

Round about.

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Geoff Bascand

February Hosting

Anglo Engineering

The NZ Warriors

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For Sale



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Floor area: 888.7sqm

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A/32-38 Patiki Road, Avondale

Floor area: 1,508-2,284sqm

bayleys.co.nz/1685729 Industrial

For Sale/Lease



14 Northside Drive, Westgate

Floor area: 372-1,575sqm

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For Lease



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Floor area: 352sqm

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Rick Kermode 021 882 452 rick.kermode@bayleys.co.nz

Stuart Bode 027 493 6223 stuart.bode@bayleys.co.nz

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Cover: Mike Gibson RBA CEO, Geoff Bascand NZ Reserve Bank Deputy Governor, Bernard McCrea RBA Chairman, Chris Whitehead FINSIA CEO.

With thanks to our partners ...



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From Our Perspective

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



Mike Gibson,
RBA CEO

Local Events Feature in this month's highlights.

Local Body attended our first RBA Board meeting for 2020.

RBA Board meeting outcomes:

Kay Thomas (Chair) and Warren Piper, both local Board members, who were elected during the three year roll over of Local Body elections in September, attended our first meeting for 2020.

Waste management minimisation will be a hot topic during this three-year term for all Local Boards and Auckland Council. Look for increasing surveillance and reporting of delinquent businesses, who discard waste haphazardly and with little care. Heavy fines have been imposed as the Auckland Council Waste regime "up the ante". Rosebank businesses will not be immune, and tardy disposal practises of previous regimes will require a more responsible response. Look for a monthly Rosebank Roundabout feature and Website links on current and future actions which are being implemented.

Tabled research from 172 businesses has already been collected from Rosebank businesses commencing in March 2018 and another 40/50 will be visited this year. An executive summary report (not identifying any sites or locations is available). In brief the following has been recorded:

Of the 172 Rosebank sites visited, 46 had issues, response reports were sent with 78 recommendations being made. Most of the recommendations were common sense ones around liquid storage, particularly chemicals. Vehicles being washed, with egress being directed into stormwater drains, no spill plans in place, solid raw materials found in yards, and no filters on stormwater drains. Just to illustrate how vicious penal fines are, a Glendene company was fined \$28,000 in a recent significant spill of paint into the Whau River, an extreme incidence which was penalised with an extreme fine. So be ahead of the game and introduce your own "Waste Minimisation" policy.

Events:

The Reserve Bank Deputy Governor displayed all in a recent RBA business breakfast attended by over 100 RBA members and FINSIA attendees.

Look for the feature in this magazine.

This month's hosting was held at Anglo Engineering with Director/General Manager Wayne Eccles and the RBA putting on a most informative walk around of this young and progressive engineering business. In Rosebank I often wonder about where our next crop of RBA Executive Leaders will come from and at this hosting it was obvious my fears were allayed.

In closing we must at some stage be concerned about the Coronavirus and

the NZ Herald article this morning has supplied clear statistics of a recent survey from 170 NZ businesses operating in China. These are their findings:

87% expect to suffer a hit (drop in turnover) of at least 10% this quarter while almost 1/3rd expect the damage will exceed 40% of revenue.

From my perspective, our biggest impact is likely to come from Donald Trump by the increased tariffs he will introduce when we attempt to find new markets for our beef production, Wine, Forestry and of course in our imports where the Chinese tourism market has reigned supreme for some time.

Added to this is the uncertainty from the UK leaving Brexit and where they will place their emphasis on trade. These are not questions, of if, but when, and we need to be sharp, very sharp! Maybe our CER model with Australia needs to be reinvigorated and we think about our joint consumer market comprising of 25 million consumers. Within living memory, they were our largest customer and we theirs.

Summary:

RBA businesses have always been resilient, and we will need to be more so in the months ahead. The RBA will be targeting Economic Development measures with our Partners ATEED, EMA and The Icehouse to assist SME's where we can. Look for these upcoming events.

Cheers and best wishes

**Mike Gibson, Chief Executive
Rosebank Business Association.**



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From Our Perspective

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

Interconnectivity

Bernard McCrea

RBA Chairman

Having listened to Geoff Bascand's presentation last week I remembered that although one thing in the economy isn't going so well, another sector will be benefiting.

The first release valve is the exchange rate. Any economic shock, like the coronavirus which has the potential to be very disruptive to the economy, will automatically drive down the exchange rate. That means though exporters will earn more real dollars which they in turn can invest back into the economy.

That's not to say a low dollar is always a good thing as eventually the things that exporters want to invest in will cost them more.

Another thing is that that if we do get a slow-down from the virus then we could get a slight blip upwards in the unemployment rate as businesses respond by reducing their workforces. Then we will see the industries that have been saying there aren't enough workers

able to recruit from a bigger pool of workers. I know it isn't as clean as that and you don't normally get like-like roles but in principal this is what will happen.

The Reserve Bank uses these ups and down to keep things within their 1-3% range and can afford to wait for the full effect to be seen before they move. That's not to be perceived as slowness or indecision, but they're just waiting to see what will happen across all the sectors to play out before they will act.

Having been in charge of a major insurance business during the Sars crisis circa 2003 there is a fair amount of hysteria and until you get all the information in its hard to determine what's for real and what not. From what I've been able to ascertain is this virus is a softer virus as compared to Sars, but its potential to expand exponentially is greater and you possibly get more 'super carriers'. But one thing I do know is eventually countries will get on top of it and for a period of time things will settle down, but then another virus will arise.

The one thing I can say is don't panic. Capital is hard won and shouldn't be given up easily. My observations is the Reserve Bank board that makes the

Monetary Policy decisions are doing a good job of managing all this. They are also doing a good job of cajoling this Government into action.

Regards Bernie.



