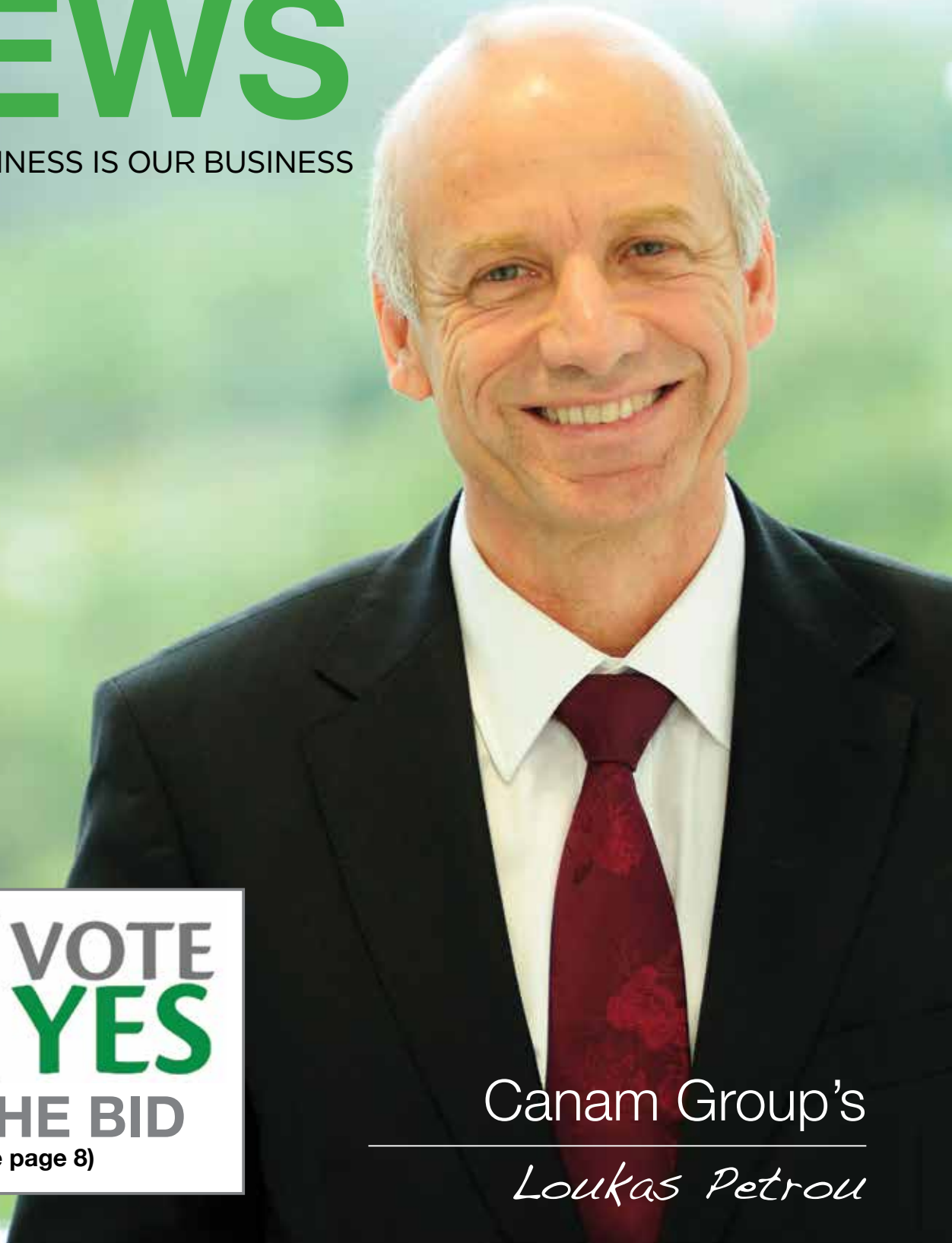


ISSUE 10. FEBRUARY / MARCH 2017

# Central Park NEWS

LOCAL BUSINESS IS OUR BUSINESS



VOTE  
YES

TO THE BID

(see page 8)

Canam Group's

*Loukas Petrou*

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# FROM THE TOP



## The BID

In this issue I will give you an update of our meeting on the BID process and its possible outcome.

