

Round about.

LOCAL BUSINESS IS OUR BUSINESS

Josie from Kotuku

Te Kotuku Ki Te Rangi Trust

Hall of Fame

Success in the West means
Best of the Best

Hedging

Put the Flow Back Into Your
Cash Flow

SPECIAL FEATURE

THE HOME THAT ROSEBANK BUILT.



Stronger together

www.rosebankbusiness.co.nz

**BAYLEYS**

ALL OVER ROSEBANK ROAD

Current Listings

For Lease**A/607 Rosebank Road, Avondale****762m² Industrial****bayleys.co.nz/1686803****For Lease****55-59 The Concourse, Henderson****Industrial - Various sizes****bayleys.co.nz/1686873****For Lease****B/607 Rosebank Road, Avondale****203m² Office****bayleys.co.nz/1686804****For Lease****32-38 Patiki Road, Avondale****Brand New Industrial - Various sizes****bayleys.co.nz/1685768****For Lease****460 Rosebank Road, Avondale****1,968m² Industrial****bayleys.co.nz/1686825****For Lease****A/39 Westpoint Drive, Hobsonville****1,325m² Industrial****bayleys.co.nz/1502173**

Recent Deals

LEASED**3094 Great North Road, New Lynn****LEASED****E/419 Rosebank Road, Avondale****LEASED****B/483 Rosebank Road, Avondale****Sunil Bhana**

021 938 660

sunil.bhana@bayleys.co.nz**Mike Bradshaw**

021 244 2264

mike.bradshaw@bayleys.co.nz**Mark Preston**

027 393 9286

mark.preston@bayleys.co.nz**Simon Davies**

021 252 2686

simon.davies@bayleys.co.nz**Stuart Bode**

027 493 6223

stuart.bode@bayleys.co.nz**Rick Kermode**

021 882 452

rick.kermode@bayleys.co.nz**Laurie Bell**

021 979 032

laurie.bell@bayleys.co.nzBAYLEYS REAL ESTATE LTD,
LICENSED UNDER THE REA ACT 2008**For the best results, work with the best real estate agency.**2018 Industrial Agency
Team of the Year2018 Large Commercial &
Industrial Agency of the Year**0800 BAYLEYS**
bayleys.co.nz

In This Issue

4 FROM OUR PERSPECTIVE

- 4 RBA CEO, Mike Gibson
- 6 RBA Chair, Bernard McCrea

7 RBA EVENTS

8 ROSEBANK ADVOCATES

9 RBA NEWS

- 9 Rotary and Well Luncheon
- 12 West Auckland Business Hall of Fame
- 14 Josie from Kotuku
- 17 RBA Member Profiles

22 BUSINESS NUTS & BOLTS

- 20 Put the Flow Back Into Your Cash Flow
- 21 Cashing out annual leave
- 22 Growing your future wealth - Ring-fencing and residential rentals.
- 23 Heartsaver / Medic Cover
- 24 Juice from Jules

Cover: West Auckland Business Hall of Fame inductees, Simon Wickham and David Banfield and families with Hon. Simon Bridges

With thanks to our partners ...



**EDITORIAL AND
ADVERTISING ENQUIRIES:**
Phil Clode, Sales Manager
Mobile: 027 448 7009
E: phil@rosebankbusiness.co.nz

ROSEBANK BUSINESS ASSOCIATION
18 Jomac Place, Rosebank.
PO Box 151190, New Lynn, 0640, Auckland
Phone: 09 820 0551
E: info@rosebankbusiness.co.nz

www.rosebankbusiness.co.nz
www.facebook.com/rosebankbusiness



From Our Perspective

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



Mike Gibson,
RBA CEO

The RBA garnered together about 15 members to meet informally with Hon Phil Twyford Minister of Transport and Housing and Urban Development, both constitute a huge workload of complex parts involving the infrastructure of such a fast-moving target especially in Auckland. He is a born and bred Westie and represents Te Atatu and so is vitally involved with what happens to his constituency.

The issues that bought the meeting about were succinctly and ably presented by the RBA while the real focus in the mind was presented by locally produced drone footage (courtesy of local business **Aerial Smiths and their owner Felix Fielding**) the traffic and the actual parts of the road that cause chaos, why and when. It was noted that street widening land had been parked for over 20 years and the relatively new median strip (**15 years**) now seems to have outlived its purpose for safety and is either used for illegal overtaking or illegal parking for Courier drivers and trucks and B trains that block the road while being intent on shifting North and South Island freight overnight.

We are now all aware of the incredible volumetric change in peak traffic since the inception of the **Waterview Tunnel**, it now reaches up to **40,000** vehicles per day and where the road narrows from two lanes into one the result is dramatic and can end in disaster.

From the RBA's perspective it appears as though Auckland Transport sometimes acts in a silo and does not seem to realize that public and community consultation is vital and providing 7 days for these proposals is unacceptable. When creating new roading plans it also fails to marry up

"A tedious and tortuous journey"

the expanding employment opportunities (9000 FTEs currently) being offered by our precinct nor the export dollars created by our local industries which are needed to dovetail into the rapid housing expansion that is happening out west and much more is planned.

It was deemed vital that **RBA emphasize that light rail in the West** is imperative and thus creating a link from the city fringe to all points North West be planned and introduced and that a junction Depot at **Patiki Road be mandatory**. Moving people efficiently, safely and in a timely fashion must be the name of the game.

Mr. Twyford replied that in the first instance he must reply with a more general theme relying on context and policy for where the Labour Government see a vision. Clearly, we as New Zealanders have not managed our growth well for the 21st century and we need to make big investments to go ahead of our growth.

The primary need is to retrofit society away from a car dependency and even more so from single occupancy vehicles.

Mr. Goff and Mr. Twyford have a budget of **\$28 billion** to create this greater plan for Auckland which has clear objectives and a realistic timeline.

Next, he reiterated that it was vital to integrate housing and industry along with the transport development. Hence the encompassing and wrap around concept of a **Ministry of Urban Development**. It is necessary to encourage the market to develop better outcomes and make land available so that the city can grow concurrently with the correct infrastructure. Financial options need to be opened and investigated maybe through a private investment channel or bonds.

An authority is to be developed with an overriding facility to fast track developments that give this authority and approval to move outside the RMA and Unitary plan, but it will need a large mixed collection of public sector groups to turbo charge about 15 sites in Auckland. There will be transition legislation moving through the house and land is available.

It was emphasised that RBA is well placed

to drive this initiative for Rosebank and prioritise what is important to its members and the public good as NZ needs growth and we can't continue as we have been.

We in Auckland need **rail access across the Isthmus** and to the airport. Not to facilitate tourists and travelers but move workers.

SH16 is missing light rail along the coastal reserve side up to Westgate and into Kumeu and representations to the **NZTA** need to be made for a station at **Rosebank** which will take traffic away from the main highway. Combine that with the train station at Avondale and it may be feasible to link the two down Rosebank Road.

Mr. Twyford acknowledged that officials were aware of the increase in daily traffic but had no known actual plan to deal with it.

There was an obvious need for a whole dynamic change in the government approach and that offers both challenges and opportunities. There is an over-abiding need to do **"density"** well, **do growth better** and **be smarter**, not the same.

RBA needs to keep the Minister in the loop in its dealings with the **NZTA**. It is important to work as if things will progress over a 10 year period and there will be consequential actions and reactions like land-banking will lose its appeal, planning, procurement and resource agreements will operate with some synchronisation and there will be a definite change in how we move ourselves about our city. Over 12 years one employee member said they had saved **\$60000** biking their return journey to work of 14kms per day by bike.

We are a polycentric city which will eventually encompass Hamilton and Tauranga which raises another huge issue **The Port** and its development but that's another story full of intrigue.

Our country needs to be developed in a sustainably managed manner that benefits the greater number of people inclusive of industry/business.

The modus operandi will be shifting **"volume to value"** with Rosebank and it's influential commercial and industrial businesses having a significant role to play.

This meeting was a great starting point and we thank **Minister Twyford** for his obvious passion, in the candidacy for the joint roles of Housing developments and Traffic and Transport that he controls.

Cheers and best wishes, Mike Gibson.



Business Hub | Waitakere

WE'RE LOCAL LIKE YOU

Spark's Waitakere Business Hub is a local business like you. We'll come to you, giving you a dedicated business communications expert and regular tech checks to ensure you have the right solutions for your business.

