

ISSUE 11. MARCH / APRIL 2017

Central Park NEWS

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Jason Bult

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FROM THE TOP



The BID update

We also held a Beer and BBQ session on the Concourse and I felt this was quite well attended. I really enjoyed the conversations and meeting of business owners there; they're a great bunch of people....

What a weekend that has just been. I have never seen so much water dumped in this fair city, especially West Auckland which has taken the brunt of it. I hope you haven't had too many disruptions with your businesses and/or your own homes. I had to get a plumber to our rental

property in Henderson over the weekend, took a whole day to find one and then paid the price, they were flat out and I take my hat off to them for getting stuck in, in atrocious conditions.

On the BID front we have had a series of meetings for members to come and ask any questions or raise any concerns they have around the BID process. Corban Revell Lawyers allowed us to use their facilities for the first meeting for Property Owners, two attended and can I say there was a very robust conversation on the topic. We also held a Beer and BBQ session on the Concourse and I felt this was quite well attended. I really enjoyed the conversations and meeting of business owners there; they're a great bunch of people.... Straight shooters! Thanks to PLYMAN, 70a the Concourse for facilitating this.

As part of our advertising campaign you will now start noticing street signs and a large mobile billboard being placed in strategic spots to encourage you all to vote, we have also gone to social media with our Facebook page and website, yes your vote is vitally important whether YES or NO. On 15 March we had an informal get-together at the Hangar and a voting box was available to those who didn't want to vote online (although it was very easy) and had about 25 in attendance.

I'd like to thank Garry Bates (CPBA) and Gary Holmes



(HLMBA and BID Manager) for their time and effort in getting out to see and talk to people, it's a massive job, so well done gentlemen. When 31 March/1 April come around we will know if we have been successful or not, but either way it has been a great experience to be part of.

On a final note I'd like to congratulate Waitakere Football Premiers for their absolute hammering of Auckland City Football (4-1) at Trusts Stadium on 26 February, well done to Chris Milicich (Coach) and players, doing the WEST PROUD!

John Schipper, Chair CPBA,
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Cover: Jason Bult, Joint CEO, Aarque Group

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Want more regular news? Like us at 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



I recently visited the Community Policing Centre at 390 Don Buck Rd Massey following their announcement of the newly formed Henderson Community Patrol (CPNZ).

These patrols will include the CP area under direction of NZ Police, a great initiative to observe, report and help deter any crime in our Business precinct. I did suggest with a smile at the time, that CP might stand for Central Park as well as Community Policing

The purpose of CPNZ is to empower communities to prevent crime and create safer environments through the utilisation of trained and equipped volunteer patrols.

Volunteer patrollers will be rostered to work in pairs and will give as many hours as their schedule will allow.

They have full backing from NZ Police (while remaining financially independent) and will in effect be the eyes and ears for the Police gathering intelligence and reporting incidents.

The Henderson patrol will be responsible primarily for the wider Henderson area covering areas tasked by Massey/Henderson Police, patrolling neighbourhoods, particularly where there has been a spike in crime, major carparks and just providing high visibility within the community.

Henderson patrol will use Massey Community Police Station as their base. Patrols will cross borders when required, covering "hot

spots" in other local areas or major events such as missing children or elderly people. All patrols are logged onto the Police DCC (District Command Centre) for safety purposes and have direct access to Police Communications.

This is a new patrol and is seeking volunteers and sponsorship. Volunteer applicants are vetted by Police, put through training and every member must sign a declaration of confidentiality and a code of conduct. Henderson patrol is affiliated to Community Patrol of NZ Charitable Trust.

Two of the Community Cars were sponsored by iconic Central Park Business members.

West City Autos & the Trusts (Community Foundation)

If you have further questions please contact Massey Police station 832 4099 or email MMCG80@police.govt.nz



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TIM LIVINGSTONE RETIRES AS UHY HAINES NORTON DIRECTOR

Congratulations to New Director Andrew Scott



Andrew Scott

This month marks the official retirement of Tim Livingstone as Director at UHY Haines Norton. He will continue to be involved at UHY on a consultancy basis, and to provide assistance on client matters.

Tim joined the practice in 1983, when it consisted of three Partners and six staff based in one Henderson office. He has been a Director

for over 30 years, including 10 years as Managing Director, and was instrumental in growing the firm into the prominent Chartered Accounting practice that it is today.

"UHY has been a huge part of my life for the past 33 years," says Tim. "The highlights have always been servicing such a varied and interesting client base, who have continued to challenge and stimulate me throughout my career. It is with great pride that I have been part of the successes that many clients have achieved during these years."

