

# PlumbingLine News

July 2011



## POST QUAKE CHRISTCHURCH .....

### Demolition in the Red Zone

June 13 saw two large quakes hit Christchurch's Red Zone area causing extra damage. About 40 buildings needed urgent demolition and many more have been identified for demolition. In Cashel Mall - central Christchurch's retail hub - the pedestrian walkway is an uneven strip of mud and puddles of dirty water. The remaining shops have crumbling and broken facades. The plan is to have the mall and the adjoining Oxford Terrace "Strip", reopened by October 29 in time for Canterbury's anniversary party week in November. Earthquake Recovery Minister, Gerry Brownlee, admits "It's a very tall order" but is hopeful that we are going to meet that deadline. "We are going to see a lot of different and innovative ways to create retail space."

### Design Challenge for Christchurch Rebuild

115 design professionals met at Lincoln University on 1st July for a 48 hour design challenge as part of Christchurch City Council's efforts to gather ideas on how to rebuild the city. Neil Challenger, HOD, Lincoln University's Landscape Architecture, said there was a "ghostly feel" in the Red Zone but he believed the city could bounce back. Each of the ideas presented will be assessed by an eight-strong judging panel which includes Andrew Patterson, the only New Zealand architect to be internationally recognised for Sustainable Innovation in Architecture and Alex Cutter, the Chief Executive of the New Zealand Green Building Council.

### Invoices Concern Show Importance of Qualified Contractors

EQC Chief Executive, Ian Simpson, has stated that the majority of contractors are doing a great job helping to rebuild Canterbury but there is a question mark over a small number of invoices. "Given the extraordinary circumstances, and the vast amount of repairs that have already been carried out, it's a tribute to the common sense of Cantabrians and the high calibre of New Zealand contractors of all types that there have been few stories about cowboy builders. It is essential to employ qualified and competent contractors to carry out work."

### Building Industry Figures Show Positive Signs

New figures released by the Building and Construction Industry Organisation (BCITO) show the construction industry is gaining momentum in Canterbury. Training numbers have been increasing steadily since January indicating more employers are investing in staff and taking on new apprentices. Richard Willis, BCITO Area Manager says there have been well over 300 new training sign ups since January. "Employers are getting ready for an increase in consumer demand as well as preparing for licensing legislation that comes into effect in March 2012."

PDANZ welcomes all members to this newsletter. Please feel free to send news items about your business or region or any interesting articles for future newsletters to [pdanz@retail.org.nz](mailto:pdanz@retail.org.nz)



### \$28m in Consents for Earthquake-related Building

Statistics NZ advised it had identified \$28 million of consents in May related to the earthquakes, including \$9 million for residential projects and \$19 million for non-residential. The quake related consents included 68 new dwellings, 63 of which were relocatable units. For the whole country 1139 new dwellings were authorised in May, 16% down from a year earlier. Seasonally adjusted figures showed some hints of better times with consents, excluding apartments, rising 0.9% in May from April. For the year to May the value of consents for all buildings was down 8.2% from the previous year to \$8.78 billion.

### Thriving Christchurch Retailers Cautioned

Christchurch retailers who have picked up business by default after the February 22nd earthquake need to up their game if they want to retain new customers. NZRA's Southern Regional Manager, Brian Finlayson, said "some retailers need to look at their whole customer service structure. They're being mugs to themselves if they don't give the service when the business is coming to them by default, because they won't retain them." The NZRA is opening up its services to non-members in Christchurch for free to help the retail sector get back on its feet. The association will be holding meetings for Christchurch retailers in various areas in the coming weeks to help them get back on their feet. Phone Brian on 0274 750410.



