

BUILDING TODAY



The official magazine of the Registered Master Builders Association

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March 2025

Volume 35 Number 2

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Details, page 26



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WHAT IS YOUR DEFINITION OF SUCCESS?

RMBA president Kieren Mallon reflects on what "success" means to him

UoA'S WORLD- CLASS REC CENTRE FORMALLY OPENED

Eight-storey structure the most complex build the University has ever undertaken

FLYING HIGH: AIRPORT BUILDING BEGINS

Huge upgrade will link Auckland's domestic and international terminals

ALSO INSIDE: 2025 APPRENTICE OF THE YEAR ENTRIES NOW OPEN



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BUILDING TODAY

March 2025
Volume 35 Number 2

From the editor

Two massive Auckland projects reached different milestones recently. Steel columns were craned into place as vertical construction began on the main building of Auckland Airport's new domestic jet terminal — just one of the projects in an ongoing \$2.2 billion airport upgrade.

And the University of Auckland's \$320 million world-class recreation centre, although operational since late last year, was formally opened by the Associate Minister for Sport and Recreation Chris Bishop.

The above would indicate that the commercial sector in this country is still in reasonable health, while its residential counterpart awaits further signs before any significant upturn eventuates.

RMBA president Kieren Mallon is, however, optimistic about the opportunity to rebuild stronger in 2025.

In his column this month he says the industry can overcome the challenges that lie ahead by embracing change, prioritising sustainability and fostering collaboration in order to not just build structures, but to establish lasting success and to build a future that truly matters.

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Your definition of success — what is it?

RMBA president Kieren Mallon reflects on what "success" means to him, and urges us to learn, grow and set ourselves up for success — professionally and personally — with the right tools and support.

Our industry thrives on passion — the deep, unwavering drive to create, to build, and to leave something tangible behind.

Yet, in the hustle of daily demands, it's easy to lose sight of why we do what we do. Sometimes we need a reminder.

The holiday season often brings moments of reflection — a time to step back and reassess. But as the year quickly gains momentum, that reflective period can feel like a distant memory.

Still, I encourage you to pause, even briefly, and revisit your goals. Ask yourself — what is the real goal? Not just the business targets or project milestones, but the deeper purpose behind them.

For me, it took time to realise that success wasn't defined by the size of my business or the number of structures I built. Yes, those achievements mattered, but they weren't the ultimate goal.

My business was a means to something greater — it gave me the time and flexibility to be present for my family.

It allowed me to go on school trips, take family vacations, and truly engage in my daughters' lives as they grew.

It gave me the opportunity to nurture a strong marriage, and when my wife fell ill, my business afforded me the time to stand by her side, offering love and support as she faced an unwinnable battle.

Now, as I see my daughters forging their own paths, I am deeply grateful. My business didn't just build physical structures — it gave me the time to build a future that truly mattered.

Looking ahead to 2025, I know many of us will continue to face challenges. That's why it's more important than ever to lean on the networks around us — our industry associations, fellow business owners, professional partners, and friends.

Organisations such as the RMBA play a critical role in helping us stay connected, motivated and resilient — not just in business, but in life.

Far too often, we hesitate to invest in ourselves — our learning, our development, and our well-being.

Many of us have been trained in the "school of hard knocks", but I urge you not to take the hard road when there are opportunities to learn, grow, and set yourself up for success with the right tools and support.

As we step into 2025, we must remember:



RMBA president Kieren Mallon with his daughters.

Resilience and adaptation

The construction industry has always been a pillar of economic growth, and though we've faced tough times — recessions, supply chain disruptions, and labour shortages — 2025 presents an opportunity to rebuild stronger.

Moderate growth is expected in residential and commercial projects, particularly with government investments in housing and infrastructure. By staying adaptable, we can navigate ongoing pressures while identifying new opportunities.

and career development, will be crucial.

Additionally, better collaboration between government, suppliers, subcontractors, and clients can lead to more efficient and successful project outcomes.

Client-centric strategies

With affordability concerns shaping home owner decisions, businesses must be responsive to evolving client needs.

Whether it's new builds or renovations, clear communication, flexible budgeting, and customer-focused solutions will be key to building long-term trust and success.

For me, it took time to realise that success wasn't defined by the size of my business or the number of structures I built.

Embracing technology and sustainability

Sustainability and innovation are no longer optional — they are essential. The shift towards low-carbon materials, circular economy practices, and digital project management tools can drive efficiency and reduce costs.

We must continually seek better ways to build — smarter, greener, and more effectively.

Strengthening our workforce and collaboration

Labour shortages remain a significant challenge, especially as apprenticeship training faces uncertainty. Investing in our workforce, through training, mentorship,

Planning for long-term resilience

Economic cycles are inevitable. While we may be emerging from one downturn, another will come.

Now is the time to build strong financial foundations, ensure sustainable growth, and strengthen the resilience of our businesses and our people.

Proactive risk management, cost control, and strategic planning will be critical in weathering future challenges.

The road ahead may not be easy, but history has shown that this industry is built on resilience and innovation.

By embracing change, prioritising sustainability, and fostering collaboration, we can transform this period of recovery into a launchpad for lasting success.

Now is our time — not just to build structures, but to build a future that truly matters.

URBAN LIVING ELEVATED

MILFORD 110

CATEGORY

Winstone Wallboards Residential
Project Award

ENTRANT

Waide Commercial Construction

PROJECT PARTNERS

Bluewater Project Management
(Project Manager), Brave Architects
(Architect/Designer), Waide Commercial
Construction (Construction Company)



SUCCESSES

Waide Construction project manager Kieran Henkin says winning the Winstone Wallboards Residential Award was a moment of immense pride and recognition for the team's dedication and effort.

"From early stages to completion, the project relied on strong collaboration from all the project partners, which was successfully accomplished.

"We are hugely thankful, appreciative, and proud, not only of the project itself but also the recognition it has received. It's an achievement that acknowledges the skill and commitment that went into every stage of the build," says Kieran.

CHALLENGES

The construction industry has faced significant disruptions in recent years, and this build was no exception.

"Like many projects during this period, we had to navigate COVID related disruptions, enforced lockdowns, and procurement delays due to supply chain issues," Kieran explains.

"To overcome these, we adopted a split consent strategy which allowed work to begin while design and construction progressed in parallel. This approach kept the project moving forward and ensured we could meet our timelines without compromising quality," Kieran concludes.

JUDGES' COMMENTS

Milford 110 is home to 20 high-end residential apartments spread across five levels, with a private basement car park and a versatile commercial space at the road frontage. The construction team employed innovative techniques in construction and sequencing to ensure cost-effectiveness and adherence to the project timeline.

Thorough attention to detail from the architect and builder early in the design process contributed significantly to the building's aesthetic appeal. This beautiful apartment complex offers exceptional views of Auckland City and Waitemata Harbour, exemplifying urban density at its best.



“

**WE ARE HUGE
THANKFUL,
APPRECIATIVE, AND
PROUD, NOT ONLY
OF THE PROJECT
ITSELF BUT ALSO
THE RECOGNITION
IT HAS RECEIVED**

KIERAN HENKIN
Project Manager at
Waide Construction

Bringing light into living

Generation Homes Canterbury

New Home up to \$500,000
National Category Winner



Successes

Nadja Beker, Junior Venture Partner at Generational Homes Canterbury, was over the moon when the team found out they won the National New Home up to \$500,000 award at the 2024 Master Builder's National House of the Year Awards.

"We were ecstatic alongside our clients! It's their beautiful home that is extremely special to them, and we felt privileged to be able to help them make their dreams a reality.

"It's bigger than just an award win for our company. It's the recognition of hard work, dedication, determination, workmanship, and teamwork of everyone involved. We always play with a straight bat, which is why we were able to successfully collaborate with the client and solve any problems together" Nadja says.

“

It was crucial to strike the perfect balance between ensuring privacy, but allowing for an open, light-filled environment

Nadja Beker

Junior Venture Partner —
Generation Homes Canterbury

Challenges

Delivering an award-winning home is never without its challenges, and for the team at Generation Homes Canterbury, this was no exception.