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SKIRT (up to 15 pleats)	\$22	\$28
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DUVET (queen)	\$49	N/A
DUVET (king)	\$59	N/A
WOOLREST (single)	\$38	N/A
WOOLREST (double)	\$52	N/A
SHEETS (single)	\$9	N/A
SHEETS (double/queen)	\$15	N/A
SHEETS (king)	\$18	N/A
DUVET COVER (single)	\$30	N/A
DUVET COVER (double)	\$37	N/A
PILLOW CASE	\$7	N/A
PILLOW	\$22	N/A
SLEEPING BAG	\$41	N/A
SOFA COVER	\$29	N/A
CHAIR COVER	\$23	N/A
CUSHION COVER	\$15	N/A
CURTAINS/DRAPES (per sq/m)	\$11	N/A

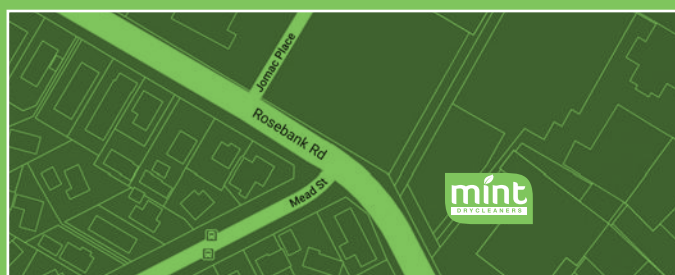
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Rosebank Advocates

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



Dr Grant Hewison

Rosebank Industrial Pollution Prevention Programme - 2018 to 2020

To help improve water quality in the Whau River and Waitemata Harbour, the Whau Local Board is working with the RBA and businesses to reduce water pollution.

This is part of the Whau Local Board key initiative to 'fund more waterways education and awareness-raising activities'. The Board

has decided to continue to fund an industry pollution prevention programme in the 2019/2020 financial year. The board allocated \$20,000 towards the first year of this programme in 2018/2019 (Phase One) and recently allocated \$29,000 towards this programme in 2019/2020 (Phase Two).

The educational programme aims to inform urban industries and businesses in Rosebank about the impacts their activities may be having on local waterways. The initiative uses a proactive, non-regulatory, flexible approach to advise businesses on their current practices and ways to prevent contaminants entering waterways. The programme includes on-site inspections and discussions with business owners about potential pollution issues, as well as waste minimisation techniques and spill training, chemical handling and storage. Reports are sent to the respective businesses if changes are recommended. The programme involves a GIS mapping exercise to ensure that commercial businesses understand the stormwater network connections in relation to local waterways. A second visit is made to check progress and offer further assistance if needed. A key aspect of this programme is to develop an understanding of, and build relationships with, local industrial sectors and in some areas the programme is implemented in partnership with local iwi.

Consultants Wilkinson Environmental have received the funding from the Whau Local Board to run the business pollution prevention programme in the Rosebank Rd area. Wilkinson Environmental has visited businesses on Patiki Road, Rosebank Rd and the side streets from Honan Place to SH16.

To date 172 businesses have been visited and Wilkinson Environmental plan to visit 42 more businesses this year.

The results of the visits have shown that 46 sites (27%) have issues with their current practices and reports have been sent by Wilkinson Environmental to these businesses. Seventy eight recommendations have been made. The issues include:

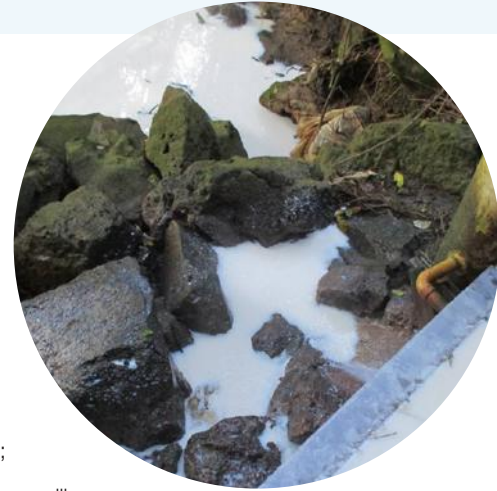
- Liquids being stored outside without secondary containment (such as waste oil, cleaning products and chemicals);

- Vehicles being washed with carwash/detergent with the resulting washwater going into stormwater drains (many businesses think that 'green' products can go into stormwater drains, but they cannot);
- Some businesses have no spill plan in place for handling liquids (such as no written plan, no spill kit/s and no spill training);
- Some businesses have solid raw materials found in yards but no filters in nearby stormwater drains; and
- Some businesses are not making the connection between the stormwater drains and the Whau River (with staff needing continual reminders of this).

Overall, Wilkinson Environmental have reported that there is a good uptake by businesses in following the recommendations they have made, but there are still significant risks of spills in the Rosebank area. They note that companies face large fines if there is a spill and they are prosecuted.

Wilkinson Environmental also noted that there was a significant spill of paint into the Whau River in 2018 at Glendene and that the company, Vac-U-Digga, was recently prosecuted and fined \$28,125 under the Resource Management Act.

Mayor Phil Goff said the conviction sent a strong message that anyone found pumping chemicals into the city's waterways would be held to account.



Rosebank News & Events

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

RBA together with The Icehouse present: Growth Matters

Featured presenter



Liz Wotherspoon
Head of Growth
The ICEHOUSE



Growth matters - but good growth is profitable and sustainable. This requires being deliberate and disciplined. Business Owners need to have a systematic way of looking at their opportunities for growth. Momentum these days is incredible, so pace is important.

This session will highlight some of the things that Business Owners should be thinking about, some of the questions they should be asking and some tips and ideas on why growth is important and how to go about it.

About our presenter **Liz Wotherspoon**

Liz joined The Icehouse in 2006 as Director of Growth and Coaching. Responsible for leading a wide range of activities, Liz is focused on improving the capabilities to grow established SMEs. Liz has spent most of her career contributing to the success of organisations through working with them to develop their most important asset - people. Liz has held various management roles at a wide variety of organisations such as Grafton Consulting Group,

TMP Worldwide and the NZ Institute of Management. These have all contributed to her extensive skillset as a consultant on organisation design and structure, role and competence profiling and performance management, just to name a few.

Originally from New York City, Liz holds a B.A. in Psychology and Business from Bucknell University in Pennsylvania.

Date: Wednesday, 4th March 2020

Time: Arrival 7.45am to 10am

Venue: Browne Street, 50 Rosebank Road

Enquires: anouschka@rosebankbusiness.co.nz



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Rosebank News

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



EcoFest West 2020

West Auckland welcomes back EcoFest West, the annual environmental festival bringing together over 100 events from 21st March to April 19th.

