

ISSUE 17. SEPTEMBER/OCTOBER 2017

Central Park Henderson NEWS



Richard Thomas

The Missionary Man
talks business



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FROM THE TOP



“There’s a lot happening here in West Auckland Business”

CPHB Member Nitrogenx, finalist in three categories
JobFest is heading to West Auckland
BNZ West Auckland Hall of Fame

I had a scary encounter the other day; my wife came home and declared she’d bought her first Christmas present! No doubt the business community will be looking at either shutting down during the break at Christmas or if you’re a 24/7 operation like ours you will be looking at having your rosters in place... look at them now, believe me Christmas will sneak up on you, and while it’s only September it signifies the start of a very busy period until Christmas.

There’s a lot happening here in the West Auckland Business Precinct over the next few months. We start with the BNZ West Auckland Hall of Fame lunch, supported by the West Auckland Business Club (CPHB) and Rosebank Business Association. Our inductees are Loukas Petrou, Managing Director of Canam Group, and Mark Robinson, CEO of Autex Industries. We congratulate you both on your contribution and outstanding achievements to industry and West Auckland.

On 2nd November, we celebrate the West Auckland Business Awards at the Iconic Trusts Stadium. If you haven’t been before then mark this date down in your diary as a must attend. Black tie glitz and glamour. Come and support our very own Lesa Davis from Nitrogenx (a CPHB Member), they are finalist in three categories; Best Small Business, Customer Service Delivery, and Employer of the Year. Well done on this achievement alone, I know what you’ve put yourself through to go this far through the

Business Awards Process. Davis Funerals did this back in 2011 and it’s a great way to pull your business apart and have a good look at it. We found it a valuable process for the business.

We are delighted to announce that JobFest is heading to West Auckland on the 11th October at Trusts Stadium. It’s the ideal opportunity for your businesses to become involved, you can register for a stand at www.jobfest.co.nz. JobFest is an unparalleled opportunity for you to recruit and meet face to face motivated young jobseekers and interact with them.

BA5 next event is co-hosted by our members, NZ Flower and Garden Show, and Netball Waitakere at the Te Pai Centre on Wednesday the 4th October. All CPHB members are welcome and encouraged to come along, business network and meet some new people in the area.

Coming soon to Lincoln Road is ‘The Good Home’ gastro-pub which will be situated in the Quality Hotel Lincoln Green. The opening is sometime in October so go along, have a look and support a member.

If you have anything you wish us to discuss at Board level do not hesitate to contact Garry Bates or myself.

John Schipper, Chair CPBA
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Cover: Richard Thomas The Missionary Man talks business -
Photography by LFHQ Studios

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'The Goods' from Garry

Garry Bates,
Business Development Manager

NZ Flower & Garden Show NEWS update

The Trusts Arena 29th November - 3rd December.

Excitement is building toward this headline Event in West Auckland. The show will be managed by an experienced flower and garden show management team, including award winning designer and international judge Kate Hillier. "This will be huge for all of Auckland," says Kate, in her role as Event Director.

"NZ has a very strong pedigree in garden design and this will give our top talent an opportunity to demonstrate their skill in an event of international standard," she said. "Our objective is to create a show that will attract national and international exhibitors and visitors to Auckland, and to put New Zealand back on the world stage of garden and floral design."

CPH News asked Theresa Howard, the Shows Community



Relationships Manager, what opportunities are there for those tasked with organising their office 'end of year work' or Christmas functions. "Look toward the VIP Hospitality options at the Show, you can explore the five international gardens on display after **A Bubbles Breakfast**" suggested Theresa "Or make a day of it starting with a **'VIP Lunch Experience'** and at your leisure, visit the school garden competition, or upcycle garden challenge - the only category open to the general public".

There are several group or individual packages at the Show, including **'Network at Five'** on the Thursday, and on Saturday the **'Flower and Garden Christmas'**. Be inspired by the designs, sculptures on sale, retail shopping, floral art and fashion - plenty for all to enjoy! e.g. Hanging Gardens, with a new strategy for urban spaces.

