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Cover: Brennan Fell, Managing Director - PeterFell.

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From My Perspective

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



Mike Gibson,
RBA CEO

Happenings in Rosebank

In issue 155 I steered my thoughts away from Brexit, it's far too complicated for a simple country boy, but I must confess that having attended a local mayoral debate between Phil Goff and John Tamihere last week local politics looks much the same (dead promises, little accountability other than to their own consciousness), and I wonder if the days of the "old grey-headed brigade of councilors will be forced to align their thinking and policies to suit a much younger more challenging audience. These will demand local inspirational leadership, honesty and better thought through policies with less dictatorial outcomes from the likes of some of Auckland Councils CCO's.

Now to another misconception.

As a Property owner or **ROSEBANK BUSINESS OWNER**, if you want to vote in the Local Ward where you operate your Business. These are the procedures to follow.



CHANGE OF VOTING PROCEDURES FROM PRIVATE HOMES TO YOUR BUSINESS IN ROSEBANK.

Section 24 of the local Electoral ACT provides that every parliamentary elector is qualified as a rate payer elector from another address (**SUCH AS THEIR BUSINESS ADDRESS**) where they are the sole ratepayer or nominated by the Ratepayer.

For Example: If the parliamentary elector resided in the **HENDERSON** or any other Ward they could vote for their councillor in that Ward, and if the **SAME** Parliamentary elector is also the sole ratepayer or nominated by the Ratepayer (e.g. a company/ business in another Ward such as the **WHAU Ward** then they can also vote in that WARD.

THAT MEANS YOU CAN HAVE MORE THAN ONE VOTE HOWEVER YOU WOULD NEED TO CAST A SPECIAL VOTE UNLESS ALREADY ENROLLED.

Dead Simple eh? NOT! but it can be done and for many businesses and their activities it is much more relevant to their primary interests.

Issue 156 is more of the same in terms that this week we bid farewell to contractor Briar Dunn who on her return from holidaying in USA and Canada has decided to stop work and we wish her well in what I suspect will be premature retirement.

As if to add more drama, Julie Stevens will leave in October to take up a membership role with the Registered Masters Builders Association and of course we wish her every success as well.

So from cruising through the RBA's best financial performance in its history (you need to attend the **AGM** on October 10th to see how good it was) we are now forced to reset our 2020 financials, subsequent cashflow and individual work

plans for existing and new staff. What this turnaround has forced me to do is to preface and analyse the effect that staff changes make to small business and the RBA is no different.

We wish Kelli, Briar and Julie our sincerest best wishes on whatever employment or private path they journey on and God Bless.

AUTEX complete full Warriors buyout!

My next acknowledgement is to congratulate local and iconic business entity

AUTEX INDUSTRIES on completing their NZ Warriors purchase and with playing rights to the NRL.

We know the level of commitment and passion that current **AUTEX** owner Mark Robinson and his dad David had for NZ Rugby League both at international and NRL levels. What many will not know is that **AUTEX** financial support of the **NZ Kiwis** commenced in 1980, long before any other sponsorships or naming rights were apparent in many other sporting codes. It illustrates clearly how far ahead of the game the **AUTEX** team has been and it comes with little fuss or headline grabbing unlike its previous owners.

While the 2019 season has been somewhat disappointing the RBA on the back of this purchase are really looking forward to their 2020 season and have chatted with **AUTEX** MD Rob Croot about developing some special **RBA / AUTEX** Warriors events and activities so watch this space.

Summary:

We are looking forward to presenting you all with this year's annual report and Audit report from UHYHN at the AGM to be hosted at **Eurotech Design at 604 Rosebank Road on Thursday October 10th**. In addition to this aspect Eurotech Design will be providing culinary delights from their own head CHEF Dom, be sure not to miss so enrol now please.

Cheers and best wishes,
Mike Gibson Chief Executive RBA.





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From My Perspective

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

Rugby World Cup Plans

Bernard McCrea
RBA Chairman

At the time of writing this the Rugby World Cup is about to start. This will bring together 4 years of planning, checking systems, selecting players, testing processes etc. all coming to a crescendo with only 1 winner. Some teams will perform above expectations, some will perform below expectations.

Often the difference will be a pass here or there and you wonder why the margins are so small for such high rewards. It also isn't just about having a plan, your plan must adapt to what's happening in front of you, as 'on-paper' all teams will say they can win the RWC.

Looking at a recent documentary on the first RWC in 1987 the AB's goal of being the first winner was achieved, but you wouldn't say the 4 years before that were the best platform. This tells you that you can plan late in the day and win, but you still must plan. New brooms can sweep away

the things that weren't working and pull the team in a new direction. That though, could mean you run the risk of forgetting what got you there in the first place.

Business is like this, you run the risk, you get the rewards. It's hard work and it's your money on the line. How much money you get is sometimes not relative to the risks, some businesses should de-risk their balance sheet and some can gear up to be even more successful.

I've talked before about how confidence indicators are self-fulfilling. If you feel confident, then more times than less you'll be so. If you don't feel confident, then that'll probably be the end outcome. That's not to say that at times you will feel under pressure and doubts will arise that test your confidence, but it's these times that can strengthen you.

Sometimes losing is a valuable experience. We can see this with the gains the AB's have made since 2007, where we exited the RWC in the quarter finals. What they found was their management, systems, and processes weren't sustainable under pressure. Now you wouldn't say that's the case for the AB's now, and many

of the other teams, who have all been better at performing under pressure.

Good luck to all the teams and as much as I want the AB's to win, we'll just have to see what happens and trust their plans will be successful.

Cheers Bernie.



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Rosebank Events

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

RBA and Eurotech Design present:

2018-2019 Annual General Meeting and Hosting for October.



Eurotech Design Limited is a New Zealand owned and operated family business formed in 1996 by Sophia and Shawn Bristow. Considered one of New Zealand's leading appliance distributors, Eurotech Design specialise in the importation and distribution of European and American kitchen and laundry appliances as well as accessories.

With access to nationwide retail distribution channels and focus on 'best in class' approach to design, exceptional customer service, technical support and innovation, they have a mission to deliver leading global appliance brands to the New Zealand market with the highest level of value proposition and professional approach.

AGENDA

4.30 - 5.15pm

Registration - All members are requested to sign the RBA minute book. Mix and mingle - refreshments provided

5.15 - 6.00pm

1. AGM to commence. Welcome from RBA President and Chairperson Bernie McCrea.
2. Apologies to be received.
3. Confirmation of minutes of the 2017/2018 RBA AGM held 18 October 2018
4. Copies of the 2017/2018 AGM minutes and copies of the 2018/2019 Annual Report will be available on the evening and available upon request prior.
5. Statement and report from RBA Chair Bernie McCrea.
6. Financial report and adoption of the Annual audit report, from Treasurer Steve Early
7. CEO Report - Mike Gibson
8. Presentation of 2020/21 RBA Budget for adoption.
9. CEO to background the RBA constitutional requirements and

procedures for the election of officers.