This year's programme features interactive workshops, experiences and activities that celebrate and restore our natural environment and teaches ways to live more sustainably in our neighbourhoods.

Across six categories covering food, art, household hacks, transport, and restoration, there is fun to be had and skills to be taken home and shared. Join Bike Henderson riding the rail corridor from Swanson to New Lynn and see another perspective on the neighbourhood. Learn about paper making with The Re-Creators, and discover the benefits of Rongoā with the Ranui Community Garden.

Bring the whole whānau to learn about freshwater life in our streams or take in some spoken word from young poets with solutions to climate change while perusing the local market. You could even refresh your entire wardrobe at the New Lynn Library's clothes swap. There are so many ways each and every person can take part in West Auckland's love for our environment and learn ways to live more sustainably at EcoFest West.



Coming up in your neighbourhood during EcoFest West:

Awa Stories

Saturday 21 March - 19 April
1909 - 1949 Great North Road, Avondale

Zero Waste Kitchen

Wednesday 25 March, 6 - 8pm
EcoMatters, 1 Olympic Place, New Lynn

DIY Beeswax Wraps

Wednesday 25 March, 10.30 - 11.30am
New Lynn War Memorial Library, 3 Memorial Drive, New Lynn

Guided Bird Ride

Saturday 4 April, 10.00am - 12.30pm
Harbour View Beach Reserve, Harbour View Road, Te Atatu Peninsula

Visit ecofest.org.nz for the full EcoFest West 2020 Programme.

EcoFest West is brought to you by EcoMatters Environment Trust and funded by the Henderson-Massey, Waitākere Ranges and Whau local Boards.



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VODAFONE



ALL
IN



Welcome to season 2020, one which is both different and new on so many levels, albeit with one constant theme. That's always our drive to be the best we can be as we strive for ultimate success in the greatest competition there is.

We couldn't have been more disappointed with the way 2019 turned out. There's no question we were well short of our own expectations and hopes and we're well aware our loyal members and fans felt the same. It left us all with an empty feeling but that has quickly given way to a burning desire to attack the new season with renewed vigour and passion.

The call for the new campaign is 'All In'. That means everyone in the club throwing themselves into the challenge ahead whatever it may bring. We're all in this together, motivated to take the Vodafone Warriors back to where we need to be and where we want to be. So, our question to you is: Are you 'All In' with us?

If you are, you'll join us on a journey like no other in the club's history. In recent times, we've had Autex Industries take full ownership of the club and one thing we can promise you is that means an exciting ride as CEO Mark Robinson and our chairman Rob Croot combine to take us into an exciting future.

Aside from the ownership we also have key new personnel throughout the organisation. We've brought in new voices, new energy and new ideas in critical positions in both our football and commercial divisions. We're confident they'll combine to make a huge difference to our organisation in every sense. So, let's go. Make sure you're 'All In' with us as we take on season 2020 together and make it one to remember.

CAMERON GEORGE
CEO

Vodafone Warriors



2020 NRL DRAW

Home Game

Away Game

ROUND 1



v Knights

Sat March 14
3:00PM (LT)

McDonald Jones
Stadium, NTL

ROUND 2



v Raiders

Sat March 21
5:00PM

Eden Park, AKL

ROUND 3



v Sea Eagles

Fri March 27
6:00PM (LT)

Lottoland, SYD

ROUND 4



v Tigers

Sat April 4
5:00PM

Mt Smart
Stadium, AKL

ROUND 5



v Dragons

Sun April 12
6:15PM (LT)

WIN Stadium, WOL

ROUND 6



v Roosters

Sat April 18
7:30PM

Mt Smart
Stadium, AKL

ROUND 7



v Storm

Sat April 25
8:00PM (LT)

AAMI Park, MEL

MAGIC ROUND



v Eels

Sun May 3
1:50PM (LT)

Suncorp Stadium,
BRIS

ROUND 9



v Bulldogs

Fri May 8
8:00PM

Mt Smart
Stadium, AKL

ROUND 10



v Titans

Sat May 16
3:00PM (LT)

Cbus Super
Stadium, GC

ROUND 11



v Storm

Sat May 23
5:00PM

Mt Smart
Stadium, AKL

ROUND 12

BYE

ROUND 13



v Broncos

Fri June 5
8:00PM

Mt Smart
Stadium, AKL

ROUND 14



v Raiders

Sun June 14
2:05PM (LT)

GIO Stadium, CBR

ROUND 15



v Cowboys

Sat June 27
5:00PM

SKY Stadium, WLG

ROUND 16



v Roosters

Sat July 4
7:35PM (LT)

TBA

ROUND 17



v Bulldogs

Fri July 10
7:55PM (LT)

Bankwest
Stadium, SYD

ROUND 18



v Titans

Fri July 17
8:00PM

Mt Smart
Stadium, AKL

ROUND 19



v Broncos

Sat July 25
5:30PM (LT)

Suncorp
Stadium, BRIS

ROUND 20



v Panthers

Fri July 31
8:00PM

Mt Smart
Stadium, AKL

ROUND 21



v Knights

Sun August 9
4:05PM

Mt Smart
Stadium, AKL

ROUND 22



v Rabbitohs

Sat August 15
3:00PM (LT)

Sunshine Coast
Stadium, SCQ

ROUND 23



v Sea Eagles

Fri August 21
8:00PM

Mt Smart
Stadium, AKL

ROUND 24



v Cowboys

Sat August 29
5:30PM (LT)
North Queensland
Stadium, TSV

ROUND 25



v Sharks

Sat September 5
3:00PM (LT)

Netstrata Jubilee
Stadium, SYD

2020 MEMBERSHIPS

Be "All In" for 2020 and help us pack out Mt Smart Stadium next year as we chase premiership glory.

All Faithful memberships (reserved seat in the East and West Stands) have been priced at just \$259 for the full 2020 season and kids' memberships are only \$59 stadium-wide. That's not a typo. That's ANY seat, covered or uncovered, for just \$259.

Better yet, all Faithful memberships include a reserved seat ticket to our ground-breaking Codes of Auckland Double Header with the Blues at Eden Park on March 21.

