

THE TRADIE

NEW ZEALAND

NEW ZEALAND'S GREATEST SMOKO TOOL

BIG BOYS TOYS

BE INTO WIN TICKETS!!

ALSO IN THIS ISSUE

2019 NAWIC
Excellence Awards
Christmas Insurance
check list
Get your **FREE**
Tradie underwear



FREE
TAKE ME HOME

... ❖ **MONSTER ENERGY S-X**
THE BIGGEST SUPERCROSS EVENT TO HIT NEW ZEALAND'S SHORES

Nail a Great Career

A Crest PropertyCare franchise is an ideal hands-on business

Crest PropertyCare teams provide caretaking services to building owners, looking after their grounds, outdoor areas and doing simple maintenance duties. The business is part of the nationwide commercial cleaning company CrestClean.

Contracts are organised by CrestClean, and the franchisee is supported to ensure that the job is performed safely and the customer is happy.

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- ✓ Low cost start-up
- ✓ Franchisees are paid twice per month
- ✓ Guaranteed regular income

“Mike says every day is different with his Crest PropertyCare franchise and it has given him a lifestyle that would be the envy of many.”

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Read Mike’s full story at: crest.co.nz/mikes-story

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TAKERS

THE TRADIE

NEW ZEALAND'S GREATEST SMOKO TOOL

NEW ZEALAND



WELCOME TO ISSUE 15

Not long to Christmas and of course summer is just around the corner.

In this issue we have loads of giveaways – double passes to BIG BOYS TOYS and MONSTER ENERGY S-X and Tradie underwear. Check out pages 9, 24 & 27!

We also like to congratulate all the Women in Construction winners who celebrated their achievements so check out page 6!

We also have given you a Christmas insurance check list, so you don't get caught short before the festive season.

We also have two new sections in Tradie this issue – Holiday Guide and a Tradie Directory for those wishing to advertise in Tradie.

Our next issue will be out early January and we hope you enjoy the Christmas festive season and keep safe through the holiday period.

Thanks for reading Tradie and we will see you in 2020!

Merry Christmas from all of us here!

Jo May

Editor



GET ONLINE WITH THE
TRADIE



THE TRADIE NZ

Now in Digital
<https://tradie.partica.online/>

WWW.TRADIENZ.CO.NZ

CONTENTS



26. MONSTER ENERGY S-X
Auckland

GIVEAWAY

WIN
1 OF 10 PAIRS
OF TRADIE
UNDERWEAR

24.



Nuts & Bolts	4	Legal	19
Whats on: Sports	5	Safety	20
Women in Construction	6	Holiday Guide	21
Apprenticeships	7	Tradie Lifestyle Directory	23
Big Boys Toys	8	Shameless Plugs/	25
Education	10	App Attack	
Home and Interiors	12	Puzzle/Jokes	30
Insurance	14		
Franchises	16		

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NUTS & BOLTS

EVENTS, SPORT AND RANDOM STUFF

MOVEMBER.COM

Movember is the leading charity changing the face of men's health. Movember raises funds that deliver innovative, breakthrough research and support programs that enable men to live happier, healthier and longer lives.

The seed of an idea first sprouted over a few beers in Melbourne 2003, when two mates challenged each other to grow a moustache for the duration of November. Recruiting the support of 30 loyal friends, together they experienced a month of inquisitive conversation as a result of their newly acquired facial hair, and the power of the Mo as a conversation starter and awareness raiser was realised.

New Zealand was the second country to officially join the hairy movement, with Movember Mo's first grown here in 2006.

Register online at movember.com. Starting clean-shaven on November 1st, Mo Bros donate their top lip for 30 days by growing a moustache to raise funds and start conversations about men's health.



Karapoti Classic Mountain Bike Race

The 2020 Gazley ŠKODA Karapoti Classic is scheduled for Saturday 29th February and will celebrate the 35th anniversary of what is the Southern Hemisphere's longest running mountain bike event. Entries are now open at www.karapoti.kiwi.



Bay of Islands Music Festival 25-26 January 2020

Just in case you missed it, the **Bay Of Islands Music Festival** just got a whole lot bigger, announcing one of the most epic festival line-ups in the country. SHAGGY, TOOTS & THE MAYTALS, THE BLACK SEEDS, OTIUM and DJ BIG G on Day One. SHIHAD, BLINDSPOTT, MEL PARSONS & LATINAOTEAROA on Day Two.



DID YOU KNOW... STOP THE FLOW

Too much sugar is bad for us, but it appears to be most damaging in liquid form. Researchers, including University of Auckland staff, reviewed international evidence and concluded that sugar in drink was more likely to cause changes leading to illness such as obesity and diabetes. This was due to the quantity, concentration and speed with which sugar was metabolised when consumed as a liquid, says Dr Sundborn.



WHAT'S ON

SPORTS

CRICKET

BLACKCAPS VS ENGLAND

Friday 1 Nov, 2pm - Christchurch

Sunday 3 Nov, 2pm - Wellington

Sunday 10 Nov, 2pm - Auckland

HORSE RACING

CUP WEEK CHRISTCHURCH

9th - 16th Nov

Addington Raceway & Riccarton Park Racecourse

MARTIAL ARTS

KICKBOXING: WKN WORLD CUP

Wairau Valley Auckland

28-30 Nov

MOTORSPORT

MONSTER ENERGY S-X OPEN AUCKLAND

Mt Smart Stadium, Auckland

16th Nov

SPEED WORKS EVENTS

OPENING ROUND, CHRISTMAS CLASSIC

Pukekohe Park, Auckland

Saturday 30th Nov & Sunday 1st Dec 9am - 6pm

MULTISPORT

Big Bang Adventure Race, Kapiti/Horowhenua

Saturday 2 Nov

RUGBY LEAGUE

GB Rugby League: Lions vs NZ / Tonga vs Australia

Samoa vs Fiji

Auckland, Saturday 2nd Nov, 1.30pm - 9.30pm

GB Rugby League: Lions vs NZ / Fiji vs PNG

Christchurch, Saturday 9th Nov, 4.30pm - 10pm

TENNIS

2020 ASB Classic Auckland

6th - 18th Jan 2020

CRICKET



HORSE RACING

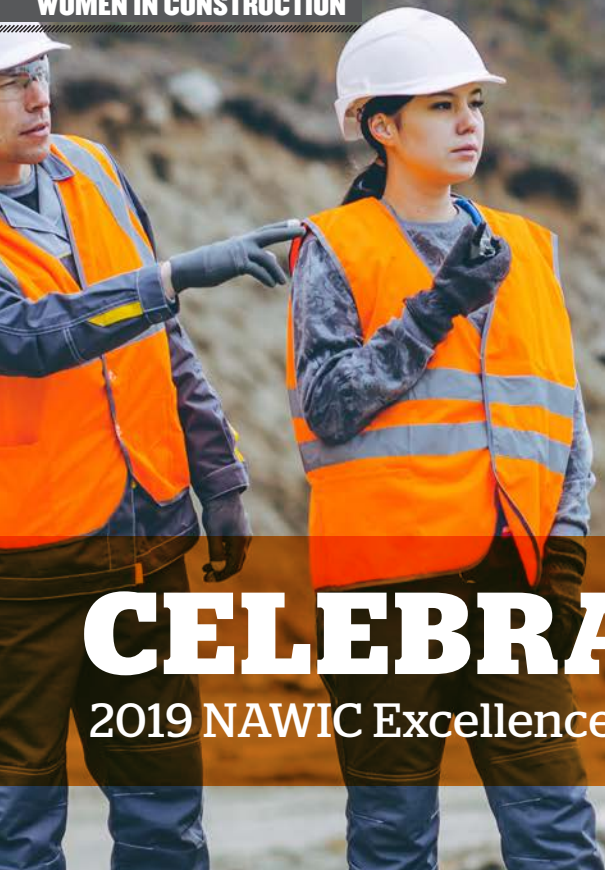


KICKBOXING



LEAGUE





CELEBRATING WOMEN

2019 NAWIC Excellence Awards, in partnership with BCITO

Beautiful views over the Waitemata Harbour to the Auckland Harbour Bridge couldn't help but make this event even more special for the 232 finalists, friends and whanau who attended the event at the Royal NZ Yacht Squadron in Auckland on Friday night, September 27th.