10. Election of officers, President, Treasurer, Executive - not less than five and not more than seven executive members and up to three non-voting members. See nominations for all positions. Nomination forms for any other candidates seeking to be elected can be obtained from the RBA and must be signed and returned to the RBA at least seven days prior to the AGM meeting date of 10 October.
11. Appointment of Auditors
12. General business. Please note that any items of general business must be received in writing/ email by the RBA at least seven days prior to this meeting date, i.e. by 1st October 2019.

6.00 - 6.15pm

Pathways pledge form introduction by Julie Stevens.

6.15 - 6.35pm

Comfort break and refreshments
Featuring gourmet canapes, elaborately prepared by Eurotech Design Chef and Food Expert Domenica Houlihan

6.35 - 6.55pm

Eurotech Hosting - Shawn Bristow

6.55 - 7.15pm - Close

Mix and mingle continued.

Date: Thursday, 10 October 2019

(Refreshments will be provided)

Time: 4.30pm for a 5.15pm start

Venue: Eurotech Design, 604 Rosebank Road

RSVP: anouschka@rosebankbusiness.co.nz

Rosebank Advocates

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



Dr Grant Hewison

Success in advocacy on Water Strategy and Waste Bylaws

Auckland Council has been considering a new Water Strategy and changes to waste bylaws. Feedback from the Rosebank Business Association has resulted in some useful amendments.

Our Water Future

The 'Our Water Future' Strategy looks to set a framework across all water issues in the region so that the Council is prepared when it needs to make decisions about how to manage water.

A key recommendation arising from the Association's advocacy is that the Strategy will now include the importance of water for businesses, industries and economic development. Water will also look to be valued for commercial and business purposes alongside other values.

Recognition has been given to finding new water supplies to accommodate population and business growth beyond 2050. Council will also look to work directly with industry and business in developing future planning processes. Further, the Strategy will include a priority to identify revenue sources to pay for water infrastructure that equitably shares the burden of the costs of cleaner water across the community instead of relying just on rates and targeted rates.

Trade Waste Bylaw

As all business premises across

Auckland discharge waste into the public wastewater system, Auckland Council decided they must all be regulated under the new Trade Waste Bylaw, either as low risk dischargers, or by being subject to a trade waste agreement.

The Council wanted effective controls in place as they determined that all discharges could have some effect on wastewater pipes, the environment and public health. The bylaw seeks to reduce these effects by requiring all businesses that discharge waste to meet minimum discharge standards.

Submissions made on behalf of the Association raised concerns that if all businesses were subject to

the bylaw, then the rules relating to low risk dischargers needed to be very clear to avoid these kinds of businesses having to meet higher restrictive standards.

Following feedback, the Council has recommended that the new Bylaw be adopted, but with some minor changes to address these concerns.

In particular, the Bylaw will clarify that unavoidable discharge of rainwater into trade waste systems from low risk businesses does not require a trade waste agreement. New definitions have been added for clarification and completeness. Additional related information will be included in the Bylaw to better inform low risk business dischargers. Further, the grounds for varying a trade waste agreement have been clarified.

Waste Management and Minimisation Bylaw

The new Waste Management and Minimisation Bylaw seeks to manage and minimise waste, protect the public from health and safety risks and nuisance and to manage the use of council-controlled public places.

Of particular concern to businesses was the regulation of kerbside collection bins in retail and high density town centre areas. Discussions are planned between Council and business associations to identify the reasons for the problem and to work towards a solution. It was also suggested that an 'Explanation' be included in the Bylaw setting out in plain English the rules regarding the storage of kerbside collection bins.

Ongoing issues were raised about the 'zero waste event' obligations in waste management and minimisation plans and the consequent high operational costs for small scale community events. Again, discussions are planned to work towards a solution.

The management and minimisation plans for residential and mixed-use multi-unit developments were also raised as a concern. Of importance has been recognition that these plans be drafted to cover the needs of businesses in mixed-use multi-unit developments as well as other businesses adjacent to these developments.

Ongoing Advocacy

Finally, as Auckland Council looks to develop future strategies or bylaws, the Association will ensure the interests of its members are made clear to the Council through submissions.

The Strategy will now include the importance of water for businesses, industries and economic development.



Pathways to the Future Trust Awards

A not for profit Charitable Trust that was set up in 2007 as a joint venture between the RBA and the Rotary Club New Lynn.

The Trust's objectives are encouraging and rewarding young employees who use their "attitude and aptitude" to determine their "altitude" and who contribute to the success of a business in West Auckland.



The Pathways to the Future Trust needs your help!

We have a goal of raising \$20,000 per year to enable the Pathways Trust to continue awarding young employees in our business community to grow and develop their pathway within the business that they work for!

"Alone we can do so little, by coming together we can achieve so much"

In the last 10 years we have awarded over \$200,000 to young employees to assist them in developing their skills and grow their future careers.

Yes, I am happy to pledge the following amount to support Pathways to the Future Trust.

\$100
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 Or a nominated amount

Business Name/Contact: _____

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Please email your completed form to julie@rosebankbusiness.co.nz

Rosebank News

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

Aucklanders' Increasing Waistlines Forcing Us to Find New Sleep Positions to Help Breathing - Research

Aucklanders' expanding waistlines and higher BMIs are forcing us to adopt new sleep positions to help them breathe - according to new research.

Around half (47%) of adult Aucklanders sleep on their side - a position which researchers say increases in preference as we age and our Body Mass Index (BMI) rises.

The new research from mattress retailer Ecosa also found that as we age, we tend to move away from sleeping in other positions such as on our back, stomach and 'freestyle' (a variation in sleep position).



Ringo Chan
Ecosa CEO

The sleep position preference study which collected data from more than 325 Aucklanders around the region found that around a sixth (18%) of us prefer to sleep on our backs, a tenth (9%) sleep on our stomachs and a further quarter (26%) are freestyle sleepers.

Ecosa CEO Ringo Chan says the Auckland data is consistent with European research which found similar proportions of sleep position preference among adults.

"The New Zealand study results are in line with international data which showed one in every two adults prefer to sleep on their side.

"In addition to showing a correlation between an increase in age, the researchers also noted that preference for this position also

increases with weight and BMI," he says.

Chan says understanding your sleep position is important as it can be associated with a wide range of health concerns ranging from respiratory issues through to premature wrinkles.

He says while the reasons for our preferences in sleep position are not fully understood by scientists, a number of theories have been put forward.

"Researchers have suggested that the reason the side position preference increases with age is due to loss of flexibility of the spine and/or the extra effort required for breathing in the front position.

"Side sleeping also helps to open our airways to allow for steady airflow to the lungs.

"Lying on your back and assuming a neutral body position typically results in the least amount of strain on your head, neck and spine however studies show links between this position and snoring," says Chan.

He says sleeping on your stomach may make breathing regularly a challenge because airway passages could be compromised, and others may experience neck pain or tingling in joints and muscles due to poor circulation.

Chan says research has also found a link between this position and the development of facial wrinkles.

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Rosebank moves closer to Auckland City

Long time RBA founding member Derek Batts (The Derek Corporation) and former RBA vice Chairman, with his Rosebank property advisor from Bayley's Real Estate Rohit Khanna with RBA CEO Mike Gibson chewing the fat so to speak on all matters Rosebank Real Estate. Bayley's often relate to Rosebank as City fringe given the hot demand in place for both Sales and leasing.