The CPBA held their Special General Meeting on Wednesday 8 February 2017 at The Lincoln Green. More than 30 business leaders and stakeholders attended the 'SGM' - the purpose of the meeting was to consider:

1. Whether CPBA should endorse and support a merger of the HLMB and CPBA, with the objective of achieving the establishment of a unified BID for the greater Henderson/ Lincoln Road/Central Park/The Concourse area; and that the Board of CPBA is authorized to negotiate and conclude the arrangements for the merger in **Special Resolution 1**. This was carried unanimously by those in attendance.

*It was noted this merging of the two organizations is seen as the best way to achieve a successful **YES vote** at the BID ballot, by both organizations' displaying a willingness to work together for the greater good of businesses in both areas.*

And...

Whether CPBA should endorse and support a planned Henderson - Massey Local Board Business Improvement District (BID) establishment project, the boundary of which will include the CPBA precinct in **Special Resolution 2**. Once again this was carried unanimously.

*It was also noted that the establishment of a Business Improvement District will enable the merged Henderson Central Park Business Association to have sufficient funding, under the BID structure to advocate for the businesses in the Henderson, Lincoln, Central Park and Concourse areas that share common issues and aspirations,*

*and reflects the desire of businesses in this area to be part of a Business Improvement District.*

*It was confirmed that the Henderson Massey Local Board supports this establishment.*

The attendees were very supportive of the actions and work so far accomplished by the CPBA Board and seen as a positive way **forward** for all business in our areas.

More information is contained in this issue, is on our website **CentralParkBusiness.org.nz** – and will be delivered and posted out to local businesses soon.

If you have any questions, please email either myself, Gary Holmes or Garry Bates [garry@centralparkbusiness.org.nz](mailto:garry@centralparkbusiness.org.nz). Our work now begins in getting enough votes across the line for this to succeed - **YOUR VOTE COUNTS!**

You will receive a voting pack at the beginning of March, and the voting period will end on March 31.

The Quality Hotel Lincoln Green is looking great, new paint, gardens freshened, rooms being refurbished, conference and meeting rooms updated.

CPBA recently held our SGM there. Thank you to General Manager Andrew Dearle...the room set up, hospitality and professionalism of the Team was excellent...all this, and a new dining experience coming.

John Schipper, Chair CPBA,  
[johns@davisfunerals.co.nz](mailto:johns@davisfunerals.co.nz), 021 270 0992

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**Cover:** Canam Group's Loukas Petrou

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Want more regular news? Like us at [www.facebook.com/CentralParkBusinessAssn](http://www.facebook.com/CentralParkBusinessAssn) - West Auckland NZ and you'll hear about things as they're happening!

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## 'The Goods' from Garry

Garry Bates,  
Business Development Manager



## Fake \$50 bank notes are circulating around West Auckland

"Offenders have been attempting to purchase something of smaller value with bogus \$50 notes," commented Steve

Mason from Pita Pit Lincoln Road, "in a desire to receive their change, to collect legitimate currency," Steve warns fellow retailers to be vigilant.

Police have been notified and warn retailers to check their change. Sergeant Aron McKeown, in charge of Henderson - Massey Police Community Constables agrees with Nicola Mason from Pita Pit, "If a fake note is passed over, don't hand it back, try to keep it and immediately call the Police."

Nicola told CP News the offender was a young male, probably early 20's, dressed in a suit and was wearing mirrored aviator style sun glasses. **"The note was the older \$50 note still in circulation and looked quite realistic with a 'fabric softener' sort of smell."** Nicola advised that other retailers she knew of, had been stung as well.

New Zealand has two sets of banknotes in circulation – Series 6 and the new Series 7. Both series are legal tender. Both sets have five denominations: the \$5, \$10, \$20, \$50 and \$100 banknotes.

Series 7 \$5 and \$10 banknotes were released in October 2015 and the remaining three denominations were released in May 2016.