**ASK WHAT SPARK'S WAITAKERE
BUSINESS HUB CAN DO FOR YOU**



0800 824 924

From Our Perspective

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

Bernard McCrea RBA Chairman

Three things I've been thinking about

1. Wow, the RBA AGM has come and gone and I think, where did that year go?

Thank you to those who made time to attend the AGM at BLUM. It's a great place to go and see, what originally was only a small overseas engineering business and, what it brings to New Zealand. In my opinion it has set a benchmark, with its smart technology, and its fully automated warehouse, distributing products around New Zealand.

At the AGM we also had the opportunity to thank the retiring board members - Bob Mackie and Michelle Maitland. As we said, their contributions were very much appreciated and we welcome Hamish Mackie and Nikki Harris onto the board as their replacements.

2. It's been a year since I wrote my first Chairman's column.

Back then I wrote about the need to keep studying and learning. The context being

Where does the year go?

a business is a never ending learning experience. I know many of you are doing formal studies, however, there are also other non-formal ways you can learn and one is through the Rosebank Plus programmes, which our Julie runs, almost every other month. We know that this is a benchmark programme that other Business Associations look to copy, which we are very happy to share.

3. Acknowledging the sacrifices for the people who served in WW1.

A huge physical sacrifice was made by those who served. There was also as much of a mental sacrifice for those who remained at home. I wonder what their thoughts would have been back then. I doubt many would have been thinking the world will do the same thing some 31 years later!

The debt owed, to the few, by the many, still reverberates to this day. Someone always wants what someone else has.

So how do you recover from such a total devastation? Putting aside the medication part to a recovery, one thing I can confidently say is a positive attitude

is crucial. The context being if you don't have at least that in some form, which can also be by having some positive support people you can lean on, then it's a tough undertaking to slog it out day to day when you're rebuilding your life.

Keep up the good work, and always if you need any help we're here to help you.

Keep working hard.
Regards Bernie.



WORLD
Moving & Storage Ltd

"Experience & Advice You Can Trust"

ACROSS TOWN • NATIONWIDE • WORLDWIDE

Freephone 0800 4WORLD – 0800 496753
sales@worldmoving.co.nz
www.worldmoving.co.nz



KiwiCopy COPY CENTRE

Digital Laser Copy & Print,
Black & White and Colour,
Binding, Laminating,
Digital Plan Printing, Large
Colour Posters & Scanning
and More...

436 Rosebank Road, Avondale
Phone 828 6387
email: kiwicopy@xtra.co.nz
localist.st/l/kiwicopy

Rosebank Events

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

RBA presents: Christmas 2018 "Time machine - Dance through the decades"

When: Friday 14th December
5.00pm onwards

Where: Browne St.
50 Rosebank Road, Avondale

Register: Contact Briar Dunn
briar@rosebankbusiness.co.nz



February 2019 Member Hosting

***Omni**graphics*

When: Thursday 21st February 2019
5 PM - 8 PM

Where: Omnigraphics
447 Rosebank Road, Rosebank

Register: Contact Briar Dunn
briar@rosebankbusiness.co.nz

We love our customers. We love their imagination. And we work hard to realise their dreams.

Our expertise and dedication to delivering innovative print solutions has made Omnigraphics the country's industry leader for the most complex large format applications and campaigns. We occupy the sweet spot where the sum of our parts - expert staff, high- calibre service and unparalleled tech and equipment - combine to create eye-catching and jaw-dropping outcomes.

We take as much pride in the final product as our customers. And we have invested heavily in staff, machinery and systems to ensure we can meet any challenge.

But it's not about us. It's about you.

What dreams do you have? Together, we can bring them to life.



Managing your own tenants can be VERY challenging.

Let us simplify the process and help lower your blood pressure!

27 years specialising in:

- Rental properties
- Residential property management
- Commercial leasing and management

LICENSED (REAA 2008) MREINZ

Call Catherine Goodwin now for a chat: 021 437 710
DDI: 09 815 2871



www.goodwinrealty.co.nz

Rosebank Advocates

With **Dr Grant Hewison**, specialising in local government consultancy and legal services.



Dr Grant Hewison

Reserves Act status revoked over Saunders Reserve

The Reserves Act status over a portion of Saunders Reserve has now been revoked to enable a compliant lease to be developed with the West End Rowing Club, protect the areas of higher ecological value, ensure ongoing future protection of a dedicated esplanade reserve and facilitate ongoing public access. There will also be the re-establishment of a community liaison group of people with a shared interest in Saunders Reserve.

Saunders Reserve lies at 26 Saunders Place in Rosebank with its northern and southern boundaries adjoining the Whau River. Sited within the reserve are the clubrooms of the West End Rowing Club along with a car parking area. The clubrooms and parking area occupy a large portion of the reserve with the balance occupied by a small grassed area and strips of vegetation sited along both the northern and southern boundaries adjoining the Whau River.

The Council had owned Saunders Reserve under the Reserves Act which protected the conservation values contained within the property, but restricted what the Council could allow the Club to carry out. Other than public open space and providing public access to the Whau River from Saunders Place, the Council said there were no significant conservation values contained within Saunders Reserve.

The Club had occupied Saunders Reserve since 2000 and wished to remain on the site. The Club has a competitive membership of more than 200 athletes, including members from three affiliate schools. The clubrooms are available for hire by the public for a wide range of events (including events of the Rosebank Business Association) not associated with Club activities and the funds derived assist with the building's upkeep.

Under the Reserves Act, buildings are not permitted on esplanade reserves and commercial activities not associated

the Club on Saunders Reserve, or public access through the land to Whau River, would be threatened by the revocation proposal, and that the end result would enable those activities to continue on undeterred and to benefit both the Club, its members, and the public using the property.

A Hearing was necessary to address these issues and make decisions regarding the revocation.

Several submitters spoke at the hearing in support of their submission. Jan Lorier



with Club's recreational activities are not permitted on a recreation reserve. This situation placed existing activities on this reserve in breach of the Reserves Act and made the lease to the Club invalid in terms of that Act.

Revoking or removing the reserve status from Saunders Reserve was considered by the Council as the most practical solution to resolve the non-compliance issues. Once revoked the property would still remain under the ownership and management of the Council but would be administered by the council under the Local Government Act 2002.

The Council said it could also grant a new lease to the Club under the 2002 Act and all the existing activities undertaken within the clubrooms would become compliant under that Act. Public access through the property from Saunders Place to the Whau River would also be retained and protected under that same Act.

The Council reassured everyone that none of the existing activities undertaken by

addressed the hearings panel on behalf of Megan Tait. Junny Pullar, Mike Revell, and Robin Brehmer addressed the hearings panel. Video was also played from submitter Freya Brehmer-Hine. Gilbert Brakey spoke in support of the Whau River Catchment Trust submission. Harry Waalkens spoke in support of the West End Rowing Club. A copy of the tabled documents can be viewed at the Auckland Council website.

The hearings panel, chaired by Tracy Mulholland, first received the submissions and thanked all submitters for their attendance.

The main outcome was that the Hearings Panel approved the proposal to revoke the Reserves Act 1977 status over that portion of Saunders Reserve with the clubrooms, so it would be held under the Local Government Act 2002 and approved the classification of another portion as local purpose (esplanade) reserve. Member Catherine Farmer requested that her dissenting vote be recorded.

Rosebank News

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

Rotary and Well Luncheon

Guest Speaker: The Right Honourable Prime Minister Jacinda Adern

A charity luncheon and auction held at the Lincoln Green Conference Centre was filled to the brim of tables of 10 as they chatted away to colleagues or other “Westies” The M.C. Simon Dallow ably steered the large crowd into reaching into their wallets for the Well Foundation whose CEO Andrew Young gave a short presentation on the pressing need for a premature baby unit and a total- surround support network for the parents coping in this often new territory. He is looking to raise 5 million dollars and is well on the way. The Rotary President Moira MacGibbon spoke how they needed funding for their RYDA programme which supports youth drivers and tries to instill some caution and thinking before driving. She showed a moving video of a young crash victim with brain damage and how it had impacted on herself and her whole family.

The auctioneer, Tom Hendricks, then ran a successful auction where he raised \$1950 for a poster signed by 2 female Prime Ministers. There was spirited bidding for many of the items and conversely a couple of good bargains such as a mug signed by the PM representing her interest with Shackleton. The Hon Phil Tyford is going to emulate Michael Joseph Savage when the first state House was finished in Miramar in the 30's by presenting the big flat TV to the first KiwiBuild occupant. How lucky are they!