Follow on Facebook @nzflowergardenshow
For more details visit: nzfgs.co.nz



29th November - 3rd December 2017
The Trusts Arena, Waitakere, Auckland

HOSPITALITY OPTIONS

NZ FLOWER & GARDEN SHOW VIP HOSPITALITY

VIP Hospitality is an exclusive opportunity for guests to upgrade their show experience to include a variety of options which appeal to you and/or your clients. We welcome groups and individuals to take advantage of the packages on offer.

For all VIP Hospitality package inclusions please visit www.nzflowergardenshow.co.nz or for queries please contact Theresa Howard via email theresa@nzfgs.co.nz.

TICKETS ON SALE NOW!

Top Chef revisits his roots in West Auckland

Michelin star chef Matthew Lambert comes to town for wine tasting, friends and food.

Growing up in Henderson, Matt knew early that cooking was his desire and as a plucky youngster at the age of 11 came to see me for a job. I asked him to wait a couple years, and true to form, as a 14-year-old he started washing dishes at Michaels Restaurant in Henderson. That experience led to an apprenticeship beginning at the Culinary School in AUT.

After stints at various NZ restaurants including a formative period at The Grove alongside Chef Michael Meredith, Matt relocated with wife Barbara to her home state in Connecticut, then on to New York City. There, both began working for several top establishments including those who hold Michelin stars.

In 2013 Matt opened **The Musket Room** in New York in partnership with Barbara, who serves as manager, and restaurateur Jennifer Vitagliano. Four months later he received a Michelin star, and also earned him the Rising Star Chef Award by Star Chefs in 2015. Three years after opening The Musket Room, they can boast about having received 3 continuous 1-star ratings from Guide Michelin, a fantastic achievement.

Following a wine tasting at Babich Wines, we organised a reunion with apprentices who had formerly worked at Michaels. They were **Dean Leuty** (Prestige Catering in Pukekohe) and **Matt Cooper** (Paddock & Pony in Cambridge) together with **Matt Lambert**, and all had lunch at The Grounds. There three of us couldn't resist enjoying their delicious Wagyu Burgers.

Then it was off to Hallertau Brewery, joined by fellow West Auckland Chef **Michael Van De Elsen** ('Good from Scratch' & previously at Molten and TVNZ The Food Truck) for a 'quiet'. Mike began his career at now CPHB Member, Tonys Restaurant in Edsel Street, just around the corner from where Michaels Restaurant was situated.

Wine Tasting at Babich Wines - New Cellar Door

The USA is Babich Wines largest export market, and David Babich has been visiting New York for many years, including visits to The Musket Room on several occasions.

David and John Lang (Sales & Marketing Director) recently hosted chefs Matt Lambert, Dean Leuty and CPH News to a very informative bottle and barrel tasting. In the 'Barrel Room' we tasted two 2017 Chardonnays, the Marlborough Organic and their flagship Irongate; followed by two 2017 Pinot Noirs, the Marlborough



With Matt Lambert (The Musket Room Restaurant NYC) and Dean Leuty (Prestige Catering) tasting the Babich Marlborough Organic Pinot Noir 2017 from barrel where it will continue to mature for another 5 months




David Babich and John Lang with Matt Lambert, tasting a range of wines at the Babich cellar door

Organic and the Winemakers reserve.

The cellar door at Babich has recently undergone a major refurbishment, here we were treated to the bottle tastings. These included Sauvignon's, Chardonnay's, and the Black Label range. The wines were an amazing tapestry of the winemaker's expertise. The Marlborough Rosé and the Family Estates Headwaters Organic Pinot Noir were the two standouts on the day.

The tasting culminated with the 5 Star 'The Patriarch', which is a blend of Cabernet Sauvignon, Merlot and Malbec honouring the winery founder and NZ wine industry pioneer, Josip Babich.





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NZ Performance Tuning (NZPT).

At their Hampton Downs Track Day

The action-packed day was held to reward their loyal customers and some lucky invited guests.

It was a very professionally run event, all drivers were required to wear helmets, cotton overalls and covered shoes as a basic minimum.