Tim has always been passionate about supporting the business, heritage, and culture of the West Auckland community. He has been involved in a very long list of boards, associations, trusts, and initiatives, including the West Auckland Business Club, The Trusts Arena, the Portage Ceramics Trust, the Lopdell House Development Trust, and most recently the Henderson-Lincoln Business Association and West Auckland Business Hall of Fame to name but a few. He is looking forward to maintaining this support of the West Auckland community as it continues to grow and prosper.

Central Park & Henderson Business is delighted that Tim will continue in his role on the Board of the Association. He has been the 'Go To' person for so many of us in the West and his experience, knowledge, and 'can do' axiom is invaluable

UHY Haines Norton is excited to announce the appointment of a new Director, Andrew Scott, who joined the firm as an Associate in 2015. Andrew is an extremely talented Chartered Accountant and enjoys developing close working relationships with his clients, taking the time to understand their business needs so as to help them achieve their business and personal goals.

"It's a pleasure for me to hand over the reins to Andrew," says Tim. "He has already proved himself to be a very talented all-rounder with skills and experience beyond his years - combined with the drive and enthusiasm of a younger person. Andrew is also very comfortable with modern technology and trends that are shaping all of our businesses today."

Andrew is a West Auckland native, having lived in Ranui and Henderson all of his life. "West Auckland runs through my veins," Andrew says, "it is very much a part of who I am and I'm excited to be able to live, work, and enjoy everything it has to offer."

Andrew has more than 15 years' invaluable experience working for

both mid-tier and boutique accountancy firms. "I've been fortunate throughout my career to have worked with great people and great clients. One of the things I love about my job is meeting new people, talking to them about their passion for business and in life, and being able to support or assist them in turning their dreams into reality."



Tim Livingstone and his wife Sandra

Member of the New Zealand Order of Merit: **LIVINGSTONE, Mr Timothy (Tim)**

For services to business and the community

Mr Tim Livingstone is President of the West Auckland Business Club, an initiative he was instrumental in the development of 20 years ago, and which hosts networking functions annually, from which profits are donated to the West Auckland community. He is a member and Fellow of the New Zealand Institute of Chartered Accountants, having served as Councillor and as Chair of the National Public Practice Committee. He has chaired audit, risk management and remuneration committees for the Boards of organisations such as the West Auckland Trusts Service, Languages International Ltd and Learning Media. He has been a Trustee of the Waitakere City Stadium Trust since 2004 and was Deputy Chair of Sport Waitakere. He actively supports the arts and creative sector in West Auckland and is Trustee of the Portage Ceramics Trust and the Lopdell House Development Trust. Mr Livingstone has been a Trustee and Chair of The Dutch Village retirement village.

MOTORING FEATURE



With this issue we are trialling a new initiative in CP News, a MOTORING section as evident by our 'key' members and advertisers in the vehicle business. West Auckland has become the hottest new area in Auckland for this sector and we look to feature our amazing dealerships and industry support members in this part of the magazine.

It is well known that many Westie's love their wheels and we are keen to provide you with local content in this vibrant, expanding area of the CPBA membership. Positive feedback for this new proposal has been received by our readership following inquiries while delivering the CP News / Roundabout.

We continue to be delighted by the response of recipients, both by CP members and fellow businesses alike in our catchment. While you enjoy reading each issue, our stake holders strive to keep the 'News' relevant, while pushing the West.

Our sector Members include; Auckland Hyundai, Davy Tyres, Drivesure Vehicle Testing, John Andrew Ford & Mazda, Kelvin Armstrong Vehicle Repairs, Lensflare LFHQ Studio, MTF Henderson (Vehicle Finance),

NZ Performance Tuning, North Western Toyota, Tristram European VW, West City Auto Group, Western Auto Electrical, Western Ssang Yong and West European/ Park to Sell.

MTA celebrates its centenary of motoring in Wellington 28-30 April 2017

At the end of April 2017 it will be 100 years since the country's motoring sector formed what became the Motor Trade Association (MTA). To commemorate the past and celebrate the future they are hosting an exciting motor show, much of which will be open to the public.

Part of celebrations is a display of over 100 classic cars, supercars, muscle cars, and rare cars for inspection in the Arena carpark. There's also a showcase of very Kiwi cars, including the Trekka and Chris Amon's Maserati.

One of the many events is a Ladies' High Tea for Members to celebrate the women who have been on the tools, book keepers, board members and business owners. The ladies who lose their husbands, fathers and sons to the shed on a regular basis, have their houses bombarded with car parts, and who have lost countless weekends to car shows, dragstrips and motor racing.

Many in West Auckland can attest to this.

Next month's CP motoring we feature Lee Grunsell's car. Lee works for member John Andrew Ford, who are also celebrating their centenary. Her car, a '68 Ford Galaxie Country Sedan.

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Of particular interest to our Members, KAAR offers a range of Company Car Servicing and Fleet Management, being approved for most lease companies, including: Lease-plan, Fleet-lease, Custom fleet, Fleet-partners, SG Fleet, and Orix. They are insurance and warranty approved repairers for all makes and models.