"The awards programme aims to celebrate and honour the achievements of women working in construction and affiliated industries," explained National Association of Women in Construction (NAWIC) President Jenny Parker. "We also recognise those organisations active in redressing the gender imbalance in the industry."

Greg Durkin of BCITO acknowledged and appreciated the efforts made by every finalist to improve their world. Their own aim is to have 10 percent of apprentices as women now, rising to 30 percent

by 2040. He pointed out that this ratio is already at 19 percent in the Painting sector, so these figures are not unreasonable in what is a thriving construction economy.

Helen Tippet's eldest daughter Victoria Quade presented NAWIC's premier award, the Helen Tippet Award and trophy to Colleen Upton, General Manager-Director of Hutt Gas and Plumbing in Lower Hutt. This is the first time a trophy has been awarded, but is something that will continue.

Of the 76 entries received, 42 finalists were selected and 12 winners were honoured at the event, as were 16 "highly commended" or "special merit" women. This represents the second-highest number of entries ever received – a number of construction companies have exited the industry since 84 entries were received in 2017. Judges were pleased to note that there has been a steady increase in entries from apprentices/students, tradeswomen and rising stars.

"This is a great chance to encourage women in their careers," said judges. "We heard their passion and dedication, modesty and humility - most thinking they were just doing their jobs. They don't realise how extraordinary they are."

NAWIC
National Association of Women in Construction

BCITO
building people

APPRENTICE UPDATE

BUILDING A NEW CAREER

Plumbing apprentice Raukawa Paama might not describe herself as a trailblazer – but she's actually smashing two stereotypes and hoping others will follow in her footsteps.

The Waikato mum is a Maori woman in an industry that's traditionally male and European.

"My daughter loves it. She's so proud and says she wants to be just like me when she grows up," Raukawa said.

It's not just her daughter that Raukawa, 30, wants to inspire. She recently told the Waikato Times about her experience to help encourage more women into the construction sector.

"If you really want to go into the industry just do it - think of your why and your reason and never give up," she said.

Raukawa, a Masterlink apprentice hosted by Hamilton's Plumbing & Gas Works, got into plumbing after trying her hand at several other careers, including a stint in the army and warehousing.

And the inspiration to try a new career came from an unlikely source – the reality TV show *Australian Survivor*.

"One of the contestants was a plumber. Her name is Aimee Stanton and her story was similar to mine. And she went from beauty therapy to plumbing. She's the reason why I chose to do plumbing," Raukawa said.

Now she's loving her new path: "I see it as an art form."

"It's a lot of hands-on work and not the same thing. You could be drainlaying one day or fitting off a bathroom in a retirement village the next. I'm learning lots and my colleagues are great. I've made some good friends.

"The best thing is building stuff... and taking pride in great quality work."

But Raukawa is very much an exception. In fact, Masterlink – which is 100% owned

by Master Plumbers – estimates Raukawa is one of only around 20 female plumbing apprentices in the country.

That's at a time when the construction industry is forecasting thousands of new jobs in the sector over the next eight years. The Building and Construction Industry Training Organisation (BCITO) estimates will need an extra 57,600 people by 2026.

The Tertiary Education Commission (TEC) is working to boost numbers of women, Maori and Pacific People in the construction industry.

"Only 11 percent of people training to work in the construction industry are women. We want to change that. There's also significantly fewer Maori and Pacific People participating in construction jobs," TEC Chief Executive Tim Fowler said.

"We're working with the construction industry to turn this around. It's expected the construction industry will continue to grow for at least the next seven years and that means there will be thousands of jobs on offer. It's an exciting career choice for school leavers from all walks of life."

Masterlink Chief Executive Greg Wallace called on employers to be more open to taking on female apprentices.

"There will always be challenges and perceptions to overcome, but more and more companies are seeing the benefits of having women on their teams," Mr Wallace said.

"Feedback from plumbing firms who have already taken on women has been very

positive.

We need to build on this success so females become the industry norm, rather than the exception."

To attract more people from all walks of life to the sector, TEC has created a construction hub on its popular careers.govt.nz website.

"We hope the career information in our construction hub will help a lot of people to consider working in the construction sector, and change people's views on, and stereotypes about, career pathways and jobs in the sector," said Mr Fowler.

In 2017, 2.5% of all school leavers went straight into construction-related qualifications/programmes, which is consistent with previous years.

The hub outlines skills needed for a construction career, how to prepare while still at school, and personal stories – even a video to help school students inform their parents of their career choice.

A career choice that Raukawa strongly encourages – even if you're not a fan of *Australian Survivor*.

The hub can be found at www.careers.govt.nz/construction



BIG BOYS TOYS



> ASB Showgrounds, Auckland
1 - 3 Nov, 10am - 6pm

New Zealand's iconic show - **Big Boys Toys** celebrates its 21st Birthday this year from 1-3 November at the ASB Showgrounds, Greenlane with some special innovation and entertainment to mark the occasion.

This year's 21st Birthday event will showcase the "latest & greatest" in products and services from the Automotive, Lifestyle and Consumer Electronics industries. The show has six halls filled with products allowing you to see, try and buy the brands you love, and uncover some new favourites.

The Driven Hall is NZ's premier automotive hall, featuring vehicles and motorcycles you can drive home to those you dream of owning. This year's supercars will again have automobile lovers in awe. They are the Ferrari Enzo – one of the greatest Ferrari's ever made, and Mad Mike's Lamborghini Nimbul, the Drift Supercar which stunned this year's Goodwood Festival of Speed in the UK.

The Electric Avenue features all things electric including the latest electric vehicles, E-Bikes, and E-Scooters, and the chance to test drive the latest EVs & E-Bikes.

The show's Lifestyle & Electronics Hall features an array of lifestyle items, high quality audio, and the latest in gaming, Virtual Reality and technology from the likes of DJI, Nintendo and Spark Sport. It includes a major Combat Robotics competition.

The Action Arena will enthral visitors of all ages with an extreme sports show. The show features the world's best FMX rider – Levi Sherwood, BMX superstar Jed Milton performing his array of tricks from an 11m high mega ramp.

A huge Construction Zone will showcase the big machinery from the industry in an interactive format, and the Auckland Excavator Operator Champs.