"One of the biggest challenges was finding the best design to maximise sun and space. It was crucial to strike the perfect balance between ensuring privacy, but allowing for an open, light-filled environment — and the team and our clients found exactly that.

"We wanted to dream big with this project, and it was incredibly satisfying to celebrate and acknowledge the hard work done by everyone," Nadja says.

Judges' comments

This home is a beautifully planned, 183 square metre residence, blending modern design with outdoor living. A standout aspect is the front entrance, which features a stunning floor-to-ceiling window framing a tranquil Zen Garden.

This is a home that delivers great value for money, with a light-filled, open-plan kitchen, living, and dining area that opens onto expansive decking, perfect for entertaining and spending time outdoors. Clad in warm-grey brick and weatherboard, the home exudes style and comfort.



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A home like no other

Redmond Builders
National Special Award



Successes

Ben Redmond, founder of Redmond Builders, says it's hard to put into words how he and his team felt after winning the National Special Award at the 2024 House of the Year Awards.

"This award is a testament to the immense dedication, craftsmanship and problem solving that went into bringing this unique and sculptural building to life.

"Only a small percentage of builders get the privilege of hearing their name called out and then get up on stage at the national awards, so to be among them was an incredible honour. We are very proud and grateful to the judges for believing we deserved the Special Award," Ben says.

“

**Every obstacle was met
with problem solving,
teamwork, and a
commitment to excellence**

Ben Redmond
Founder — Redmond Builders

Challenges

The build presented a series of challenges, requiring innovative solutions and a high level of precision from the Redmond Builders teams.

"The project was complex from day one, not just because of the unique design, but also because we worked with materials that weren't originally intended for this type of construction," Ben explains.

"Our main challenge was working with in-situ concrete, a highly technical aspect of the build that required expert craftsmanship. On top of this, we had to deal with the vulnerable landscape that was severely damaged during cyclone Gabrielle. Every obstacle was met with problem solving, teamwork, and a commitment to excellence," Ben says.

Judges' comments

Described by judges as the "anti-house", this Hawke's Bay masterpiece redefines traditional architecture by exploring what a house can be, presenting its form as a series of sculptural pavilions that harmonise with the rural landscape under Te Mata Peak.

Redmond Builders' craftsmanship extends beyond the pavilions to earthworks and service realignments, ensuring the home blends sustainably into its working farm setting. This remarkable property challenges conventional architecture, embodying a bold and thoughtful vision.



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RACING AGAINST THE CLOCK

SCOTT DAVIES

**Apprentice of the Year 2024
Bay of Plenty and Central Plateau
Regional Winner**

Scott Davies is employed by Gudsell Designer Homes and his training provider was BCITO.



SUCCESSSES

For Scott Davies, competing at the Master Builders CARTERS Apprentice of the Year national competition was more than just a challenge — it was an opportunity to prove himself among the best apprentices in the country.

“At first, I was nervous about going up against such talented competitors, but then I reminded myself that I was one of them! Being surrounded by a great group of apprentices made the whole experience even better.

“The effort Master Builders put into organising everything was incredible. Every moment was enjoyable, and I left with not only new skills but also great connections,” Scott says.

“

AT FIRST, I WAS NERVOUS ABOUT GOING UP AGAINST SUCH TALENTED COMPETITORS, BUT THEN I REMINDED MYSELF THAT I WAS ONE OF THEM!

JUDGES' COMMENT

Scott excelled in the competition with his natural leadership skills and friendly, engaging demeanour. His preparation was evident throughout, and he demonstrated a profound understanding of the building process.

During his interview and site visit, Scott showcased an impressive knowledge base, answering questions with confidence and clarity. His site induction was superb, highlighting his commitment to health and safety. Scott's ability to engage with the judges left a lasting impression, marking him as a standout performer. He has huge potential as a future leader in the industry. Congratulations, Scott!

CHALLENGES

The biggest challenge for Scott was the relentless time pressure of the practical build, forcing him to work with precision whilst racing against the clock.

“With such a tight time frame, every second mattered. Staying composed under pressure and trusting the skills I'd developed throughout my apprenticeship helped me push through.

“While I didn't quite finish, having my family, employer and foreman there supporting me was incredibly encouraging,” Scott says.





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Home building costs rise a staggering 44% in past four years

Building costs have increased at an average rate of 44% over the past four years, despite the rate of inflation slowing markedly last year.

This was the major finding from a new QV CostBuilder study that looked at the comparative cost of building a standardised 150sq m home across six main urban centres — Auckland, Wellington, Christchurch, Dunedin, Hamilton and Palmerston North.

This bespoke research also showed that construction costs have increased by the largest percentage in Dunedin (47.1%) since 2020, followed by Palmerston North (46%).

Despite always being the most expensive city to build a home in overall, construction costs actually increased by the smallest margin in Auckland (39.4%). Christchurch (40.5%) wasn't far behind, with Hamilton (44.8%) sitting just above average.

Largest average increase in Wellington

However, in real dollar terms, Wellington saw the largest average increase — its average build cost increased by \$900 per square metre in five years. As a percentage, the cost of building a home in the capital increased by an average of 45.9% since 2020.

But the good news for developers or for anyone looking at building a home is that the rate of building cost inflation has slowed markedly in recent years. In 2024, costs increased at a rate of between 0.7% and 2.2% across these six main urban areas.

The smallest percentage increases last year were in Auckland (0.7%) and Hamilton (0.7%). Palmerston North (2.2%) saw the largest increase in 2024.

"There are currently no significant differences in the rate of construction cost increases across the country," QV CostBuilder quantity surveyor Martin Bisset says.

"What these numbers show is just a relatively small difference in cost, which can be attributed to variable labour rates, different company overheads, some variance in materials, and differing transport costs across the country.

Costs becoming more stable

"After years of pronounced inflation that came as a result of managing the Covid-19 epidemic here and abroad, it's good to see that construction costs have become significantly more stable in recent years. Hopefully the years of such staggeringly large construction cost increases are now firmly in the rear-view mirror."

Bisset is currently busy preparing QV CostBuilder's latest quarterly update. Though still early in the process, he says it looks as though Q1 in 2025 has been another relatively flat quarter.

However, he also pointed out that ongoing geopolitical instability in Ukraine and the Middle East, the proliferation of US-led trade wars, and increased tariffs on construction materials could all have a major detrimental impact on the cost of building a home in New Zealand in the future.

"Given that Aotearoa relies so heavily on importing building materials, a lot always depends on the buying power of the New Zealand dollar."

For this research, the standard home was based on three or four bedrooms, with one or two bathrooms. Construction consisted of Ribraft floor slab, Colorsteel roof, weatherboard or brick veneer cladding, 2.4m high stud, floor tiles to bathrooms and kitchen, half height wall tiles to bathroom, and medium quality fittings.

"It's important to remember that all of these figures are averages, and the cost of building will always depend on the level of finishes, internal layout, and all manner of other elements," Bisset says.

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UoA's world-class recreation centre formally opened

Featuring one of the largest gym fit-outs in the southern hemisphere, the University of Auckland's eight-storey recreation centre — Hiwa — is the most complex build the University has ever undertaken.

The University of Auckland's eight-storey recreation centre, complete with rooftop turf, pool, and state-of-the-art sports halls, was formally opened recently.

Minister for Infrastructure and Associate Minister for Sport and Recreation Chris Bishop and University of Auckland vice-chancellor Professor Dawn Freshwater opened the building, which will be used by staff, students and the public as part of the University's concerted focus on balancing well-being with academia.

The centre's name Hiwa, gifted by Ngati Whatua Orakei, means "vigorous, active, robust and sound", reflecting the University's aspirations for growth and well-being. The 26,000 sq m facility covers a space equivalent to roughly 3.7 rugby pitches or 100 standard tennis courts, and is located on Symonds Street in the heart of Auckland.

With an innovative vertically-stacked design, it centralises the University's sport and recreation services into a single premises, overcoming the spatial constraints of its central city location.

