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Central Park Henderson NEWS

Lesa Davis Boss with the X factor



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FROM THE **TOP**



John Schipper, Chairman

New Year salutations to all. Lincoln Road Upgrade in the news. Passing of West business community stalwart.

It's hard to believe that 2018 is very much underway. I hope you who were able to take a break, had a fantastic time and recharged your battery. I personally worked through Christmas / New Year, more bad luck than good management me thinks! However, on the upside, my travel times to and from work were reduced dramatically, no longer did I go through a 15 minute wait to go from my driveway to Lincoln Rd traffic lights, pity it can't be like this all the time.

As I write this editorial I see AT has now released an over view of what the Lincoln Rd upgrade will look like in the NZ Herald. We all agree that this strip of road is the gateway to the West Auckland Business Precinct and certainly needs work done to upgrade it to accommodate the speed we are growing at. Some statistics from AT are;

- Traffic at Peak hours (morning, midday, afternoon) ranges from 3095 3363 movements
- A count taken on 2nd August 2017 measured on average 46,033 car movements per day (Monday to Friday), this is way more than Dominion Rd.

While welcoming the Civil Works and the money being spent on infrastructure in the West, we are mindful of the challenges ahead and the anxious thoughts of our members. Your Board is in dialogue with AT to ensure the communication aspect of this project is well managed and to have as minimal impact and disruption as possible on the businesses which are directly affected.

The other subject that continually came up over the break was the poor water quality we have in our beaches and streams. My wife and I went for a swim at our beach property at Red Beach to discover that Auckland Council had closed it due to poor water quality, come on Auckland Council should we really have to put up with this.... Says a lot for our clean and green image we portray to the rest of the World. This is not acceptable! We are not a third world country. Keeping the Council honest and fair is what we're about as an Association.

Just before Christmas we had the sad passing of Heather Battersby, a very much-loved CPBA member who, with her husband Paddy, were one of the sponsors of BA5. Heather (via RBA) was our secretary for the first six months of the CPBA. Paddy and Heather were always fierce supporters of the West Auckland Business Community. Heathers funeral was well attended by hundreds of people and as you could imagine, was well organized by Heather herself. It certainly has been a privilege to know and work with her. To Paddy and family, we the CPHB Board and members extend our heartfelt sympathies on Heather's passing.

John Schipper, Chair CPBA

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Cover: Lesa Davis, Boss with the X Photography by LFHQ Studios







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'The Goods' from Garry

Garry Bates, Business Development Manager

Member has Great Start to 2018

Wins the Big Race on New Years Day

Part-owned by Kim & Lisa Robinson of CPHB Member FaceUp Real Estate, the horse Volpe Veloce achieved Group 1 success on the first day of the year. The mare's record now stands at 13





starts for 10 wins and \$464,000 (almost double her purchase price) in prize-money.

The brilliant win in the \$200,000 Sistema Railway (1200m) at Ellerslie, has stamped herself among the top echelon of New Zealand's sprinters. "The win was an awesome experience", exclaimed Kim "it's been an incredible journey with this horse", he said, as a relative new comer to 'The Sport of Kings.'

Ridden by Jake Bayliss, the four-year-old went back from her wide gate and bided her time until the field rounded the home turn. Then Bayliss turned her loose and Volpe Veloce's response was explosive, bounding to the lead and scoring by a length and a half. Baylis, a visiting Australian jockey from Victoria celebrated his biggest career win "I'm now a Group One winning jockey, but I just can't explain the feeling".

Her form had dipped during a wet spring, but she made a triumphant comeback in an open sprint at Ellerslie last month, and on the first Monday she took the step up to the big time. A possible trip to Australia (and the real big money) now beckons, if she comes through her next assignment well.

Trained by Graham Richardson & Gavin Parker, "It's amazing," said 'Richie' "Bring on the Telegraph, we might even go to the Newmarket in Australia, as Jake seems to think she is up to it. After a run like that, on ground she doesn't handle, who knows"?

Congratulations to Kim and Lisa, we'll certainly be watching your girl as her career progresses.



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FACEUP's mission is to work with you to successfully project manage, market and sell your home, while achieving the best possible price. The business does not have a cookie cutter, one size fits all approach. They work with you to present your home in the best possible way and to market it using a sale method that suits you and the property you are selling.

Currently employing 10 people, FACEUP has six in sales, two in admin & marketing, and two in their property management division. This highly qualified and experienced team is dedicated to excellence, professional marketing, and the negotiation services you expect from this well-regarded company.