The Prime Minister spoke in her usual relaxed manner and immediately engaged the audience. She gave a few details on



Well Foundation CEO Andrew Young



PM Jacinda Adern, Auctioneer Tom Hendricks and M.C. Simon Dallow

her very normal upbringing with her sister and her parents shifting around because her father was a policeman: from Hamilton to Murapara to Morrinsville. All of these moves were lessons in life and she fought her first important campaign to allow girls to wear trousers to school in Morrinsville. She won (even though they are very ugly) and from there went from strength to strength. She experienced first hand the perils of running a small business by working part-time in the local fish and chip shop. She couldn't please everyone, she was a townie to the cow-cookies and a country bumpkin to the city slickers but what she did learn in the seat of Piako was that diversity is a valuable commodity and should always be appreciated.

Her next stage after university in life's journey was to work in the executive cabinet office of Tony Blair and Gordon Brown in the U.K. She was specifically tasked with liaising with business and that changed the intransigent way the government married the two opinions. Another area of interest during this period was young people including children and this has continued until the present day.

One topic which has surprised her new government is how much the International agenda pushes in on all our policies. She gave a few funny stories on how there are a circle of little cubicles around the UN where you can hear everyone else's business and they ours. There is a welcome camaraderie between herself, Helen Clarke and Dame Jenny Shipley which brings the job down to a more realistic level knowing someone else has been there.

Above all Jacinda says she wants to bring “empathy and kindness” to the position as to have even arrived in the office you must be inherently tough.

Christmas with Encounter

With the end of year fast approaching, we would like to take this opportunity to thank the Rosebank Business Association and its members for your ongoing support of the community events that we run here at Encounter, 495 Rosebank Road.

Around 300 children and their families, from our Avondale and Rosebank community, attended the annual 'Avondale Light Party' on 31st October. Our main auditorium was completely decked out, with games for the children to play and win lollies, face painting, candyfloss, popcorn, bouncy castles and live performances. It was wonderful to see our community connecting with each other and having a whole heap of fun!



Christmas Carnival

We are now full steam ahead preparing for our annual Christmas events. The 'Avondale Community Christmas Carnival' is being held on Saturday 15th December. This is a FREE event designed to bring our community together to celebrate Christmas. Last year we saw around 600 people come and enjoy carnival rides, games, bouncy castles, face painting, entertainment and more. This year we are doing it all again and we invite you and your staff to come along and join in the fun!

Then on Christmas Day, we will once again be hosting a 'Christmas Party & Feast' for our community. Many people in our community cannot afford to celebrate Christmas or have no one to celebrate Christmas with. Last year around 300 people came on Christmas Day to enjoy a free feast, with Christmas carols, bouncy castles, snow, Jiggles the Clown and Mrs Claus who had presents for all the kids. We are expecting another great turnout this year! All welcome.

For more information or to contribute towards these events, please contact Melissa Yalomatua on 021 2253774 or

office@encounter.org.nz. Thank you again for your support. We look forward to celebrating Christmas together in 2018!



Sirens & Sounds

The RBA was proud to support The Annual Sirens & Sounds Safety Festival again this year. Providing many items as crowd giveaways and flying in Santa in style for his annual visit with the children. Many thanks to our supporters who donated.

The popularity of this event has now laid a path to a Charitable Trust being formed to ensure the success continues year after year.

Jacanna Customs & Freight Ltd, New Zealand owned & operated for 18 yrs.
We pride ourselves in giving a personal one stop shop service to all clients.

Specializing in:

- International Freight (Import, Export, Air & Sea) & Customs Clearance.
- 3rd Party Logistics & Warehousing in our own West Auckland Based warehouse.
- Metro LCL Cartage (Our truck & vans have daily runs throughout Auckland) *Email for the RBA Special rate.

Note: RBA members can use or enquire about any or all services.

Contact Blair Cosford

Phone: 09 825 1884

email: Blair@jacanna.co.nz

www.jacanna.co.nz





THE

HANGAR

est. 2007

HAVE YOUR CHRISTMAS FUNCTION AT THE HANGAR

**4 SPACES AVAILABLE, GROUPS OF UP TO 120,
PRIVATE BAR, SCREEN AND PROJECTOR!**

**CONTACT SHANON 021 153 5984 OR
events@thetrusts.co.nz**

104 Central Park Drive, Henderson Ph 09 835 1056



Hall of Fame Inductees, Left to Right: Ross Dallow, Mark Robinson, Simon Wickham, Loukas Petrou, Hon. Simon Bidges, Joe Babich, Brian Corban, David Banfield, John Barnett, Philp Revell, Peter Babich, Jim Delegat and Sir Ken Stevens



Simon Dallow

West Auckland Business Hall of Fame

Success in the West means Best of the Best

An annual luncheon, which salutes innovative business leaders and captures not only the heart but the essence of business in West Auckland as well as creating emotional ties back for many previous laureates and others who originated in the West. As always Simon Dallow moved seamlessly from the former Laureates who were all there as ardent supporters to bringing back influential “Westies” such as Assid Corban and then introducing our very special guest Hon Simon Bridges thus creating the “Simon and Simon show.” His step didn’t falter as he blended all his innate knowledge of the West with the uniqueness of the people and the event, he has become synonymous with West means Best for the RBA. Naturally all of the notable previous Laureates were there and many of those who just carry on being “Westies” and combine their heightened civic responsibility with their business along with the notable feature of mentoring young people, was mentioned.

Next, we came to a subject dear to many of the of the audience’s hearts the Pathways silent auction. For only 5 items which were all donated by RBA members \$1815 was raised and will be a welcome funding donation to the Pathways to the Future Trust.

When Honourable Simon Bridges, Leader of the Opposition rose to speak there was a warm welcome as he immediately bridged the gap with a run down on how he and Simon were Te Atatu boys both went to Rutherford High and had a good solid family life, Mr. Bridges senior being a Baptist Minister and his mother a primary school teacher. He related how he had always a series

of part-time jobs and had a good work ethic as he wasn’t always top of the class. He won a place to St. Katherine’s College at Oxford where he obtained a good law degree and met his wife Natalie. They came back to New Zealand and set up home in Tauranga where Simon began his life of public service as a Crown Prosecutor. He likened business leaders as the ultimate providers of public service as they give opportunities for all to grow and contribute and help pay the bills for N.Z. While it was acknowledged that business confidence was down it was not all doom and gloom and we must continue to celebrate excellence and strive for less government, less waste, less costs and more skilled staff.

We were all waiting for the very reason we were there to hear accolades about the two inductees to the Business Hall of Fame and their replies.

There was a slide show on each inductee which showed the history of the firms particularly Methven which began in Dunedin in 1886 and encapsulated the very essence of business in N.Z.

Firstly, we met Simon Wickham, CEO of The Trusts West Auckland. Simon has made his mark in sporting administration through Yachting N.Z. the Olympic Board and being a selector for our teams. He too has focused on public service and through The Trusts is giving back to the community in cool hard cash which is heading towards \$2 million and the aim is \$5 million per annum. In his reply Simon was very humble, thanked the sponsors his previous mentors and told us he thought it was important to serve and lead in order to give back. The key phrase for him was, “the values of who you are and those that you work for and with, must align” and then all can give of their best. The Trust believe that having a wide variety of different type of outlets is good and

they never shy away from trying something new. He concluded by saying how proud he was to work in West Auckland and to have bought his family Helen and little Jake up from the Manawatu.

Our second inductee is an import from Britain, David Banfield, who has seamlessly merged into Methven and instigated a transformative plan to move to the latest technology available in their field, be innovative in staff relationships and offer all members a stake-holding in the business and so has carried on the long-held tradition of moving the company forward. He mentioned how humbled he had been by his acceptance in N.Z. and how he had succeeded on Methven's talent, ambition and decision to disrupt the marketplace. He outlined how he had made the move to state-of-the-art buildings in Jomac Place and thanked each member of his management team and family for their total faith and support in that move. It was mandatory that a new environment for growth was created where they could first dream then act and let talent develop to make foundations for the long-term market disruption he planned. From the sword of Damocles hanging over them in 2014 Methven is now moving to its next intake of apprentices qualifying in digital manufacture, which is an amazing turn around.

Andrew Young CEO of Well Foundation gave an update on how the unit for 18 new premature baby pods and a comforting safe zone for stressed new parents of these vulnerable little ones. The team has raised over \$4 million from the target of \$5 million.



David and Joy Banfield with Hon. Simon Bridges

Mike Gibson paid tribute to the Darrah family who have been stalwarts of Rosebank Road since 1959. Mark and his wife Mandy, Grant and their Mother Elizabeth attended, and mention was made of the late father Ken, who have kept trucking, whatever the economic climate may have been. They have supported RBA from its very inception hosting the first meeting and attending regularly even though they are no longer based in Rosebank. A family that captures the very essence of West is Best.