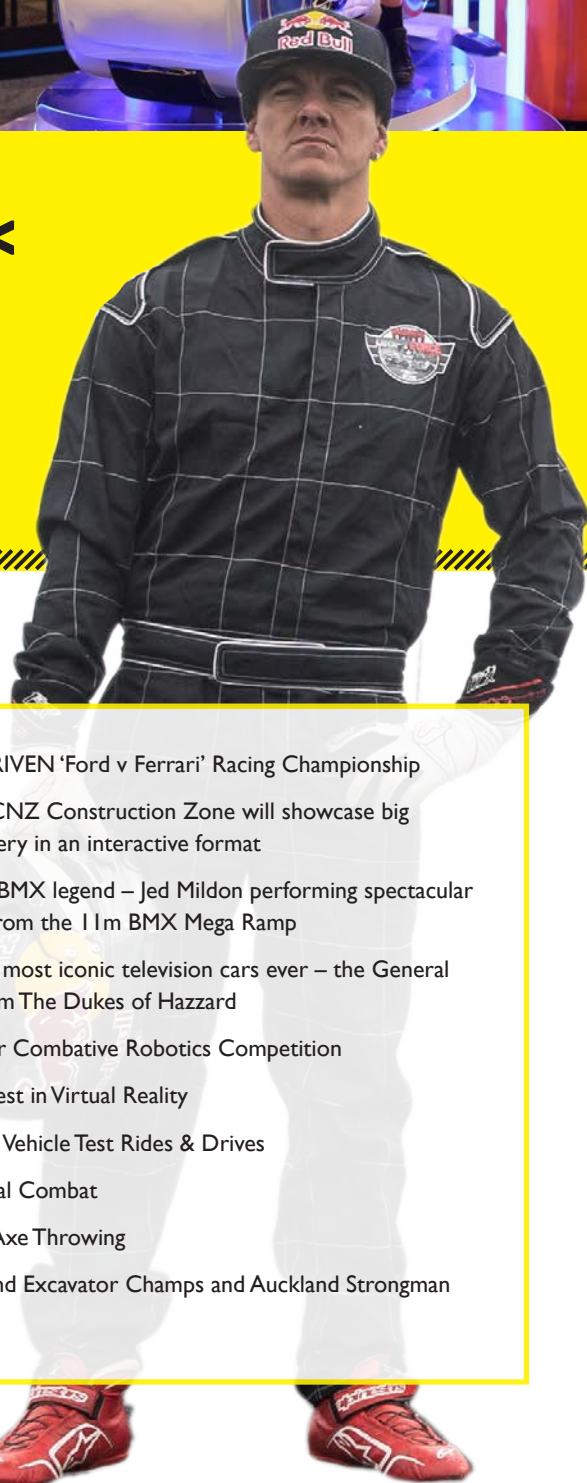
Lock into your calendars 1-3 November at the ASB Showgrounds, Greenlane for the 21st Birthday Show of Big Boys Toys. Early bird ticket specials are currently available at www.bigboystoys.co.nz



>>>> BE IN TO WIN <<<<

We have **3 DOUBLE PASSES TO GIVEAWAY** for Big Boys Toys! All you need to do is email Joanna@ttmediagroup.co.nz before 30th October.

Please note tickets will be emailed directly to you which will need to be printed off and presented at the entrance gate!



HIGHLIGHTS INCLUDE:

- The DRIVEN Hall is the country's premier automotive hall with major brands and products.
- The Electric Avenue showcases all things electric from EV's to E-Bikes and E-Scooters
- Supercar will have automobile lovers in awe – the Ferrari Enzo
- Mad Mike and his Lamborghini Nimbul
- The Action Arena features some of the world's best extreme sport athletes
- World FMX Superstar – Levi Sherwood
- The Lifestyle & Electronics Hall has the latest in gaming and technology, and a range of lifestyle products.
- The BBT Garage features hot rods, classic cars, tools, machinery, and more
- The DRIVEN 'Ford v Ferrari' Racing Championship
- The CCNZ Construction Zone will showcase big machinery in an interactive format
- World BMX legend – Jed Mildon performing spectacular tricks from the 11m BMX Mega Ramp
- One of most iconic television cars ever – the General Lee from The Dukes of Hazzard
- A major Combative Robotics Competition
- The latest in Virtual Reality
- Electric Vehicle Test Rides & Drives
- Medieval Combat
- Sweet Axe Throwing
- Auckland Excavator Champs and Auckland Strongman Series

AUGMENTED REALITY

LEADING THE WAY IN EDUCATION

Augmented Reality (AR) is the way of the future and the **Southern Institute of Technology (SIT)** is embracing all things digital in its brand-new construction qualifications.



Tutor Andy Young demonstrating augmented reality (AR) welding technology.

In 2020, SIT will offer the Bachelor of Construction with specialisations in Quantity Surveying, Construction Management and Project Management, as well as the Bachelor of Architectural Technology and the Bachelor of Engineering Technology. Graduate diplomas will also support some of these qualifications.

SIT's Head of Trades Faculty Doug Rodgers said the Bachelor of Architectural Technology was being introduced to meet a significant industry need for highly skilled technical architectural designs, with graduates expected to be employed as architectural designers and technicians.

"This is a unique architectural degree with a focus on high-end architectural drawing and design with the inclusion of the deeper technical aspects of architecture," he said.

"These include material science, structural building systems, sustainable construction methods, integrated environmental systems and modern construction technology."

Bringing the best in education into the classroom for students, those enrolling in Bachelor of Engineering Technology will be using AR welding equipment.

The interactive technology will be used for introduction to welding, trades students, diploma and degree students, and to introduce secondary students to the various types and complexities of welding, Rodgers said.

"The AR welding simulators replicate real welding through augmented reality outputs in the welding helmet and utilising models," he said.

"It is the very best in AR technology for Engineering and it puts SIT Engineering students at all levels, at the forefront."

The new systems replicate Arc, TIG, and MIG welding processes, with advantages of their use including waste reduction and skill development prior to undertaking real-life processes.

Architectural diploma student Tamar Mareroa said she'd found the programme to be extremely knowledgeable and delivered by tutors who knew the industry well.

She chose to return to New Zealand to study at SIT in Invercargill, with the Zero Fees Scheme, after spending seven years in Australia.

"It really was a no brainer for me," she said.

"When compared to other institutes who offer the diploma, SIT makes economic sense when you're not eligible for the Government scheme."

She was enjoying the interaction she has with members of the industry in Invercargill and how supportive local firms are of SIT students.

"Of the three architecture firms in Invercargill, we have two directors as tutors, which is amazing," she says.

SIT continues to keep pace with new technology and, although it has recently been confirmed that New Zealand's 16 polytechnics will merge into a single entity in 2020, it is business as usual at the polytechnic.

Despite the change, multi-year programmes are safe to enrol in with the Government confirming it will be able to accept enrolments right through to 2023, at this stage.

As an institution which has always strived to retain its point of difference, SIT's innovative Zero Fees Scheme is available in addition to the Government's Fees Free policy.

Last year, it also launched the Mayor Sir Tim Shadbolt Accommodation Bursary for Invercargill. All students who are eligible for Fees Free study at SIT's Invercargill campus can apply for shared accommodation at their apartments for free, or alternatively, \$100 per week for up to 40 weeks as an accommodation bursary, regardless of whether you are living at home or renting in Invercargill.