Whether for your own personal use, hosting clients or rewarding staff, there is nothing like the thrill of a Vodafone Warriors home game.

If you can't make it to many games, then check out our Interchange ticketing bundle which comes with GA tickets you can use for yourself throughout the season or share with mates.

FAITHFUL - Adult \$259, Child \$59

Full season reserved seats

INTERCHANGE - Adult 5 ticket passes from \$85

GA ticket bundles

FOR ALL MEMBERSHIP AND GROUP TICKET ENQUIRIES,

please call 0800 839 839 or email memberships@warriors.kiwi



PRIVATE SUITES

Located in the Colin Kay West Stand, the private suites offer unparalleled views of the on-field action and a full-service match-day experience. Treat your clients, staff, friends or family to the very best in Mt Smart Stadium hospitality. Choose from 12, 16, or 26 person suites.

INCLUSIONS

- › Your own private suite at all nine home games for the 2020 season including premium outdoor seating;
- › Exclusive first rights to purchase your suite for any non-Vodafone Warriors events, including all concerts at Mt Smart Stadium;
- › Membership to Vodafone Warriors Business Club, including usage of Business Club logo, access to three Business Club events throughout the year and inclusion within Vodafone Warriors Business Directory;
- › Full access to your suite for meetings and presentations on non-event days;
- › One reserved Mount Smart Stadium car park pass per four seats purchased;
- › \$250 SkyCity food beverage voucher for use across one of their award-winning restaurants;
- › A fully signed and framed 2020 Vodafone Warriors playing jersey;
- › Signed replica ball in your suite for all nine home games

SEASON PRICING

12-person \$22,999.00 +GST
16-person \$26,999.00 +GST
26-person \$33,999.00 +GST

Please note that food and beverage costs are additional

SINGLE GAME PRICING

12-person \$2,700.00 +GST
16-person \$3,600.00 +GST
26-person \$4,995.00 +GST

Please note that food and beverage costs are additional

CLUB LOUNGE

You'll be in good hands and good company with a table of 10 in the Club Lounge. Located in the East Stand, the Club Lounge provides the perfect environment to entertain clients and guests with the opportunity to network with other like-minded businesses.

INCLUSIONS

- › Reserved table of 10 in the Club Lounge at all nine home games including reserved premium outdoor seating;
- › Membership to Vodafone Warriors Business Club, including usage of Business Club logo, access to three Business Club events throughout the year and inclusion within Vodafone Warriors Business Directory;
- › Sumptuous three-course meal served directly to your table plus access to cash bar;
- › Dedicated host MC, celebrity guests, sporting greats and a variety of entertainers and live music;
- › Three reserved car park passes at Mount Smart Stadium;
- › A Vodafone Warriors replica jersey signed by the 2020 squad;
- › Signed replica ball on your table for all nine home games

SEASON PRICING

Club Lounge season membership (table of 10) \$18,499.00 + GST
Club Lounge season membership (individual) \$1,849.00 + GST

Please note that beverage costs are additional

SINGLE GAME PRICING

Table of 10 \$2,500.00 + GST
Individual Ticket \$250.00 + GST

Please note that beverage costs are additional

CAPTAINS' CLUB

The Captains' Club is ideal for small company groups or individuals keen to make their match day experience large and lively. It's the perfect place to kick back in the company of friends and the presence of legends.

INCLUSIONS

- › Exclusive access to the Vodafone Warriors Captains' Club for all nine home games;
- › Live music pre-game and access to post-match function in Club Lounge;
- › Access to Captains' Club facilities including cash bar and food;
- › Access to an exclusive post-match corporate function

SEASON PRICING

Captains' Club season membership \$749.00 + GST pp
Car park pass (season) \$130.00 + GST

Please note that food & beverage costs are additional

SINGLE GAME PRICING

Per person \$100.00 +GST

Please note that food & beverage costs are additional

TO DISCUSS YOUR HOSPITALITY NEEDS,

Contact Emily 021 196 0674 / emily@warriors.kiwi or Glenn 021 918 201 / glenn@warriors.kiwi

VODAFONE



www.warriors.kiwi



Reserve Bank Deputy Governor

Geoff Bascand visited Rosebank Business Association in February to share with us his thoughts on such things as the Labour market, GDP growth and inflation, as well as the Coronavirus and how it effects our economy, employment and the New Zealand dollar.

Mr Bascand says the role of the RBNZ Monetary Policy Committee is to take a longer-term view of the economy and try and look through some of the temporary volatility that may be happening in the economy on a day to day/quarter to quarter basis.

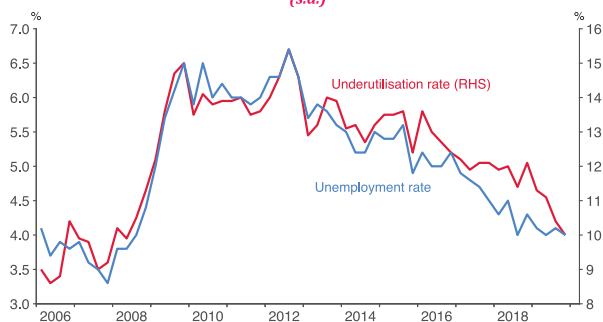
Notwithstanding this long-term view there are a number of key themes the Monetary Policy Committee watch to try and see if any new trend or, issues are emerging that are going to affect the strength of the NZ economy.

Labour Market remains tight

Mr Bascand has said the labour market remains tight. This is from the fact that the unemployment and underutilisation rates are both near the lowest they have been since 2008. The Monetary Policy Committee view is softer economic conditions have suppressed employment growth, at the same time, growth in the labour force has slowed. Labour force participation has also flattened out after trending higher over several years and net immigration has fallen from its peak in 2016.

ROSEBANK BUSINESS ASSOCIATION OBSERVATION - This means for businesses finding talent will remain a challenge in 2020.

Figure 2.1
Unemployment and underutilisation rates
(s.a.)