Simon Dallow skillfully concluded a successful day and when next seen was reading the news on TV1.



Sam Swan BNZ, Mark, Elizabeth, Grant and Mandy Darrah



Simon, Helen and Jake Wickham with Simon Bridges

Customers owe you money?

For a fixed fee of just \$375* you'll see how fast your bad debtors pay when they get a letter of demand and a friendly phone call from our experienced debt collection team.

**Get started today,
call 837 6884**

* Includes initial consultation, letter of demand and follow up phone call. Excludes office expenses, disbursements and GST.



smith
AND PARTNERS

LAWYERS

Lincoln Manor
293 Lincoln Road
Henderson, Auckland

PH: 09 836 0939
EMAIL: partners@smithpartners.co.nz
smithpartners.co.nz



Josie from Kotuku

A feature profile on **Rosebank Business Association** Member **Te Kotuku Ki Te Rangi Trust**

Years ago, a New Zealand book shop came up with a slogan that read “Hard to find, but worth the effort”.

Now, everyone is in on the act from pizza joints in Maryland, to craft beer boutiques in Columbus Ohio. Trip Advisor uses it all the time for places from churches in England to night clubs in Paris.

The term could also apply to Te Kotuku Ki Te Rangi Trust, because for years it has been providing excellent services for people in West Auckland with mental health issues. This must be more important than looking for the best pizza or pale ale.

Their offices are tucked away down the end of Copsey Place, off Rosebank Rd, and they were one of the very first organisations to move in there - February 28, 2003, to be exact.

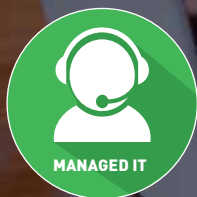
But it's only when you drive back to the big sign post for 40 Copsey Place - after an initially fruitless search - you realise you should be looking for the logo of the glorious but rare white heron - kotuku, of course.

Te Kotuku's chief executive, Josie Smith, who was born into a family of 20 and is a story all by herself, says the trust had its beginnings in the 1980s.

“It was around then that places like Carrington, Oakley and Kingseat were de-commissioned by the government.

“All those mental health institutions, or whatever they were called back then, weren't really effective for mental health patients. The new thinking was that they wanted them - the patients - to be transitioned back into the community.”

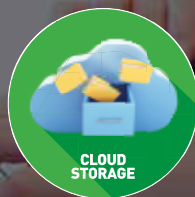
Your Trusted IT Advisors



MANAGED IT



BACKUP



CLOUD STORAGE



SECURITY



OFFICE 365



CLOUD PBX



We provide an all inclusive IT Service that gives your staff exceptional support while making your IT systems reliable, predictable and secure.



0800 622 348

info@maceit.co.nz
www.maceit.co.nz

"So we became NGOs - non-governmental organisations."

It is, says Natalia Kaihau, who has been the trust's service manager for 11 years - she's also Josie's daughter - "a medium-sized business with 28 to 30 staff."

"We have support workers - kaimahi. We have registered social workers and then there's administrative staff," says Natalia. And many of them are on call 24/7. Mental health problems, when they come calling, aren't a 9-to-5 proposition.

The trust, says Josie, owes its existence to "the inspired work" of three people. In alphabetical order they are psychiatrist Sir Mason Durie, professor of Maori studies at Massey University, Tangiwairua Hieatt, who as CEO co-ordinated the care programme, and the late Dr Eru Potaka-Dewes, actor, theologian and activist.

It was set up to meet a need which they identified as culturally appropriate treatment for people of Maori descent suffering from a mental health disability.

As such it was one of the first Maori residential mental health providers and although targeted for Maori, anyone of cultural or ethnic background can opt to enter.

The trust has seven "core" products. There is residentially-supported rehabilitation, support hours, social housing, a rental housing portfolio, planned adult respite, whanau respite and community-based programmes.

"Our services are non-clinical," says Josie, "but we work very closely with the Waitemata District Health Board and their chief executive, Dale Bramley, is a terrific help."

The trust currently has three where in West Auckland staffed by

mental health professionals, non-clinical care packages with accommodation, helping with work and education activities, and empowering self-advocacy skills and developing life skills - including how to manage finances.

To oversee this Josie, who came on board as chief executive in 2007, brings years of experience with the Accident Compensation Commission, where she was the regional manager for Maori and Customer Services in Auckland and Northland. She was also an ANZ branch manager for 18 years.

Her daughter Natalia oversees the strategic operations of the trust and brings over a decade of senior management experience, with a background in financial and strategic planning. To back them up there is an experienced team.

Josie: "The beauty of our operation - for me - is that we have a brilliant crew. We really are like one, big family. Everyone is equal here."

Natalia: "I think we are making a good difference. We provide a different service to those mainstream operators in the field. We try to be more creative - instinctive, if you like."

Josie: "I don't think I'm blowing our own trumpet when I say I think we have a very popular service."

We have a brilliant crew. We really are like one, big family. Everyone is equal here."



Bernard McCrea
DIP PFP, DipBank, DipBA, SFFIN

m: 0274 862 501
t: 09 820 1398
e: bernard.mccrea@abbott.co.nz



Reward your staff and boost your business

Group life and health schemes are a great way to reward your team and their families.

With group schemes, you can help employees access costly private health insurance and life insurance, and you'll benefit from a healthier, happier and more loyal team.

We can arrange packages to suit, whether you have 5 employees or 500.

Call today and find out what we can put in place so everybody wins.

Our consultations are obligation-free and confidential.



For Quality Print & Service

Brochures ■ Books ■ Business Cards
Packaging ■ Posters ■ Flyers ■ Folders ■ Corflutes
Labels and anything printed on paper or card.



ph: 09 377 4882

sales@pressprint.co.nz

www.pressprint.co.nz

- 1% COMMISSION (PLUS GST) SELL
- UP TO 50% MARKETING SUBSIDY
- FREE INTERNET SITES LISTING
- HERE TO SELL YOUR PROPERTY, NOT THE AGENCY
- MREINZ (REAL ESTATE INSTITUTE OF NZ) MEMBER
- \$80,000 MAXIMUM FEE (EXC GST)
- LEASES 7.5% COMMISSION (plus GST) (APPROX 3.9 WEEKS RENT)

1% COMMISSION

(plus GST)

MARKETING – WE SHARE THE COST – UP TO 50% SUBSIDY (CONDITIONS APPLY, CHECK OUR WEBSITE)



COMMERCIAL PROPERTY SALES



1% (+GST) COMMISSION ON ALL SALES – 7.5% ON LEASES (APROX 3.9WKS RENT)

Full details on our website:

www.investrealty.co.nz

Invest Realty Ltd, MREINZ, Licensed Agent REAA2008
Graham Anderson, Ph 021959403 Email graham@investrealty.co.nz

Member Profiles

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



NZ Applications Service Ltd,
Unit E, 571 Rosebank Road
Phone: Craig 021 797487, Stretch 0275 413097
www.nzas.net.nz

NZ Applications Service (NZAS) Your local Protective Coating Specialists

NZAS are a company that specialises in the application of high-performance Protective Coatings, Waterproofing Solutions, Spray Foams and Film-Set Creations. They pride themselves in offering the best solution for your protective coating, waterproofing and insulation requirements.

L.J. Stretch or Stretch, as he is known as in the coating community and Craig Moodie, started the business in 2009. Stretch has been in the industry for 30+ years and Craig came from an engineering background. Together they formed NZAS. This powerful combination of skills has enabled the business to bring more cutting-edge solutions in a competitive environment and seen them specialising in plural component applications.

What sets them apart? "If a job needs to happen and it seems too hard, then come to us and we will make it happen". We have invested in 2 specialised Mobile Plant and Equipment to ensure the "Highest Performance," says Stretch and Craig.

They apply a comprehensive range of products to provide the coating solutions needed, including; Polyurea, Poly Aspartic, Reactamine 760, all Urethane and Epoxy Systems. They are approved applicators for the major material suppliers: Polymer Development Group, Era Polymers, Altex Coatings, Nukote International, and many other companies.

In addition to the coatings, they also offer a Polyurethane Spray Foam service, which is CodeMark Certified. They can offer a wide range of spray foams ranging from low density designed for domestic insulation through to Industrial Insulation, Cool Stores, Injection Foams, Buoyance and Structural Foams, & Film-Set Creations.

