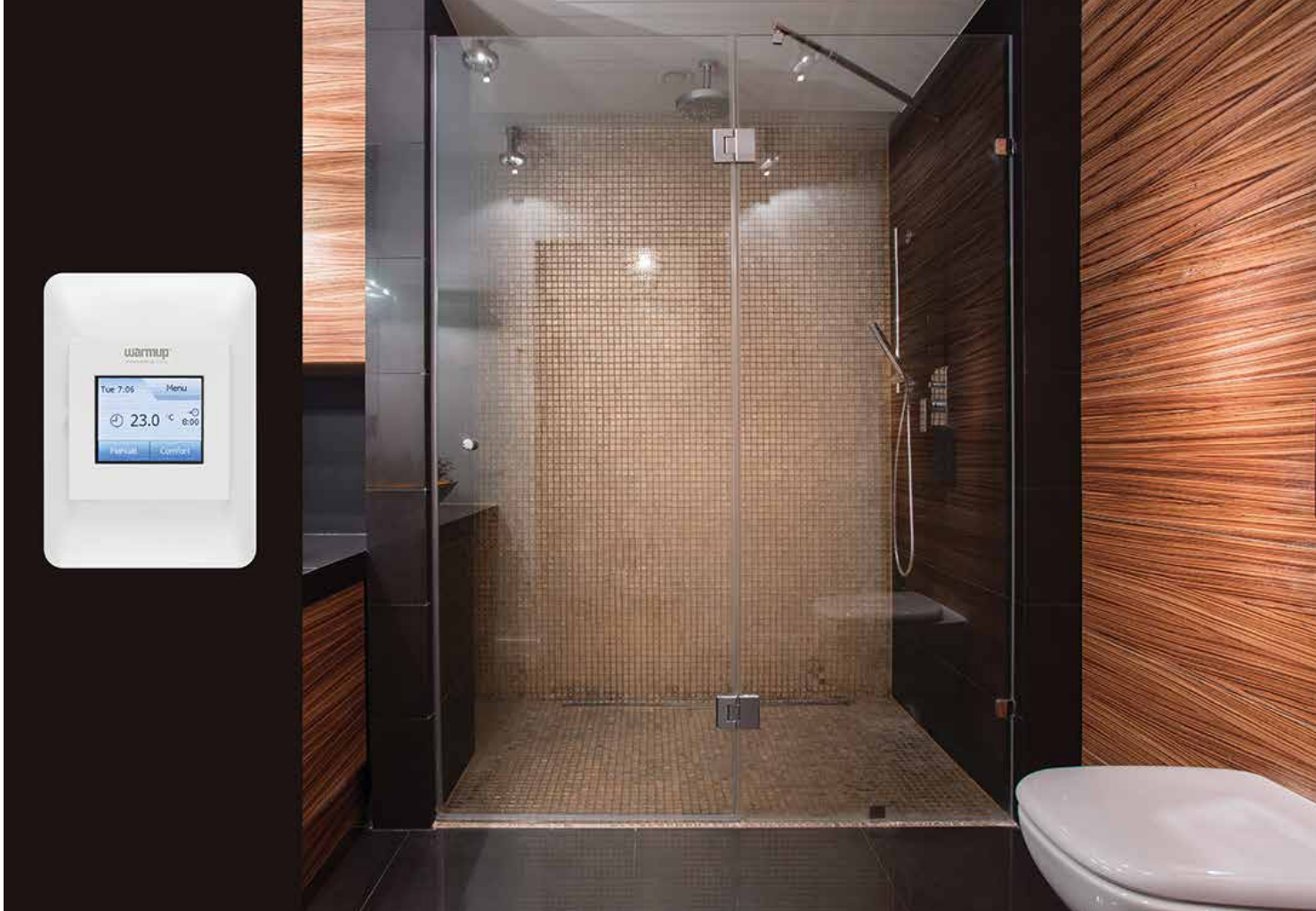
"The beauty of using a sheet membrane to waterproof the entire area is in the consistency it has in thickness compared to its liquid

applied counterpart," says Paul. "Another key benefit and feature to this way of waterproofing is the speed in which it can be done. As there is no drying time needed for the waterproofing, a tiler can start in your bathroom 24 hours after our work is complete."

Impressively, the entire set up at Warmup's end can be done in one day. Warmup believes in this product so much it has a lifetime warranty for undertile heating in your bathroom and they guarantee products, installation and waterproofing for 15 years.

warmup[®]
Est. 1994
Underfloor heating | Tiled shower solutions

warmup.co.nz Ph: 0800 WARMUP (927 687)
483A Rosebank Road, Avondale, Auckland



warmup[®]
Est. 1994

Underfloor heating | Tiled shower solutions

- Ideal for renovations and new homes
- Easy to install
- Warm tiles
- Reduces mould
- Recommended for asthma sufferers

0800 WARMUP (927 687)
www.warmup.co.nz





Gerard Lighting.

While lighting may not jump out at you as something to think about in the planning stages of a build, Gerard Lighting believes it's an aspect that is hugely important and often overlooked. As you work on the initial designs, thinking about each space and how you'd like it to look and operate in different settings is important.

Say, you want to have a cinema feel when you watch a movie in the family room; how would the lights look to you in this space? You could be a huge entertainer and want to have different lighting scenes throughout the evening. The options really are limitless.

With a fantastic domestic control system called Diginet Sitara, all lighting in your home can be controlled quite simply and cost

effectively through a Bluetooth, wireless set up.

"While set ups like this have been available before, in the past they have been reasonably costly and expensive to do," says Garth Mudford, NZ Sales and Marketing Manager. "This is no longer the case."

Another feature of Diginet Sitara is it can be added to your lighting at any stage. While Gerard Lighting encourage you to think about lighting in the planning stages, Diginet Sitara can be installed at any time, even years after your build. Designed to be as up or downscaled as you'd like, the system can be used throughout the whole house or just in one room. It's a simple system to install too.

"The person who is installing the lights, can install the system," says

Garth, "simply because the system communicates over your standard power cables, with no extra wiring or specialists with laptops required".

The new system has only been around in the last year and it is cutting edge. Garth Mudford believes that once people start to see what this system can do in the home, interest will only continue to grow. Start with one room and see for yourself. It's simple to add another room, and another, as you discover what it can do.



gerardlighting.co.nz PH: 0508 743 754
686A Rosebank Road, Avondale, Auckland



DIGINET CONTROL SYSTEMS **Sitara™**

Simpler, Smarter and Affordable Lighting Control for Every Kiwi Home

Proudly distributed in New Zealand by **GERARD LIGHTING**

YOUR CONTROL OPTIONS



Wireless Bluetooth Control system for lighting in the room via Bluetooth connection.



Use any smart device with the Avi-on App for the ultimate in remote lighting control.



Wireless wall switch can be placed anywhere and moved at any time.



LEDsmart+ multi-way rotary or push button phase dimmer and switch with 'two wire' design – no neutral connection required.



Wall mount kit provides an elegant circular interface for LEDsmart+ dimmers, with a visible diameter of only 55mm.

A large background image showing a person with their eyes closed, enjoying a shower. Water is spraying from a showerhead onto their face and hair. The scene is dimly lit, emphasizing the water droplets.

VJet™

My Shower My Way

Introducing VJet™ Shower Technology.

An award-winning shower experience to suit your changing needs. Whether you're in need of revitalisation, relaxation or simply getting clean, VJet™ is a shower without limitations, uniquely tailored by you. To experience VJet™ visit

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