How to detect a fake NZ banknote:

**Feel: A real note is printed in such a way that there are ridges**

**which are easily felt on the note.**

**Look:** There are two transparent windows on a real note. One has a fern on the left-hand side and an ovoid shape which has the number of the denomination etched on the right-hand side.

**Rip: Real notes are made of a tough polymer which is resistant to rips and tears.** If the note you receive is torn then it is most likely fake.

**Waterproof:** The polymer notes are stronger, non-porous and resistant to water.

**Shadow:** Real notes have a shadow of the Queen between the person pictured and the ovoid transparent window. Holding up the note to the light will show the shadow of the Queen.

Anyone found guilty of making or using counterfeit currency in New Zealand can be fined up to \$100,000 or imprisoned for up to three years.

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Collins Plumbing and Gas Ltd is a 100% Kiwi family owned and operated business specialising in all areas of Plumbing, Gasfitting, Drainage and Civil, Roofing, Heating and Cooling, Solar, Pumps, Pool and Spa Heating, Underfloor, Radiators etc.

Started by Simon Collins in 2007, having grown up in West Auckland, they will be celebrating 10 years in business this July 2017. Originally as a one man band, Collins has grown from strength to strength, moving their head office from Central Park Drive to The Concourse in 2016.

I first got know to Simon when I was at The Falls Restaurant (current CPBA member). I needed a Gas fitter, preferably local, and he stepped into the role. The firm was then, and is, a delight to do business with. So much so, I recommended them to now CP member Nova Energy, who were our suppliers of both gas and electricity then.

Collins currently employs 25 staff, including office staff and apprentices. In managerial roles we have, Simon - Managing Director, Lindsay Davy - General/Operations Manager, Hayden Booth - Drainage, Allan Waldon - Civil Project Manager and Tony Davy - Roofing Manager.

As Bosch Service agents and proud members of the Master Plumbers, and supporters of the industry with their apprentices they currently employ and have over the years.



The Collins team

Team Collins mission statement is "we focus our energy into saving yours," says Simone Mathysen, the Office and Accounts Manager. "We like to focus on giving our customers the best system and ideas for their project whether it be for home or business. We believe in quality product and quality workmanship."

Simon added, "I have always loved being a tradie and working with my hands, and as the business has grown I am excited by new challenges and the changing technology." And his formula - "It's hard work and long hours, but having a passion for your industry with a strong, highly skilled team working alongside you makes it worthwhile," he concluded.



### Collins Plumbing and Gas Ltd

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## TWS Wholesale Ltd

TWS was started in September 2013, born out of a need I saw for someone to support the smaller retailers in the Adult Retail Industry. Initially there were three business partners but now the company is owned and operated solely by myself.

In October 2015 I was approached by another Wholesale Company "Over The Top Novelties" and asked if I would consider purchasing their business and combining it with my existing company. I strongly believe that to get anywhere in life and business you need to take risks so I took the risk and made the decision to take this on. In doing so, I have doubled my client base and turnover. I have now been able to expand the business to include Gift stores and Novelty stores up and down the country.

My range of product now includes: Everything from Hens' Night, Games, Age range gifts (beer and coffee mugs etc), a wide range of Novelties including Note Pads and Greeting Cards and even some children's toys and games, along with the existing ranges of Adult Products which include everything from Lingerie and Romantic gift packs to the more XXX rated items and everything 50 shades. Over 5000 lines are currently available through TWS!

My team currently consists of myself and Karen who has worked with me for the last 8 years, Karen currently works 2 days a week and handles the accounting side of the business. I am responsible for pretty much everything else from Sales and Marketing to managing the



Sue Jones and Karen Martin

warehouse and getting orders out the door on time. Generally, orders are processed on the same day and shipped that day also. As the business grows this year I hope to hire a Warehouse Manager which will then free me to be on the road more visiting customers and growing the business.

We are always looking at what we can do to improve business and serve our customers better. Sourcing new lines is key to this along with ensuring we maintain a good standard of product throughout the ranges available. We currently have approximately 5000 different lines of product available.

Being a woman in business and in the adult industry can be challenging at the best of times. This has generally been a male dominated industry. I feel like

my customers know me and regard me as not only their supplier but also their friend in business. This is evident with the number that will call the office and do not feel the need to give their name as they know I know them by their voice. They also know that if they have any questions or concerns I am there to help them and answer what I can.