This being a direct result of demand exceeding supply with the Waterview Tunnel opening and transport to and from the CBD on a good day being as little as 10/15 minutes.

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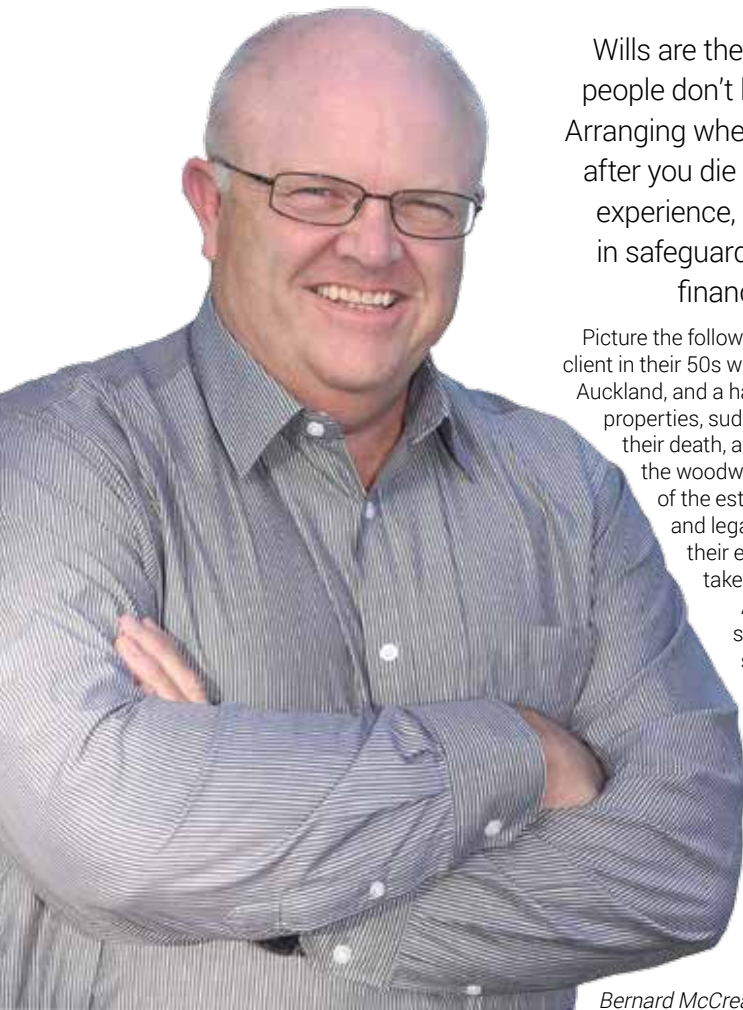
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Where there's a will, there's a way

Advisers can demonstrate value by offering wills to clients, and help families avoid an uncertain future.



Wills are the sort of thing most people don't like to think about. Arranging where your estate goes after you die can be a sobering experience, but it is essential in safeguarding your family's financial future.

Picture the following scenario; a wealthy client in their 50s with a beautiful home in Auckland, and a handful of investment properties, suddenly passes away. After their death, an ex-spouse comes out of the woodwork and demands a slice of the estate. With no will in place and legal framework to distribute their estate, such disputes can take years to settle.

Another adviser tells the story of a hard-working self-employed tradie, who after many years on the job, had a major health scare. After dicing with death, it emerged the tradie had no will or instructions to transfer his pension savings to his family after death. The savings would have been locked up for at least a year in a

Bernard McCrea

“If you're not thinking about wills, you could be putting your client's estate at risk”

Bernard McCrea

lengthy and arduous legal process, causing heartache for the surviving family.

Wills aren't just for older or middle-aged clients, of course. Even younger people in the workforce rack up significant KiwiSaver savings that would need to be distributed in the event of sudden or accidental death. Relationship properties are another area where unmarried couples would benefit from clearly defining a will.

According to a report commissioned by Perpetual Guardian in 2016, 38% of New Zealanders do not have a will. The report said about 1,500 people die each year without a will in place. A similar study conducted in 2014 suggested that nearly half of Kiwis did not have a will.

While wills aren't the most obvious part of an adviser's remit, brokers can benefit from having the conversation with their clients.



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Bernard McCrea – Founder
Dip-PFP, DipBank DipBA SFFIN.



Thomas Hoey
Executive Director.

“We’re providing advisers with a tool where they can sit down and action a will with clients.”

Tom Hoey

Advisers and will providers say discussing wills can help customers protect their family’s financial future, build stronger relationships, and even bring in extra fee income.

Glen McLeod, the founder of Edge Mortgages, believes it is part of an adviser’s “fiduciary duty” to have discussions around wills and power of attorney, in the event of a worst-case scenario or death.

McLeod refers clients to a lawyer and recommends they get their will in order. “People think it will never happen to me – until it does.”

“A lot of people don’t have a will when they come in and speak to us about their home loan,” McLeod says. “We like to talk to them about that, as well as talking to them about seeing an accountant if they have any investment properties.”

McLeod believes advisers have a responsibility to cover the topic, and that it can help brokers achieve “better consumer outcomes”.

He adds: “It’s financial advice bordering on personal advice. I know places that will give

“People think it will never happen to me – until it does.”

Glen McLeod

you a ‘clip’ if you refer a will, but it’s not about that. It’s about giving the right advice to your client and making them understand that it’s not just a [home loan] transaction, but that you’re working for their long-term benefit.

“Settlement of the loan is not the end of the relationship. We want an ongoing relationship with them. I know if I do a good job, the client will refer a friend to me.”

Some adviser groups are planning

on doing more with wills in the coming months. Newpark Home Loans is looking to “formalise” a partnership with Simple Wills, an online portal for processing quick and easy legally-binding wills.

“We’ve been in discussions and are looking to formalise our relationship and communicate it to brokers,” said Andrew Scott, general manager of Newpark Home Loans. “It’s an added piece of the jigsaw that advisers need to have at their fingertips,” he said.

A new wave of legal and financial services companies are looking to make old-fashioned processes, like writing a will, easier. Historically, most people have visited a solicitor or legal firm to arrange a will, a costly and time-consuming process. Yet established financial names, such as Perpetual Guardian, and new companies, like Simple Wills, are taking the process online.

Tom Hoey, an executive director at Simple Wills, says wills are crucial to complete and important to get right.

“I’ve heard so many stories of people dying, and their family not being able to access the estate. And there are plenty of cases where people have invalid wills or challengeable wills, and situations where other family members or illegitimate children come on board.”

He says even young people need to get their will sorted: “My son has money in his KiwiSaver, and he assumes his money would go to us if he died. It won’t. In that situation, families have to apply for the money.”

Simple Wills is an online portal designed to help clients write their wills clearly and quickly. Using the company’s online system, an adviser can write a will in about 10 minutes.

Clients decide who they want the trustee/executor to be, who will be the guardian for any children, and where they want assets to go. Simple Wills says it can process about 95% of all wills online, with the exception of

the most complex cases.