"Our customers rarely have the opportunity to fully experience the raw power of their vehicles, and we wanted to give them this opportunity," NZPT's Nicole Snook told CPH News "We had a fabulous day and given the success and wide smiles from the customers, its likely to become an annual event".

Vehicles ranged from a BMW 335i to an Audi R8, ensuring a great mix of cars and people. Special guests, 'Legend of Speed' Racing Ray Williams and Tom Alexander, gave attendees tips and tricks needed to ensure that they took great lines on the track. A highlight was watching some having a turn on the skid pan, who knew you could defy nature by drifting an Audi S8 around it!

There were no casualties on the day, apart from a couple of mechanical problems being a boost leak and brake issues. Nicole did some "off-roading" at 150kph due to brake failure (lucky it wasn't the previous lap where she clocked 180kph), resulting in a lot of gravel in a lot of places you don't want gravel and a limp home. Aside from a bit of ribbing there was little damage, and she does know a good company that can supply and look after the fitting of brakes.

NZPT specialises in custom ECU remapping for mid to high end performance vehicles. They also are the suppliers of quality



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Tradestaff have proudly been part of business in West Auckland

What's On

Waitakere Diwali Festival

The Trusts Arena, 65 - 67 Central Park Dr,
Sunday 1 October 2017 11:00am – 10:00pm

West Auckland Business Club – Business after 5

Co-hosted by NZ Flower & Garden Show and
Netball Waitakere, at the Te Pai Centre
31-35 Te Pai Pl, Henderson,
Wednesday 4 October from 5PM to 7PM

The 31st Trusts Art & Sculpture Awards Exhibition

Shed 2 Corban Estate Arts Centre
Cnr 426 Great Nth Rd & 2 Mt Lebanon Ln,
7-15 OCT, Daily From 10AM-4PM

Night Markets – Kmart car park,

Waitakere Plaza, 5 Vitasovich Ave, Henderson
Thursdays 5, 12, 19 & 26 October from 5:30pm -11:00pm

JOBFEST West – jobfest.co.nz

The Trusts Arena
65 - 67 Central Park Dr
Wednesday 11 October from 9:30am-2pm



Tradestaff's Mark Brett, Sam Zahran and Cameron Brett

for over 15 years. New Zealand owned and with branches throughout New Zealand, we see ourselves as the local choice with national options!

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All Tradestaff's employees have been through our thorough recruitment and selection process, which is aimed at taking away your employment concerns as our clients. Tradestaff screens, interviews and reference checks all applicants to determine whether they will be suitable for work with you as our valued clients.

All of our current available employees have been successfully working for Tradestaff, are fully equipped with safety gear, have a great attitude and they need work now.

Our West Auckland team have many years of recruitment experience, have a passion for looking after their workers and finding the best fit for their client's requirements

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John Dustow

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An IANZ accredited company with a nationwide capability, The DTC are changing how people are approaching Work Place Drug Testing.

National Manager John Dustow says, "for

far too long, people are avoiding testing their staff because they are concerned about the results, and the possibility of losing good staff because of a failed drug test". "We want to assure and work with these companies to say, a positive drug test shouldn't be the end of the line for these people. It's about work place safety and we pride ourselves on being the fence at the top of the cliff, not just a tester at the bottom where other companies test and drive away leaving a trail of destruction".

Even though Mr Dustow is a Former Police Officer of 10 years and a Prosecutor for Corrections, he says people are also put off testing because of the approach of some of our competitors.

"If the employees feel uncomfortable through the process and are treated like criminals, it's only natural that employers don't want to subject their staff to that, or have the employees projecting their frustrations on the employer, even though

the employer is only looking out for their staff", says John.

The DTC's approach is to make the experience comfortable, ensuring the people being tested walk away with their integrity intact. Our team ranges from experienced scientists, nurses and social workers who all have the same goal.