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# Chairman's Report



Dear Members,

We are well into the 2011 series of PDA Trade Shows with varied attendances, but the level of enquiry and quality of time with the plumbers has been well worth the effort. These trade shows are being held in regions across the country and are for the benefit of the whole industry. However, they will only succeed with a conscious effort from all parties so please support and promote them to your customers. They will enjoy an evening networking with the suppliers and colleagues and upskilling on the latest products and developments. The opportunity for plumbers to gain valuable CPD points is a definite draw card and we look forward to additional points being awarded. The feedback from the attendees has been that the nights have been informative and worthwhile. Following the event on 31st August at Manukau Institute there is now an additional show scheduled for Thursday, 1st September at the Rotorua Events Centre. *(Details will be emailed shortly)* I would like to take this opportunity to acknowledge the exceptional effort of Brenda Chalmers in organising the 15 PDA Trade Shows.

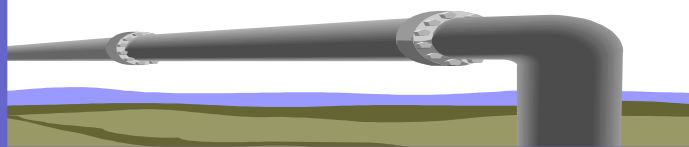
There have been a few enquiries regarding the copper sizing debate. The industry feedback that was received was prompted by "reminder" emails being sent a week prior to the PDANZ Executive Meeting. Without sufficient feedback and informed comment from the industry, the Executive Committee decided that it could not make an informed decision as to whether New Zealand should or should not adopt the international copper pipe size and that the status quo should remain. The Committee also noted that there were more pressing matters that needed attention.

We are fast approaching the AGM followed by the PDA Awards evening on Wednesday, 26th October at Alexandra Park. It promises to be another enjoyable evening so book your tables early to avoid missing out. You will soon be receiving all the appropriate material you need to vote for the most deserving sales rep or to submit entries for the Best New Product, Best Merchant or Showroom. This year I am happy to announce that I will be presenting the Awards with the assistance of my favourite westie comedian, Ewen Gilmour.

I look forward to seeing you all at the PDA Awards. Until then, happy trading.

Regards,  
Dean Palmer *Chairman PDANZ*

Prospecting takes time and if your sales pipeline isn't always filled with prospects, in various stages of being worked, then you are in for a future sales slump.



Plumbers upskilling for free at an Aqualine Products Ltd CPD event.



## CPD (Continuing Professional Development) Update

1<sup>st</sup> April 2012 is 'Judgement Day' for Plumbers, Gasfitters and Drainlayers. If they have not gained the required points by this date then they will not be able to renew their trade licence(s). PDANZ is showing its commitment to the industry by taking the PDA Trade Shows throughout the country to locations such as Greymouth, Upper Hutt and Te Rapa. Well done to the "Magnificent Seven" (*Allproof, Aqualine, RMC, Rheem, Felton, Methven, Buteline*) who have provided their CPD course points while the PDANZ Course is awaiting approval.

Currently many of our members are offering free CPD courses through the plumbing merchants. The costs associated with CPD and the relevance of courses seems to be the biggest issue with plumbers. **Why should a plumber have to learn how to crimp yellow pipe when he does it every day? And, at a cost of \$300.00 !!** Suppliers that charge for courses may see a backlash from their plumbing customers and they should think again as they are in business because these plumbers use their products. CPD is a chance to give something back to the end user. Once CPD is established, the most relevant courses will remain and they will be FREE. Thanks to RMC, Buteline, Methven, Rheem and Aqualine for putting something back into the industry by providing free CPD courses.

# Congratulations



Two PDANZ Members have done well in the latest Westpac Auckland West Business Awards. From over 100 entries submitted, Aqualine Products and Parex Industries Ltd have made it to the top five finalists for 2011. For the second year running, Aqualine is a finalist in the Innovation Category. Parex is a finalist in the Marketing Excellent Category and both companies have also made the finals of the mid-sized Business Category. But, wait there's more! Barnaby Thompson, Sales & Marketing Manager, Parex Industries, is a finalist in the Young Business Person of the Year. Winners will be announced on 26th August at a huge Gala event with presentations made by the Prime Minister.

Well done and Good Luck from all in PDANZ.