Glass sports floor features integrated LED markings

Features include a premier rooftop multi-sport turf and two sports halls, with the southern hemisphere's first glass sports floor with integrated LED markings to accommodate six different sports.

It also holds capacity for 1500 spectators, a running track, an eight-lane 33-metre lap pool, a dive tank, spa and sauna, climbing wall, group exercise studios, combat sports studio, and expansive cardio and weights areas that make it one of the largest gym fit-outs in the southern hemisphere.

Hiwa serves as a vibrant community hub, offering a cafe, social spaces and versatile indoor and outdoor areas for various activities. The University's physical education programmes and exercise science students will also use the facility.

Freshwater says the opening of Hiwa is a huge milestone for the University following comprehensive planning for a new recreation centre, spanning a decade.

She says the investment in Hiwa further enhances the University of Auckland's position as New Zealand's pre-eminent, research-led higher education institution.

"We are delighted to open the doors to this wonderful facility to bolster the world-class education our students receive, and enhance the well-being of the wider community," Freshwater says.

"It's an important hub for our growing University population and an asset for Auckland. Our community has long desired sport and recreation facilities that befit the world-class campus environment expected of Aotearoa New Zealand's leading university."

She says campus experiences, especially in sport and recreation, are known to enhance student success.

"Staff will also have more opportunity to pursue their health and well-being goals, and through public memberships and collaboration with the sport and recreation sector, we hope to positively impact the wider Auckland community."

As a focal point on campus, Hiwa Recreation Centre is designed to enrich campus life by connecting learning, sporting and social facilities.

The building was designed by Warren and Mahoney in partnership with MJMA Architecture and Design, and constructed by Hawkins, in consultation with Rider Levett Bucknall, Beca and Colliers.

Most complex build ever undertaken

It is the most multi-faceted building on campus, requiring 500 workers on site at the peak of construction. The University chief property officer Simon Neale says Hiwa Recreation Centre is the most complex build the University has ever undertaken.

"The project was not without its challenges, being delivered through one of the most challenging periods for the construction industry in New Zealand," Neale says.

"The consultant and construction team masterfully navigated the Covid pandemic and supply-chain issues, moving 40-tonne trusses and vast pre-cast concrete beams for the pool hall roof overnight and at weekends.

"But thousands of people and many businesses helped us deliver this significant project for the University, with a strong

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ethos of partnership between all those involved, enabling us to overcome the challenges and to deliver an outstanding facility which will support the health and well-being of our student and staff communities, and high-performance sport, for many years to come."

As well as the minister, guests at the official launch included Auckland mayor Wayne Brown, deputy mayor Desley Simpson, Sports NZ chief executive Raelene Castle, and Eden Park chief executive Nick Sautner.

Bishop said as the former sports minister, he had been to a number of sports facilities around the world, and Hiwa was "genuinely quite something. This is a remarkable facility for the university, but also for the city, and the whole country".

Simpson said she was blown away by the new recreation centre.

"We know Auckland needs assets like this, but this is truly international class."

Hiwa facts and figures

- *Hiwa is a world-class facility for students, staff and the wider community to play sport, keep fit, have fun and socialise, and to get the most out of their time at the University of Auckland.*
- *Sport and recreation play a vital role in health and well-being. Hiwa befits a global university, meeting the national and international expectations of students.*
- *Hiwa is a 26,000sq m facility, covering a space equivalent to 100 standard tennis courts or 20 Olympic-sized swimming pools. Spread across eight levels, its innovative design overcomes the spatial challenges of a central city location.*
- *It has a unique inner-city rooftop multi-sport turf and track, and two sports halls, along with the southern hemisphere's first glass floor, accommodating six different sports.*
- *It includes an eight-lane pool, dive tank, spa and sauna, and bouldering wall, and is one of the largest gym fit-outs in the southern hemisphere.*
- *As well as the fitness facilities, it serves as a community hub, with a cafe, and indoor and outdoor multi-purpose spaces.*
- *While Hiwa is primarily for students and staff, it has reinvigorated the city centre. The University recognises Auckland's need for quality sports facilities, and will be working to support the wider sports sector and contribute to making Auckland a world-class city.*



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BCTF urges Government to prioritise ease of transition and outcomes in VET reform decision-making

Building and Construction Training Fund (BCTF) chief executive Brian Dillon says it is critical that further reform of the Vocational Education and Training (VET) sector makes meaningful changes that set the system up to improve outcomes, avoids unintended consequences, and does not create further instability and uncertainty for employers and learners.

The BCTF has submitted further feedback to Government on its proposed vocational education reform, as one of the selected industry groups consulted on proposals outlined in the Ministry of Education's Options for the future of work-based learning.

Wider opposition to new option

In doing so, the BCTF adds its voice to wider opposition to the new option presented, known as the Collaborative Work-based Learning model.

"In our view, the Collaborative model, which shifts responsibility for pastoral care from training providers to Industry Skills Boards (ISBs), will create significant complexity and uncertainty for learners and employers involved in work-based learning, and additional cost at a time when Government is seeking to reduce expenditure," Dillon says.

"From a common sense perspective, responsibility for pastoral care much more naturally sits with training providers, who are closest to learners, than a third party like ISBs. Making ISBs responsible for pastoral care would potentially distract them from their core role of industry-led standards setting and assurance.

"The potential for gaps in pastoral care during the transition

period due to ambiguities over who is responsible and funded for what, and ongoing confusion from multiple points of contact, sets the system up for disengagement and attrition of learners and employers," Dillon says.

The BCTF strongly supports the general direction of the model now known as the Independent Work-based Learning model, which would bring significantly less disruption in the transition than the Collaborative model — and which is aligned with Option 2B from the August round of consultation.

Consistent with its original position, the BCTF has reiterated that while this is moving in the right direction in terms of industry-led standards setting and assurance, to genuinely move the dial would require accountability for sign-off of standards to shift from the NZQA to the industry-dominated ISBs.

"In our view, final sign-off of standards should sit with respective industry peak bodies rather than continuing to sit with government agencies, so that it is truly industry-led and industry-facing rather than inherently government-facing, as is the case currently," Dillon says.

The BCTF is an umbrella construction industry association that represents 17 construction industry associations, with a mandate to advocate on behalf of the sector around vocational education and training.

"In this context, the BCTF welcomes further engagement with Government on getting further VET reform right, and minimising transitional disruption and ongoing disincentives for learners and employers involved in work-based learning," Dillon says.

SITESMART

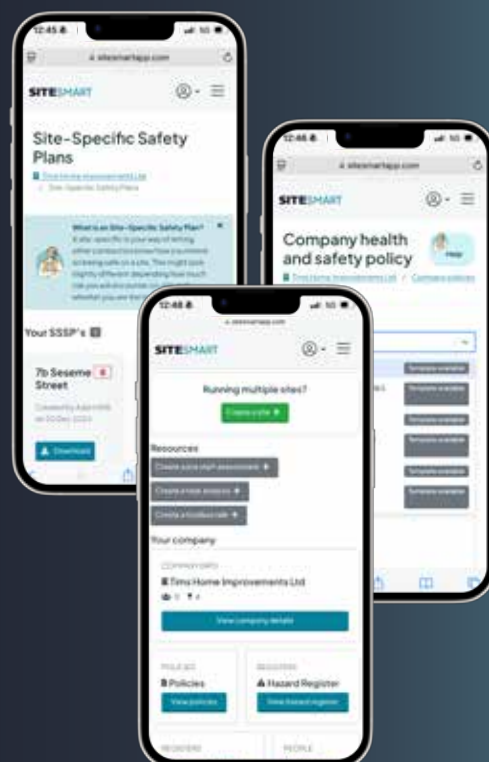
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Vertical construction begins on domestic jet terminal

Steel columns have been craned into place as vertical construction began on the main building of Auckland Airport's new domestic jet terminal last month.

Rising up to 21m above the ground, the columns will become the support structure for the domestic terminal headhouse — the main engine room of the new terminal.