FACEUP continues to grow with its Low Fee structure and reputation for "no nonsense advice".

The company has become a true success story with its growth and significant financial contribution to the local Community via Schools and Sports Organisations.

Partnering with Hobsonville Point Primary & Secondary Schools, Hobsonville School and Marina View School, supporting various sports, uniforms, learning initiatives, and individual students

Kim Robinson brings over 30 years sales, marketing and management experience within the industry, receiving national awards for marketing, which has led to his setting new benchmark prices for vendors in various areas.

A period of service in the Royal NZ Infantry Regiment, retiring as a Commissioned Officer, has given Kim the drive and outgoing personality which has also lead him to becoming a successful auctioneer. His success lead to being invited to call several auctions on the popular TV Series, 'Location-Location-Location'. Kim is passionate about the auction process and believes that well planned and controlled auction campaigns will always provide the best opportunity to maximize the returns for vendors.



Kim has also represented his industry colleagues as a director on the board of the REINZ (Real Estate Institute of NZ) Industry Training Organisation (ITO) responsible for the training standards for salespeople entering the industry and on-going professional development.



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CPH PROFILE





On 1st July 2017, Invigorate opened its doors.

Owner Matthew Norris has been in the fitness industry for almost 15 years, and has worked as a Gym Instructor through to Club Manager at a commercial gym. Personal Training has always been his passion and is why he opened Invigorate.

He noticed that his clients who were achieving the best results, were those who were seeing him 2-3 times per week, not just the once. Realising that not everyone can afford Personal Training every session he started to work on how he could deliver the service and results of Personal Training without the larger cost.

Every customer has the choice between a Boot Camp Membership which uses the latest Heart Rate Technology and Small Group Training Sessions - where each member has a personalised program and works in a group of up to 6 people. Training in a small group shares the cost and means you can have the same service as one on one training but train several times per week.

Invigorate is helping a wide range of members aged from 15 up to 65 years old. "Because every workout is personalised to the individual it doesn't matter what the member's age" Matt says, "fitness level or whether they have injuries or not, we tailor it to you".

Business owners can help their employees stay fit and healthy by offering a Stress Management Program at Invigorate. Endorsed by Exercise New Zealand, means businesses can pay for up to 3 sessions per week and be exempt Fringe Benefit Tax and claim back their GST. This has IRD approval, which means you can be fit and save money.

Previously residing in Te Atatu for 4 years while starting his gym, Matt has moved to Central Park to live in his new community. "This community is key in a gym and we are very lucky to have some awesome members who create that", Matt told CPH News

Matt believes the key to success in his business is to over deliver and give a service that people want to come back to. His plan for 2018 is to further his involvement in the local community, by putting on free health and fitness workshops. He also supports local charities by raising money with 'Give Back Boot Camps'.

Invigorate is just the start of what Matthew hopes to achieve. He wants to build the gym, but also seeks to help young trainers who are struggling to make their passion a career. In the future, Invigorate will offer internships to help and nurture new trainers which in turn will raise the standards of the New Zealand Exercise Industry."





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CPH NEWS - MOTORING



The Hyundai loniq reached the final three places of the New Zealand Car of the Year awards in December - the first battery electric vehicle to do so. The loniq also took out a new category at the awards, winning the EV/plug-in hybrid car of the year.

The awards are a joint initiative between the Automobile Association (AA) and the Motoring Writers Guild and are considered the peak annual awards for the industry.

Kiwi musician Tiki Taane teamed up with Hyundai Motors New Zealand to drive an all-electric loniq this summer, which included his reunion tour with Salmonella Dub celebrating the band's 25th anniversary. Taane's dedication to living more sustainably has been recognised by Hyundai NZ, with which he has partnered in a new venture, the NZ Herald reports.

"I approached Hyundai as they're a Kiwi-owned business who are doing amazing things in the community," Taane says. "They've also been progressively moving forward with their electric and hybrid vehicles, which I'm really into. So together we've come up with an exciting plan that will see me touring this summer in the new Hyundai loniq. This car is a fully electricpowered vehicle with zero carbon emissions and that's really exciting." New Zealand's EV registrations hit 6000 just before Christmas.

Auckland continues to lead the charge regionally, owning 50% of the light EV fleet, a total 2864 vehicles, well above Auckland's share of the nation's population (34%).