NZAS is based in Rosebank and has self-contained mobile application rigs which work throughout New Zealand.

Contact their team today and they can offer the solutions to best protect your asset situation.



D·A·D·S CO

Dadsco (Drug and Alcohol Detection Services Company) specialises in drug and alcohol testing in workplaces throughout the greater Auckland region and Meth Detection in Properties.

Contact Dadsco today:

Rob Taylor

Email: rob@dadsco.nz

Phone: 027 277 3285

www.dadsco.nz



GREAT DEAL Niall

mullins tyres

CARS • TRUCKS • TRACTORS • TRAILERS • FORK HOISTS



AVONDALE, 642 ROSEBANK ROAD, PH 828 1116 • TRUCK SHOP, 354 ROSEBANK ROAD, PH 828 1117

Balustrading Concepts NZ

We cater for everybody's needs

Balustrading Concepts NZ are leaders in the design, construction and implementation of aluminium and glass balustrades and pool fences in the Auckland area. With balustrading as their core business, they specialise in providing customised solutions, using materials manufactured in New Zealand or supported by New Zealand distributors and manufacturers that meet the New Zealand standards. They custom build everything to suit and they can also design to meet your special needs, such as high wind zones.

Their comprehensive range of maintenance-free aluminium and glass balustrades in different colours and styles reflects modern design trends, while giving you the flexibility to complement your home with individual styles. Balustrading Concepts are the experts at providing elegant protection while adding value to your home or commercial property.

As part of their exceptional service, Balustrading Concepts offer a free measure and quote, as well as full installation. They deliver a professional service and quality products that are second to none and comply with all building code requirements.

Kevin and Maureen Hopkinson bought the business 3 years ago and dived in, boots and all. Maureen had been in a similar industry and they had owned their own businesses before. They understood what it took it takes to run a business and weren't afraid of hard work. Fast forward to today, their success can be attributed to their dedicated team of 10, and satisfied customers who often come back for return business then referring them to others.

Our proven track record says It all. Having provided Auckland homes and businesses with high quality balustrade solutions for 15 years, it's no wonder they are one of City of Sail's preferred design, manufacturing and installation teams. Call them today to learn more about how our experienced team can provide balustrades which exceed all your expectations.



Balustrading Concepts NZ Ltd
661/A Rosebank Road, Rosebank,
Phone: 09 828 8858 www.balustrading.co.nz



Janette Partington, Steven Spear and Justin Puckree

Omnigraphics

Been making it happen for over 20 years

Omnigraphics NZ is New Zealand's original and leading large format digital printing company with the operation coming up to its 23rd year in business.

Their expertise and dedication to delivering innovative print solutions has made Omnigraphics the country's industry leader for the most complex large format applications and campaigns. They occupy the sweet spot where the sum of their parts expert staff, high-calibre service and unparalleled tech and equipment - combine to create eye-catching and jaw-dropping outcomes.

Joining their team of 37 is Justin Puckree who has been appointed General Manager of operations. Justin has been in the print industry all his life and has transitioned into the digital print era as the industry has evolved. "It is a privilege to be joining a team who is passionate about what they deliver for their customers. I see my role is empowering them to be the best that they can be," says Justin.

"What has made us blossom and grow is investing in the best people, machinery and systems to ensure we can meet any challenge and take the business to the next level," says Janette Partington, Director.

"The digital era of print has enabled us to throw away the catalogue so to we are very much customer focused and working in partnership with them to bring their ideas and dreams to life. We take as much pride in the final product as our customers".

If you want to see evidence of their jaw-dropping creations, call into their stunning offices located at 447 Rosebank Rd. So, what's next? "Watch what we do with the outside of our building over the next few months!"

Omnigraphics NZ,
447 Rosebank Road, Rosebank
Phone: 09 638 0888, www.omnigraphics.co.nz

Contemporary new cafe, Browne St, opens in Avondale

Owners of the successful "The Block Café" in Blockhouse Bay recently opened Browne St, nestled at the top of Rosebank Road. This new venture combines Avondale's heritage with a modern fit-out. The story goes that Rosebank Rd wasn't always called Rosebank Rd. Originally it was called Browne St, only being renamed when the Avondale borough merged with Auckland City after 1927. That nod to the rich history and character of the cafe's location is carried through the whole establishment - from the food, to the staff through to the décor.

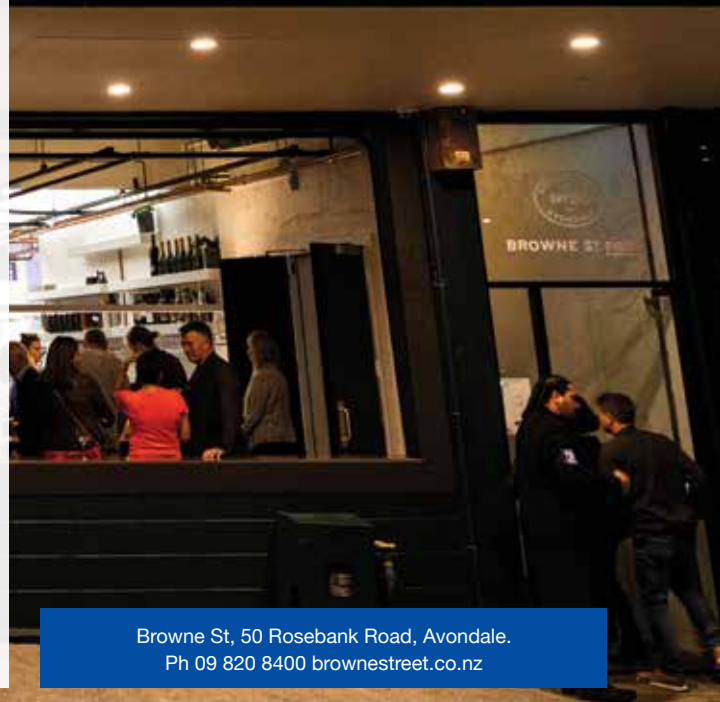
"Avondale is on that cusp of change," says Sam Fraser, one of a group of several business partners who owns Browne St. This modern and clean yet warm establishment just near the town centre shows just that. The staff are "90 percent locals". A real effort has been made to celebrate the suburb's community.

Upstairs is the venue's function room. The large space can host up to 120 people but would also feel comfortably populated with just 30. It's spacious, comfortable and complete with a DJ booth and projector screen. They can cater for corporate seminars, meetings and events along with celebrations of those special occasions.

Check them out - well worth a visit!

Their Specialties: they serve breakfast, lunch, dinner, drinks and coffee.

Services: Catering for Groups, Good for Kids, Takes Reservations, Take Out or Waiter Service. Walk-Ins Welcome, Open 7 Days from 6.30am. Late Nights Wednesday - Saturday.



Browne St, 50 Rosebank Road, Avondale.
Ph 09 820 8400 brownestreet.co.nz

finefinish
ON ROSEBANK

COLLISION REPAIR PROFESSIONALS

P: 09 828 4462
549 Rosebank Rd, Avondale

- Guaranteed Workmanship
 - Collision Repair Association Structural Repair Centre
 - Recommended Repairers for:
Lumley Insurance, Vero Insurance & Zurich Insurance
- We also work with all other Insurance companies on request.*

www.finefinishrosebank.co.nz

Rheem
Water Heaters
ph. 09 829 0200
www.rheem.co.nz

- Electric
- Gas
- Solar
- Heat Pump
- Boiling Water

Rheem NZ Ltd. 475 Rosebank Rd, Avondale, Auckland

SYSTEMS
Commercial Furniture

558 Rosebank Road, Avondale
Ph: 09 3691880
E: sales@systemscommercial.com
www.systemscommercial.com

Concept • Design • Fitout • Install
Call us Today!



stanley signs

348/4 Rosebank Rd
Phone 09 828 0323
info@stanleystsigns.co.nz
stanleystsigns.co.nz

To check out what we have been up to go to facebook.com/stanleystsigns

[like us on facebook](https://facebook.com/stanleystsigns)

Proudly supplying signage to the Rosebank area since 1992

Business Nuts & Bolts

Business to Business advice from **RBA Members**



Adam Cracroft
HiFX

Put the Flow Back Into Your Cash Flow

Any company that is importing and exporting has a foreign exchange requirement. Depending on how large, this directly impacts gross margins and has the ability to derail profit.

The costs of importing fluctuates with the NZD. In the past 5 years the NZD has moved on average 8% per year. If your suppliers either increased or decreased your prices by this amount most people would do everything to try and mitigate the downside. This is the primary objective of hedging foreign exchange.