## NEWS SNIPPETS EX GOOGLE

### Water Health Worry Highlighted

The Annual Report on Drinking-Water in New Zealand 2009/10 from the Ministry of Health says unacceptable levels of E. Coli were found in the water of 72,000 or 2% of people accessing a registered water supply. The Green Party Co-leader, Russell Norman, said the report found non-compliance with drinking water standards was generally found in towns with populations of less than 5000. At a time when nearly half our lakes and most of our lowland rivers are classed as polluted, the Government needs to be investing more money into helping communities supply clean, safe drinking water, not less.

### Water Infrastructure Needs Closer Attention

"Treasury says that water governance, management and regulation need the closest attention over the next three years and we could not agree more", said Water New Zealand's Chief Executive, Murray Gibb. "The National Infrastructure Plan compares the needs of the five main infrastructure sectors with water requiring the most focus and highlights the lack of good information available on the current state of urban water assets. As so tragically found in the Christchurch Earthquakes, these assets are largely buried underground out of sight, and often, out of mind.

### Dodgy Dealers in Hot Water

Mid-North Real Estate has had about 20 hot water cylinders stolen this year from vacant rental properties it manages and Northland Property Management claim about a dozen have been stolen from vacant Kaikohe properties that it manages. The Scrap Metal Recycling Association's President, Korina Munro, says metal theft is a widespread problem and copper is the most commonly stolen. She can only guess that an unscrupulous dealer is buying Kaikohe's hot water cylinders and exporting them. The law requires dealers to record photo identification details of anyone selling scrap metal but some still flout the rules. To report stolen items, go to [www.scrapmetal.org.nz](http://www.scrapmetal.org.nz)

Photo by Metalcorp NZ Ltd



### Hutt River Tap Turns for Te Marua Upgrade

A controversial plan to take more water from the Hutt River for the region's taps has been given the green light. Greater Wellington Regional Council's application to take extra water, while the water storage lakes at Te Marua are seismically strengthened, has been granted. Works to strengthen the resilience of the storage lakes and increase their capacity will cost an estimated \$10million over the next two summers, draining one lake at a time.

### Methven Predicts Major Profit Lift in Difficult Climate

Methven Group CEO, Rick Fala, confirmed that the turnaround initiatives put in place in the UK last year, along with wider group operational efficiency improvements, will ensure the company achieves significant profits over the next 12 months. The appointment of Steve Lee as UK CEO in November 2010 has accelerated the strategies to grow the business and Methven will continue investing in sustainable design and innovation as the platform to enable expansion across all international markets.

### Leaky-Building Act, But No Deal Details

A leaky building financial assistance package has been passed by Parliament but the Government is still thrashing out details with the banks. Under the scheme, qualifying homeowners will get a 25% contribution towards the cost of repairs and may be eligible for 25% from their local council. Homeowners may need a bank loan to pay for the rest. Banks want a 100% Government guarantee for all loans made under the package but it is understood that this has been scaled back to between 15 and 25% of losses on defaulted loans. Homeowners can sign up to the package if a home was built or altered less than 10 years before making a claim.

### Trades Sign Up for Fast Cash

A Kiwi boss who has developed technology that allows tradesmen to take on-the-spot credit card payments through an iPhone says electronic money transfers are on the verge of a "revolution". Flo2Cash managing director, Roger Yibo Wang, said "It's an application that allows our customers to take credit card payments in real time, wherever they are in the country." A report from Dunn & Bradstreet said tradesmen waited an average of 45 days for clients to pay invoices. Wang said the money could now go straight into their bank accounts, which solved their cashflow problems.

### Aussie Exodus: Three a Day Leave Tauranga

Statistics show three Tauranga people are crossing the Tasman for a long-term stay every day. Tradestaff's Bay of Plenty area manager, Geoff Campbell, said "Tauranga's inconsistent trade employment market had proved too much for some. The main trades in which we have seen a consistent exodus to Australia are carpenters, engineers and heavy machinery operators." Max Mason of the Tauranga Chamber of Commerce said builders, roofers, landscapers, gib stoppers and painters were experiencing a downturn. Tradespeople struggling to find employment in Tauranga are giving in to Australia's pull while more will soon be moving to Christchurch, leaving some in the industry predicting a skills shortage.