Does that mean The DTC are soft? Not at all, their approach is fully compliant with the relevant standards and if anyone wants to try and manipulate the testing procedures to suit themselves, then we will do whatever is required to maintain our company and the test's integrity. But, people like that are few and far between. 95% of those tested are innocent hard-working people that deserve and receive the full respect of our testers.

The Drug Testing Company offers Full Policy services and training for staff to help them understand why Drug Testing is important in our modern world. That is that all employers want to make sure their staff go home at the end of the day to their loved ones, not just to catch them out.

For more information, please call

John on 0800 TDTC2U (838228)

Cell: 027 8559989.

Website: tdtc.co.nz



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Photography by LHHQ Studios

Richard Thomas The Missionary Man talks business

Richard Thomas is no ordinary man. Seventeen years have passed since he set up **Thomas Consultants** and he has faith in its future.

For those who don't know much about this business, their vision is to be the professional service provider of choice, for civil engineering, planning, environmental and property services, for local and central government agencies, industry and private clients, in Auckland and beyond.

They want to contribute to the community, region and at an international level through projects that enhance the built and natural environment, while considering social responsibility and economic benefit.

All very commendable you may say, but there is a good reason for those words. Richard actually makes it his mission in both business and personal life.

He was always interested in engineering and studied it whilst working for the Hastings council.

But at the same time, Richard's love for God led him to become a Trainee Pastor in charge of the Youth programme.

He moved to Christchurch with the intention of pioneering a new church and its congregation but he had a young family to support and went back to the local council part time to make ends meet.

He was then part of the community development team and it was working alongside his church work.

Back in Auckland in 1995 for more church based missions, Richard set his family up in West Auckland and also returned to engineering.

After a few years subcontracting, he thought it was time to move forward with his career and set up **Thomas Consultants**. Starting with a strong five team, Richard now employs eighty skilled people.

Today, they describe the business as a multi-disciplinary one-stop shop. Covering consents planning, civil engineering,



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surveying, asbestos testing, architecture including landscapes, soil contamination, ecology and even property negotiations under the Public Works Act. They have a full array of skills and services on offer, and pride themselves on their approachability and stress free processes.

DME (Developments Made Easy) is a dedicated team for any development or subdividing project. Don't hesitate to contact them and find out for yourself.

Obviously the geographic positioning of their office speeds up the process of consents etc. as they are literally 10 metres from the Auckland Council building out West. "It is certainly strategic," smiles Richard.

A great relationship with the Council and proximity can only work in the clients' favour.

They have done very well and their list of accomplished projects is as long as it is diverse.

Successfully involved in many land development projects, emergency housing, subdivisions, school and commercial work as well as environmental projects.

And the results speak for themselves.

At the Westpac Business Excellence Awards, **Thomas Consultants** won:

2017 - Winner Strategy and Planning Auckland

2016 - Winner Supreme Business Excellence West

2016 - Winner Strategy and Planning West

2016 - Finalist Employer of the Year

2015 - Finalist Cultural Celebration Award (Diversity Works NZ_

2013 - Winner Social Responsibility and Sustainability

The finalist of Employer the Year part comes from having a great company culture and happy staff, resulting in a very low turnover of staff as they all like to remain and be part of an exceptional team.

As Richard's business ethos is to contribute to the community, it goes without saying that philanthropy is at the heart of their daily routine.

In 2011 and again in 2013 and 2017, they had the opportunity to sponsor wells in Cambodia to provide clean water to villages that did not have secure and clean water supplies. The water supplies in Cambodia are often affected by flood waters or soil contamination. Arsenic occurs naturally in the soils in some places there, and soil contamination assessment is one of their many services.

Back in West Auckland, they frequently support local community projects or organisations, always believing in philanthropy and that businesses are part of the community too.

They happily become involved in supporting children with Tear Fund, Fostering Kids NZ, Christians Against Poverty (CAP), Heart Kids NZ (2017, Heart Kids Day Out, Variety Show, West Auckland, Tandem Ministries (University student group), Families NZ, Givealittle (health issue for children), Autism NZ (West Auckland Children Special Needs), Kids Foundation, Special Children's Christmas Party as well others.