SIT has always been an institution which prides itself on supporting its students throughout every level of study.

Delivering the best in education, an SIT qualification is one which will place graduates in the best possible position to head into a career.



NEW

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@SIT

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and Mechanical Engineering)



BACHELOR OF ARCHITECTURAL TECHNOLOGY*



BACHELOR OF CONSTRUCTION*

(Specialisations Construction
Management, Project
Management or Quantity
Surveying)

** Programmes subject to accreditation and approval*

BUSINESS AS USUAL


FOR 2020, 2021, 2022

The government's proposed reforms might change our back room operations but they won't change our core focus - giving students a world class education.

 Enrolments confirmed until 2023

 SIT Zero Fees Scheme

 The Sir Mayor Tim Shadbolt Accommodation Bursaries for Invercargill

 SIT2LRN Early Bird special, enrol for 2020 and save on the \$50 admin cost

AUCKLAND HOUSE OF THE YEAR 2019

A perfectly situated home in Matakana has won the Supreme Award at this year's Auckland Registered Master Builders 2019 House of the Year competition.



Peter Dyer Builders won the Auckland Registered Master Builders 2019 Supreme House of the Year award for their superb build. They also took out the Resene New Home over \$2 million category, and the coveted Craftmanship Award.

Broswick Builders won the Auckland Registered Master Builders 2019 Supreme Renovation of the Year award for their "timeless masterpiece". They also won the Renovation \$500,000 - \$1 million category.

Auckland Registered Master Builders 2019 Supreme House of the Year

Judges said the winning Matakana home, by Peter Dyer Builders, was a challenging project that maximised its location to create a stylish modern home.

"Working on the crest of the hill was challenging for Peter Dyer Builders, but it was well worth it as the home was perfectly situated for the incredible surrounding views.

"The internal and external honed concrete block walls throughout the build are immaculate, and work as a bold addition to the home. The negative details around the windows and doors are also exceptional features. The underside of the roof continues seamlessly from the inside to outdoor living areas, showcasing the accurately placed and expressed joints throughout.

"Also adjoining the living areas is a separate private courtyard, featuring a number of ferns and green plants which are ideal for shade on a hot summer's day. With its numerous outdoor areas, this house is perfect for entertaining.

"The stylish master bedroom suite opens out onto its own roof top area with private spa pool.

"All of these superb features make it clear that this complex, but stylish, home has been built with care and passion. The end result is a true credit to the skill of the entire building team."

The results of the regional competition were revealed at a gala dinner on Friday 10 August at Sky City in Auckland. The winning builds were celebrated by the region's Registered Master Builders and members of the local construction industry.

Overall there were 48 Gold Award winners from the Auckland area, which will now be judged against Gold Award winners from around the country to find the National Top 100 Gold Award finalists.

National category winners and the Registered Master Builders Supreme Awards for House of the Year and Renovation of the Year will be announced at a gala dinner on 23 November at Cordis Hotel in Auckland.

The awards are made possible through the support of Altus Windows, Bunnings Trade, CARTERS, GIB, Master Build Services 10 Year Guarantee, PlaceMakers, Plumbing World, and Resene.



EXPERIENCED KITCHEN INSTALLER NEEDED

Dream Doors Wellington is looking for an experienced Kitchen Installer with a can do attitude and experience in cabinet joinery, hardware knowledge. Fixed salary.

This position requires you to work in Wellington region - Wellington city, Lower Hutt, Upper Hutt, Kapiti Coast.

- You should have a full and clean driving licence as you will be driving the company vehicle for installations.
- You should have a clean record as an MOJ certificate will be required for this position.
- You should have your own set of tools. Company will provide larger tools, which are shared between teams for installations.

This is a full time position. Right candidate will be made permanent after a successful 90day trial period.

Application instructions: Please apply with CV. Shortlisted candidates will be required to work on site for 2-3 days alongside our installer as part of selection process.

Contact details: Cathie Tomkies / Indu Sudhakar
P: 04 234 8760 or 027 615 2232
Apply by email: admin.wellington@dreamdoors.co.nz



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Sunrans Spas on the Kapiti Coast offer hi-tech Spa Pools at extremely competitive prices starting from \$6995. With the right payment plan for you, a new spa could be installed on your property within 24 hours of purchased. If you live between Tawa - Foxton, the delivery of your new spa pool will be absolutely FREE.

As an international brand, Sunrans offers the latest technology in Spa Pools. Just some of the mod-cons available include LED mood lighting, Bluetooth speakers, WIFI, waterfalls, Fountains and even built-in television!

If you're unsure of what model spa would be right for you, don't feel overwhelmed; the knowledgeable staff at SUNRANS are on hand to answer any questions. Contact them today to find out about your options, or feel free to visit them in their showroom on Main Highway, Otaki.

Don't forget we also service your old Spa or Swimming Pool and sell chemicals to optimize operation of your current appliance.

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7 TIPS TO AVOID AN UNPLEASANT SURPRISE AT CHRISTMAS

It's easy to forget things when you're thinking about Christmas and the holidays, as well as rushing to finish off projects for demanding customers. Here are six things you should remember:

1. Secure your sites before you go (and take your tools with you)

They're more vulnerable to thieves when closed up for the holidays, as no one is regularly on site and neighbours may be away. Make sure they're as secure as possible and take your tools off site, and out of your truck, and put them somewhere safe.

2. Remember to arrange travel insurance well before you leave

Don't leave it to the last minute, you might not be able to get it at short notice, and it's even more difficult once you've started your trip. And don't even think about going overseas without it. Compared to the cost of medical treatment, lost luggage or cancelled plans it's well worth it.

3. Notify your insurer in writing if you're going away for a long period

House insurance policies have exclusions if a property is unoccupied for a period of time, which could be as short as 14 days. Check your policy and if you're going away for a long break make sure you've let them know.

4. Are you having house sitters or AirBnB guests over the holidays?

You need to inform your insurer if this is something you regularly do or you risk not being covered.

5. Take sensible precautions before you leave home

This means leaving some curtains open, putting lights on a timer, having someone clear your letter box (and ideally mow the lawns) while you're away. Also, don't pile up your Christmas present wrapping and boxes on the roadside before you go away, do it once you get back.

6. Insure any new jewellery, motorbikes, vehicles, boats, caravans, motor homes, expensive electronics (smartphones & iPads), jet skis, guns, rods or other toys before you drive them away or leave them unattended

It may be the last thing on your mind but it's important to arrange insurance on any expensive purchases before you pick them up. This includes increasing your contents sum insured and notifying your insurer of items that must be separately listed on your contents policy, such as jewellery.

Murphy's Law says it's in the small window between picking up the new car and arranging the insurance that an accident will happen! And thieves are very active over Christmas, so any expensive gifts should be insured too.

7. Make sure you're roadworthy (vehicles and trailers)

Check your registration and warrant are up to date and the vehicle is in good condition before taking off on a road trip (tire pressure OK, lights work, oil checked etc). This equally applies to your trailer (tires, lights, chassis, axle and towbar). Don't overload your trailer either, in the event of an accident this may affect your insurance. Finally, remember to check that your drivers license is current!