Right at the heart of the new terminal, the headhouse will contain the domestic arrivals and baggage pick-up area, traveller amenities, operational management spaces, airline lounges and dwell spaces, plus a new state-of-the-art baggage system.

Auckland Airport chief infrastructure officer Susana Fueyo Suarez says the first structural column going in for the new domestic jet terminal is an incredible milestone to reach, particularly for the team working on the build.

"This is one of New Zealand's most significant infrastructure projects underway right now, and it's exciting to see the structure rise up out of the ground. We are making good progress on this multi-year build, but it really is significant to be starting work on the main structure itself," Fueyo Suarez says.

"You'd have to go back almost 50 years to when the international terminal was built for a project of this scale at Auckland Airport.

Auckland Airport is underway with an interconnected programme of projects across its airfield, utilities, transport and terminals aimed at upgrading New Zealand's gateway airport.

In September 2024, Auckland Airport signed a key contract for approximately \$800 million with Downer Group subsidiary Hawkins Construction to manage the construction and delivery of



Auckland Airport's interconnected programme of projects across its airfield, utilities, transport and terminals will include an indoor connection between the airport's international and domestic terminals. Image: Auckland Airport

the domestic jet terminal building, the most significant element in Auckland Airport's ongoing \$2.2 billion upgrade.

The new domestic jet terminal — the largest of the projects — features a 240 metre-long gate pier that will deliver 44% more processing space for passengers and 26% more airline seat capacity, with an additional 10% flexible seat capacity provided through bus lounge operations, plus a short indoor walk between domestic jet services and international flights.

Underway now is the first portion of the headhouse build, the southern section, which will contain the new ICS, or individual carrier system — a faster and more efficient baggage handling system.

"This will fully integrate with the renewals and upgrades currently underway on our existing 30-year-old baggage handling system within the international terminal. Together this will deliver a modern baggage system, providing the functionality needed by airlines and their ground handlers," Fueyo Suarez says.

Each column for the structure makes a pre-dawn journey on truck and trailer from the west Auckland fabrication workshop of D&H Steel Construction.

The 12,000sq m facility has been busy working on the airport job since late last year, with a 50-strong fabrication team working two 10-hour shifts to prepare 1600 tonnes of column steel, and another 33,000 tonnes of associated steel structures such as floor beams, lift shafts, roof structures and facade support for the initial stage of construction.

"Auckland Airport has had a near 40-year association with D&H Steel Construction, with the company having worked on most of our major projects. We're expecting jobs onsite to peak at the end of 2027, but a project of this scale creates a ripple effect right across the construction industry, supporting hundreds more jobs and businesses and providing a steady, secure pipeline of work," Fueyo Suarez says.

D&H Steel Construction general manager Richard Hine says it was great to continue the partnership with Auckland Airport and construction company Hawkins on the new domestic jet terminal.

"We've had a long history with Auckland Airport, delivering the steel fabrication for some of the airport's biggest projects. During the construction of this next phase we will have more than 200 employees work on this project in various aspects," Hine says.

2025 Apprentice of the Year entries now open

Entries are now open for the 2025 Master Builders Apprentice of the Year competition, in partnership with CARTERS.

The competition is open to carpentry apprentices of all ages, and you don't have to work for a Registered Master Builder or be trained by a specific training provider to enter.

Apprentices are the sector's future leaders — and this competition gives them the opportunity to test their project management, business, presentation and practical skills.

Beyond the competition itself, entrants gain exposure to industry leaders, connect with like-minded apprentices, and take their career to the next level.

Plus, all completed entries will receive a CARTERS gift pack!

The national award winner will take home a \$5000 Career Advancement Grant, and enjoy the use of a brand-new ute for a year.

Entries close on Sunday, April 13, 2025. To enter, head to www.apprenticeoftheyear.co.nz.



2024 Registered Master Builders CARTERS Apprentice of the Year winner Hunter Moon.

Quick facts:

- 92 structural columns used during first phase of the build.
- 190 in total across the new terminal.
- Weighing up to 12 tonnes, the columns stand up to 21m tall.
- Jobs onsite to peak at 2500 by the end of 2027.
- 30% of terminal integration programme completed.

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BUILDING TRUST



Development contribution fee overhaul sparks cautious optimism

The Property Council New Zealand has welcomed the recent announcement regarding the overhaul of development contribution fees, a move it believes will pave the way for more commercial viability and the construction of much-needed homes across the country.

Property Council New Zealand chief executive Leonie Freeman says with housing affordability becoming an increasingly pressing issue, this reform could go a long way to ensuring that development is not unnecessarily hindered.

Freeman notes that development contribution fees have a significant impact on growth, positively and negatively.

"Development contribution fees have the power to either drive or hinder growth. Recently, some councils have raised these fees by an astonishing 289%, pushing the total cost to approximately \$100,000 per home, ultimately adding to the final purchase price for buyers," Freeman says.

"These increases are unsustainable, and limit the ability to address the growing housing shortage."



Leonie Freeman

The Property Council has advocated for a more consistent and transparent approach to these fees for many years.

"For too long, development contribution fees have lacked consistency, been used to fund infrastructure unrelated to the development area, and remained entirely at the discretion of councils.

"This has led to unpredictable and, at times, unjustifiable costs for developers and, ultimately, home buyers," Freeman says.

The Property Council has been a vocal proponent of an independent regulator to oversee development contribution fees in an attempt to ensure greater consistency in the process.

"We're encouraged that the new system aims to ensure development contributions are dedicated to infrastructure spending related to the area being developed.

"In the past, we've seen fees collected in Drury used to fund projects like the Devonport Library — an approach that simply doesn't add up."

Looking ahead, Freeman expressed cautious optimism about the potential of the new system, should it adhere to core principles.

"If the new system upholds principles of consistent pricing, accountability, and a standardised methodology nationwide under the new regulator, we can look to the future with cautious confidence.

"This reform is an important step towards creating a more sustainable and transparent approach to development in New Zealand," Freeman says.

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Is your home truly secure?

Explore the benefits of Yale Smart Locks.

While attitudes towards home security may still vary, the trend is increasingly leaning towards greater security consciousness and adopting advanced security technologies to protect homes and provide peace of mind.

Yale Smart Locks are a trusted solution for home owners in New Zealand.

They integrate robust mechanical security with modern convenience through the Yale Home App.

Among the range of Yale Smart Locks, the Unity Slim Smart Lock stands out as a game-changer, specifically designed for New Zealand homes.

The lock is tailored for New Zealand's narrow aluminium profile doors, making it an ideal choice for many homes.

Its slim design ensures a seamless fit, enhancing the aesthetic appeal of hinged

doors without compromising on security.

One of the standout features of the Unity Slim Smart Lock is its versatility.

It comes in any colour with optional handle styles, and it is compatible with different mortice lock backsets, from 30mm to 60mm, allowing it to be used on front doors, back doors, or any external entry-hinged door.

Seamless pairing

Additionally, it pairs seamlessly with the Induro 4-Point mortice lock, offering an extra layer of security.

When the handle is lifted, shootbolts extend into the door frame at the head and sill, while at the centre of the door, the latch locks and a deadbolt is engaged and secured, making it significantly more resistant to forced entry.

And with it being keyless, you don't need to use a key to lock the door after lifting the handle — it's all secured in one smooth motion.

The Yale Home App further enhances the functionality of Yale Smart Locks.

Control locks remotely

The app allows home owners to control their locks remotely, providing peace of mind — whether they are at home or away.

With the app, you can lock and unlock your doors, monitor access, and receive notifications when someone enters or exits the house.

This level of control and convenience is unmatched, making the Yale Home App, along with the Unity Slim Smart Lock, a must-have for truly secure modern living.