And the future of **Thomas Consultants** is very organic. Against aggressive growth at all costs, Richard believes, that when a business is healthy, it will grow naturally as it seeks to provide a great service to clients and looks after its staff. They are enjoying growth and have now opened a branch in Tauranga and want to commit to servicing their customers with the high quality they have been accustomed to. Richard is grateful for the growth of the company and acknowledges the great staff team and Team Leaders at Thomas in seeing the company progress. Whether you are a developer or a private owner, their philosophy stays the same. Don't change a winning team, they say!

As Josh Stevenson from Housing New Zealand once said: "The best thing about working with **Thomas Consultants** is the stress free, professional relationship that makes you sleep well at night during the toughest projects!"

When you have clients talking about you and your company in such a flattering manner, why shouldn't you work with them?

Please do not hesitate to contact Richard and his team on (09) 836-1804, they will be more than happy to assist.



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Terms of Trade - an essential part of your Business - Part 2

Andrew Knight
Partner McVeagh Fleming Lawyers

Terms Need to be Agreed

Once you have terms of trade, they also need to be brought to the attention of the other party and you need to be sure you have clear evidence that they have agreed to them. If you cannot evidence this agreement, your terms may not form part of your contract and you may not be able to enforce them. Arguments over whether terms have been agreed or not can be costly. We assist to ensure that your business practices clearly evidence that your customers have agreed with your terms. Depending on the business relationship and context, this can be as simple as:

- having a customer sign an account or credit application form including the terms;
- sending the terms by email and getting confirmation, they are accepted and retaining those emails; or
- having a person tick a tick box on your website, confirming that they have read and agreed to your terms before providing them a gateway to complete further business.

There are lots of statutes your terms need to take account of. There are a lot of statutes that impact on your terms of trade and your business - as well as impact on certain rights you may wish to enforce.

A number of these statutes may imply or provide for certain default terms if they are not excluded. Some of these statutes (such as the Privacy Act 1993) may require you to provide certain details and adopt certain practices about people you collect information from. The Fair Trading Act 1986 ("FTA") prohibits certain trade practices. Other statutes, such as the Personal Property Securities Act 1999, may require you to obtain certain information from your customers and assert certain legal rights to ensure you have security over goods you part possession with prior to being paid. We are familiar with all of the statutes and law that will impact on your terms and we will use this knowledge to help navigate you through these legal issues in an effective and efficient way.

Changes to Law

The law changes. Even if you have good terms of trade, you should be having regular updates to make sure that a recent legal change has not had an undesired impact on your terms. You can also take advantage of changes to legislation that might benefit you. For example, until mid-2014 certain provisions of the FTA could not be contracted out of, following that date, commercial actors can potentially contract out of certain provisions of the FTA - and that contracting out can appear in your terms. From 1 September 2017, the Contract and Commercial Law Act 2017 will come into effect. This consolidates various contract and commercial law statutes (such as the Sale of Goods Act 1908, Carriage of Goods Act 1979) that often appear in terms of trade, and will be repealed following 1 September 2017. While this statute preserves prior law, there are some minor exceptions - and it would avoid confusion if terms of trade referred to correct and up-to-date law.

Terms Are Essential

Terms of Trade can have good enforcement provisions that assist you to get paid quickly and maximise your cash flow. If you cannot enforce the terms you want with customers, you can lose a lot of money, both in arguments with customers or through being unable to enforce the terms you need.

The only way to avoid this is to have well drafted, up-to-date terms of trade that comply with law, reflect your business practices and requirements and manage your risks - and are able to be demonstrated as being agreed by the customer and therefore binding. Being in a position to use standardised terms of trade means that you do not need to enter different contracts with each customer, so there is already a cost saving that one size will fit all (although we will reserve your rights to agree different terms with customers if you wish!). We recommend that cost saving is used by making sure you get appropriate legal support to ensure your standard terms are the best that they can be.

We think the points we have made are pretty conclusive that ensuring that you have good terms of trade is something that warrants legal expenditure; it is a cost that will more than pay for itself in terms of good business and risk management. We are happy to help.

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