BUILT IN
INSURANCE

Built in are New Zealand's trade insurance experts. **For more information** visit www.builtininsurance.co.nz or contact Ben Rickard at **E:** ben@builtin.co.nz or 0800 BUILTIN.

Keeping your tools safe

There's no doubt that without your tools you wouldn't be able to work – so they need to be protected. All too often tradies are a target for thieves looking for a quick score. And whilst you'll never be able to prevent thieves from attempting to steal your tools, there's a few simple things you can do to protect them and your business.

KEEP THEM SECURE

It might seem obvious, but it's easy to get complacent and leave them lying around. Tools that are not being used should be put away securely and out of sight from would-be-thieves. If you have a ute, invest in a bolted down toolbox with solid hinges and a heavy duty lock. At the end of the day take them home and only leave them in your vehicle if it's kept in a locked garage, or remove them from your vehicle and secure them.

MARK YOUR TOOLS

Marking or engraving your tools will act as a deterrent as it's harder to re-sell them if they can be identified, as well as helping you to keep track of them on a worksite. Engraving them also makes it easier to recover them if they are stolen, as it can assist the police with tracking you down as the owner.

TOOLS INSURANCE

Most of us don't have the cash on hand to replace our tools immediately if they are stolen or even damaged, so the best way to ensure you're not left high and dry is to insure your tools.

MAINTAIN AN INVENTORY

When it comes to making a claim most tradies don't realise the true cost of replacement until it's too late, so make sure you have the right level of cover and can make a claim quickly by keeping an inventory of your tools (including serial numbers, photographs and receipts).

To save on your Portable Equipment Cover, you can get multiple quotes online in minutes, from top-rated insurers visit bizcover.co.nz or call 0508 249 268.

Business insurance tailored to tradies

Public Liability

Cover for legal fees and compensation costs if a customer, member of the public, or a supplier claims against you for injury (not covered by the ACC) or property damage.

Tool & Portable Equipment

Without your tools you can't work. This cover helps replace them, if they are stolen, lost or damaged anywhere in New Zealand.

Get covered today

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FRANCHISE OPPORTUNITY WITH ASWEFA



Looking for a new direction.... And taking yourself to new heights?

Want success without doing it all on your own?

Want to be your own boss whilst being part of a team?

An ASWEFA Franchise could be the answer for you!



ASWEFA are looking for people such as experienced Tradies who have good people skills who want to upgrade and own their own business. The opportunity to train people would be a change of pace from working long physical hours and being outside in all weather conditions! Plus this new direction could give you more time with your family and friends around important times of the year like Christmas and summer holidays.

Their customer support centre responds quickly to customers so you can have a break and potentially come back to a fully booked schedule.

ASWEFA have a fantastic training programme for new franchise owners which is started off with a 3 month training period to achieve a national certificate in adult education as per ITO regulations. They will support you through the qualifications and training and are so confident they will provide a guaranteed income for the first 6 months.

ASWEFA is able to appoint franchises throughout New Zealand in all city centres and industrial areas. They will help assist with building up your business and will also assist with contacts to get you started in their large database.

Treena Myers, Managing Director of ASWEFA for the last 18 years with her husband and says "We have a professional and established brand providing support, training and systems to establish a new franchisees business. Those who already have necessary qualifications can be up and running within a month".

Being a Franchise Owner with ASWEFA means you care about Health and Safety in the workplace and high standards are important to you.

If this sounds like you then visit www.aswefa.co.nz or email franchising@aswefa.co.nz

ASWEFA stands for A Safe Working Environment For All. The company provides an extensive range of worksite courses to individuals and companies. Training can be carried out at ASWEFA's own facilities or in the workplace and some courses can be done online.

THEY OFFER:

- Forklift licensing
- Wheels, tracks & rollers
- Dangerous goods
- Elevated work platform courses



**EXCITING
NEW
OPPORTUNITY!**



Since 2001 ASWEFA have been industry renown for extremely high standards, a dedication to safety and a commitment to outstanding customer service by providing forklift and worksite training to companies and individuals. Joining the ASWEFA team is partnering with a market leader!



No training experience necessary. Full training and support will be provided by knowledgeable and experienced staff, all dedicated to helping you succeed!



All incoming calls are handled

by our dedicated Customer Support Centre, who also carry out scheduling, invoicing, issuing of certificates and many other administration tasks for you. Reducing the workload and allowing our franchisees to focus on their core tasks and freeing up time to grow their business!



With your customer calls answered and your workload scheduled, you're able to take time off when you need to. This provides a better work / life balance!



A variety of investment packages available to suit. Entry level packages for sole traders, through to larger business models with several trainers on board. Select the franchise option best suited to you.



Franchises now available nationwide! This brand new opportunity allows you to get in on the ground floor and dominate your local area.



**Don't Delay,
Make a Change Today!**

**For More Information on
this BRAND NEW
Franchise Opportunity,
contact ASWEFA:**



**Ph: 0800 ASWEFA
(0800 279 332)**



web

www.aswefa.co.nz



**3 Tolich Place
Henderson
AUCKLAND 0610**

ASWEFA
A Safe Working Environment For All



COULD YOU FRANCHISE? ASK TEREZA MURRAY

The most common question I am asked by business owners is, "is my business suitable for franchising?" I address this with the following questions,

1. Could you start another business unit or put another van out on the road, and train someone to run it in the same way?
2. Is there strong, ongoing market demand for the product or service?
3. Is the business profitable?
4. Is there, or could there be a head office support structure?

If the business owner answers "yes" to all four questions, then the answer is fundamentally, "Yes, it is suitable for a franchise model".

The 2nd most common question I'm asked is "would I be able to sell franchises?". If we look at the potential franchisee market, it is littered with contractors or employees who have tried to go out on their own with expectations of growing the business and eventually 'getting off the tools' with a solid team of tradies and labourers under them.

The reality is, not everyone is cut out to, or has the skills to run a business independently, which is why franchising is such a globally successful growth model. One of the hardest parts of getting a business started is figuring out the internal systems and processes. Buying into a franchise system means, you are buying into the franchisor's proven system. Having that infrastructure already in place to help franchisees establish their business is key because it provides them with access to training, marketing strategy and materials, and business assistance.

There are many advantages to franchising over traditional expansion methods, but none more so than the ability to expand without the need for your own significant capital investment or running costs, and moving from employees to owner/operators delivering your service.

Get in touch for an informal chat 0274 717337 or visit www.terezamurrayfranchising.co.nz



AUSTRALIA'S LEADING ELECTRICAL SAFETY FRANCHISE COMING TO NZ

Australia's leading Electrical Safety franchise, **Appliance Tagging Services (ATS)**, is expanding to New Zealand in 2020 and has franchise opportunities in locations across the country.

ATS is seeking passionate, safety conscious people to establish our New Zealand operations. No formal electrical or fire qualifications are needed. Full training along with Sales, Marketing, and Administration support is provided by ATS.

All invoicing and debt collections are completed by ATS, leaving our franchisees to focus on providing outstanding testing services on site, providing a high level of customer service, securing new clients through proven sales strategies, and growing the business via customer retention.

Established in 2002 and franchised in 2006, ATS and its 55+ franchisees in Australia have a track record of success which is supported by world class, state of the art technology solutions.