“In the old days, you would sit down with a trust adviser and work out what it should be,” Hoey says. “You’d prepare it in paper form, review it, and eventually sign it. It was a costly process, but we offer a simple and cost-effective way for all asset holders to have a will.”

Simple Wills is marketing the product through the adviser channel and hopes to sign up more partnerships in the coming months. The standard cost is \$50 for customers, but advisers can charge an additional fee at their discretion.

“We’re providing advisers with a tool where they can sit down and action a will with clients. There’s no need for a contract, and advisers can decide whether they want to charge an additional fee or not.”

Hoey called it a “value add” service for advisers. “If you’re asking a client about a home purchase or investment property, you’d want the client to get value. Why wouldn’t you ask, ‘do you have a will?’.”

Hoey adds: “For young couples buying their first home and going through their broker, it’s a great opportunity for an adviser to get the risk covered. Everyone who has investment assets should have a will, particularly if they have children and dependent family.”

Bernard McCrea, the founder of Simple Wills, is a qualified adviser, and believes his product will become a “valuable tool to tie everything together for clients”. He adds: “It ties the customer to you and you become a one-stop-shop,” he adds.

“As an adviser, you can look after the last piece of the puzzle and lock things up for the surviving family. If you’re not thinking about wills, you could be putting your client’s estate at risk. You can give them real comfort,” McCrea adds.

**THE NAME
SAYS IT ALL**



PeterFell Transition

With over 27 years' experience, PeterFell is undoubtedly the coloured concrete expert in New Zealand.

When Peter Fell started the company out of his garage in 1991, his experiments with concrete and the addition of iron oxides took off immediately.

Today, the company has a national and international reach and the oxides, sourced from Germany, have earned PeterFell a solid reputation.

After a great ride, Peter believes it is time to step back entirely and pass the reins. Following a transitional phase over the last couple of years, Brennan Fell will now head PeterFell as managing director. He's no stranger to the role, in fact he has been with the company from inception, so he brings a wealth of experience.

Brennan's time at the company has seen him go from strength to strength. After gaining experience working overseas, Brennan began working as a technical manager at PeterFell in 2005. With a background in science, Brennan brought a unique perspective to the company. Brennan's role at this time saw him focus on developing and tightening the company's procedures, outlines and career paths.

As PeterFell had grown at such a rapid pace, having Brennan

focus on these aspects helped the company to focus in on areas that had not been given the time they needed.

"When I came back to the company, I was able to bring my skills to develop structure and clarity," says Brennan. "I was able to look at the company with fresh eyes and take a step back to ensure the correct steps were in place to meet the continual growth we were experiencing."

Brennan has in many ways been with the company since the beginning. He has clear memories of the company forming in the early days in the family garage.

"My father built a business based on relationships and support - he was known for backing up the product," says Brennan. "Having a strong work ethic, being true to yourself - these are all the things we continue to value."

As a family business, values such as loyalty are pivotal to the PeterFell ethos. Brennan credits the strong team around him, many whom have been with the company for long periods of time, for the expertise they each bring.

"We don't have a hierarchy in the way things are done," says Brennan. "As the managing director I am able to trust the team

From a shed operation to 15 full time staff, the company has steadily grown.

for the expertise they bring in areas where my strengths may not necessarily lay.”

Growth has been one of the biggest changes Brennan has seen personally in his role. From a shed operation to 15 full time staff, the company has steadily grown.

PeterFell’s core business is colour but the company has recently expanded into polished concrete services. Due to arrive soon is a Texture Safe System – the first of its kind in the country. This new system will change the way concrete is approached, giving residential and commercial spaces the ability to change the texture of existing concrete.

A recent overhaul of the company’s website has a mass of inspiration with tools to help customers select the right colour and finish for a space.

PeterFell is New Zealand’s only supplier of Bayferrox® coloured oxides. This world-leading German manufacturer



available, the colours and finishes that can be achieved are endless and truly unique to each project.

It’s exciting times ahead as the company is growing and expanding what they can offer within the concrete sphere.



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Gems from Jooles

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



It is wonderful to hear the stories from past award recipients of **Pathways to the Future Trust Awards** and how this has benefited them and the business they work for. I thought I would share the story from a past recipient **Scott Partis from Foundation One Ltd**

Scott was awarded an EMA course-Sales Skills Fundamentals in September 2018 which was hugely beneficial for his progress within the business. I recently caught up with him to see where he is at 12 months on from receiving this award. Scott has been promoted from a coordinator to now the Services Manager for building work up to \$30,000. The course was invaluable to Scott's progress. "Since my award presentation

and attending the EMA course, this has increased my confidence for my new role and has assisted my daily client interactions. Thank you, Pathways to the Future Trust" says Scott. We also chatted to **Daniel Nixon, Managing Director** on how this award has assisted Scott's Pathway within Foundation

One. "It has helped Scott focus on what is important in managing customer expectations and managing the customers communication, so they are in the loop of what is happening at all times. The Pathways program has been extremely helpful with supporting the ongoing up skilling in way of financial assistance to which we are very grateful." says Daniel.



IVO'S Café & Kitchen has been recently brought by husband and wife, Yang Kuang and Meizi Xia and is the social heart of the Rosebank Community. What they offer for their customers is a wide food selection- making this a one stop place for eating in or food on the go.

Another service that they provide is catering for your work events as well

as using their venue to host events and functions.



The vision is "This is where you will get your freshly roasted coffee, all day breakfast and an Asian & European buffet which provides a great selection of a tasty food options.

Our point of difference for our customers is our good variety of food choices prepared from our kitchen onsite and we invite you to come in and try our cuisine. For us it is all about making our customers enjoy their experience. Our friendly staff are looking forward to meeting the locals in the Rosebank Community" Says Yang.

Yang and Meizi are experienced in Hospitality, coming from working in a shopping mall in Meadowbank. This has taught them great patience when dealing with people and they know the art of treating every client like royalty. You'll see their enthusiasm and dedication to customer service is helping establish a great reputation throughout the community.

Based at 509 Rosebank Rd. Opening Hours Mon to Fri 6.30am to 3.00pm. Closed Weekends & Public Holiday.

On my final note - Don't talk, just act. Don't say, just show. Don't promise, just prove.

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Member Profiles

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

Life Safety Services (LSS)

Fire Protection, Our Only Intention

Life Safety Services are New Zealand owned, full service fire protection company covering all disciplines of Fire Detection, Prevention and Extinguishment services.

In 2018, Managing Director Rex Wu purchased a fire service business and rebranded the business to Life Safety Services Ltd. Rex saw the opportunity of purchasing a business with huge potential under the right management and processes. "The business has good bones and we have taken this and built on it to form a solid foundation going forward" says Rex.

Fast forward to today, LSS have formed a solid team of 35 highly, qualified professionals to assist customers through the entire fire protection process. They bring 100 plus years of combined experience in safeguarding people and buildings from fire. Their team are committed to be the best that they can be within the fire protection & fire safety sectors, adhering to the New Zealand Standards. They are in Auckland and Wellington.