"Momentum is certainly picking up and we are part of an international trend. As Bloomberg New Energy Finance reported last week: 'It took two decades to sell the first million EVs. The second million hit the road within 18 months'," EECA says. (Energy Efficiency and Conservation Authority)



MOTORING FEATURE - CPH NEWS

Mighty Monaro goes for 500K.

Holden's first factory built 1969 HT Monaro GTS 350 prepared for the then new Holden Dealer Team (HDT) fetched a record NZ\$541,905 at auction last year.

It was bought at Lloyds Auctioneers and Valuers' sale in Essendon by a fan in Queensland.

The Monaro first raced in the 1969 Sandown 3 Hour, but brake failure led to a spectacular crash.

The drivers were Spencer Martin and Kevin Bartlett, whose names remain on the car door.

Led by team principal Harry Firth, a former Ford Works Team manager, the HDT had the car stripped and reassembled after the crash ready for racing at Bathurst three weeks later.

Three Monaro's with changes inspired by the Sandown campaign were first, third, and sixth.

The auctioned Monaro is credited with launching HDT's racing dominance in the 1970s and 1980s, also setting up the Holden/ Ford rivalry that still exists.

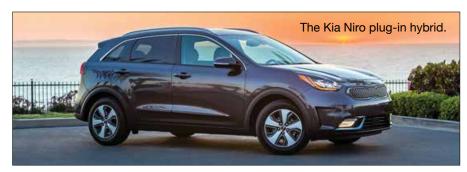
Over 18 years the team was regarded as the most successful in Australian motorsport. It included notable race drivers such as Peter Brock, Colin Bond (both hired by Firth early on), John Harvey, Larry Perkins, David Parsons, Allan Moffat, Vern Schuppan and Kiwi born



The Holden Monaro at Sandown Raceway with Holden lead mechanic in the 1960s and 1970s lan Tate during its lap of honour prior to auction.

Brock stayed on to become HDT principal from 1980-87 and a great ambassador for Holden and the Australian Touring Car Championships. He won three ATCC titles and eight of his nine Bathurst crowns with the HDT - the first coming two years after his 1969 podium finish.

Before the auction, the Monaro did a lap of honour around Melbourne, starting at Preston Motors Holden Dealership in Essendon North, which delivered the car to Harry Firth. It was also taken to Firth's former Queens Ave workshop in Hawthorn, and to Springvale where it first competed in the Sandown event.



Kia Niro has arrived in NZ

The new Kia Niro has achieved a fivestar Australasian New Car Assessment Programme (ANCAP) rating, ahead of arriving in New Zealand in January.

The small SUV comes with a range of safety assist technologies as standard. These

include all three grades of autonomous emergency braking (AEB), lane keep assist, electronic stability control (ESC) and fatigue detection.

The Niro petrol engine/electric motor combination has already set an impressive record for fuel economy. Its official factory combined use fuel economy of 3.8 L/100km for a model on 16-inch wheels was tested in America. A Kia Niro was driven coast to coast, setting a Guinness World Record of 3.69L/100km for the lowest fuel consumption for a hybrid car.

"The Niro plug-in is not just a fuel-efficient vehicle, it's a great SUV as well and we are excited to be able to bring it to New Zealand and add it into our very popular SUV range," Kia Motors New Zealand general manager Todd McDonald says.

The Niro also featured strongly in the annual vehicle reliability survey recently published by Consumer Reports, helping to propel Kia Motors into the top three overall.

Now available at West City Kia (see advert page 3)





GO TO Google, or if you want to be totally impartial the search engine of your choice, and tap in the word Nitrogenx (pronounced: nitrogenics). Then go to "Our team".

There you will meet - in descending order - Lesa Davis, managing director; Megan, customer services/sales support; Sara-Jane (daughter), admin/finance; Samantha (daughter), health and safety/compliance; Sandy, accounts; Aroha, sales; Laura, marketing/business development.

Getting the picture here? Seven women, three of them mother and daughters.

Finally, five blokes - Chris, warehouse and delivery driver (he's also Sara-Jane's fiancé); and Darryl, Shane, Ross and Scott, all delivery drivers.

That's it. The 12 of them make up Nitrogenx, who entered the last Westpac Auckland Business awards for the first time and won Best Small Business (West) and Employer of the Year (West) out of three categories they were up for. A batting average any test match cricketer would give their eye teeth for.

And in charge is a woman who left school (Kelston Girls' High) at 15, studied shorthand and typing and got her first job as an office receptionist. Lesa Davis isn't afraid of hard work. "I believe if you work hard in life, things will open up for you. People will recognise it."