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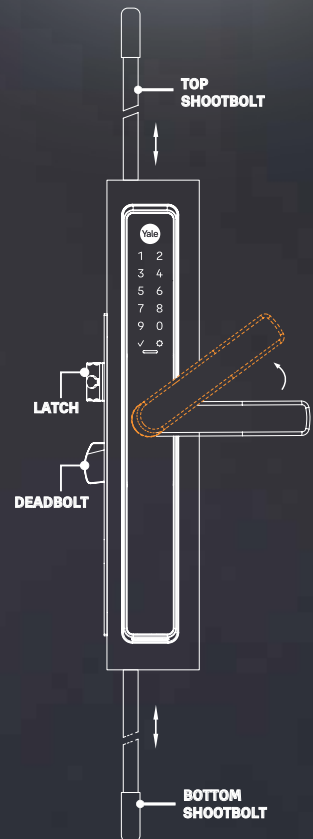
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Total control
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The Centro range — a new era of lever furniture

To continue its tradition of innovation, GD Rutter has introduced a brand-new product line under the Sylvan brand — the Sylvan Centro range of lever furniture.

This new range is set to elevate the Sylvan collection, combining modern design aesthetics with enhanced functionality.

The Centro range includes six sleek and sophisticated shapes, each designed with style and durability in mind.

What sets the Centro range apart is not just its design, but also the flexibility it offers.

The new range is available in three distinct models, catering to a variety of residential and commercial needs.

Whether you're outfitting a home, office or retail space, the Centro range delivers an array of options to suit any design scheme.

New finishes and functionality for a versatile solution

The range comes in two stunning new finishes — Black and Graphite — that provide a contemporary twist on traditional lever furniture, alongside the ever-popular Satin Nickel-plated finish.

These finishes are perfect for modern and industrial interior designs, adding a touch of sophistication and boldness to any door.

In addition to the stylish finishes, the Centro range offers many functional configurations to ensure versatility for a variety of uses.

The passage and privacy sets come complete with a tubular 60mm backset latch, making installation a breeze while ensuring long-lasting performance.

These sets are designed to meet the



The Sylvan Centro range of lever furniture.

highest standards of quality, providing reliable operation for years to come.

The passage function is ideal for doors that do not require locking, such as hallway or closet doors, while the privacy function is perfect for bedrooms and bathrooms where privacy is key.

The dummy trim function, designed for decorative purposes or doors without

a latch, offers a seamless option for completing a room's aesthetic.

Whether you're outfitting a home renovation project or working on new builds, the Centro range offers all the functionality you need, with a sleek, modern design that is sure to impress.

For more information, visit www.sylvan.co.nz or call 09 444 5359.

Unlock the future of security

Experience the next level of convenience and security with Sylvan's extensive range of smart door hardware.

From smart lever sets and deadbolts to smart cylinders and keyboxes, it has everything needed to safeguard the home or business with cutting-edge technology.

Key features include:

- App control: Manage locks remotely using the intuitive TTlock app.
- Multiple access options: Unlock with Bluetooth, passcodes (up to 150), smart cards (up to 200), or mechanical keys (two supplied).
- Emergency access: USB-C port for charging if batteries run

low while you're away.

- Remote access: With the Sylvan Smart Gateway, you can unlock your doors from anywhere in the world using Wi-Fi (2.4 GHz network) and Bluetooth.
- Fingerprint access: Available on selected models such as the SL40E, SL36E, SL41E and the new SL45E smart keybox (up to 200) for added security and convenience.

Don't compromise on safety or ease of use — choose Sylvan Architectural Door Hardware for a smarter, more secure future. For more information, visit www.sylvan.co.nz or call 09 444 5359.

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Key



App



Smart Hub*



SL41E.B

Features

- Digital smart entrance lock suitable for residential use
- For Wooden and Aluminium doors
- Supplied with 60mm backset mortice lock
- Door thickness 35-60mm
- IP55 rated
- Data capacity: Fingerprint: 200, Password: 150, Card: 200
- Working Voltage: 6V/4x AA Batteries
- Built-in panic exit system allows fast egress in emergency.
- Hidden key override
- Finish: Black, Silver



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SL40E.B



SL40E.B



SCL1



SL45E



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A passion for 'relieving that admin burden'

Mrs Tradie first came to the attention of Building Today in June last year when placing a full page advertisement that proclaimed in huge bold lettering: "I saved my marriage by getting a new Mrs*".

Nothing like making an eye-catching splash in a national trade magazine then!

BT editor Andrew Darlington caught up with Mrs Tradie Founder and Chief Office Lady Extraordinaire Max Collins, and found out more about her business philosophy and background.

BT: Hi Max. You certainly announced your company in eye-catching style in Building Today almost a year ago now. Can you tell me how your remote admin support company has been received in the construction sector in that time, and why you targeted that industry in the first place?

Mrs T: It's hard not to be attracted to the construction sector. It is filled with positive, down to earth, relatable grafters. The plan was to come up with a concept to relieve their admin burden — let's face it, there are not a lot of people/companies in the industry loving the admin and compliance side as much as I do!

I'm a bit of an amateur renovator myself, so have been exposed to the "yeah, I will get the invoice out to you shortly, sorry been busy", and the "Wendy only works one day a week so your query will have to wait until Wednesday".

I wanted to come up with a concept which would have admin processed in real time so cashflow was consistent, and wanted to offer part-time assistance on tap when needed. Here we are, and Mrs Tradie Office Lady is that solution — proven now as we have clients dotted all over the country.

BT: Can you briefly summarise your own career history, and how, when and why you came to eventually establish Mrs Tradie?

Mrs T: Admin has been my only career trade. Even when we were self-employed in the agricultural industry working with international investment companies, my role was doing the admin. We trialed the concept free on a local contractor. He told a friend, who told a cousin and here we are.

Admin is a broad and complex speciality now — encompassing compliance, project management and accounting platforms with remote access to almost any platform — and it has become a lot more interesting lately with the technology on offer.

What we can offer assistance with now by far surpasses what I ever dreamt this company could do.

BT: What do you look for when taking on staff for Mrs Tradie? What specific



attributes must a prospective Office Lady Extraordinaire possess?

Mrs T: I cannot fault the team here at Mrs Tradie Office Lady. When looking for staff I refer back to the business values. We need to be relatable, reliable, honest, empathetic, and have no opinions.

Our job is to build a relationship with the client — they need to know they can rely on us. Our job is to be the best part-time office lady anyone could possibly have.

Staff need to have the right personality. This works for me — hand on heart, I could ask any one of the team here to assist with a situation and know they would not disappoint. It is a pleasure to work with this team — every day I find them inspiring.

BT: What benefits/kudos have you found from being an RMBA associate member?

Mrs T: The RMBA offers an empowering and supportive environment. They understand the importance of a strong administration foundation to enable

success within business.

We are fortunate enough to have clients on the books that were last year awarded regional awards in the RMBA House of the Year competition, and also a category finalist awarded at the national awards night.

A bonus is attending the golf days and having a bit of banter with current and potential clients. This has been a positive and rewarding move for us. We are the only administration company in New Zealand that has been approved as an RMBA associate member.

BT: What short and long-term goals do you have for the company, and do you have plans to branch out into other industry sectors?

Mrs T: We have strong foundations, and the model is clearly working with all the detailed processes and systems we have in place. Yes, the plan is to continue to grow as a business and relieve that admin burden for as many businesses as we can.

We have a variety of clients — some working for themselves, right through to those with 40+ staff. We help them in any way that suits them.

Although trade and construction makes up a large proportion of our business, we also have a strong agricultural business base, and work with a lot of professional and retail businesses also.

The business is here to assist anyone with any kind of administration requirements. I really just want to be able to remove that mental and admin burden from people.

In my opinion, admin is underrated on the ladder of success.

Mrs Tradie — some random facts to know ...

- Remote part-time admin/office lady assistance. Only pay for the hours you use each month.
- Each client is allocated their own specialised Mrs Tradie Office Lady Extraordinaire. A back-up Tradie Lady is also allocated so there's no need to train another admin person ever again. The client's work is tended to at all times that they need help.
- Professional, relatable – and available nationwide.
- The largest Office Lady company in the country.

- The only administration company in New Zealand that has been approved by the RMBA as an associate member.