As an exporter you have the opportunity to maximise revenues and take advantage of favourable movements in the market.

How to Hedge:

Volatility in the market creates hedging opportunities. By hedging you are able to more accurately forecast margins and allocate time to focus on your core business.

A forward contract allows you to lock in the exchange rate to buy (or sell) a known amount of foreign currency on a given date in the future. The advantage being certainty of what you're going to pay or receive, though if the rate goes higher, you are limiting any upside.

It's near impossible to hedge right at the top of the market every time however. A foreign currency policy is a plan to contain risk and manage cash-flows effectively. This is how we can begin to help at XE Money Transfer.

Seeing foreign currency as a core part of the accounting process puts the risk posed at front of mind.

What stops hedging?

Often businesses won't hedge when forecasts aren't reliable, and you receive inaccurate information from sales

or production. Or you are running a lean supply-chain and don't want to hold much stock and commit to tying up cash-flow.

You can incorporate hedging into your budget to ensure your costed rates are covered. This prevents a situation where the currency is lower than what you've budgeted, and potentially a loss is being made each time you purchase foreign exchange.

For exporters, you can lock in the rate you're going to receive to try and get more certainty on cash-flow from international sales.

The importance of interest rates:

Both the current and expected future interest rates drive the price you pay or receive for foreign exchange.

Every country wants their currency lower to improve their terms of trade and increase local investment. We have heard the Reserve Bank say they want the currency lower. In their view, having the NZD/USD or NZD/AUD rate lower is more favourable to the economy in general. Their objectives of balancing interest rates and inflation might work at odds with your business objectives.

But ultimately the NZ dollar is at the mercy of international economies and reserve banks, including the Federal Reserve and the ECB (European Central Bank).



(NZ vs US interest rates)

What's next?

Volatility is here to stay and big swings in the market will persist. It's almost impossible to predict where the markets will move. It's unfair to judge yourself on attaining the very best rate when hedging foreign exchange.

XE work with over 6000 clients throughout New Zealand to help manage foreign exchange requirements, offering a 24/7 online platform and a personal dealer to maximise your business' FX potential.

Feel free to get in touch with adam.cracroft@xe.com to learn more.



The MyHR Team

The purpose of annual leave is to provide employees with the opportunity for paid time off work for rest and recreation.

Cashing out Annual Leave

Since the Holidays Act 2003 came into force in April 2004, NZ employees have been entitled to a minimum of 4 weeks annual leave after 12 months of continuous employment, and 4 weeks for every 12 months thereafter.

The purpose of annual leave is to provide employees with the opportunity for **paid time off work for rest and recreation**.

It is very important to remember this last statement, as it is a foundational/founding principle of the Act. This law made it unlawful to adopt "use-it-or-lose-it" leave policies, it restricts cash out options and allows annual leave to accrue unlimited during employment.

The law wants people to take a break, which is a good thing! Rested people are safer, happier and more productive.

This guide is designed to make it clear what employers can and cannot do regarding leave cash outs.

Cashing out annual leave is only allowed in some very specific situations:

1. When an employee leaves their employment.

The employer must pay all owed annual leave and alternative holidays (not sick leave or bereavement leave). Any deductions from this annual leave pay out can only be made if other important parts of employment law are followed.

2. If the employee is genuinely casual or on a fixed-term agreement less than 12 months.

These employees receive pay-as-you-go holiday payment on top of their wage or salary at a rate of 8%, paid with their wages. Permanent part-time, permanent full-time or fixed-

term longer than 12 months must not be paid annual leave in this way.

3. Up to 1 week per year by agreement, in accordance with Section 28 of the Holidays Act.

See below

Outside these situations, you cannot cash out a permanent employees' annual leave accrual during their employment, even if they ask for it.

Holidays Act 2003 Section 28A - 28E

The Legal Cash Out of 1 Week Annual Leave

In accordance with Section 28A of the Holidays Act 2003, an employee can request, in writing, to have up to one week of their annual leave, per entitlement year, paid out to them.

Some very important points to note about this:

1. The request and subsequent approval **must** be in writing.
2. The Employer does not have to agree to the request but must consider it in good faith.
3. The Employer cannot force an employee to cash out 1 week, nor make this a term of employment.
4. The entitlement is **up to** 1 week; so, it might be 1 day, and it can be over multiple requests provided the total doesn't exceed one week each entitlement year.
5. The pay-out can only occur from **entitled** leave, which is the leave that is available after 12 months of continuous employment and each subsequent 12 months - **no cash out in the first year of employment**.
6. The pay-out **cannot be back-dated**. For example; if an employee has not made a request for 4 years, this **does not** mean they can claim 4 individual weeks from those previous years.



For Lease — Rosebank's Trendy Showroom, Office/Warehouse set up. CTAT1531

Meir Alfassi 021 221 0155

HARVEYS Real Estate

©Harvey's Realty Limited HARVING Licensed Agent REA 2008





Janine Roberts
Accounting Associate at Haven

Growing your future wealth - Ring-fencing and residential rentals

You may be the owner of a successful business, growing your profit and monitoring your progress, quite happy with where you're at. Maybe you're ready for a new challenge and property investment could be a great opportunity for you.

Property investment is fairly common in New Zealand due to the security of bricks and mortar vs stocks and shares. Of course, it does come with its own risks but while you're managing your business, it pays to have something else generating wealth in the background. Not only can an investment property provide you with an extra source of income should your business run into trouble, but it is also relatively hands-off compared to your business.

If you are already investing in property, you will be aware that renting out an investment property also has its perks in terms of tax benefits. Any expenses related to generating your rental income may be tax deductible and you can use any rental income to pay towards the mortgage of the property. You are also able to offset any losses against other income, meaning that you are able to be taxed less depending on how much of a loss you're declaring - although this is set to change.

The IRD is proposing that from the 2019-20 tax year, investors will no longer be able to offset losses on their residential property investments against other unrelated income. This is because the current Government considers that property investors have an unfair advantage over owner-occupiers when it comes to purchasing property; investors are seen to have the cost of their mortgages subsidised by the reduced tax on other income sources.

Now is a good time to complete any repairs and maintenance that may be deductible to increase any benefits before the changes come into play. With the requirement to have all rental properties insulated by July 2019, replacing existing insulation may be a deduction you can take now.



House Price Upswings in Auckland
(Reserve Bank of New Zealand Bulletin, Vol. 79, No. 1 January 2016)

The changes are set to apply on a portfolio basis, meaning that investors can offset losses from one rental property against income from another. You can also offset losses against rental income in future years. If you are already investing in one property, it might be time to look at adding more to your portfolio to maximise your benefits.

Property investment is a great way to provide wealth in the long run; having it tick along while you focus on your business means that you'll have extra cash flow and a more stable retirement plan without investing too much time - especially if you have an accountant handling the taxation side of things for you.

Whether you are already investing or you're just toying with the idea at the moment, it's a good idea to have a chat with one of our Haven accountants so that you know just what the tax implications of any changes will mean for you. Our team can also ensure that you claim any appropriate expenses without raising any red flags with the IRD.

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 Jacqui now.

M 027 4300377 E Jacqui.dunphy@ema.co.nz ema.co.nz





Heartsaver's Mike Mander

Heartsaver / Medic Cover

Over the last 20 years we have seen many changes in how staff Christmas parties are run and hosted. The Health and Safety Act has provided direction around being a responsible host and from this, we have seen employers providing food and sober driver options or alternative transport to ensure employees reach home safely.

Recently we have seen employers take this one step further, with them requesting event medics to be at functions or events, ensuring the Health and Safety of their employees.

Christmas functions have seen a lot of crazy stunts happen over the years, where at the time they seem like a laugh or just silliness, but instead have turned into pain and suffering. We had a quick scan of the web and found these examples - not for the faint-hearted, in many cases!

The ghost of Christmas past - some terrible work party injuries:

1. A rather large man decided to photocopy his behind. It all started off well enough, but shortly after pressing the green button, we heard an alarming crack. Before the man could get off the photocopier, the glass broke, trapping him inside the innards of the photocopier. He got off lightly with only having several sharp shards of glass sticking into him. Ambulance staff had to remove him and take him to hospital.
2. After one to many, the MD's PA, hit another girl with a wine bottle; the police, ambulance and the carpet cleaners were called to clean up the mess.