Well, the Westpac judges certainly did.

Nitrogenx offers services and equipment to clients, primarily in the medical sector. "We service the smaller side of the sector," says Lesa. "It's mainly GPs and medical centres, rather than DHBs and hospitals."

The core business involves the delivery, service, supply and disposal of medical equipment used in conjunction with liquid nitrogen, medical oxygen, clinical waste, Sharp's containers and document destruction.

As she says, Lesa came to where she is now through good, old-fashioned, hard work. Her first job was with the now defunct Auckland Electric-Power Board, and from there to the Waitemata EPB.

"A girl friend's mother ran the kitchen there and I took over for her for six weeks."

She must have run the kitchen very impressively, because the bosses offered her a full-time job in the costing department.

An Aussie firm - from Gippsland - was training Waitemata linemen in groundbreaking new methods of live line work at the time and saw potential in Lesa.

"I became office manager for setting up that training - I'm still in touch with my boss from those days."

After that, Lesa moved on to Teknatool





International, a family firm that manufactures wood turning lathes, in Lincoln Park. "I learned a lot of the dynamics there of working with a family - it was a fantastic place to work.

"They thought I would be great in sales and marketing and I ended up running all the wood turning displays they did throughout Australia and New Zealand."

Which brings us to Nitrogenx. Started by Lesa's former husband Andrew in 1993, she joined him in 1998, working from their Te Atatu South home.

In those days it was a one-van business - now there are four big 'uns - and after a move to a small place in Glendene, they



switched to the current location in Collard Place in 2011. Lesa became sole owner in 2013.

And business has boomed. "We've always had good growth," says Lesa. "Net profit has gone up by 76 per cent, expenses have remained at about 4 per cent."

Nitrogenx is, she stresses, "a face-to-face company". "We much prefer visiting our clients in person, instead of communicating on the phone or through social media. It works well, because it helps people to recommend our services to others."

And that must be working, because in a once-a-week service to Waikato came on stream in 2016. Last year it became twice weekly, and Lesa is looking at an expansion down to Cambridge three days a week and across to the Bay of Plenty.

To be able to handle all this, the company regularly holds think-tank sessions involving everyone on the staff, some of them attended by Lesa's mentor at Bizdoc, David Schischka.

"David has been a great support," she says.



So much so, that to say "Thank-you" he was invited along to sit at their table for the Westpac awards.

Not that everything at Nitrogenx is solely business. "Community focus is a big part of what we do here."

The company is involved with both financial and personal support to people in poverty, victims of domestic violence, and the poor who need medical support.

In the board room, monthly budgeting classes are held for Christians Against Poverty.

Speaking of the board room, on its big chalk board in sloping black lettering are the words Innovation, Passion, Teamwork, Leadership, Accountability, Integrity, Respect, Community and, lastly, Excellence.

In bright green running down the nine words are letters that spell out NITROGENX.

On first entering that board room it's one thing that springs immediately to the eye. Very clever.

And not bad from a lady who quit school at 15 and started out as the office receptionist...

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Go Ahead on Opanuku Link Project.

The Henderson-Massey Local Board has recently allocated \$2.5 million of funds that will be used to better connect Opanuku Reserve, Henderson Park, the Corban Estate Arts Centre and the train station through walking and cycling routes.

The current Opanuku Stream path is one of the award-winning Twin Streams walk and cycleways developed by the former Waitakere City Council. It includes environmental, conservation and community initiatives aimed at protecting the area from floodwater coming down from the Waitakere Ranges.

The route stretches from Great North Road through Palm Heights to Henderson Valley Road. Those seeking a longer ride can also connect this path from the Henderson Creek shared path and cycle lanes on Triangle Road. The Corban Estate Arts Centre within the historic Corban winery is a good entrance point with ample parking.

The Opanuku Link project is part of the over-arching plan to transform Henderson into an urban eco-centre. The project will be facilitated by the city's regeneration agency, Panuku Development Auckland together with Auckland Transport.

The project arises from the overall Henderson Centre's open space concept of creating "Twin Gateways on the Twin Streams". These gateways are the Falls Park adjacent to the Oratia Stream and the Opanuku Reserve adjacent to the Opanuku Stream. The overarching concept is that these parks become twin gateways that provide entry points



where users of the project twin streams cycleways can enter the central Henderson area by "drawing the green into the centre". This concept is spatially represented by a greenway from Opanuku Reserve into the car park development site that extends the "green" towards the centre.