For that extra convenience KAAR offer their mobile service Auckland wide, and can come to your place/premise to service your vehicle/fleet on-site. Loan vehicles (20+) are available, both cars and vans if need be, and a shuttle service is available to anywhere in the Henderson area. KAAR Avondale offers the same service in the Rosebank precinct.

Owned and operated by Kelvin & wife Karyn, KAAR opened their Rosebank Road workshop in 1994 and expanded into Henderson in 2011. "We quickly established ourselves as a company with a reputation for quality car repairs from the beginning, our aim being to provide excellent, efficient

service", Kelvin told CP News "standing behind our workmanship is always front of mind".

Industry training partners, in-house training and committed suppliers ensure the Team is kept right up to date in vehicle maintenance new technology. With the latest vehicle specialist diagnostic tools, multiple scanners and multi-channel oscilloscopes available, KAAR's vision continues to be customer-focussed, offering the best advice and automotive expertise possible.

KAAR has invested a lot of resource into their easily navigable and very informative web-site, showcasing any and all of their services provided, and evidence indeed to the accolades achieved by this growing company's success story.

We look up to Kelvin (literally!) in his tireless efforts to the business community, whether it be giving time, support or attending events. Kelvin is a Board Member of both Central Park & Rosebank Business Associations and an Event Sponsor of the West Auckland Business Club.

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David Stacey and his daughter Isabelle opened the local franchise at 93 Lincoln Road Henderson servicing West Auckland through to Kumeu in May 2016. MTF Henderson is locally owned and operated as a franchise, enabling it to provide personal service to each customer.

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David and Isabelle can also provide personal loans against a vehicle you already own.

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The American Muscle Car Club

(AMCC) held their truly amazing Car Show at the Te Pai Netball Centre on a very stormy weekend, March 11 & 12. You would be hard pressed to see a more authentic show in the US of A.

70+ magnificently restored cars together with specs and information, supported by stalls were on display, attended by owners & marshals to assist with questions visitors might have had at the time.

Membership is predominately restricted to High Performance American cars, manufactured between 1961 and 1971 (as observed by the factory horsepower wars at the time).

The main object for which the club was formed was "To encourage the acquisition, preservation and maintenance of 1961-1971 American Muscle Cars."

Very well organised by 'AMCC' - each car display was sponsored by a company, (KAAR was spotted amongst these). Many of their members are still local, as the Club was started in the West in 1986.





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Leo and Jason Bult

This week, we met with not one, but two CEOs, under the same roof of the Aarque Group.

We met Leo and Jason Bult. And before them, Peter Bult used to run the show.

Peter handed over the reigns of the company in 2014 and in 2016 retired, leaving the majority of ownership to nephew Jason and brother Leo. So it's safe to say that it's a family business.

They started in the 1970s with a company called Office Graphics and Aarque was on their books as a specialist drafting equipment supplier.

Although born in the 1940s, Aarque only became Aarque in the early eighties when US-based Richard Quintus Anderson bought the business and renamed it using his initials and positioning the business at the top of the phonebook list.

Aarque bought the Bult's family business in the early 1990s and put it all under one roof and one name.

Then in 1992, the Bult family bought back 50% of Aarque business from an Australian investor. It was also at that time that Aarque became an early adopter of the Digital Print technology, a first to New

Zealand and to this day they are still the market leaders.

In 2011, they managed to buy back the rest of the business from the other overseas shareholders and proudly made it 100% NZ owned and wholly independent.

It was a great achievement, doubled with the opportunity to represent their quality brands in the Australian market by pitching the KIP business to the Japanese owners and winning the Australasian representation rights in 2015.

It was not always a West Auckland

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business as it was originally based in Mt Albert but given most of the employees were residing out West and the business was growing at the speed of light, it made sense to move into the bigger Waipareira Avenue facilities in the mid 90s, the building was then expanded around 2007 and Aarque took over 100% of the building which was shared with Cato Bolam.

This address is now the home of the biggest multi-branded showroom in the New Zealand printing world.

There, you will find under one roof all your solutions for printing, finishing, cutting and in all shapes and sizes, from the home office to the commercial equipment. They 'convert' their own paper to suit all demands. Converting involves buying massive rolls of paper, think 2 meters high and large, and 'converting' them down to any printing size possible.

We visited their warehouse and were

stunned at the sheer size of it, containing at all times, new machines and all spare parts, workshops, refrigerated inks and so on.

Although the competition is growing, Aarque remains the focal point for sourcing printing solutions because they focus on the customer's needs, not on the

AARQUE GROUP
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Our Values

PARTNERSHIP
We value a true **win/win partnership** with our staff, customers and suppliers.

COMMITMENT
We will commit to **deliver on our promises.**

EMPOWERMENT
We **trust our people** to make decisions, raise ideas and get the job done to the best of their ability.