My key motivation is that I truly believe that you are successful when you help others succeed.

I believe that you need to have interests and outlets that give you time out from your role. I have over the last few years discovered a love for power tools and restoring furniture. Apart from that I also enjoy regular exercise, I can often be seen pounding the local pavement to the gym. That is pounding it with my feet - not my fist. That would just hurt and would not benefit my training, though it might give some sort of stress relief.

One of my biggest struggles over the last few years has been being accepted and taken seriously in the wider business community. Being part of the CPBA and RBA has helped me a lot in meeting others in business also and slowly being able to build a business support network. It is good to know that even though I may work alone most of the time I am not alone in this business community. *By Sue Jones.*

### TWS Wholesale Limited

[www.enticeme.co.nz](http://www.enticeme.co.nz) - Retail

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# Business Improvement District - Benefits



- **There are currently 48 BIDs in Auckland representing over 25,000 businesses, as a very successful Business Development investment initiative.**
- **The BID rates can not / will not be spent on services that are already undertaken by Council.**
- **Unlike general rates, the BID money is spent solely within the business area from where it was collected.**
- **How the funds are spent is accountable to members via AGM (with annual audited accounts.)**
- **Fixed rate of \$250 per property + small % on capital value (multiply by 0.00014129.)**
- **85% of properties will pay less than \$400 per annum (less if there are multiple tenants.)**

**To find out more, visit [CentralParkBusiness.org.nz](http://CentralParkBusiness.org.nz)**

The objective is to help Henderson - Lincoln - Central Park be a great place to do business by delivering in four key strategic areas:

1. Advocate to enhance the area and local business
2. Activities that make doing business easier and safer
3. Attract more member engagement and more businesses to the area
4. Accountability through all activities to gain enhanced engagement from local members.

## One voice for advocacy and representation

- Liaise with Auckland Council and other CCO's on issues affecting the district and ensure Business viewpoint is heard.
- Research, inform and consult with members, and make submissions on relevant new Council and Local Board plans

- Keep members informed about Auckland Council plans for the development of the area and the implications of those plans.
- Maintain links with Local Boards, MPs and Councillors.
- Troubleshoot on behalf of members with Auckland Council on issues that impact on either groups or individual businesses.
- Liaise with Auckland Transport to understand and communicate to members the impacts of any transport projects, especially the Lincoln Road corridor upgrade.
- Engage with Auckland Transport and investigate options to relieve traffic congestion in Lincoln Road.
- Work with Auckland Transport to activate and promote the Commute programme to encourage and assist workers to find alternative ways to get to work including carpooling, public transport.

## One strategy for Crime Prevention

- Establish co-ordinated security patrols to provide a physical security presence in the BID district seven nights a week - Daily reports expected.
- Investigate engaging a part-time crime prevention specialist to provide support and advice to businesses on Crime Prevention through Environmental Design (CPTED) techniques to minimise crime, liaise with local Police and to follow-up on reports from security patrols.
- Develop a crime prevention toolkit targeted appropriately at both employers and employees.
- Maintain relationships and intelligent sharing with Police, security companies and businesses.
- Report Graffiti for same day removal by 'Tag out Trust'.

## One brand to market

## Events, Marketing and Promotion

- Support and encourage events that bring people to local business showcasing the diverse range of businesses located within the BID.
- Conduct regular networking events with guest speakers to provide networking and educational opportunities.
- Establish and maintain connections with key publications and seek opportunities to promote the area.
- Consider a buy local programme aimed at providing tangible benefits/offers to both businesses and the general public.
- Develop opportunities to promote stakeholders via editorial columns and advertising in local publications focused on business profiles and buy local.
- Develop a promotion video to showcase the business district.