### Plumbing Industry Rejecting Polytech Graduates

The plumbing industry has launched an attack on student plumbing courses saying they don't provide the type of apprentices needed. Ian Elliott, of the Plumbing Industry Training Organisation, says "employers are looking for the best person for the job, and often they take pre-traders." The ITO advised that of the 180 new apprenticeships this year, only 10% went to those who've done a course and that's because plumbing firms don't rate the training provided. Unitec believes its courses are relevant and that the plumbers are acting like dinosaurs. "Skills utilisation is one issue that's confronting the industry, not using the skills we have in the market place is limiting productivity in the sector quite severely," said David Nummy of Unitec.

### Nuplex JV buys Fibrelogic for A\$26million

Nuplex Industries has formed a joint venture with RPC Technologies to acquire Fibrelogic Pipe Systems, Australia's largest maker of glass reinforced plastic pipes, for A\$26m. The large diameter pipes are used in water reticulation, infrastructure and mining applications.

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**Business Mentoring High as Economy  
 Struggles to Recover**

Business Mentors New Zealand (BMNZ), the nation's only not-for-profit mentoring organisation, reported that demand is high with many older companies seeking help for the first time. Some businesses that have been trading for 20 years or more are now being affected by cash flow and collection difficulties and the domino effect of economic disturbances running right through the SME sector. Business Mentors has access to 1700 volunteer mentors who provide their experience, skill and knowledge free of charge. The focus is on developing capability, profitability and employment generation. Established in 1991, BMNZ has assisted over 57,000 small to medium businesses with funding by patrons in the private sector and support from New Zealand Trade and Enterprise. BMNZ is also an Associate Member of the NZ Retailers Association Inc.

Contact: Ray Schofield, Business Mentors NZ Ltd  
 Tel. 027 473 5435 Visit: [www.businessmentors.org.nz](http://www.businessmentors.org.nz)

**CALENDAR OF EVENTS 2011:**

23 <sup>rd</sup> JULY	PICT Gala Ball
29 <sup>th</sup> JULY	Plumbers Race Night
1 <sup>st</sup> AUGUST	PDANZ Trade Show
2 <sup>nd</sup> AUGUST	PDANZ Trade Show
3 <sup>rd</sup> AUGUST	PDANZ Trade Show
11 <sup>th</sup> AUGUST	PICT Christchurch Ladies Lunch
16 <sup>th</sup> AUGUST	PDANZ Trade Show
17 <sup>th</sup> AUGUST	PDANZ Trade Show
18 <sup>th</sup> AUGUST	PDANZ Trade Show
31 <sup>st</sup> AUGUST	PDANZ Trade Show
<b>NEW</b> 1 <sup>st</sup> SEPTEMBER	PDANZ Trade Show
7 - 11 SEPTEMBER	9 <sup>th</sup> World Plumbing Conference
28 - 30 SEPTEMBER	Pacific Water Conference & Expo 2011
5 <sup>th</sup> OCTOBER	41 <sup>st</sup> World Skills
26 <sup>th</sup> OCTOBER	PDANZ AGM PDANZ Annual Awards Dinner

Auckland Town Hall
Alexandra Park, Epsom, Auckland
4 - 8pm Carisbrook, Dunedin
4 - 8pm Invercargill Workingmens Club
4 - 8pm Heritage, Queenstown
Russley Golf Club Function Ctr, Christchurch
4 - 8pm Te Rapa Convention Centre Hamilton
4 - 8pm Baypark Stadium, Tauranga
4 - 8pm Great Lake Centre, Taupo
4 - 8pm Manukau Institute of Technology
4 - 8pm Rotorua Convention Centre
Edinburgh, Scotland
Novotel Hotel, Lami Bay, Suva Fiji
ExCel Exhibition Centre, Docklands, London
NZRA Boardroom, 61 St Lukes Rd, Auckland
Alexandra Park, Auckland



To add your event — email: [bchalmers@retail.org.nz](mailto:bchalmers@retail.org.nz)