"We believe in the mantra 'Quality on Time' - we have a proven track record of delivering services and efficiencies on time and exceeding customer expectations." Says Rex

Their fire protection services and systems are unparalleled in New Zealand. From designing, supplying and installing fire protection systems, routine planned maintenance, building alterations, ensuring your building investment complies with the New Zealand Fire Protection Standards, they have got it all covered.

We sat down with Rex to talk about his vision for the business from purchasing, rebranding and moving into new premises located at 7 Jomac Place in Rosebank. "Our goal is to be a company that people are proud to work for and our customers are proud to be in partnership with" says Rex.



Life Safety Services

7 Jomac Place, Avondale

Phone: 09 414 4077, www.lss.co.nz



Mainstream NZ

Across town Across the Country Across the World

Mainstream started its life in 1992 by Greg and Diane Haliday as a domestic freight forwarder offering businesses a reliable road-based transport solution. Today and 27 years on, the 100% kiwi owned business supports a large customer base throughout the country with 13 branches that deliver high quality integrated supply chain services that range from domestic transport to global shipping and managed warehousing solutions that really are easy to use.

The team at Mainstream values relationships, working hard with its customers to understand their business to deliver a transport or logistics solution that supports their business goals. It's all about team work backed by modern, easy to use technology, across all of Mainstream's business capabilities that provides its customers with a reliable and transparent end to end service experience.

Mainstream's branch network houses a modern fleet quipped with the latest in GPS tracking, sign on glass technology and driver safety monitoring systems. Its customers range from the small business that has just started up right through large multinationals. Mainstream's integrated and flexible supply chain services are completely scalable.

So, if you are looking for a fresh approach to transport and logistics by a nationwide team of real people delivering real solutions - Mainstream could be just what you're looking for.

Mainstream NZ

Your contact for service enquiries is

Louise Bermingham - Business Development Manager

Mob: +64 21 736 948 | Email: Louise.Bermingham@mainstream.co.nz



360 Safety Ltd

Taking the Safety and Work Apparel Shop to the next level!

Steve Whitehouse, owner of 360 Safety, is a born and bred Westie with a long work history in the West which includes specializing in logistics. Steve recognized a growing demand for fast moving growth companies to access safety wear easily whilst saving them time and money.

360 Safety is a drive through old school retail shop that allows business owners and their staff access to what they need to operate in their work place daily. The name 360 Safety reflects the nautical theme of all spectrums are covered and it is no coincidence that the location is 360 Rosebank Rd. Steve has established a big local network and is known as a "Straight Shooter that bends over backwards for his customers."

As a member of the RBA, the growth of the company comes from the local business community that provides regular feedback to customize their specific needs to minimise their health and safety risks.

No compromises - We are all about Quality-Safety-Service:

- Work apparel ranging from corporate wear to out door trade wear
- Personal Protective Equipment
- Work Safety Apparel
- And much more
- We offer flexible payment terms i.e. set up an account, credit and cash cards.

"The vision for the business going forward is to grow and expand our range of products offered as well as making it easier for customers to buy from us online. The next step for us is to increase our brand presence and our visibility with our customers by going out to see them in their workplace. What won't change for the business is our competitive prices with amazing quality and we still believe in doing business the old fashion way" says Steve.

360 Safety Ltd
360 Rosebank Road, Rosebank
Phone: Steve Whitehouse on 0274847755

2 Way Industries

Langslow Engineering and Laser Ltd - Three great businesses under one roof!

The journey started when 2 Way Industries was established in 2001 by Jason and Linda Way. 100% New Zealand owned, the company provides quality engineering solutions and production machining across a broad range of industries. Jason had a back ground in sheet metal engineering since school, so this was in his blood. The business began growing almost immediately, within the first year the first two employees were hired and interestingly both are still with the business today.

In 2015 they expanded by purchasing Langslow Engineering and Laser Ltd. Soon after all three businesses were moved to the current site at 23 Patiki Rd. The new businesses extended the range of services the company could offer its customers.

Since then the companies have never looked back. We asked Director Jason Way what the keys to their success have been. "We have a state-of-the-art workshop that can provide excellence in CNC milling and turning up to 5th Axis, laser cutter, turret punching and 7 axis press break folders. We have experience in a diverse range of materials and manufacture to precise tolerances. This coupled with a dedicated team of 30 staff provides highly innovative and cost-effective solutions to meet all our customers' designs and needs" says Jason.

They can manufacture products for other business in Steel, Stainless Steel, Aluminum, Brass, Copper just to name a few. From a small name plate to benching for fast food industries and beyond to an 8 meter movable wall with a 103' TV hidden behind it.

"Our mantra is Quality Service and Delivery performance, that is measured and reviewed to ensure a consistent response that meets the requirements of our customers".



2 Way Industries
23 Patiki Road, Rosebank
Phone: 09 828 0045 Email: info@2way.co.nz
www.langslow.co.nz and www.2way.co.nz

Business Nuts & Bolts

Business to Business advice from **RBA Members**



Bhavin Sanghavi
UHY Haines Norton

If It Costs You Your Peace of Mind, It's Just Not Worth It

At UHY Haines Norton we are in the business of providing our clients with peace of mind by ensuring that their financial matters have been looked at and there are no issues they need to worry about.

How do we provide a good nights sleep?

We provide our clients with assurance that their financial statements are reasonable, understandable and true. We also provide suggestions for improving the financial systems to ensure that any issues are caught by the system itself.

The ways and means we use are either a financial audit, financial review, or agreed-upon procedures engagement (AUPE). There are various reasons for requiring assurance, including statutory requirements or to meet the stipulations made in trust deeds, constitutions or charters. When given the choice between an audit, review or AUPE, it's important to understand the difference and therefore which is right for your entity.

What Is An Audit?

An audit is an objective, independent examination of the financial statements, records, operations, inventory (and so on) of an organisation. It provides a reasonable or high level of assurance that the financial statements are free from error and that the entity conforms to the applicable financial reporting framework. The audit primarily determines whether the financial statements represent a true and fair view, and secondly aims to detect any errors or fraud.

What Is A Review?

A review is an evaluation of an organisation's financial data for the purpose of providing assurance that the financial statements are free from material misstatement. It requires a lower level of examination than an audit and therefore is less detailed, with the auditor not required to have in-depth knowledge of the organisation's internal control systems. Because of these reasons, a review provides limited assurance.

Agreed-Upon Procedures Engagement (AUPE)

If your organisation does not require an audit or review but does need a professional, qualified Chartered Accountant to verify factual information then an AUPE may be suitable. This is a professional engagement in which a Chartered Accountant agrees with the client to perform specific procedures with respect to

information. In such an engagement, the Accountant reports the factual findings resulting from the procedures performed.

The level of assurance given by the Accountant in an AUPE will depend upon the nature of both the specific engagement and the specific procedures requested by the client, and the nature and extent of the verification work performed by the Accountant.

If your organisation has the option of undertaking an audit, review or agreed-upon procedure engagement, the UHY Haines Norton Audit team can work with you to decide which is right for your organisation. We can help you to weigh up the level of assurance your organisation requires, as well as the cost and time factors, to decide which will be the best option.