And the final word from Max herself: We are here and available for when clients undergo positive (or negative!) life changes — as life does. Our processes are simplistic and practical, so we can send our specialist help when there is, for example, another baby on the way, or the admin person leaves, or when tragedy strikes. No situation is too difficult for us to handle.

Build smarter with TreadTech aluminium deck framing

When it comes to deck building, speed, durability, and precision can make or break a project. That's where TreadTech by UNEX Systems can help.

Designed in New Zealand with more than 40 years of engineering expertise, TreadTech is a game-changer for decks, balconies, pools, and rooftops.

Combining height-adjustable pedestals with a robust aluminium subframe, it's the smart choice for builders who want to deliver quality while saving time and costs.

Build anywhere, build better

Every project is different, and TreadTech is built with versatility in mind. It accommodates deck heights from 23mm to 785mm, making it ideal for everything from low-profile decks to elevated rooftop spaces.

Uneven ground or sloped terrain? No problem. TreadTech's adjustable pedestals come with slope correction, so builders can achieve a perfectly level surface every time.

Whether you're working on a residential backyard or a large-scale commercial site, this system adapts to your needs.

Say goodbye to maintenance hassles

TreadTech's aluminium subframe is built to last. Unlike timber, which can warp, rot, or require ongoing maintenance, aluminium resists corrosion and stands up to the elements. This means you can offer your clients a durable and low-maintenance solution.

Install fast, save time

Speed is everything on-site, and TreadTech makes life easier with its simple, welding-free installation. The components are quick to assemble, helping to reduce labour time and getting the job done faster.

The wide base of the pedestals spreads the load evenly, ensuring a stable and secure deck structure without the hassle.

Confidence in compliance

As a builder, you need solutions that tick every compliance box. TreadTech meets the New Zealand Building Code, and UNEX Systems back this up with DWG files, Producer Statements (PS1), and expert support from its team of engineers and CAD technicians.

You can count on TreadTech to simplify the technical side of your project while helping you deliver top-notch results.

Get ready for summer

With warmer weather having arrived, now's the time to start those outdoor projects. TreadTech is available nationwide through UNEX



Systems or your local Bunnings Trade/special orders store. It's the durable, reliable deck framing system that builders can trust to deliver performance and value.

To learn more, visit www.treadtech.nz, or contact their team for a free quote.

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Smart keybox the ultimate in key security

The Sylvan SL45E.B Smart Keybox is the ultimate solution for keeping keys secure, and is easily accessible outside homes, gates or buildings.

This electronic smart keybox boasts a large internal capacity, perfect for storing multiple keys.

With an IP65 rating, it is designed to withstand the elements, making it suitable for use on external walls, gates and doors.

Whether you're a real estate agent, an Airbnb host, or simply someone who needs quick and convenient access to keys, this product is the perfect choice for you.

Easy to install and offering a high level of security, this key box is a must-have for anyone who values convenience and peace of mind.

Say goodbye to fumbling for keys — with the Smart Keybox, access is just a code away.

Features include:

- This smart keybox can be wall-mounted or mounted with a shackle (fixing screws and shackle are included).
- Large internal box capacity for storing keys or access cards.
- Solid alloy construction.
- Auto locking after a few seconds.
- IP65 rated (Note: Must not be left open to the weather as not waterproof on the inside, and if damaged will void warranty).
- This keybox can be opened via keypad, tag or disc, App, fingerprint or key.
- Weather protection UV-stabilised protective cover.



- Hidden key override and USB Type C power pack emergency power port.
- TT App for programming of the keybox.
- Data capacity Passcode 250, Card 1000, Fingerprint 100.
- Working voltage 6V 4 x AAA batteries, not included. Please note: Energizer Max batteries are recommended for all Sylvan Smart devices.
- Includes 2 x mechanical keys and 2 x IC Cards.
- Two-year warranty.
- Finish: Black.

WIN!



We've got another great prize to give away to the lucky winner of this month's Building Today Trivia Question — a Sylvan Smart Keybox worth

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Visit www.buildingtoday.co.nz, hit the Competitions link and correctly answer the Building Today Trivia Question to go into the draw to win this fantastic prize!

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Congratulations go to Peter Murray of Balclutha who won a BuildPro tool belt worth \$245 in last month's prize draw.

Five 'generations' of flooring talent lay the path for each other

Training apprentices "one of the strengths of our business".

For many experienced professionals, taking on apprentices is about more than growing their business — it's about ensuring the trade has a strong future.

Take it from BCITO director Greg Durkin, who laid the underlay for four "generations" of flooring professionals — each building on what they learned and passing it on.

Lew Thompson's journey in the industry began in 1983 when he left school to start a flooring apprenticeship with Barry Wilkinson and Durkin at Superior Flooring.

"I loved my apprenticeship," Thompson recalls.

"Greg was an awesome mentor and boss. He taught me a great work ethic and always explained things clearly, making sure I understood what to do, and why it needed to be done that way."

Thompson's early experiences under Durkin's mentorship set the foundation for a successful career that has spanned decades, and which saw Thompson taking on his own first apprentice in 1993.

Since then, his Creative Flooring company has laid out the welcome mat for numerous young professionals.

"Training apprentices has been one of the strengths of our business over the past 35 years. It's important because they are the future of our trade. Without apprentices, we don't have tradespeople," Thompson continues.

His second apprentice, Sean Griggs, ended up becoming his business partner, and played a crucial role in training the next generation of apprentices, including Nick Williams.

"Sean was patient, helpful and knowledgeable, while Lew always pushed me to be better," Williams says.

"That meant I was learning from two people who really understood what it took to be successful in the industry," Williams explains.

Under Thompson's guidance, Williams continued to learn beyond his formal training, eventually becoming a contractor and later taking on his own apprentice with the support of his mentors.

Big responsibility

"Having an apprentice was scary at first. It was my third year in business, and being young myself, it was a big responsibility,"



From left: Lew Thompson, Sean Griggs, Nick Williams, and Logan Dear. Inset: Greg Durkin.

Williams says.

"Having Lew's support helped hugely. Lew, being a boss, taught me how to be a boss. He passed on essential lessons about dealing with employees, clients, and problem-solving, which helped me a lot as I moved forward and went out on my own."

His own apprentice, Logan Dear, is grateful for the collected wisdom and advice he received during his training.

"Nick never shied away from answering any questions. He was always willing to show me things and let me try them out for myself," Dear says.

"One of the key lessons I learned from him was that it's not a mistake if you can fix it. That ability to adapt and find solutions is crucial in this trade."

Now an experienced installer himself, working alongside Williams, Griggs and Thompson at Lew's Creative Flooring, Dear is considering taking on an apprentice as well in the future.

"I'd definitely be keen to take on an apprentice. I enjoy passing on knowledge and showing others what has worked for me."

Having three "generations" working together in one firm also showcases how great mentor relationships can lead to lasting partnerships.

To this day, Durkin remains in touch with his former apprentice

Thompson.

While he no longer has his own apprentices, he's proud of being able to provide a voice for those in the industry.

"My role at the BCITO is all about hearing from employers and learners about their experiences, and encouraging future learners to start an apprenticeship to ensure the cycle continues," Durkin says.

Williams had a similar message to industry personnel: "You have to pass on the skillset you've been taught. The industry needs people to be trained, and if we don't take on apprentices, it'll be harder to find skilled installers in the future. We need to support and help our own industry."

New Zealand needs more people to upskill and grow their knowledge to create much-needed quality homes and infrastructure.

The BCITO has the resources and support systems in place to ensure everyone can enhance and refine their skills.

To learn more, head to <https://bcito.org.nz>.

How to close more deals and avoid competing on price to win work (even in a tight market)



Introducing a new Building Today column where The Professional Builder founder/chief executive Martin Amos provides readers with tips on how to build a successful building business. This month: The 10-step sales process to help you close more deals.

Being a skilled builder is not enough to guarantee success in the building industry.

To run a successful business, you need to master various aspects beyond delivering quality work on time and within budget.

Areas such as cashflow management, estimating, sales, marketing, hiring, negotiating, and dealing with clients and subcontractors are all crucial.