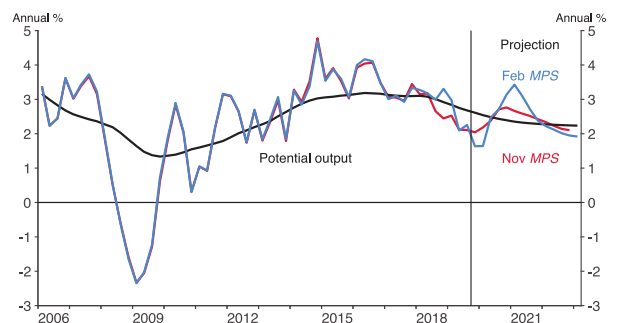


Source: Stats NZ.

GDP Growth expected to accelerate

The Monetary Policy Committee view is GDP growth is expected to accelerate over the second half of 2020, driven by monetary and fiscal stimulus, and high terms of trade. Relative to their previous projections, their view is government investment is expected to increase more over the coming year and the housing market has been stronger than expected.

Figure 2.3
GDP growth



Source: Stats NZ, RBNZ estimates.

Global Growth has stabilised, but Coronavirus is an emerging risk

Mr Bascand has said the Monetary Policy Committee view is there has been some tentative signs of stabilisation in global growth, and some downside risks have receded. Global risks around trade have reduced due to the signing of the US-China phase one trade deal.

However, the coronavirus outbreak is an emerging downside risk to the growth outlook for 2020. While the economic implications are still very uncertain, the outbreak is likely to reduce economic growth in China, our largest trading partner, and cause fewer

tourist arrivals to New Zealand over the first half of 2020. The current projections assume that any effects on New Zealand will be short-lived and the implications for monetary policy are small.

Mr Bascand made the point that the Monetary Policy Committee's view is though that the monetary policy implications will be larger if the outbreak and economic impacts are more significant or persist for longer than they have assumed.

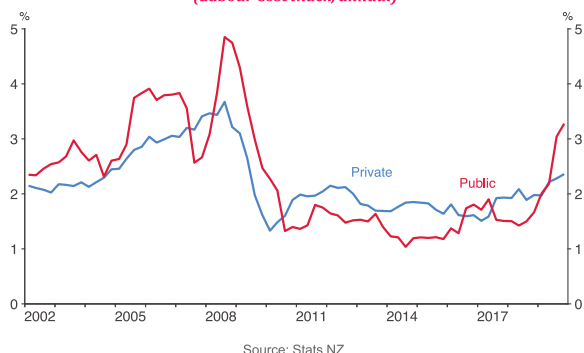
Inflation close to mid point of 2 percent

Headline inflation was 1.9 percent in the December 2019 quarter, close to the mid-point of the RBNZ's inflation target being 2%.

The tight labour market and larger minimum wage increases have contributed to this increase. In addition to minimum wage increases, several large collective wage agreements over the past two years have seen public sector wage inflation increase to its highest level in 10 years.

ROSEBANK BUSINESS ASSOCIATION OBSERVATION - This means wages have been growing and pressuring business profits.

Figure 3.3
Wage growth by sector
(Labour Cost Index, annual)



Key judgements

- Global growth stabilises around its historical average
- Global inflationary pressure edges up, albeit only gradually
- New Zealand GDP growth picks up to above trend
- Capacity pressure builds as demand growth outstrips supply
- Inflation remains near the 2 percent target mid-point



The impact of the coronavirus outbreak

Coronavirus is disrupting everyday life in some of New Zealand's trading partners, particularly in Asia. In addition to the human toll, the outbreak and the policies put in place globally to contain it will have implications for New Zealand's economy, including for inflation and employment.

The situation is evolving rapidly, and the impacts of the outbreak remain uncertain. The RBNZ's projections incorporate a scenario where the coronavirus outbreak has a temporary economic impact on New Zealand, mostly during the first half of 2020.

At the time our projections which were finalised 5th Feb 2020, there were no confirmed cases of coronavirus in New Zealand. However, even if the virus does not reach New Zealand, it will affect New Zealand through our close linkages to the global economy.

The outbreak is reducing the number of tourists and international students coming to New Zealand, as was the case during the SARS epidemic when visitor arrivals from Asia declined significantly.

Visitor arrivals have already declined as New Zealand has restricted entry to some non-residents who have travelled from or through China. In addition, some airlines have reduced their services to China.

The Government's new investment package

Mr Bascand confirmed that the Government announced a substantial investment package of \$12bn, equivalent to around 4 percent of annual nominal GDP. The Treasury forecasts that \$8.1bn will be spent between June 2020 and June 2024, mainly on infrastructure projects. This investment package amounts to up to 0.6 percent of GDP each year over the projection period. However, the overall impact on GDP is likely to be somewhat smaller than this. In part, this reflects that the planned increase in government spending is likely to draw resources from the private sector, thereby reducing private sector investment. What this could mean for businesses is there will still be greater competition for resources which may increase the costs of some inputs, such as wages in the construction sector and prices for materials and equipment.

The Monetary Policy Committee observed that this impact may be particularly significant given the current tight labour market and busy construction sector. Additionally, some of the resources needed for government projects might be imported, reducing the impact on New Zealand GDP.

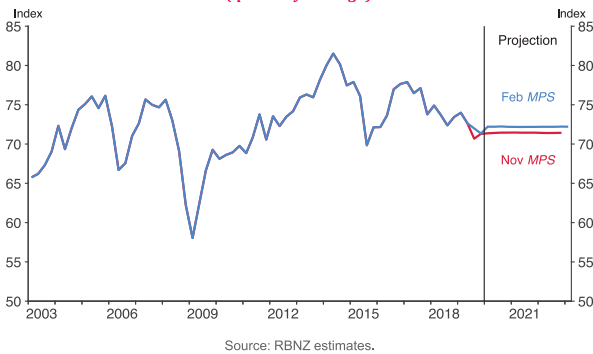
ROSEBANK BUSINESS ASSOCIATION OBSERVATION - Competition for resources will remain between the public and private sectors.

Mr Bascand confirmed that the Government announced a substantial investment package of \$12bn

The New Zealand dollar has been volatile

Despite a recent depreciation in response to the coronavirus outbreak, the New Zealand TWI is around 1 percent higher than forecast in the November Statement. This partly reflects stronger domestic developments and higher export prices.