The Differences Between Audits and Reviews

Audit	Review
Provides a reasonable/ high level of assurance that financial statements are free from error	Provides a limited level of assurance that financial statements are free from error
In the Auditor's Report, an opinion is expressed in positive form: "the financial statements are free from material misstatement"	In the Review Report, a conclusion is expressed in negative form: "nothing has come to our attention that leads us to believe that the financial statements are not free from error"
Higher level of examination	Lower level of examination
Meet International Standards on Auditing (NZ)	Meet International Standards on Review Engagements (NZ) 2400
Greater level of work is required and therefore the cost tends to be higher	Generally less work is required and therefore costs are lower
Takes more time	Takes less time
Can provide a greater degree of confidence to stakeholders	
Can detect errors/fraud	

We provide our clients with assurance that their financial statements are reasonable, understandable and true.

Audit Director Bhavin Sanghavi and the UHY Haines Norton Audit team provides audits, reviews and agreed-upon procedure engagements for organisations of all sizes and industries. To find out more about how we can help you, please contact Bhavin on (09) 839-0248 or email bhavins@uhyhn.co.nz



By Nick Stanley, MyHR

Effectively managing and resolving employee conflict

An in-depth study into conflict in New Zealand workplaces was published in 2014. The research found that one in four employees had at least one disagreement or argument at work in the previous 12 months that was serious enough to compromise their ability to do their job.

Common effects for employees involved were feeling angry, stressed and anxious, followed by losing focus on work, reduced confidence and motivation, avoiding communicating with the other party, and taking time off or leaving the job by either choice or dismissal.

Obviously, having a quarter of the workforce upset, distracted, or avoiding work due to conflict is bad for any business, but it's not completely unexpected, given friction and discord do occur when people work together for decent lengths of time (the NZ results could be worse - a benchmark international study found 85% of employees experience workplace conflict to some degree).

The kicker was that despite 70% of employees seeking help from within their organisation to resolve the conflict, over a third of disagreements or arguments went on for more than a month, and the longer the conflict went on, the greater the impact on performance, both of the directly-affected employees and of those supporting them.

So it's pretty clear, as the study concluded, that many businesses aren't doing a very good job at effectively managing and resolving conflict between employees.

Given the prevalence of conflict in our workplaces and its negative effects, smart companies see clear benefits in equipping team members with conflict-management skills. Aside from helping meet health and safety obligations to workers, conflict that jeopardises performance, unity, and wellbeing can be turned into a constructive, energising force that makes better businesses.

Embrace it

Research has shown that most people, be they managers or employees, avoid conflict and then, when it arises, respond by disengaging. Another common response to conflict is retaliation, which often creates a cycle of blaming and rationalising that people can get locked into.

But conflict can be accepted as a natural part of human relations. It can be an energising force that sparks healthy debate and thorough evaluation of options, opinions, practices, and processes. It can stimulate innovation, engagement, and trust.

Businesses need fresh ideas and to be open to better ways of doing things. If people are worried about the negative consequences of conflict or are distracted or unmotivated because of it, the company could well be missing out on valuable ideas and viewpoints.

So instead of trying to shut down situations and conversations that may produce conflict, look to harness the power of healthy, constructive conflict.

Plan and get in early

The business should plan for conflict and be able to respond positively to issues as they arise.

We need to be clear here, that we're not talking about unhealthy forms of conflict: abusive behaviour, bullying, harassment or discrimination, cruel or dangerous attacks, repeated mistreatment etc. This type of misconduct needs to be dealt with rigorously and formally, and may necessitate disciplinary action or even dismissal.

The bulk of workplace conflicts can be dealt with constructively and healthily by recognising and resolving disagreements before they turn into full-blown disputes.

Open, respectful communication is vital. People should be able to discuss and iron out areas of disagreement as soon as possible. All parties' intentions and opinions should be asked for, listened to, and considered.

Compassion and resolution

Conflict can be quite emotional so it's best handled with compassion, especially if management gets involved. It goes without saying that people want to be treated with respect; to be seen as people rather than just employees (or worse, objects).

Resolution is most effective when every person has helped find a harmonious way for their different approaches and ideas to work together. Compromise can be a lot easier if no one feels like they have lost or won.

**So it's pretty clear,
as the study concluded,
that many businesses
aren't doing a very good
job at effectively
managing and resolving
conflict between
employees**



Aaron Martin
NZ Immigration Law

Opinion on Immigration

Late last year the Government released consultation papers outlining proposed changes to the work visa system.

The proposed changes involve removing several types of work visas applications and replacing them with a single uniform application method.

The work visa process would have three stages: the employer becoming accredited (once obtained that status would be in place for 12 months); a labour market test be conducted; the application is made.

One of the most controversial suggestions is that all employers seeking to support a work visa will have to become accredited.

It is suggested this will need to be in place before a work visa application is made.

The concern is the ability of Immigration New Zealand to process the volume of applications necessary and at a speed to avoid disruption to company's recruitment programmes. Currently the wait time is a minimum of 8-12 weeks for initial assessment of accreditation status applications.

The current criteria for accreditation will be amended, with potential addition of commitments to "diversity" and upward pressure on wages. There will be greater emphasis on the training employers provide to staff. All of which indicate increasing level of central Government oversight into private sector hiring practices and wage bargaining.

Since the release of the consultation papers in late 2018 it's all gone rather quiet. In a recent forum with Immigration Lawyers the Minister indicated it was still something they intended to implement but needed to build the application platform. It begs the question why the existing application model can't be used. It suggests perhaps there is a funding problem with implementing the proposals. What this does indicate is that change is coming and I would suggest predominantly in line with what was in the proposals.

Immigration New Zealand is already struggling with its current volume of work after a re-structure failed to yield the benefits expected. It is about to be re-structured again.

Add the pressure of trying to process the volume accreditation status applications at a pace to avoid disruption to recruitment makes one wonder how it will cope without adding the dissatisfaction employers already experience.

Employer's thinking of gaining accreditation status under the current regime ought to consider making an application now to avoid the potential queue.

The aim of the proposal is primarily policing of employers. The Minister and Ministry of Business Innovation and Employment have become tired of repeated bad press highlighting poor treatment of migrant workers. Their solution is closer scrutiny of hiring and HR practices. Businesses who need to recruit talent from offshore due to a lack of it onshore will need to ensure their house is in order under the coming regime. The clock is ticking on the ability to get that done before the new regime is intended to start in mid 2020.

If you need help with an accreditation status, we have the experience to assist you.

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Lorna Murray
The Executive Connection

The Executive Connection (TEC) Workshop: 7 skills of Successful Business Leaders

Holding a mirror up to yourself can be challenging, but if it leads to insights that can be actioned to make you and your organisation more effective, then isn't it well worth the discomfort?