However, one key system can significantly impact your success — your sales process.

A structured sales process, combined with effective marketing, makes securing deals much easier.

Without one, you may have to rely on effort and charm alone to win contracts.

Below is a 10-step sales process to help you close more deals, while avoiding the trap of competing solely on price.

1 Qualifying questionnaire

Start with three to five questions for potential clients to answer, qualifying themselves. This can be done via an automated link.

One effective question is: “What makes you want to complete this project now?”

Quality clients usually give thoughtful, detailed responses, while less serious ones provide brief answers, which helps filter out less likely leads.

2 Triage call

Follow up with a phone call as soon as possible, ideally on the same day. This prompt contact sets a professional tone and shows the client that their project is important.

During the call, you can further qualify the lead and decide if a site visit is appropriate, or if the client should be referred to another professional.

Ensure these calls are made in a quiet environment where you can focus and take notes.

3 Physical information pack

Sending a physical “WOW Pack” before the site visit can make a huge difference.

When the home owner receives this pack, they’ll likely be impressed and better prepared for your visit.

This helps turn them from a cold lead into a pre-sold client, ready to be convinced further.

4 Site visit

Arrive fully prepared for the site visit. Use sales tools such as a home owner selections checklist, a meeting agenda, and notes from the triage call to stay organised.

This is your opportunity to build rapport and to discuss the project in detail with the home owner.

5 Sell your preliminary service

At the end of the site visit, clarify the next steps. Do they need plans, an estimate, a detailed quote, or an engineering report?

Bundling these services with consultation, project management, and support is often a good strategy.

Some builders charge for this initial stage, offering what’s known as a “preliminary service agreement” or a “dreams to reality package”. Charging for this service depends on your confidence and deal flow.

6 Pricing for profit

Pricing for profit is a vital part of the sales process. Your pricing structure must support the long-term sustainability of your business.

While this topic warrants more detail, it’s important to remember that pricing should never be an afterthought.

7 The “Keep warm sequence”

While preparing the quote, maintain communication with the home owner through a “keep warm sequence”. Introduce them to your process, previous projects, team members, and preferred partners.

Educating the home owner about your company’s value reduces the risk of losing them to a competitor offering a lower price.

This sequence keeps the client engaged and helps build trust.

8 Quote as an action plan

Instead of sending a lengthy, itemised quote, present your quote as an action plan. It should outline how your company will successfully complete the project, and should address five key concerns — timeline, budget, trustworthiness, quality, and communication.

Framing the quote this way positions you as a problem-solver, not just a contractor.

9 In-person sales meeting

Always present your quote in person. This allows you to explain the project details, address any concerns, and emphasise why your proposal stands out. Meeting in person also helps avoid direct comparisons with other quotes, especially if competitors focus solely on price.

10 Contract signing checklist

Ensure everything is in order before the contract is signed. This includes administrative tasks, assigning roles, and introducing the build team. A smooth contract signing process leaves a positive impression and sets the tone for a successful project.

This 10-step process is not exhaustive but provides a strong foundation for auditing and improving your sales approach. Review the stages you excel in and identify areas where leads may slip through the cracks.

In a competitive market, especially in the residential sector, a structured sales process supported by marketing can significantly increase your chances of winning more work without lowering your prices to compete.

- The Professional Builder is dedicated to helping builders run successful businesses by improving confidence and equipping them with the necessary skills and systems to become great leaders.

- 2025 TPB Growth Summit — see ad, page 9.

Recurring issues with Early Contractor Involvement and their mitigation strategies

Early Contractor Involvement (ECI) is a procurement strategy where contractors are engaged in the early stages of a project's planning and design. When implemented correctly, ECI can improve project outcomes by fostering collaboration, and reducing cost and time overruns. ECI presents well on paper but, in practice, it is hindered by common recurring issues. Jordan Ropati (Principal) and Wes Gaarkeuken (Lawyer) of Greenwood Roche explore five common issues, their potential consequences and possible mitigation strategies.

Common issue 1: Lack of clear objectives for ECI

When a client does not have a clear grasp of their objectives, engaging in ECI can lead to wasted time, increased costs, and a loss of competitive tension if ECI is not suitable for the project.

Without clear objectives to measure performance against, the client will have difficulty in assessing whether the ECI is uncovering opportunities or identifying risks.

ECI is generally best suited for large and complex projects or medium to high-risk projects, ie, projects where risk is difficult to fully quantify and innovative approaches are needed.

Clients, as a starting point, should engage experienced project and procurement advisors to help determine whether ECI is appropriate for the particular project.

Common issue 2: Contractor-controlled due diligence

A second common issue we see is when clients let contractors determine the scope of their due diligence, while labouring under the pretence that the ECI agreement itself will protect against time and cost claims based under unforeseeable conditions or issues under the construction contract.

The reality is that contractors may conduct minimal investigations due to budget constraints on ECI fees or time limits imposed on due diligence.

The result is that critical project risks may fall outside of the due diligence required under the ECI engagement and scope for contractors to submit variation claims based on unforeseen conditions remains.

Clients can mitigate this risk by actively engaging on the ECI due diligence scope with the contractor. While not always popular with contractors, we typically find robust ECI risk transfer clauses are good conversation starters for what the ECI does and does not cover.



Jordan Ropati



Wes Gaarkeuken

appoint a contractor on unfavourable commercial terms due to a lack of alternatives.

This risk can be mitigated by the ECI imposing requirements on the contractor to submit updated cost estimates at each design stage (or other agreed intervals). This enables the client to keep track

Common issue 3: Limited engagement with key subcontractors

In our experience, another common issue is that specialist design and interface issues emerge too late in the project, requiring design revisions which delay the project and result in clients incurring additional costs and, potentially, suffering delay losses.

In our experience, this risk can be mitigated by procuring the input from key specialist subcontractors during the ECI phase.

This engagement obviously needs to be balanced against the likelihood of the relevant subcontractor being actually engaged by the main contractor, and the impact it could have on competitive tension with other potential subcontractors.

Common issue 4: Unexpected cost and schedule changes

Contractors will sometimes submit final pricing proposals under the ECI agreement that significantly differ from initial estimates provided during the ECI process, reducing clients' ability to maintain competitive tension.

In our experience, this is not always an intentional outcome sought by contractors but arises out of frequently changing circumstances across the duration of the ECI process, which may be understandable to the client but, nevertheless, are an unwelcome surprise.

This can lead to pricing exceeding the budget, making the project unviable or clients being compelled to

of costs against the project budgets.

This additional reporting service usually comes with additional costs, so clients will need to weigh these costs against the benefits it generates.

Common issue 5: Contractor withdrawal or unacceptable proposals

In some cases contractors may opt not to proceed with the construction phase or submit proposals which are commercially unviable. The client could face project delays by restarting the procurement processes and the associated costs of doing so.

Regular client engagement with the contractor will help to identify any issues early on, and will avoid the client being blindsided.

For high-risk projects (or projects requiring a reasonable amount of contractor innovation), as an alternative to ECI, clients could consider engaging the contractor at an early design stage under a design and build (D&B) contract, on a target cost or GMP basis (which is potentially convertible to fixed price lump sum or terminable by the client at the end of the design phase).

This commits the contractor from an early stage (ie, no walk away ability as with ECI), and addresses a number of the design interface issues which ECI seeks to resolve.

The downside is that this approach is not suited to most projects, and there are very few contractors that can work with this model in New Zealand.

• To find out more about the ECI model email jropati@greenwoodroche.com.

Barriers to on and off-site waste management

The Environmental Innovation Centre (EIC) explains how the building sector can help New Zealand meet its ambitious net zero greenhouse gas emissions by 2050.

New Zealand has set an ambitious target to achieve net zero greenhouse gas emissions by 2050 (excluding methane from agriculture) — and Auckland Council has set a goal of zero waste sent to landfills by 2040.

With construction and demolition waste accounting for about half of all waste sent to landfills, and around 40% of Auckland's waste, the building sector has a crucial role to play in meeting the above goals.