Figure 4.1
New Zealand dollar TWI
(quarterly average)

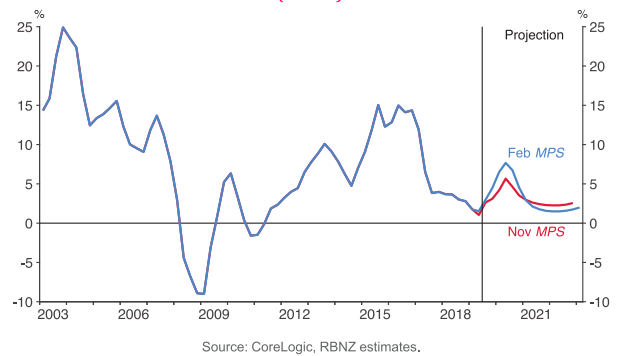


House price inflation has continued to rebound

Mr Bascansd said this was from a soft patch in early 2019 and the Monetary Policy Committee’s view is this is partly in response to recent declines in mortgage rates. The REINZ House Price Index indicates that annual house price inflation rose to nearly 7 percent in December 2019. Over the medium term, annual house price inflation is expected to slow as net immigration moderates, residential construction activity remains high, and the effects of past lower mortgage rates fade.

ROSEBANK BUSINESS ASSOCIATION OBSERVATION - House prices will continue to increase in the foreseeable future

Figure 4.6
House price inflation
(annual)



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JACANNA



Anglo Engineering and RBA Hosting

Members of the Rosebank Business Association gathered on a hot summers night on Thursday 20th February to come together at the Anglo Engineering and RBA Hosting.

Based at 315 Rosebank Road, Anglo Engineering is an impressive building to behold. Huge in size and more corporate than factory, this company surprises on many levels.

Guests were treated to drinks, and divine food created by Rosebank Coffee and Kitchen while being greeted by Rosebank Business Association CEO Mike Gibson. He then handed over to David Priestly and Stefan Crooks, Trustees of Pathways to the Future Trust who carried out an awards ceremony to three well deserving award winners; Shelena Kaulima (Blum), Tricyntha Ropati-Tongalea (Total Property Services), and Vinay Chhima (Anglo Engineering).

General Manager Wayne Eccles followed, speaking to the audience on Anglos long heritage (over 57 years), the strong sense of community in the Rosebank area, and the innovation and collaborative approach that

the company has that focuses on their customers success.

The evening was rounded off with guests enjoying an immersive tour experience of the different working stations to see for themselves how products are created, the innovation used to improve staff efficiency and the technology that increases the company's capabilities.

Many likeminded business builders from an array of industries across Rosebank shared, learnt and connected - the start for many as a spark for growth.



Shelena Kaulima with Myles Whitaker and Sophie Beets, BLUM



Wayne Eccles
Anglo Engineering



Councillor Kathryn Farmer and
Silvia Spieksma



Carmen Franich, Jennifer Edwards,
Smith & Partners



The Anglo Team



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Kevin Graham, Friendlypak and Brooke Mattock, APX TRavel



Pathways Award Winner Shelena Kaulima with Myles Whitaker, Sophie Beets and Jenna Mackay, BLUM



Pathways Award Winner Tricyntha Ropati-Tongalea, Kiara-Maree Adams and Mitchell Tonalea, Total Property Services



RBA Members enjoying Anglo Engineering walk through



RBA Members enjoying Anglo Engineering walk through



Pathways Award Winner Vinay Chhima and Anglo Engineering work mates

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Member Profiles

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



Molly Woppy
Unit 6, 126 Lansford Crescent, Avondale
Phone: 09 828 6095, www.mollywoppy.co.nz

Molly Woppy

Molly Woppy was born from a love of baking. Their biscotti began to get noticed when the restaurant that owner Alistair Parker used to work at as a Head Chef, had people wanting to know how they could get their hands on them and enjoy them at home! In 2001, Alistair and his partner Hayley Molloy, took a leap and installed a commercial oven in their own dining room to fire up their beloved biscotti. This ambitious operation, of course, began to take over the whole house and so they took it outside – literally. The garden studio became a commercial kitchen, where all the couple's spare time was devoted to baking biscotti.

In 2002, the demand for their biscotti grew, which led to further planning and development of the Molly Woppy brand and creating a full range of scrumptious home-style artisan cookies for the hospitality industry and retail stores. In just 12 months, Molly Woppy moved into a commercial premise in Avondale, where they are still based today, but rather than having one unit out of six, they have expanded to over four.

We see today the heart felt pride that Molly Woppy still proudly upholds, and the same qualities, principles and passion that Hayley and Alistair first had when they began in their family home. These same core values are still in place – 100% made with love; real passion, real flavour, real ingredients and real purpose. Everything Molly Woppy does flows from this. They like to be brave and do things a little differently, but always with the uncompromising commitment to quality.

While the Molly Woppy brand grows and its product range expands, they are still doing what they believe in; putting their passion for food first and creating delicious everyday treats that have true home style goodness.

SBA (Small Business Accounting)

Piyush Gosalia immigrated from India in 2002 with only \$3,000.00 in his pocket and through hard work and determination, now has three SBA franchises to his name.

Initially completing an accounting course at Unitech, Piyush worked for several accounting firms before going into partnership and purchasing his first SBA franchise in Pakuranga in March 2012. Wanting to expand, Piyush bought his 2nd SBA franchise in June 2014 in Blockhouse Bay and then an opportunity arose and a subsequent 3rd business opened its doors in Henderson in June 2019.

With 65 franchises nationwide, SBA is a well-known, reputable brand that has a network of knowledge spanning over 20 years, with qualified accountants, bookkeepers and tax agents at their disposal. Ongoing advice, powerful national marketing campaigns and leading accounting software - Xero is used to automate and streamline the accounting process and was designed to save the client time and money as well as keep SBA abreast with what is happening in the marketplace.

Services include monthly and end of year accounting, payroll, rental property accounting. It also offers advisory services if you are starting or funding a business and looking for financing options and ways to save tax and minimize issues with the IRD.

Piyush believes that the SBA draws its strength from being able to offer affordable, cost-effective, hassle-free accounting services that are not only flexible but are tailored to the business or individual needs. With the support of the other SBA franchisees, Piyush says "It feels like a family environment as we care about our clients."