OWNERSHIP
We take **100% ownership of the task at hand** through to completion, we will retain this ownership even if the issue is passed onto others for a resolution.

PASSION
We believe in who and what we represent, we are **passionate about our industry.**

RESPECT
We believe **treating other people and their opinions with respect** will promote positive team work within Aarque.

Mike Pero Real Estate Henderson



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brands they sell.

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Their portfolio includes brands like HP, Canon, Epson, Roland and Kip just to name a few and they won't favour one unless it fits your business needs to the T.

They also pride themselves on the fact that the journey continues after a purchase has been made. With technicians all over the country, from Auckland down to Dunedin, their after sales service is as comprehensive as it is effective.

That is Leo and Jason's strategy long term. "The focus is on the people" they say, talking about understanding and supporting their customers and also their staff. "In an ever-changing industry, it is tough to always stay ahead of the competition with just new products, and our priority is to ensure we concentrate our energy on our people and their knowledge to best serve our customers."

Leo and Jason are very proud of their culture at Aarque. They always ensure the team adheres to the company's set of values.

Loyalty is also up there on their list. Last week alone, we found out that they decided to stay with a current supplier in a business transaction rather than jump ship to a new cheaper one and spend the \$25,000 difference just out of said loyalty. Very commendable indeed.

The reason behind the duo at the head of the company is for the simple reason that they want to share the load and responsibilities, still complementing each other's skill set but to still have a life. Leo is passionate about motor sports and dreams of racing next year at Bathurst. Jason loves to socialise with business partners, family and friends and wants to travel the

world with his family as well as relaxing and recharging his batteries at the beach.

They conduct surveys for their 70 nationwide staff twice a year to stay on top of any emerging issues before it is too late and like to keep the communication channels permanently open. The surveys are an indication of "Base Camp" where they were, what has improved, and what needs to change to continue growth in the culture ultimately rewarding the investment of the business.

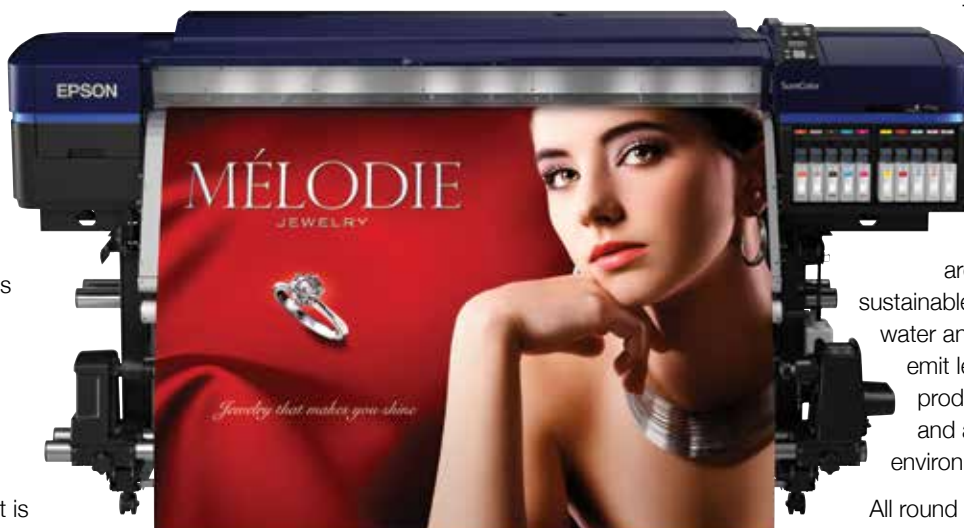
Now we believe them when they say "the focus is on the people."

Although they don't make a big song and dance about it, they like to support the West Auckland community in many shapes and forms and a generous budget is allocated every year for that support. This can be anything from building a BBQ trailer, sponsoring local sports team as well as supporting staff in many forms of sponsorship, "the 'FEEL GOOD' factor is extremely rewarding," says Jason.

Sustainability is now high on their agenda.

They take their commitment to the environment seriously, providing a wide range of products and services which are sourced from sustainable resources, are water and energy efficient, emit less carbon, produce less waste and are accredited or environmentally certified.

All round ethical and efficient!



Jason and Leo are extremely proud of their achievements thus far, they both started in the store packing orders, moving into sales and account management roles, they both left the family business on different occasions, and in the early 1990s all came back together and built the current state of play today. "We are both young and passionate about the future of the business and are extremely excited for the opportunities on the horizon," signs off Jason.

The Aarque website will tell you the full story as to why they're 'partners of choice' but we would highly recommend you make the journey to Waipareira Ave and talk to the team yourself.

AARQUE GROUP

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Auckland 0610
T: 0508 22 77 83 or
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www.aarque.co.nz