Through a combination of ATS's proprietary tablet based testing technology and superior reporting portal, ATS clients have instant unprecedented access to detailed testing results and data. This provides ATS franchisees with a distinct advantage over competitors.

As a BIG incentive to kick off our New Zealand operation, ATS are offering a reduced upfront fee along with a travel and accommodation subsidy for initial training in Melbourne for the first 3 franchisees to be approved.

**Contact Steve Wren today to express your interest!
E: steve@ats.com.au P: +61 401 655 655**

Australia's premier **Test and Tag** franchise **Appliance Tagging Services** now has opportunities for passionate franchisees in New Zealand



- ✓ Low entry costs and large territories
- ✓ Access to an established ATS client base
- ✓ Sales and Marketing support
- ✓ Reports, invoices & debt collection done for you as part of Administration support
- ✓ Genuine repeat business
- ✓ No electrical experience required
- ✓ Not weather dependent

Contact **Steve Wren** +61 401 655 655
or by email to steve@ats.com.au

www.appliancetaggingservices.com.au



Look Before You Leap

Alistair van Schalkwyk from ASCO Legal explains the importance of good advice.

Your most significant asset is not your property, but your ability to generate an income. This means that buying a business will probably be the single most important investment decision you will ever make.

Nearly every franchise, including well-known brands, has a mix of thriving, surviving and failing franchisees. You'll want to be one of the successful ones, which means checking things out carefully and ensuring you're supported both legally and financially.

What to consider:

It's important to consider the following, before you take up a franchise. This list is just a start.

Terms of the franchise agreement:

- your rights and obligations
- ongoing fees payable, including on renewal of the franchise
- initial and ongoing support to be provided
- restraints of trade
- exclusivity of the territory.

Terms of the lease (if any)

Arrangements with employees (if any)

Terms of the business purchase agreement (if an existing business)

Financial considerations: will the business make enough money to:

- pay yourself a market wage
- repay the capital invested over the term of the franchise
- provide a decent profit for your risk.

Ensure you understand what you are buying

If you are buying a franchise, your key aim is making good money. The legal terms of the franchise agreement and any other legal documents, are the recipe which determines what money you can make out of it. A franchise is a special kind of business structure and specialist knowledge is required. Too often, we meet with franchisees looking to exit their business because it is not financially successful or it is not what they thought they had signed up for. We generally find that they never really considered all the above aspects before signing up because they did not get the right advice.

The message is: you don't know what you don't know. Using a professional advisor like ASCO Legal, in conjunction with other appropriate professionals, can ensure you understand the reality of the transaction and give you the best possible chance of success. If you're investing your most significant asset – your future income potential – make sure you're taking the best advice.



ASCO LEGAL
— A FRESH PERSPECTIVE —



Talk to Alistair at ASCO Legal

Alistair's legal advice is centred around franchising and his knowledge and experience are wide-ranging.

He has presented at the Franchise Association of New Zealand's conference and is an author of the franchising materials for a market leader in a nationwide legal resource for lawyers.

Feel free to give Alistair a call to discuss your legal needs.

Alistair van Schalkwyk
021 027 2011
alistair@ascolegal.co.nz

09 308 8071

2/26 Wellington Street
Howick, Auckland 2014

PO Box 38 173
Howick, Auckland 2145

www.ascolegal.co.nz



Have you been thinking of a career change? Is your present work becoming hard on your body? A Buyer's Choice Home Inspections franchise is a great fit for trades people from the construction industry. Be your own boss in a rapidly growing industry. Franchises are still available in several NZ locations.

Guaranteed initial income. Earn \$100,000 - \$300,000 PA. The amount will depend on your efforts. We are offering the right candidates the opportunity to invest in a turnkey franchise business focusing on the huge demand for home building inspections.

We provide complete training and qualification along with uniform, equipment, systems, marketing support and insurance. No formal qualifications or experience are required to join. Although certification is not yet mandatory in New Zealand all our inspectors will be trained and fully qualified to the same standard as the certified inspectors operating in USA & Canada.

We are setting a new standard of excellence and service in the home inspection / building inspection industry. Become part of an international franchise network of around 200 inspectors. Build your future with a franchise from A Buyer's Choice Home Inspections!

Call or email us now to request more information.
John Goodrum - Regional Master Franchisor
john.goodrum@abuyerschoice.co.nz
021945140

TIPS FOR SAFETY. SUGGESTIONS FOR EASE



We asked around for a few practical safety tips and observations from Site Safe's advisors and trainers about things that have worked for them.

If you have to cut into a concrete post, doing a wet cut can be tricky and a vacuum attachment can only do so much in capturing the dust with its potentially hazardous silica. A simple dust trap is to fill a small paper cup with shaving gel, align it and drill away. The gel captures the dust, you wipe the drill bit with a paper towel, and then pop them both into a snap bag and dispose of responsibly.

Alex Hurtubise, Safety Advisor, Auckland.



The greatest Health and Safety tool we have are our mouths. It is as simple as speaking to each other and about how we can do the job safer. When I had a building company I'd start every day with a talk with the workers such as the things they got up to on the weekend, and then we'd start talking about the stuff

they would be going to do on the day and how they could make it safer.

The key to health and safety on the worksite is talking to each other - what are the hazards on site, what controls can we put in place to make the work safer?

Kelvin Sparks, Health and Safety Consultant/Site Safe Contractor.



If you're crossing a river in a 4WD vehicle, wind the window completely down to exit the vehicle in case of a roll-over.

To check the speed of the water flow, throw a small stick in the river. If you can't keep up with the stick at a normal walking pace, the river is too swift to cross in your vehicle.

For a safe river crossing, always check your vehicle exit point. The golden rule is "hard entrance in, easy exit out".

Shayne Warren, Health & Safety Trainer, Wellington

If you're a remote or isolated worker, test the emergency contact system that's in place out of office hours. For example, if it's an email alert system to an office email address send a test email after 5pm - when many offices are unattended - and see what happens.

(PCBUs are responsible for protecting workers in remote locations and who may require emergency aid. Whatever system is used - personal location beacons, satellite phones or e-alerts - needs to be tested to make sure it works.)

Chris Graney, Safety Advisor, Bay of Plenty

AND REMEMBER:

It's easier to ask a dumb question than it is to fix a dumb mistake.
Tony Greeve, Safety Advisor, Palmerston North.

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Now anyone from anywhere can source top quality products and have them delivered to their door at prices reminiscent of times past! Fire and Light NZ Ltd. supply a range of top quality brands sourced from one of New Zealand's oldest and largest companies with a reputation built over 106 years, as well as direct from the USA.

They supply world renowned brands like Streamlight from the USA, Nanuk protective cases from Canada as well as Firemaster.

Fire and Light NZ Ltd. supply Rescue and Safety tools and equipment, as supplied to the NZ Fire Service and other Emergency Services.

Shorai lightweight Lithium Iron Phosphate batteries from this innovative USA Company for motorcycle, Jetski and ATV applications offer up to 4 x the battery life and weigh in at 1/4 the weight of most batteries! Environmentally safe and powerful these are a cost-effective drop-in replacement battery!