3. After too many free drinks, to seemed a great idea to dance on the tables. One of the young ladies fell off and although she thought she was fine at the time, she was signed off work for the next two weeks with whiplash and couldn't remember anything about it.
4. With the help of a few wines, out came Dutch courage, starting with groping of some of the women in the office. This ended in a punch up with some of the other staff. The gentleman left, but the next day, no one had seen or heard from him, only to receive a phone call from hospital where he remained for some time with a smashed kneecap.
5. In 2000, a promising young NZ Merrill Lynch trader was accidentally killed by a colleague at their Christmas party. He had his grass skirt costume lit on fire with a cigarette by a colleague in a neighbouring toilet stall. Both occupants of the stall were badly burned and the young man died three days later.

Some of these injuries could have been minimised by immediate medical attention. This is where our medic event cover could have provided instance assistance.

Medic cover is particularly important if you are holding your work event on a boat - cruises and day trips are a very popular corporate event option, but they're also very isolating when it comes to needing paramedic help in an emergency.

To book our Heart Saver team for your next corporate event or work party, please contact us at events@heartsaver.co.nz or 0800 233 342 or visit our EVENT COVER page www.heartsaver.co.nz/event-medic-cover/ for more information.



MyHR
Make HR easy.
Rosebank
Business Association



HR Advice Line
0800 694 769
Stronger Together

Juice from Jules

Julie Stevens RBA Membership Manager

Phone: 021 940664, julie@rosebankbusiness.co.nz



New Business starts up on Rosebank Road.

Kiro Mladenovikj, an experienced auto diagnostics and repairs specialist had a dream to own his own business. The dream became a reality when he recently opened his new business, **EuroSparx Auto Electrical**. Kiro wanted to stand out and the newly refurbished, bright yellow building at 597 Rosebank Rd certainly has become a conversation piece in Rosebank. Since he was 12 years old, Kiro has been tinkering with the mechanics of vehicles. He went

on to study electronics which saw him combining his skills to give him a better understanding of the modern technology that comes with vehicles. He worked for Mercedes Benz for 7 years and 5 years with Audi, Porsche and Volkswagen. He moved to NZ and worked locally in Mt Roskill.



Fast forward today and he is opening his new business EuroSparx Auto Electrical, specialising in vehicle diagnostics, repairs and service and they also service and repair vehicle's air conditioning

Check them out www.eurosparx.co.nz or pop in to 597 Rosebank Road.

We are in count down mode for Christmas and if you don't love Christmas, then read no further.

We have some local RBA members who have some gift ideas for your clients and valuable staff. We want to help our business community get sorted for Christmas.

Best Blooms - They can create beautiful hampers and gift baskets for your corporate clients and staff that can be designed for your individual requirements and budget. Talk to their helpful team to come up with unique gift baskets, pamper hampers, floral gift baskets or even give a growing gift like a plant and of course flowers always delight. Check out more at www.bestblooms.co.nz and free delivery in Auckland.



Paramount Services

Local Business and RBA Partner, take out the Top Honour at the NZ FRANCHISE AWARDS 2018

Westpac New Zealand Franchise Awards Gala Dinner was held 10 November to unveil the winners. The Awards are recognised as having some of the most rigorous criteria in the world. Entrants go through a comprehensive four-stage process and evaluation by the New Zealand Business Excellence Foundation based on the internationally-recognised Malcolm Baldrige criteria, a system that is used by more than 25 countries as a standard for quality awards.

Congratulations go to Paramount Services, who were named Westpac Supreme Franchise System of the Year for the third time, having previously won the title in 2008 and 2015. The commercial cleaning company was also named Best Business Services Franchise for the seventh time, while Paramount's Sangeetha Shaikh won a coveted Field Manager of the Year award for the third time in recognition of the



support she gives franchisees.

"It was a night the Paramount team felt humbled and proud for earning the highest award in NZ. Success is all about the sum of many small things and great people. We have an amazing team that all contributes putting Paramount at the top of the podium once again," says Paul Brown General Manager/Director.

THE HOME THAT ROSEBANK BUILT.

PENDANT
LAMP

SHELVES

STOVE

Featuring:

- GreenStuf
- The Building Co
- Dynex

HERRINGBONE
PARQUET

Roofing / Cladding

JP Franklin Roofing

Introduction.

The old saying, ‘a roof over your head’, is being taken literally this month as we delve into our second month of building. This month we look at cladding and roofing and speak with a variety of businesses in Rosebank that each have expertise in these areas.

Over the next twelve months we are setting out to build an entire house using businesses in Rosebank.

While this may sound challenging, we are up for the task and look forward to speaking with the many traders and suppliers in Rosebank.

Join with us as we learn about new products and hear of tried and true systems to help you get from the conception phase to the final building stage.

Some companies in our upcoming features are multi-nationals, some

are nationally owned and operated, 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.

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 the Rosebank area.

Our first feature looked at the planning and design stages of building your home. We spoke with Landmark Homes about their full-service building company and talked with The Building Co and 720 Build about their companies that work with clients from early conception stages through to the final building stages also. Gerard lighting spoke with us about their easy Wi-Fi lighting setup for homes and we heard about the bespoke concreting options available at Peter Fell and the benefits of using concrete in your new build. We also spoke with Sharp & Page about the benefits of looking at the design of your kitchen in the early stages of planning and talked with Warmup about the luxurious heating available in your bathroom when using the Tiled Shower Solution.

Next month we look at insulation and flooring for your home and in the following months we will investigate painting, windows and doors, kitchens, bathrooms and bedrooms, electrical and lighting, utilities and appliances, glass solutions, furniture and finally landscaping.

We think there is something for everyone - whether you are building a new house or renovating. From roofing to flooring, to landscaping and fitting out a stylish kitchen, we will investigate it all. Twelve features, twelve months. Let's get a solid foundation of knowledge and build a house. We bring you the Home that Rosebank Built.

Feature by Alice Cranfield

Got you covered.

Once your roofing and cladding is on, things really start to get exciting with a new build. Protected by the elements, the interior can now start to take shape. Before this happens however, picking out the right roofing and cladding is vital for the overall look and longevity of your home.

We don't need to look very far back in New Zealand's history to see what happens if cladding and roofing are installed with short cuts. It is vital to

ensure the roofing and cladding of your home is done to the upmost quality, using materials that are tried and tested for New Zealand's conditions.

The companies we look at in this feature are all unique in their own way, offering differing services to get your home completed. Each comes with a vast amount of experience, making them leaders in their fields.

It's time to put a roof over our heads.

- 1 Design / Planning**
Roundabout Issue 145
- 2 Roofing / Cladding**
Roundabout Issue 146
- 3 Insulation / Flooring**
Roundabout Issue 147
- 4 Painting / Plumbing**
Roundabout Issue 148
- 5 Windows / Doors**
Roundabout Issue 149
- 6 Kitchens**
Roundabout Issue 150
- 7 Bathrooms / Bedrooms**
Roundabout Issue 151
- 8 Electrical / Lighting**
Roundabout Issue 152
- 9 Utility / Appliances**
Roundabout Issue 153
- 10 Glass Solutions**
Roundabout Issue 154
- 11 Furniture**
Roundabout Issue 155
- 12 Landscaping**
Roundabout Issue 156





GreenStuf.

For Rosebank based business, Autex Industries, designing an insulation product that was strong, safe, locally made and of the best quality was a high priority. They've achieved all these things with their proudly New Zealand made insulation product, GreenStuf®.

Once your ceiling frame and roof have been constructed, it's time to have your insulation installed. With a 100% polyester content, GreenStuf is completely safe to handle and unlike other products on the market you don't need to wear protective clothing as it's completely safe to touch. You can rest assured knowing the insulation contains no harmful chemical binders or fibres that can be breathed into your lungs. It's such a safe product for your home it has

even been declared 'breathe easy' by Asthma New Zealand.

Available in pad and roll form, GreenStuf can work with any type of home and is a lightweight, safe to handle product which also means it is easy to cut and install - for either your builder or yourself.

Autex believes strongly in their product so they back it with a 50-year durability warranty. The product is 100% recyclable, leading the way in sustainable building products.

For those wanting higher R-Values (put simply this is the industry measurement for heating retainment), GreenStuf Account Manager, Jonty Brown says this can be achieved with double-layer insulation.

"Double-layering can reduce thermal bridging through ceiling studs therefore creating better performance and a warmer home as a result," he says.

If you love the sound of this, a sample can be ordered from www.greenstuf.co.nz, they'd be keen to speak with you too! Call 0800 428 839 for more information.



greenstuf.co.nz Ph: 0800 428 839
702-718 Rosebank Road, Avondale, Auckland



GreenStuf®

Insulation for Better Built Environments

STRONG  LOCAL  QUALITY  SAFE  GREENSTUF

For more information, visit www.greenstuf.co.nz




GreenStuf.