The Opanuku Link project is proposed to include the following physical works:

- a new shared path (50-80m) between Corban estate and Opanuku Stream
- a new walking and cycling bridge over the Opanuku Stream from Corban Estate to Opanuku Reserve, 42m x 4m (actual location to be determined)
- enhancement of Opanuku stream edge vegetation where necessary
- a new shared path (80m+) through Opanuku Reserve to Henderson Valley Road.
- a small accessible children's play opportunity (whanau papatākaro).
- the creation of a pedestrian crossing of Henderson Valley Road in the vicinity of 1 Henderson Valley Road.
- a greenway connection through the development site to connect the train station.
- additional pedestrian paths (approximately 120m) and amenity furniture.
- subsoil drainage to the grass areas to enhance informal recreational opportunities.
- new cycle related infrastructure at the Council building and train Station concourse.
- tactical treatments on the route from the Train Station to the Library.



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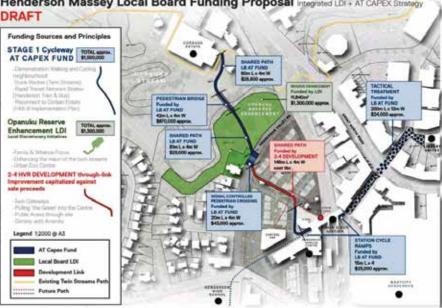
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Henderson-Massev Local Board Chair Shane Henderson says the end result will greatly enhance access within Henderson's town centre. "Residents, visitors, and particularly commuters, will be able to move more easily and freely between the train station, Opanuku Reserve, Corban Estate and Henderson Park. The library and shops will also be more accessible", says Henderson.

Part of the plan for Henderson is to see it become an urban eco-centre. This project will help deliver this vision by creating a shared path through Opanuku Reserve to Corban Estate, a pedestrian and cycle bridge over Opanuku Stream, a pedestrian crossing over Henderson Valley Road and wheel ramps for bikes at the train station.

The Board also allocated \$1 million to enhance Opanuku Reserve itself with play amenities using a proposed theme of a whanau paptākaro (Māori family play area).

Panuku Director of Design and Place, Rod Marler, says securing the allocation of funds signals the start of significant collaboration between the wider council



and Henderson community.

"The Opanuku Reserve will be transformed from an underused space to a safe, vibrant area for the community to enjoy. The delivery of a bridge and new cycling connections will provide safer and more accessible ways for people to access the town centre. This project will also support future development of

high-quality, medium density housing on council land nearby", says Marler.

Panuku will progress with planning, design and consenting for the Opanuku Link project and anticipate that physical works will begin in 2019.

By Dr Grant Hewison



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Henderson Massey Local Board Funding Proposal Integrated LDI + AT CAPEX Strategy

Strawberry Almond Meringue

Ingredients

5 egg whites from number 7 free range eggs Pinch salt 1/8 teaspoon lemon juice 300g caster sugar 3/4 cup roasted almonds, coarsely ground 3 tablespoons Fresh As Strawberry Powder 300ml cream, whipped 250g strawberries, hulled and sliced, plus extra for serving if desired 30g Fresh As Strawberry Slices crumbled coarsely lcing sugar for serving

Method

Preheat the oven to 140°C. Line two baking sheets with non-stick baking paper and draw a circle on each 20cm in diameter. Beat the egg whites, salt, juice and 50g of the sugar together until you have a stiff foam. Add another 150g of the sugar, slowly, large spoonful by spoonful, beating well after each addition. Fold in the remaining sugar and the almonds. Fold in the strawberry powder so it is "rippled" through the mixture. Put half the mixture in the middle of each circle on the baking paper. Spread to the edges quickly without mixing the mixture very much at all. Don't try to get it perfect, it doesn't matter if the top is bumpy. Place in the oven for 1 hour or until dry and slightly browned. Test if it is ready by carefully lifting the corner of the paper. If it peels away easily it is ready, otherwise cook a little longer. Remove from the oven and cool. Remove from the paper and place one of the meringues on a serving plate. Fold the fresh and freeze dried strawberries into the cream and pile this mixture evenly onto the meringue on the plate. Top with the other meringue to make a sandwich, pressing the top down very gently with the palm of your hand so the filling is even and the top stuck down. Dust the top with icing sugar and place in the fridge for 30 minutes to one hour to soften a little. Serve in wedges with strawberries on the side if desired. Serves 6. Wine match - Babich Wines Family Estates Cowslip Valley Noble Riesling Available for tasting at their Cellar Door

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