- Engage a suitably qualified branding company to research, consult, and develop a new brand for Henderson – Lincoln – Central Park.
- Redevelop the website to ensure it meets the needs of the Association e.g. fully responsive and mobile compatible, business directory (listing page for every business), fresh and fit for purpose.
- Establish gateway signage to the Business District

### One access to an established business community

#### Membership communication and networking

- Produce a monthly email newsletter for members to keep them informed of upcoming events, news and matters that affect them.
- Continue to produce a printed magazine, which can be distributed to businesses and the general public including opportunities for local businesses to advertise in and with the aim to be self-funding through advertising revenue.
- Facilitate monthly “Business Showcase” after five events to enable local companies the opportunity to showcase their business/ product offerings and to allow members to network.
- Develop or partner with existing organisations to provide business to business opportunities.

- Develop a “New member's” kit which can be dropped off to any new businesses in the area.

#### One strategy for business development

- Provide support for businesses by connecting them to business assistance and useful sources of information through events, publications and the website.
- Fund a retail strategy report to guide the Association on the existing business mix and opportunities for growth.

Work with local leasing companies, real estate agencies and other key stakeholders to develop a strategic leasing plan to attract suitable tenants to complement the business mix.

Please **VOTE YES** for **ONE VOICE** in March  
Your neighbourhood needs you



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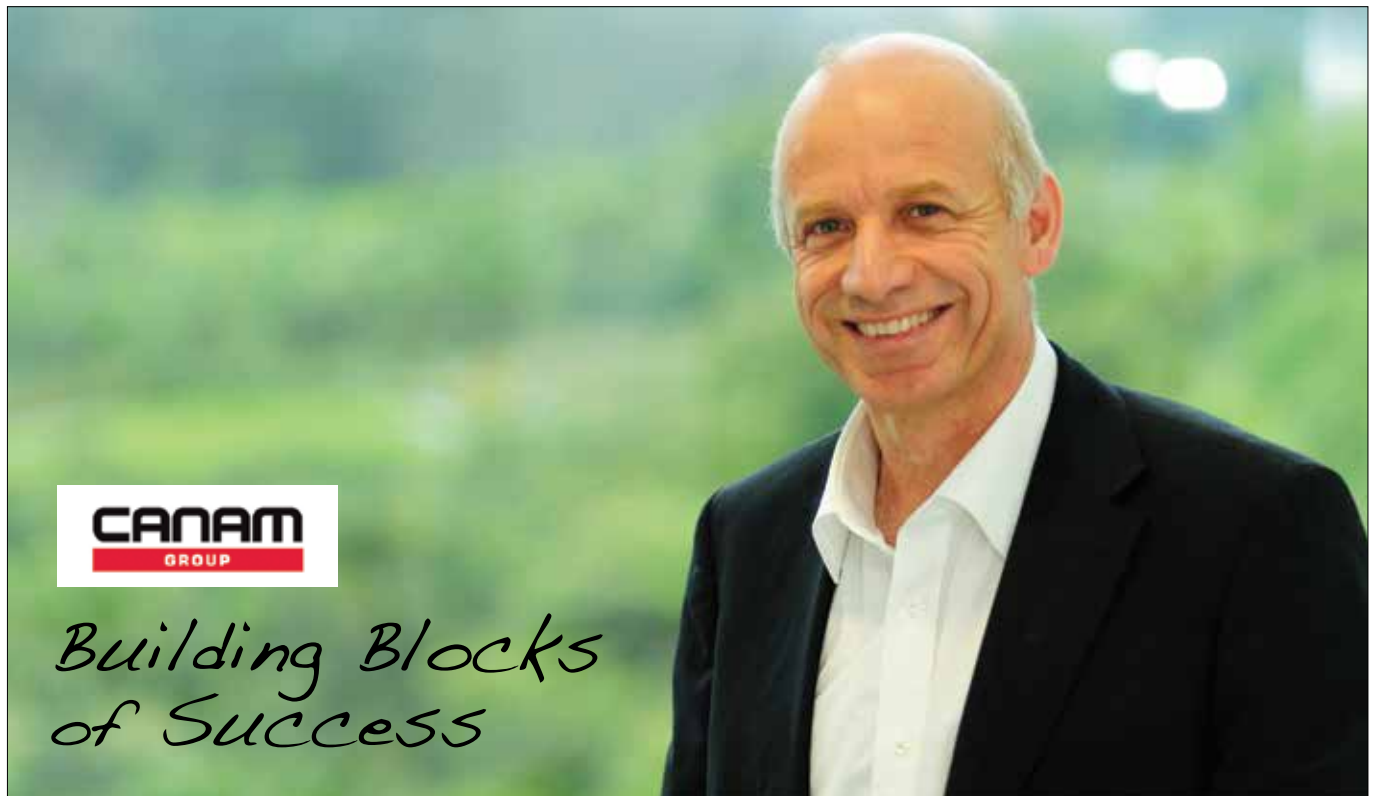
#### RSVP to:

Kath Kemp, Business Manager  
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# WAITAKERE COLLEGE

42 Rathgar Rd, Henderson [www.waitakerecollege.school.nz](http://www.waitakerecollege.school.nz)



**With 20 years at the head of Canam under his belt, Loukas Petrou knows a thing or two about growing a construction company from small to large.**

We met with Loukas this week and he told us the story behind his successful operation.

Shoot back to 1955 when it was called Bonnar Gill after the two westie founders, the small construction company was born in West Auckland.

They changed the name to Canam in the 1970's after the car racing event. The Canadian-American Challenge Cup or Can-Am, was a sports car racing series from 1966 to 1987.

Can-Am started out as a race series for group 7 sports racers with two races in Canada (Can) and four races in the United States of America (Am).

Can-Am was the birthplace and proving ground for what, at the time, was cutting-edge technology.



On the other side of the planet, Loukas started his student life in sunny Cyprus where he was born. The Turkish invasion of 1974 made him a refugee in his own country. Touchy subject these days...

But Love not Fear is what made Loukas immigrate to New Zealand in the early 80s. A qualified engineer, he got to work for the big industry names until he decided to set up his own business.

But an opportunity presented itself in the shape of Canam and he has not looked back.

From strength to strength, his company is behind some of West Auckland's most iconic buildings, like the Waitakere City Council Civic Centre, the Henderson train station and the Trusts Stadium.

It also won the Supreme title at the region's

business awards in 2011, the first time they had entered awards.

Canam Group took the top prize, along with awards for

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Auckland Council Henderson Offices



The Trusts Stadium

Excellence in Innovation, Best Large Business and Excellence in Export at the 2011 Westpac Auckland West Business Awards.

But Loukas had a vision from the start, applied ethical principles and grew his company from 33 'staff' to 160 'proud employees'.

Amongst the words that define Canam's values, you'll find integrity and fairness, and the employees' wellness and personal growth are at the forefront of Loukas' mind.

It also applies to the clients they deal with, favouring a respectful long

term relationship over ad hoc work.

Loukas told us that it is not just bricks and mortar they're building, but a way of working life that will affect people every day. Whether it is a construction, interior or development project and whatever the size, the same principles are applied.

On the larger side of the project scale, the first building in Alexandra Park's new urban village will be constructed by Canam. As well as containing 118 beautifully-appointed apartments, the building will have 2,500m<sup>2</sup> of ground-floor retail.

Alexandra Park CEO Dominique Dowding says:

"It has been a thorough tendering and selection process and we had considerable interest from inside the construction sector. In the end Canam were the best fit with what we are trying to achieve here at Alexandra Park. The company comes with huge credentials and strong testimonials from some very big names."

"Canam has been around Auckland for decades and, like us, they take a very long-term view to relationships and development. Canam can see the potential of our Green Lane West site and have a proven track record of building sustainable quality environments with great longevity," says Ms Dowding.

That testimonial sums up really well what Canam thrives to achieve consistently.

Loukas told us one of his proudest moments though was the day back in 2007, when he was invited to witness the voting by the West Auckland Council where they resolved to negotiate the Grandstand tender. Canam obviously was voted the contractor of choice given the longterm relationship, track record and trust with the Council.

Loukas and Canam are truly committed to West Auckland. "That's where it started, that's where it stays," says Loukas.

And in his philanthropic ways, he and the company maintain their support of the West Auckland community as well.