The SBA can tailor a solution to suit your business and offer a range of great accounting services 'We focus on the accounting, so you can focus on your business.'



SBA
Shope 9, 16 Rialside Ave in Henderson
Phone: 09 869 5576 www.sba.co.nz/contact-us/henderson/



Precise Drainage & Landscapes

From water pipes to gym shorts

The Managing Director of Precise Drainage & Landscapes Daniel Noema has been in the drainage business for the past 17 years, so he knows his pipes. Upon leaving school he went to work for a family friend (B A Drainage), until seven years ago when he made the bold move to step out on his own and formed Precise Drainage & Landscapes, which currently has seven staff.

Precise Drainage & Landscapes is an Auckland based business who deal with private developers and have the likes of Ockham Construction, Teak Construction, Keith Hay Homes and Sin Architects on their client list. No drain is too big or small and contracts range from new subdivisions, large commercial jobs, right down to smaller residential work.

As a Watercare approved contractor Precise Drainage & Landscapes specialize in connections to, and extensions of, the public sewer network and stormwater drains for the Auckland Council. When it comes to public drainage, they offer horizontal drilling as an alternative to open trenching.

Dan has his hand in many pies and runs a Crossfit gym called 'The Arena' out of the same premises. The gym has five coaches who run five classes per day with the bonus of a physiotherapist (Limitless Physiotherapy) onsite. It has been operating for one year with a plan to open a 2nd branch in Henderson in 2021.

If that doesn't keep him busy enough, Dan and his wife Jo started up the Generation Ignite Trust in 2014 and run a range of community initiatives including a food bank, and community meals which are run from food donated by City Mission, Bakers Delight, Fairfood, KiwiHarvest and more. Every week volunteers pack and deliver an average of 60 food parcels to families at the New Lynn Community Centre.

Dan's business is based on precise, no-fuss service, completed by experienced tradies with loads of integrity, but we may want to also add generosity to the mix.

Precise Drainage & Landscapes
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Born and bred in West Auckland, Owner-Operator Mark Taylor started off working from a small one-man workshop in 1985. He relocated to their current site in Clarke Street, New Lynn in 1995 and now has 13 people in his employment.

Using the latest technology, Taylor Auto Electrical offer auto electrical repair, diagnostic inspections and battery repair and maintenance on all makes of cars, boats, trucks, trailers, caravans and diggers. Along with three Auto Electricians specializing in truck repairs offsite, they also employ a driver whose sole purpose is to pick up parts. This enables Taylor Auto Electrical to provide a prompt turnaround that the company prides itself on along with quality and precise service.

Wanting to offer an extensive range of products to their customers, stocked reputable brands include The Battery Man, Nerva, JVC, Mongoose, Bosch, Hella, and Sparkshop - to name a few and 'you won't find another Auto Electrician in West Auckland that has the amount of parts in stock ready to go that we do' says Mark.

This company screams experience, when your first point of contact at the front counter are two qualified Auto Electricians whose knowledge of automotive electronics, electrical theory, circuit diagrams, vehicle components, engineering and vehicle mechanics is unrivalled.

With two mechanics on site Taylor Auto Electrical also provide mechanical repairs, WOF and Servicing. They can do small jobs on the spot while you wait and have courtesy cars if required.

A vehicle breakdown service is also available and being MTA approved means they have access to the latest technological developments and industry training.

If you are looking for affordable auto electrical work that is efficient, precise and prompt, pop into Taylor Auto Electrical and have a chat with Mark or Paul.

Peek Exhibition

Recently entering their 90th year trading, national exhibition & display firm Peek Exhibition moved to Rosebank Road a year ago.

The firm have been operating in the sign, display and exhibition industries since 1927. Owners Tony & Christine Peek last shifted the business to Eden Terrace in 1988, when they outgrew their site on Ponsonby Road.

The company was primarily a sign writing and display business back then, with a large staff of traditional craftsmen sign writers, hand painting outdoor billboards and the like.

But the exhibition business was also developing quickly, influenced by overseas trends and growth in international trade. Tony Peek had keen insight and was a pioneer of his time. His firm was the first in New Zealand to invest in show walling, display equipment, furniture and carpet to support conference organisers to add exhibitions to conferences and stand-alone opportunities.

Working closely with venues and organisers, Tony created more avenues for his products and services by encouraging and developing various events.

Today the firm continues to enjoy strong local and international market awareness and respect as a "go-to" supplier to those in the market for exhibition build equipment and services. For conference and expo organisers requiring experienced knowledgeable staff, floorplans, shell scheme, power and lighting or individual exhibitors who want hire furniture, signage and flooring. Design & build customers & agencies wanting innovative and impactful communication and experiences around their brands.

Peek Exhibition General Manager and family member, Eugene Fraser, is excited about 2020 at their expanded location. Fraser says the move to more modern premises allows for the Peek team to better serve their customers by integrating all its staff and services in one large central site.

Eugene tells us one of his learnings from Tony Peek, was to continue to invest in the firm as a credible, relevant and easy to deal with supplier to our existing markets, while looking to create new and future opportunities.



Peek Exhibition
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Business Nuts & Bolts

Business to Business advice from **RBA Members**



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Sales Data Insights

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businesses. So, it is now possible for basic sales analytics to have a huge impact on businesses' bottom lines.

Here are some of the questions your analytics should be able to find answers to:

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- What are my top selling products?
- What's the geographic distribution of my sales?
- Who are my best performing sales reps?
- Which are my best/worst performing sales channels?
- Which are the products and services where I make the best margins?
- Which are the products and services where I make least margins?
- How are sales tracking compared to last week/last month/last year?
- What are the trends by season, or by timing of campaigns, effect of price rises etc?

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can be constantly aware of how things are tracking against their goals; make improved decisions on pricing and discounting and better forecasting accuracy with predictive models. You will get better decision making and better targeting of customers, leading to more sales, increased profits and more engaged staff. Customer churn can also be reduced by better identifying at-risk customers and taking preventative action.