The Building Co.

When selecting cladding and roofing The Building Co believes you need to think about two major aspects - the aesthetics and overall look you wish to achieve, and the maintenance required for the materials selected.

The Building Co director, Kendall Read, says the way in which cladding, and roofing is used play an important role in creating the exterior appearance of your house.

"The relationship between cladding and roofing is a close one and the design around different cladding options, whether you have one or multiple cladding systems and how they relate back to the roof and details around the joinery is something you need to keep in mind," he says.

The building Co has been in the business a long time and they know the importance of using a builder who

knows how to work with different materials and create details and junctions between cladding, joinery and roofing that look immaculate.

"We use our expertise to create seamless junctions between cladding systems that are aesthetically pleasing and well thought out but also rock solid in terms of being water tight. Cladding is best done with experience and a fine eye for detail," says Kendall.

As cladding, roofing and the exterior joinery all tie in together, they are the biggest milestones you'll likely encounter within any building project. It is once these aspects are complete that work can begin inside. Running behind on your cladding and roofing means the whole building project will quickly fall behind schedule.

By using The Building Co, you know you will get a smoothly run project.

With 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.



THE BUILDING co

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

Colour Steel Roofing with Viking TPO Membrane, Bevel Timber Weatherboard Cladding & Aluminium Custom Flashing



Colour Steel Roofing with Cedar Ply, Batten Cladding & Torch on Membrane Roofing



Aluminium Louvre Roofing with Torch on Membrane Roofing & Vertical Cedar Shiplap Cladding



THE BUILDING co

THE BETTER BUILDING COMPANY

**WE LISTEN
We Plan
We Deliver**

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



Maintain your lifestyle not your home.

There's a lot that goes into the overall maintenance of a house. With some forward thinking and good product selection, Dynex can help you cut your time needed on maintenance down considerably.

With over 40 years in the business, Dynex has earned a reputation as a leader in its field. Palliside has been manufactured in New Zealand since 1992, and with a range of profiles and colours to choose from, the low maintenance weatherboards will never need painting as they come pre-finished.

Designed specifically for New Zealand conditions, Dynex guarantees this product for 25 years.

Made from 100% recyclable uPVC, Palliside weatherboards can withstand harsh coastal conditions and the roughest weather the New Zealand climate can throw at it.

"This is cost effective cladding that saves you money upfront and also in the future," says Dynex Sales Manager Richard McGeachie. "The life-time maintenance cost of weatherboard cladding is a huge cost to home owners. The selection of your materials is the only stage in the process of building that you can think about controlling ongoing maintenance."

Complimentary to Palliside weatherboards, Dynex manufactures

Dynex soffit a prefinished lining that comes with all the benefits of the Palliside system. On top of this Dynex soffit has hidden fixings that provide a versatile and sleek finish with less jointers and no visible nails. This product is ideal for all areas requiring a soffit.

To find out more you can visit the Dynex showroom at 310 - 316 Rosebank Road or view the website.



dynex.co.nz Ph: 0800 439 639
310-316 Rosebank Road, Avondale, Auckland



DYNEX
BUILD

Building innovation designed to enhance the look and performance of New Zealand homes.



DYNEXsoffit

DYNEXcavityclosers

DYNFLASH

PALLISIDE
the smart choice in weatherboards

0800 439 639
sales@dynex.nz
dynex.nz



JP Franklin Roofing.

With over thirty years in the roofing industry, JP Franklin Roofing Services has the experience and name to boot when it comes to all your roofing needs. From general maintenance and repairs, to complete refurbishments or brand-new roofs; they are the only people you need to contact when it comes to the cover over your home.

JP Franklin Roofing Services prides themselves on being your one stop roofing solution when you build a new home. They will work with you and your architect to select the right materials and roofing solution for your property and they can even take care of your insulation. With a steady string of trusted manufacturing partners, JP Franklin Roofing Services works with their partners to provide you with roofing materials that have proven to stand the test of time. From conception to completion, they will be with you

through each stage of your roofs build.

“We take care of the full roofing process,” says Shane Brady. “With our team of honest, reliable and experienced roofers we will work with you to achieve the best outcome for your property.”

Honesty is something the company prides themselves on and the team of roofers they have on-hand have all earned them this solid reputation. They have a proven track record, and this can be seen by the continued praise the company receives from its clients.

Quotes can be given free of charge and the team at JP Franklin Roofing Services is keen to discuss your roofing needs with you now.



jpfranklinroofing.co.nz Ph: 09 522 8658
email: jpfranking@gmail.com



JP Franklin Roofing Services specialize in:

- Asbestos Removal.
- New Residential and Commercial Roofs.
- Repairs and Refurbishment of Existing Roofs.
- Repair and Replacement of all Types of Guttering, Spouting and Down Pipes.
- Repair and Replacement of all Types of Internal or Concealed Guttering.
- Flashing Repairs/Replacement.
- Gutter Guard Installation.
- Moss and Lichen Treatment.
- Roof Inspections
- Insulation



Ph: 09 522 8658
 email: jpfroofing@gmail.com
www.jpfranklinroofing.co.nz

Big or small plans? Goodman has a solution.



**6-12 The Concourse,
Concourse Industry Park, Henderson**

**521 –
1,938 sqm**

warehouse + workshops

200 sqm
office

700 sqm
yard



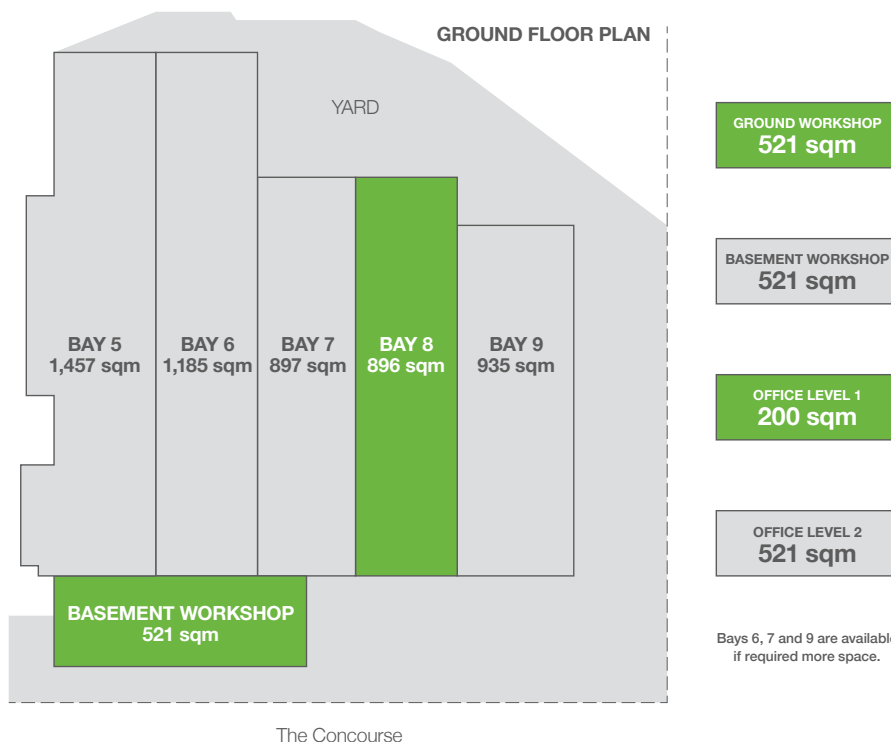
Property Features

The existing warehouse building and office will be refurbished and reconfigured into modern warehouse and office accommodation.

521 – 1,938 sqm

Take all or a combination:

- **Bay 8 Warehouse 896 sqm**
Available February 2019
- **Basement workshop 521 sqm**
Available now
- **Ground workshop 521 sqm**
Available now
- **Ground level 2 office 200 sqm**
Available now
- High stud warehouse with a minimum 12m clearance
- Ample on-site carparking
- 27 km to Auckland Airport via SH20 and the Waterview Connection
- Adjacent to SH16 NW Motorway
- Flexible options available
- An abundance of shops, cafés, restaurants, childcare and other services at the nearby Westfield Henderson and surrounding areas



Bays 6, 7 and 9 are available if required more space.



View Concourse Industry Park opportunities
at goodmanproperty.co.nz



Alex Mackay
ASSET MANAGER
021 149 7494
alex.mackay@goodman.com



Sebastian Nakielski
PORTFOLIO MANAGER
021 541 006
sebastian.nakielski@goodman.com