P: 021 173 0379 OR EMAIL ed.smith@fireandlight.co.nz



Methven, the heart of Mid Canterbury

Methven, an hour south of Christchurch, is the gateway to the High Country, pristine lakes, glacier fed rivers, and Mt Hutt, which hosts an award winning ski resort and a haven for mountain bikers. Hiking, fishing, hunting, horse riding, jetboating and white water rafting are only a short drive away but if you prefer to just sit back and relax, Methven has it all; state of the art spa's, Pilates and Yoga classes, beauty and hair salons, a cinema, library and museum, art galleries, gorgeous gift stores, and great restaurants and cafés.

Eat - Drink - Stay - at Crossroads, Methven

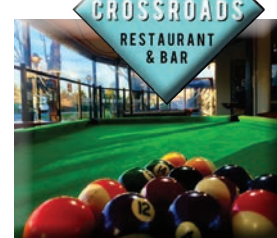
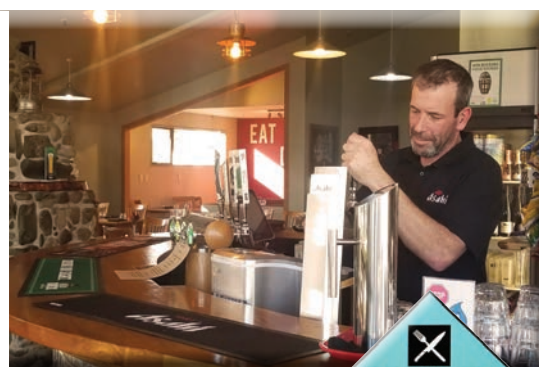
The Lodge Hotel with Crossroads Restaurant & Bar is a modern, friendly, family run hotel in the heart of Methven, which can cater to all your requirements during your stay.

Our hotel offers a full range of well-appointed, serviced accommodation from studios to family rooms, plus six self contained, two bedroom apartments; Conference and meeting facilities on site with free parking, free Unlimited Wi-Fi and our restaurant and bar.

Crossroads Restaurant & Bar provides a relaxed, versatile dining experience, for locals as well as visitors to town. A central fireplace adds to the atmosphere in the restaurant, the Kids Corner caters to colouring-in enthusiasts and the two pool tables prove popular in our sheltered, well-heated outdoor area. The seasonal menu offers gluten free and vegetarian options, as well as a great kids menu and a 10% discount for all our staying guests. The Bar stocks a wide range of wines and beers as well as Carlsberg and Asahi on tap.

Whether you are visiting Methven for business, a romantic escape or a family treat, you will enjoy a warm welcome and genuine South Island hospitality at The Lodge Hotel, Crossroads Restaurant & Bar.

We look forward to seeing you soon!



EAT - DRINK - STAY

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P: 03 7382890 E: info@otirahotel.co.nz www.otirahotel.co.nz

Otira Stagecoach Hotel/Cafe

Take one of the world's greatest rail journeys, the Tranz Alpine, where you can disembark at the Otira station 200m from the hotel, or travel by car along the Arthur's Pass highway, to the Otira Stagecoach Hotel.

Stay in one of our luxurious rooms and step back in time to the 1880s. See and feel the past in all its grandeur, surrounded by a rainforest of ancient Rata trees and snow-capped mountains, this is Westland in its most untamed natural best. For the ultimate relaxation, enjoy a sauna, spa or relax in our top of the line massage chair in this beautiful environment.

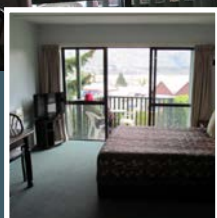
Tramp the many trails through Arthur's Pass, spend the day on the slopes at the nearby ski fields or perhaps enjoy all the wonderful activities Otira Hotel has to offer. Browse the many curiosities throughout the hotel, which is a museum in its own right, where you can see Frodo's pony and Gandalf's Staff! Ride the horse-drawn buggy, master the penny farthing and learn

After an action packed day, relax in our on-site bar for in-house guests, where you can play a game of pool or play on the old arcade machines. Enjoy a coffee by the open fire in the picturesque cafe, browse our comprehensive library or indulge in a stagecoach meal. There really is something for everyone.

Built in 1902 as a terminus for the railway it has serviced the community since. Otira Hotel has been lovingly restored by its proprietors. Today, it has been voted the most interesting Hotel / Cafe in New Zealand! Treat yourself and experience the Otira Stagecoach Hotel on State Highway 73, Otira.

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Wanaka Heights offers guests friendly, affordable, comfortable accommodation with amazing lake and mountain views.

Situated on a high rise overlooking Wanaka township, our motel is a 5-minute walk to the lake front, restaurants, bars, cinema and retail shops.

Our accommodation has stunning alpine views to Lake Wanaka and the mountains, each with their own balcony or patio. We have studio and family motel units each with kitchen facilities, ensuite bathrooms, wireless internet access & flat-screen SKY TVs.

Continental breakfast available. Outdoor seating area with barbecue facilities plus off-street parking.

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Okurukuru Chalets

Providing one of the most tranquil places to stay in Taranaki, we at Okurukuru Chalets pride ourselves on delivering top-quality service and luxury accommodation with your utmost comfort in mind. We have two luxury suites and six modern studio apartments with our newly designed disable unit.

Our luxury suites include a master bedroom with a super king bed or two singles, ensuite with a double shower. Upstairs contains a spacious lounge with a double sofa bed and an additional bathroom. Studio apartments are designed for maximum occupancy of two adults. The bedroom features a super king bed or two singles with ensuite, kitchenette, a private balcony and plenty of parking space.

Enjoy a complimentary continental breakfast in the morning on the balcony taking in the sweeping views of the ocean and

ACORN ESTATE MOTEL MASTERTON

Acorn Estate Motel offers 11 spacious smoke-free suites, comprising of double/twin, one-bedroom and two-bedroom family or accessible suites. All suites are fully self-contained, serviced daily as well as unlimited free WiFi and 50+ channels of Sky TV. Families and small sports groups can make the most of our huge two-bedroom units.

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our majestic Mount Taranaki on the other. Relax and unwind to
the sound of the ocean waves rolling in through the night. We also
host functions in our Barrel and Tasman rooms to comfortably
accommodate events, conferences, birthdays or weddings and we
also have a private lawn with ample parking.

During the week we have commercial travellers and tourists visit
our vineyard for wine tastings. You can enjoy an amazing wine
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Okurukuru Chalets

our various hand-crafted wines in a relaxing atmosphere, or a
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Approx RRP \$15, or win a pair here!

TO GO IN THE DRAW TO WIN, simply post a photo of you on the job to joanna@ttmediagroup.co.nz and please tell us what size (M, L, XL) Good luck! **First 10 in will WIN.**

To keep up with Tradie Workwear, head to www.facebook.com/tradieworkwear or Instagram @tradieworkwear.



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SHAMELESS PLUGS

NARVA LAUNCHES

FACTORY-STYLE OE SWITCH RANGE

Car enthusiasts and fleet operators in New Zealand can now achieve a factory finish when they install new electrical items in their vehicles through the launch of a new range of OE-style push button switches from NARVA.



The new switches are designed to fit into the spare switch space on a vehicle dashboard without needing to cut into the panel and look just like the original.