It's not an overnight process, but it's certainly a journey where sure-and-steady progress is very possible. Despite which, all too few businesses engage with sales analytics in order to find the starting point necessary to embark on the journey. As low-hanging fruit go, making improvements to customer profitability ranks among the most straightforward means possible of boosting the bottom line.

A data driven sales strategy will also be only as good as the data you have access to. Bad data can have the impact of being a mild inconvenience through to considerable operational inefficiency.

A Case Study

A wholesale distribution client uses a number of different systems to manage their business: Xero, Cin7, HubSpot, Google Analytics and Excel. They wanted to better manage their sales and stock.

Smetric Insights team set them up with a set of automated dashboards that were key to the business performance. They quickly found that by elimination of the manual entry of data, the sales team began to trust the data.

They are now finding more time to do what they do best – not admin! Before, the sales team were not updating their calls and visits into the previous dashboards. But now it automatically flows through to the dashboards from the CRM system and sales data flows through from their accounting system. With more buy-in from the team they are now on a journey of constant improvement and a much happier team.

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Your Local MPs

Hon Carmel Sepuloni
MP for Kelston

Kelston Electorate Office

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Authorised by Carmel Sepuloni MP, Parliament Buildings, Wellington





Jennifer Wyatt Sargent
Human Resources Consultant

A satisfied client or customer will happily recommend you and your organisation to others.

Business Ethics: Are they important?

Have you ever wondered what people think of you and your organisation? You really should, because what people think defines your reputation.

Many organisations, and some individuals, have budgets allocated to improving their brand and promoting themselves so as to influence what people think of them. And while they will consider the exercise to be money well spent, most fail to consider that our clients and the general public are constantly evaluating us as service providers, but that those evaluations are then impacted by other information, beyond our control, that comes to them via various channels and sources.

The branding and promotional work will project a picture of how we like to think of ourselves and our organisation, but if our actions do not support that picture then it will become distorted and out of focus. If the new information is sufficiently compelling, that could become the new picture. Don't forget, perception is reality. It's not what we say about ourselves but what others think of us that defines our reputation.

A satisfied client or customer will happily recommend you and your organisation to others. A customer who has received poor service or inferior goods will also talk about you to others, but not to say anything to your benefit.

This is where business ethics come in. Business ethics are, simply, the day to day choices you make, whether you are the Caretaker, Machine Operator, Marketing Manager or Chief Executive and what your responsibilities are. Good business is repeat business. You have a choice. You can choose to do your work the best way you can and do your bit to please the customer and get that repeat business, or you can choose to cut corners and produce inferior products, exaggerate the benefits of your service or increase fees when you can get away with it and lose that business.

In an article on ethics in the New Zealand Herald (2nd March 2005) Ralph Norris who was then CEO of Air NZ, said, "Executives who are less than honest usually behave differently. I don't buy into the 'shades of dishonesty' argument. An executive's behaviour is either right or it's not." He believed that executives also need to know the difference between what is lawful and what is morally right. "Any executive who tries to get a commercial advantage through dishonesty is playing a very dangerous game. The market will ultimately deal to them,

especially if they're legally sound but morally questionable."

In 2020, even more so than in 2005, there is pressure on staff at all levels in an organisation to perform, but like Norris, I believe that performance should never be at any cost. Most people have values - integrity, respect, honesty, for example - and it is their values that people will have to examine if pressure from management could mean compromising them.

Every organisation has its own set of values. Think about your own organisation and its culture – the way things are done. In some workplaces the values sound good, but the way people work rarely demonstrates those values in practice. In other workplaces, people at all levels "walk the talk," and it is accepted that organisational values are an integral part of day-to-day work life. And not just in the way tasks are performed and people treated; every aspect of the business - planning, recruitment, training, budgeting – is undertaken with the organisation's values in mind. You can't cherry pick which values you will work to in this sort of organisation.

What are your organisation's values, and do they create a happy and productive workplace? If your answer is that people only pay lip-service to the values, they cut corners, produce shoddy work and don't take responsibility, then ask, do my personal values support this? If your answer is yes, then you are working in the right type of organisation for you, but it is likely that neither you nor the organisation will amount to much.

If, on the other hand, you are not comfortable in that environment and don't enjoy coming to work, then maybe you should be looking for an employer where the values are more in line with your own. Of course, if you are a Senior Executive there, or the owner, you have the ideal opportunity to turn the situation around. This will be no mean feat. Most people will resent any effort to change the current culture and will fight every step of the way because it's what they are comfortable with. And it will take time. Changing an organisation's culture usually takes a minimum of 3 years. Definitely the work of a champion!

Jennifer Wyatt Sargent

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Aaron Martin
NZ Immigration Law

Essential Skills Visa Income Thresholds

Immigration New Zealand increased the Income thresholds under the Essential Skills work visa category on 24 February 2020.

These changes will affect anyone applying for an essential skills visa from this date.

If your employee applies for another Essential Skills work visa on or after 24 February 2020, the new thresholds may affect whether your job is considered higher-, mid-, or lower-skilled. The skill-band of a job affects how long a visa is granted for and whether you can support partners and/or dependent children.

Higher skilled roles in ANZSCO skill level 1 – 3 are eligible for a 5 year visa. Mid-skilled positions qualify for a 3 year visa. Lower skilled roles will only qualify for a 12 month work visa with a maximum of 3 such visas as being available until the worker has to depart New Zealand and remain outside for a period of 12 months before reapplying.

Check the table to see the new income thresholds.

Remuneration	ANZSCO 1-3	ANZSCO 4-5
\$38.25 per hour or more	Higher-skilled	Higher-skilled
\$21.68 - \$38.24 per hour	Mid-skilled	Lower-skilled
Less than \$21.68 per hour	Lower-skilled	Lower-skilled

For some occupations at ANZSCO skill level 4-5, some jobs recently reclassified as ANZSCO skill 3 positions may be considered mid-skilled if paid the median income or above. The median income will be updated to \$25.50 per hour.



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1/527A Rosebank Road
Avondale, Auckland

Insurance reviews will be conducted in confidence and no information obtained for the purposes of the insurance review will be shared with the Rosebank Business Association (RBA) or any member of the RBA. The RBA will receive a referral fee for introductions that result in new business for the Abbott Group.