# Experience ACG Sunderland

## Open Day

Saturday 4 March  
10.30am – 2.30pm

[acgedu.com/sunderland](http://acgedu.com/sunderland)





Cable Bay, Waiheke

They supply funds to coach young aspiring athletes for the Olympic games, funds to the Cancer Society and hospitals, funds to employees who want or need to learn new skills, and a continuous support to Sport Waitakere. They also want to supply the skills our youth need in terms of apprenticeship and training in school programmes.

In order to balance his business and personal life, Loukas also makes wine. Nurture versus Nature you might think, but a few years ago Loukas bought Cable Bay vineyards with a partner and has turned the whole business around, from struggling to profitable with the same vision he applied to Canam and now represents the New Zealand wine industry around the globe. Unfortunately, you will only find the fine drop in exclusive restaurants around this country but it is certainly worth a

degustation. So make it a trip to Waiheke on the weekend.

Back on the mainland, Loukas will focus on growing Canam organically from within, so he can focus on the development side of the business. Some of his employees will eventually run the company so Loukas wants to make them grow and flourish.

"I just want to see people do well; it gives me great pleasure," said Loukas with his distinctive Cypriot accent.

Would you like to know more about Loukas, his wine or Canam's projects?

You can visit either

[www.canam.co.nz](http://www.canam.co.nz) or [www.cablebay.nz](http://www.cablebay.nz)

You can also contact the team on Phone +64 9 836 3069



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## HIGH COURT ADVOCACY OPPOSING TRANSPOWER

Dr Grant Hewison  
Director, Grant Hewison & Associates

By working together, a number of business associations have been supporting Auckland Council oppose an appeal by Transpower against the Unitary Plan.

All of the associations had been involved in the Unitary Plan process from the outset and their involvement in this appeal was a culmination of this.

The business associations had been concerned about the impacts of the National Grid over their business areas.

As can be seen from the map, there are significant Transpower lines over the Central Park Business area and the Concourse.

In the High Court, Transpower argued that the Unitary Plan Hearings Panel had made a mistake of law by seemingly finding in their favour, but not translating this into the rules of the Plan.

The Association's reading of the conclusions of the Hearings Panel was different. They felt that the Panel had accepted that there was significant disagreement between Transpower and the other parties about how the National Grid should be protected. There were numerous statements to that effect in their findings.

Certainly this disagreement of the level of protection of the Grid was their experience at the Mediation and the Panel hearings.

While the Associations accepted the need for electricity infrastructure, they argued strongly that a balance had to be reached by the Panel between managing the risks of industrial business activities (or non-sensitive activities) to the National Grid and allowing industrial businesses to maximise their activities and utilise the full potential of their properties.

In fact, the Associations started off arguing that no National Grid

buffer was required across heavy industrial areas.

The scarcity and value of industrial land – and more broadly – the value of Auckland's urban environment – meant that the provisions to manage the risk to the National Grid should not unnecessarily restrict industrial business activities.

The Associations were also concerned by the layer-upon-layer of regulation in the Unitary Plan (including that advanced by Transpower) that was restricting industrial activities.

Not only was this a feature of the advocacy in the Transpower or infrastructure topic, but it was repeated by the business associations across many other topics.

When the Associations stood back and read the Hearings Panel Report, their sense of it as a whole was that the findings of the

Panel acknowledged these significant disagreements between Transpower and the other parties.

The Associations believed that the Panel's rules in the Plan reached an appropriate balance between these differing positions.

They argued there was no mistake of law. The Panel had come to a conclusion it could reasonably have come to.

Also of interest in the discussion at the hearing was that much was made by Transpower about reverse sensitivity effects caused by industrial activities on the National Grid.

Transpower identified examples of: (i) debris falling on to cars when undertaking tower painting; and (ii) the operation of sensitive electronic equipment, such as radio controlled systems or global positioning systems (with one instance identified in a timber treatment plant).

The experience that the Associations relayed to the High Court was that they had received few complaints of interference of the National Grid with sensitive electronic equipment. They doubted an industrial business would invest in locating such equipment close to Transpower's lines anyway if there was a chance of interference.

At the conclusion of the Hearing, the High Court Judge reserved his decision, but promised the decision would be issued quickly.





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