Providing a professional OE appearance, the switches feature laser etched L.E.D symbols with backlit blue illumination and are available for a number of ancillary lighting products including; L.E.D Light Bar, Driving Lights, Aux Lights, Roof Lights, Beacon and Universal/generic, ensuring there's no mistaking one for the other.

The OE push button switches are available for 30 different vehicle models from popular manufacturers including Toyota, Holden/Isuzu, Volkswagen, Mitsubishi and Nissan.

All switches include a flying lead, while 'snap-in' fitment also makes for easy installation, whether you're a professional technician or DIY enthusiast.

The switches have an Amp rating of 10A at 12V and benefit from hard plastic construction for excellent durability in New Zealand's demanding driving applications and conditions.

The new range of NARVA OE-style push button switches can be purchased from leading automotive outlets throughout New Zealand.

NITE IZE STEELIE ORBITOR DASH MOUNT KIT

With double demerits looming over heads this long weekend, it's best you're not caught fiddling with your phone! Nite Ize's new Steelie Orbitor Dash Mount Kit is the perfect and powerful magnetic phone mounting system, allowing you to easily attach, detach and rotate your phone as needed in the car. With a low-profile metal plate, this unassuming dash mount uses a secure magnetic connection with the Orbitor Magnetic Socket, keeping your phone secure and accessible.

For more information or to buy visit www.niteize.co.nz



APP ATTACK

Apps have become part of our everyday life and can save us time and money! Over the last few years, the smartphone has become so much more than a device we use to call people and send text messages. But it's easy to get overwhelmed with the sheer number of apps – there are more than a million apps in Apple's App Store and Google's Play Store.

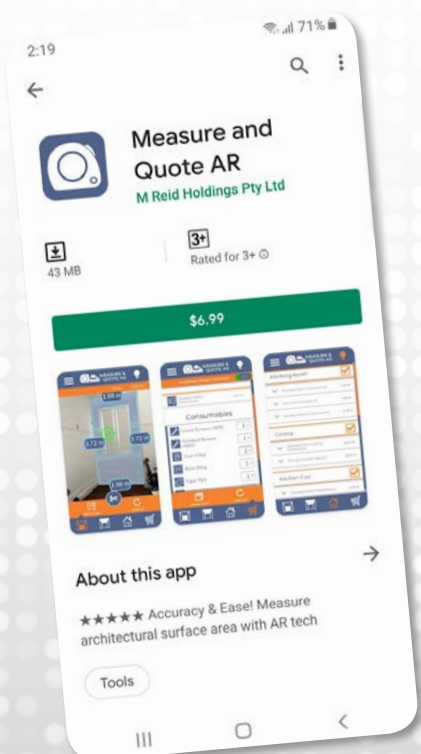
Below are apps that are trending now

MEASURE & QUOTE AR

Step into the future with the only Augmented Reality (AR) architectural measuring App that calculates the surface area of floors, ceilings and walls – minus the gaps left by windows, doors and other openings. Plus, it automatically computes the precise amount of building material required for the job and emails an order off to your selected supplier. Plaster, paint, cornices, skirting or insulation can all be ordered directly through the app. No other App can do all of this!

If you're a Contractor, Builder, Carpenter, Developer, Interior Designer, Tradie, Landscaper, Business Owner or anyone else really, who's looking for a way to measure architectural area, then start downloading this App immediately!

Measure and Quote AR works on any Apple or Android device with a dual-camera augmented reality capability, and is available now in app stores.



NEW ZEALAND'S GREATEST MOTORCYCLE EVENT



The Monster Energy S-X Open in Auckland is the biggest supercross event to hit New Zealand's shores.

For the past couple decades, the land of the long white cloud has produced some of the world's best supercross and motocross racers, with names such as Ben Townley, Josh Coppins and Cody Cooper springing to mind, who've all achieved immense success facing up against some of Europe and the United States' best, with Townley conquering both continents. BT etched his name into the record books in 2004, becoming the year's MX2 World Champion. He then went on to test his skills in America, and signed with the ultra successful Monster Energy Pro Circuit Kawasaki squad, led by Mitch Payton. Under the guise of this team, Townley earned himself a supercross championship too; becoming the 2007 East Coast Supercross Champion.

With such a rich heritage of motorcycle racers, it's only fitting that the Monster Energy S-X Open Auckland has delivered supercross back to New Zealand, with last year's event being deemed a major success with fans from all over flocking to Mount Smart Stadium to watch superstars like Chad Reed, Dean Wilson, Ben Townley and Josh Hansen do battle in a bid to capture the coveted winners trophy come night's end. Last year, fans were treated to a dominant display from Oceania's most successful supercross racer, Chad Reed, who swept all three main events en route to winning not only the round, but the S-X Open Supercross FIM Oceania Championship.

For 2019, New Zealand will once again be presented with a



phenomenal show, with 2018 World Supercross Champion – Jason Anderson, making the trip this year which will mark his first ever visit to NZ. Following Anderson over will be his Factory Husqvarna teammate – Dean Wilson, who fired his clutch at last year's event, which ultimately handed the title to Chad Reed. The two have gone back and forth on social media ever since the event, with Wilson stating that if he

hadn't burnt his clutch out, the title would rest easily in his hands. Reed, however, responded simply by saying that it was a rookie move to rely so heavily on the clutch in the first place.

For Townley, having a platform for New Zealand's up and comers to hone their skills and measure their speed against the world's best is critical for the future generation, with supercross being a dangerous enterprise and riders requiring hours upon hours of practice to develop the skills needed to compete at the top level.

Another major component for the S-X Open is the inclusion of the Freestyle Motocross Best Trick contest, which will see the return of New Zealand legend, Levi Sherwood. Sherwood boasts one of the world's most revered freestyle motocross records, with two X Games Gold Medals to his name, along with claiming the 2012 Freestyle World Championship. Sherwood too identifies the S-X Open as a major coupé for New Zealand.

For 2019, the S-X Open fans will be treated to a head-to-head battle between the Greatest of All Time – Ricky Carmichael, and New Zealand's best, Ben Townley. The two spent time with each other during their dominant reigns in the US, with Townley training out at RC's GOAT farm under the eye of Carmichael's mum, Jeannie Carmichael, who was notorious for pushing her son along with the other athletes who dare join the program to the absolute brink of what's capable for a human to endure, all in the name of winning. This year will also mark the first time RC has entered NZ, a prospect that he is extremely excited about.

The 2019 Monster Energy S-X Open at Mount Smart will provide fans with the pinnacle of action sports entertainment, with the show providing activities that the whole family can enjoy, including access to the stars inside the pit paddock prior to the commencement of the night show. Tickets are selling fast, so be quick and book your seat in history now at www.ticketmaster.co.nz!

WHEN:

November 16, 2019 | Mount Smart Stadium, NZ

WHO:

Chad Reed, Ricky Carmichael, Jason Anderson, Joey Savatgy, Dean Wilson, Justin Brayton, Levi Sherwood, Ben Townley and more!

www.ticketmaster.co.nz



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WHAT A JOKE

A woman goes into a dentist's office after experiencing a pain in her tooth.

After he is finished examining her he said, "I am sorry to tell you this, but I am going to have to drill a tooth."

The woman became worried and exclaimed, "Oh no, the pain is so awful I'd rather have a baby!".

To which the dentist replied, "Make up your mind, lady, I'll have to adjust the chair!".



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