14 enthusiastic Rosebank Business Association members attended a two part workshop on the 5th September. The first half was focused on a self-assessment against the 7 skills. These skills were identified by analysing feedback from 23,000 members of the TEC network. The seven skills are;

- Know your numbers
- Inspire a shared vision
- Get the right people on the bus
- Be the Chief Engagement Officer
- Create a customer-centric culture
- Lead and let other manage
- Take care of yourself

Participants also had an opportunity to identify an 8th skill which was important to their role, sector or stage of development. There was a common theme of managing organisational growth, and how to invest in future business development when you are tied up managing day to day operations.

**Holding
a mirror up to
yourself can be
challenging**

People marked themselves out of 10 for where they perform today, and out of 10 for where their business needs them to perform tomorrow. Everyone had big and small gaps. It quickly became clear that every skill had some experts, and some who saw it as a developmental need.

This led us neatly into the second half of the session which offered a short version of a TEC Peer Advisory Board meeting. This format recognises the power of confidential peer relationships with people who do not have a vested interest in your business. TEC knows that leaders often feel isolated. Members tell us that they appreciate the opportunity to raise issues, helping them to better analyse and understand it, and make good decisions about it. The TEC process also holds people to account for taking the action that they commit to. The issues processing model that TEC uses gets people to unpack their issue, using questions to challenge assumptions, mindsets and practical aspects of the issue. Getting clear about what is the real issue takes more than half of the time of the whole process. We do this because we know that time and resource is often wasted trying to solve the wrong problem, or exploit the wrong opportunity. The process also stops people from giving advice until right at the end.

This focuses people on listening hard, and helps them to develop their ability to ask questions in a way that really generates insights; an invaluable skill for organisational leadership.

Everyone was encouraged to set themselves actions to achieve based on the insights that they had generated during the workshop. We also encouraged people to think about ways that they could be held to account for taking those actions in the timeframe that they identified.

We really appreciated the excellent support and administration offered by Rosebank Business Association. It made for a stress free morning in Browne Street Café which was a great venue, with good coffee and tempting treats.

KEEP IT SIMPLE – PRACTICAL IMMIGRATION ADVICE FOR EMPLOYERS



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- Having problems securing a work visa for an existing employee?

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HERRINGBONE PARQUET

CHAIR

Landscaping

Introduction.

We've done it - we've built a home using businesses in Rosebank. The Home that Rosebank Built is now complete.

Over the last twelve months we have planned, built, plumbed, wired, painted and discovered many great products. Using businesses in Rosebank we have had our eyes opened to the many companies in the area doing great things - it's been both a great building, and networking experience.

There's a lot that goes into building a home. From the early planning stages, to the final landscaping and addition of personalised touches, it is a huge job. Along Rosebank Road there is a mass of companies working within the building industry - both in the residential and commercial markets.

As we have moved through this feature, we have discovered new products and explored many aspects of building a new home. Our goal has been to help you transition seamlessly from conception to the final building stage, using trusted suppliers and installers.

Some of the companies we have

featured have been multi-nationals, some are nationally owned and operated, others have been small family owned businesses - this is the nature of Rosebank. Over the course of the twelve months we have featured products, suppliers and service providers that stand out as some of the best on offer - period. Not just the best on Rosebank Road.

We've discovered that by using companies with a solid reputation in the industry, the process does not need to be a headache. When you finally get the keys to your new property, you'll be glad you had the best working with you along the way.

We've also found that when using local suppliers, not only will you be supporting local businesses, chances are you'll also find ways to save money, too.

We think there has been something for everyone - whether you are building a new home or renovating. From roofing to flooring, to landscaping and fitting out a stylish kitchen, we have investigated it all. Twelve features, twelve months.

Now in our twelfth and final feature, we are putting the icing on the cake and exploring the best ways to landscape your new property.

Feature by Alice Cranfield

Got you covered.

We love the outdoors in New Zealand and most of us want to create a seamless transition from the inside of our home to its surrounds. How we landscape our property can have huge impacts on the way we live within our home. From creating tropical getaways, to providing privacy, to shade, to diverting water away from the home; landscaping is pivotal to the overall feel of a home.

This month we investigate landscaping and all that entails. While some people leave landscaping to the very end of the project and see what is left in the budget, others place a huge emphasis on landscaping from the outset.

We speak with PeterFell, the coloured concrete specialists, on how they can help create your outdoor space. We also speak with The Building Co, a full-service building agency, that takes pride in creating outdoor landscapes for your new build. Post Impressions also shows us some stylish and functional letter and parcel boxes and talks about a range of utility boxes to cover what we don't necessarily want to see but need - rubbish and recycling containers, heat pumps and gas bottles.

Come with us, for our final feature of the Home that Rosebank Built, and see how beautiful, functional landscaping can be achieved.

- 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**
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Roundabout Issue 154
- 11 Furniture**
Roundabout Issue 155
- 12 Landscaping**
Roundabout Issue 156





Peter Fell.

When it comes to landscaping your property, PeterFell has all your patio, path and pool surrounds covered.

Homeowners can create an outdoor area that is distinctly their own with PeterFell coloured concrete. By following five basic steps, Marketing Manager Emma Stewart, says you can easily create the space you want and know it is going to last.

“The steps we follow with clients to achieve the desired finishes are design, colour, texture, pattern and protection,” says Emma. “We walk through this entire process with clients and for those wanting to explore by themselves first, we have a great new design tool on our website to take you through the steps.”

PeterFell is a proudly Kiwi owned,

family business. In the early days, Peter Fell started to experiment with concrete and the addition of iron oxides in his garage. 30 years later, PeterFell has fast become a leader in its field.

With an extensive range of colour oxides available, the colours and finishes that can be achieved are endless and truly unique to each project.

PeterFell is New Zealand’s only supplier of Bayferrox® coloured oxides. This world-leading German manufacturer delivers outstanding product quality, long-established technical expertise and environmentally friendly production processes.

With over 80 colours to choose from you’ll be spoilt for choice. You needn’t

worry about your outdoor area’s colour fading over time as oxide is a permanent colouring.

With a new website, the numerous galleries and inspiration online is huge - have a look to see what PeterFell can do for you today. For those wanting a more tactile experience, the showroom on Patiki Road gives homeowners an opportunity to view over 80 colours and select from good sized examples of both colours and sealers.

PeterFell
SPECIALISTS IN COLOURED CONCRETE

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





The Building Co.

For Auckland based company
The Building Co, landscaping is a valuable aspect of all the building projects they undertake.

With over 20 years' experience as a full-service building company, The Building Co can help to ensure your landscaping and building project connect and have a seamless indoor-outdoor flow. The Building Co takes great pride in doing most of the landscaping work for new builds and have two diggers, a truck and the specialty tools needed to make landscape designs come to life. When outside sources such as plumbing or electricians are needed for your landscaping, The Building Co manages this relationship to make the work as seamless as possible.

Kendal Read, The Building Co's Director, says every client they deal

with is different. Some place major emphasis on landscaping and allow a vast budget for it, while others leave landscaping until the project end to see what is left in the piggy bank. "By using The Building Co, you know you will get a smoothly run project. The fundamental philosophy held by The Building Co is to be an effective cornerstone in the collaboration of clients, designers, subcontractors and suppliers".

"We enjoy catering to any sized landscaping project," continues Kendal. "For us as a building company it allows us to put our final touch on the property and walk away very happy to have created the client's dream design from the site works, down to the last blade of grass."