Managing plastic waste on construction sites can be tricky. Throughout our research, we've found several factors that influence recycling and reusing construction plastic waste.

These insights came from talking to construction workers and managers, running surveys, observing site practices, and seeing how much plastic was actually recycled or reused.

Off-site barriers

Some waste management challenges are outside the control of site workers and managers, making them harder to address directly.

The main barriers we have identified are the lack of recycling capacity within New Zealand, a lack of transport options for waste (from site to waste/recycling operators), and a lack of regulation around creating and implementing waste management plans.

These off-site barriers all require support from the government to drive change and facilitate better waste management in this country.

On-site barriers

Two main categories that impact how construction sites manage waste are logistical factors (space and set-up) and social/cultural factors (awareness and staff engagement). These factors often overlap, affecting the success of waste management.

Logistical factors

1 Waste station set-up

Clear, designated areas for waste sorting make a big difference. Ensure your bins or bags are clearly labelled. Having covers for them also helps to prevent contamination by rain, soil or food.

If your site has multiple storeys, consider setting up bags/bins on upper floors to make waste sorting easier for your staff.

Contact your local council to request recycling bins for staff drink bottles and plastic containers as this will help to keep



Barriers to construction waste management — on and off site.

these out of your construction plastic bins/bags.

2 Space limitations

Construction sites often struggle with a lack of space for sorting and storing waste. However, you can keep your waste set-ups relatively small — a small station is better than no station.

Opt for bulk bags for plastic waste, which can be moved around, moved indoors, or removed when not needed. You can aim to target certain waste types when large amounts of that waste are being generated (eg, polystyrene waste — insulation pods or packaging waste).

3 Keeping waste management simple

Waste separation on-site is still relatively uncommon, and many staff may not have experience with it.

Start by making waste management as simple as possible by focusing on only a few key waste types.

This gives time for your team to adapt and become accustomed to waste separation on site before you expand to more/different waste types.

4 Plan ahead

One of the biggest headaches on construction sites is having piles of waste bags or bins taking up space.

To avoid this, plan ahead and ensure you have a waste or recycling operator ready to pick up waste as soon as bins are full.

This not only keeps the site tidy but also helps prevent waste contamination, and ensures recyclable materials are handled properly.

We have noticed that waste management on site often slips in the final stages of the project.

With everyone rushing to finish the project, it's easy for waste separation to be overlooked.

To avoid this, consider assigning an extra waste leader to keep the team on track.

You can also make it easier for your staff by setting up bags for clean packaging waste indoors, so they're always within reach.

Keeping waste management a priority up to a project's completion helps avoid clean-up at the end, and ensures more waste is diverted from landfills.

Social factors

1 Awareness and education

Ensure your site team knows which waste types need to be sorted and, importantly, why it matters.

Discuss waste management during toolbox talks to keep new staff in the loop and to maintain good waste sorting practices.

You can use the free training videos on the Waste Hub web site to train your team — www.wastehub.co.nz.

2 Management involvement

Having site management on board is key to successful on-site waste management. Assign a dedicated waste manager or waste leader to take charge of overseeing the programme.

Their role will be to regularly check the bins, ensure waste is properly sorted, and to ensure it gets to the right place once bins or bags are full.

3 Staff engagement

Simple incentives such as rewards for engagement, or using any revenue generated from recycling materials (eg, scrap metal) to buy food or drinks for staff can encourage participation.

Regular talks about the waste programme and the site's processes are also a great way to keep the team engaged and to maintain waste sorting practices.

• Your feedback is important, so let us know if you have any other questions or if there's any other helpful information you'd like to see added to the WasteHub. We would love to hear from you. Please contact: ta@environmental-innovation.nz

Building Consents Information

For all authorisations, January 2025

| | | | |
|-----------------------|-----------------|-----------------------------|------------------------|
| Dwellings | \$1,177,526,505 | Total All Buildings | \$1,771,672,665 |
| Domestic Outbuildings | \$13,498,536 | Non-building Construction | \$48,279,122 |
| Total Residential | \$1,191,025,041 | | |
| Non-residential | \$580,647,624 | Total Authorisations | \$1,819,951,787 |

Number of new dwellings consented

| | Jan 2025 | Dec 2024 | Jan 2024 | | Jan 2025 | Dec 2024 | Jan 2024 |
|--------------------------------|----------|----------|----------|---------------------------|-------------|-------------|-------------|
| Far North District | 11 | 7 | 15 | Palmerston North City | 33 | 29 | 61 |
| Whangarei District | 27 | 24 | 42 | Tararua District | 1 | 2 | 8 |
| Kaipara District | 3 | 7 | 1 | Horowhenua District | 25 | 11 | 40 |
| Rodney District | 28 | 38 | 47 | Kapiti Coast District | 9 | 45 | 16 |
| North Shore/Albany Wards | 168 | 127 | 160 | Porirua City | 5 | 9 | 4 |
| Waitakere Ward | 84 | 70 | 143 | Upper Hutt City | 38 | 11 | 5 |
| Auckland Wards | 206 | 465 | 198 | Lower Hutt City | 56 | 55 | 22 |
| Manukau/Howick Wards | 218 | 154 | 171 | Wellington City | 11 | 14 | 26 |
| Manurewa-Papakura Ward | 104 | 61 | 116 | Masterton District | 6 | 10 | 28 |
| Franklin Ward | 59 | 37 | 50 | Carterton District | 4 | 7 | 4 |
| Thames-Coromandel District | 13 | 14 | 4 | South Wairarapa District | 2 | 3 | 5 |
| Hauraki District | 2 | 2 | 3 | Tasman District | 15 | 16 | 11 |
| Waikato District | 36 | 38 | 52 | Nelson City | 21 | 11 | 8 |
| Matamata-Piako District | 16 | 18 | 4 | Marlborough District | 13 | 6 | 35 |
| Hamilton City | 52 | 68 | 28 | Kaikoura District | 6 | 3 | 6 |
| Waipa District | 22 | 34 | 29 | Buller District | 3 | 4 | 5 |
| Otorohanga District | 2 | 3 | 1 | Grey District | 6 | 9 | 3 |
| South Waikato District | 1 | 0 | 3 | Westland District | 0 | 11 | 0 |
| Waitomo District | 0 | 2 | 0 | Hurunui District | 10 | 10 | 9 |
| Taupo District | 25 | 19 | 9 | Waimakariri District | 57 | 46 | 54 |
| Western Bay of Plenty District | 30 | 24 | 13 | Christchurch City | 177 | 349 | 184 |
| Tauranga City | 41 | 28 | 28 | Selwyn District | 134 | 107 | 52 |
| Rotorua District | 27 | 51 | 22 | Ashburton District | 16 | 18 | 19 |
| Whakatane District | 6 | 15 | 2 | Timaru District | 9 | 14 | 5 |
| Opotiki District | 1 | 3 | 2 | Mackenzie District | 9 | 4 | 3 |
| Gisborne District | 17 | 24 | 7 | Waimate District | 2 | 3 | 1 |
| Hastings District | 16 | 29 | 30 | Waitaki District | 5 | 4 | 3 |
| Napier City | 17 | 34 | 12 | Central Otago District | 23 | 33 | 18 |
| Central Hawke's Bay District | 5 | 2 | 5 | Queenstown-Lakes District | 116 | 120 | 58 |
| New Plymouth District | 37 | 26 | 17 | Dunedin City | 44 | 27 | 31 |
| Stratford District | 4 | 3 | 1 | Clutha District | 1 | 2 | 2 |
| South Taranaki District | 6 | 5 | 2 | Southland District | 6 | 13 | 8 |
| Ruapehu District | 0 | 2 | 2 | Gore | 2 | 1 | 1 |
| Whanganui District | 14 | 10 | 13 | Invercargill City | 12 | 9 | 14 |
| Rangitikei District | 1 | 2 | 2 | Area Outside TA | 0 | 0 | 0 |
| Manawatu District | 12 | 5 | 8 | Total | 2203 | 2478 | 1991 |

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150
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