When it comes to planning your landscaping, The Building Co believe it

is important to consider your budget, the style you desire, and any specific areas that may need work such as existing gardens, trees or waterways.

Contact The Building Co today to see how they can work with you on your next construction and landscaping project.



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**



Post Impressions.

In an age where the letter is becoming less frequent, architecturally designed letter and parcel box company, Post Impressions, is making a mark on the industry ensuring they are here to stay.

Available nationwide, Post Impressions products can be delivered to your doorstep. The company is meeting the changing market of online deliveries by offering unique features for your valuable deliveries, consumables and chilled items. Newly designed courier boxes have been created to enable the drop-off of online purchases - with lock features and even Chilly Pad slots for food and wine deliveries.

Not limited to letter and parcel boxes, the company has recently moved

into utility units, with stylish solutions to cover your rubbish and recycling boxes, gas bottles and even heat pumps.

As owner Tracey Eccles says, "We've developed a solution to help cover up the ugly and give functional objects outside the home a place.

We are proud to be evolving to meet the needs of life's conveniences, meaning homeowners don't necessarily need to be home to meet the courier - no more frustrating cards from the courier company with instructions on how to now pick up your missed delivery."

To contact the company, visit the website or pop into the Home Ideas Centre in Parnell to view for yourself.

The company has a strong presence

in the apartment and retirement home market, with a range of new products coming onto the market frequently. The architecturally designed letter and parcel boxes, utility units and courier boxes are a must for your landscaped property.



postimpressions.co.nz Ph: 021 799 520
info@postimpressions.co.nz





post impressions

Architectural Letterboxes | Parcel Delivery | Hideaway Solutions

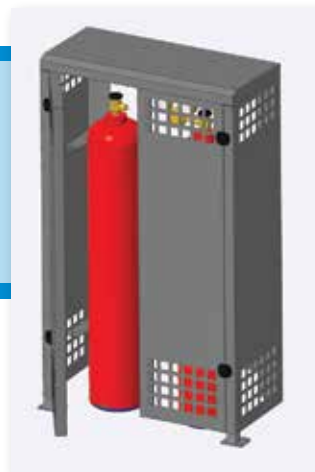
IF YOU'RE LOOKING FOR A STYLISH, MODERN AND FUNCTIONAL LETTERBOX, POST IMPRESSIONS HAS GOT THE ONE FOR YOU.

Our range of letterboxes from freestanding parcel, brick or fence mounted letterboxes, town and country mail/parcel boxes, apartment or retirement complexes, we have the solution for you.



Introducing our newest range of parcel solutions with secure lock options for online purchases, never again receive a card to call left by couriers. Delivery of food shopping, wine and meal solutions can now be delivered and left securely whether you are home at the time or not.

Utilities such as rubbish and recycle bins and gas bottle units a necessary component of home living, Post Impressions new range provides solutions to hide them away from sight whilst being functional.



post impressions

Architectural Letterboxes | Parcel Delivery | Hideaway Solutions

Visit our website postimpressions.co.nz or Auckland - Home Ideas Centre in Parnell.



Willory.

When it comes to art in your garden, there are many options. A company along Rosebank Road has been supplying the garden industry with a wide range of pots, planters, jars and garden accents for over 30 years.

The company had humble beginnings selling dragon pots, blue and white porcelain and elephants! These days, Willory is the leading wholesaler for garden pots & planters in New Zealand. They also Stock a popular range of Water Fountains, ponds & accessories.

The company sources its large, unique range from around the world and includes potteries in Vietnam, China, Italy, Crete, Indonesia, Myanmar and Malaysia.

Willory is strictly wholesale and supplies to retail outlets & the trade,

encompassing landscaping & design people, hire plant companies, building developers & the hospitality industry. Recent commercial installs include areas of the Viaduct Basin & the new Westfield Newmarket Mall still in progress. The company's website features a wide range of products to gain inspiration and see what is available.

The high-quality products imported by Willory can be found in major outlets such as Kings Plant Barn (exclusive), Mitre 10 Mega, Palmers Garden World, and many other independent gardening centres.

"We have a great relationship with all the companies we supply, so we are strictly a wholesale outlet only," says owner Marcus Barnes. "With stock arriving daily we are able to service

the current trends in landscaping from around the world to our trusted suppliers."



WILLORY

The Art in Gardens

willory.co.nz Ph: 09 378 9921





WILLORY

The Art in Gardens



Willory Agencies is a wholesale company supplying the garden industry with a wide range of pots, planters, jars and Garden Accents for over thirty years.



From small beginnings selling dragon pots, blue and white porcelain and elephants we have developed a range that equals anything in the world.

Our sources include potteries in Vietnam, China, Italy, Crete, Indonesia, Myanmar, Thailand and Malaysia. Technology has seen some potteries build huge kilns with production capacity of up to 50 forty foot containers per week, while others make their pots in the same way that their forebears did.

The most advanced factories use computer controlled gas fired kilns where the pots travel on a kiln car and take less than twelve hours to dry and fire the pots.



Central Landscaping.

Central Landscapes Supplies Avondale has all your landscaping supply needs at its handy Rosebank Road location. The Rosebank franchise was taken over 10 years ago by Tony Marwood and is one of the biggest Central Landscapes locations. Son, Jarrod, manages the branch, and both are proud of the family owned business they have grown.

Servicing West and Central Auckland, Central Landscapes Avondale sells everything from soils, compost and all landscaping supplies such as paving, and decorative products like pebbles, bark and mulches. Products are Sourced as far North as Whangarei, all the way to Wellington. All the supplies are proudly New Zealand made.

With all staff being experienced in the landscaping industry, Central

Landscapes Supplies encourages those looking to landscape a property to come in and discuss their options with the team.

“We encourage people to bring a photo of the area they are landscaping when they visit us – a photo on the phone is fine,” says Jarrod. “This way our staff can be on the same page, in terms of seeing the space, and can give you the best advice specific to the area.”

Once you’ve made your selection, getting the materials home is easy. Central Landscapes Supplies Avondale can deliver to your home or you can use one of the eight free trailers to transport supplies home yourself. If smaller quantities are needed, all materials also come bagged.

The yard is proud to be part of Auckland’s garden waste recycling. For a fee, customers can drop off carloads, trailer-loads or truckloads of green waste from their gardens and it will be made into quality compost, not dumped in a landfill.

Come in and speak with the friendly staff today - all are ready to discuss your landscaping needs and have a large knowledge of landscaping and the right materials to use in different spaces. You’ll find them at 419 Rosebank Road.



centrallandscapes.co.nz Ph: 09 828 5533,
Email: avondale@centrallandscapes.co.nz
419 Rosebank Rd, Avondale, Auckland





We dig weekends.

Central Landscape Supplies Avondale

09 828 5533

419 Rosebank Rd, Avondale, Auckland

www.centrallandscapes.co.nz

Open Hours: Monday - Friday: 7am - 4.30pm

Saturday: 8am - 4pm • Sunday: 9am - 3pm



CENTRAL
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