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FROM THE **TOP**



- Your business story is significant.
- Inspiring Business Leaders.
- Business Awards.

I have had the pleasure of being on the judging panel for the NorthWest Country Business Awards and seeing a range of submissions come in from nominated businesses. It is always touching when business owners put their souls onto a piece of paper and open themselves and their business decisions to external judges. It can take a lot of guts to do that, and in my experience, you spend a lot of time writing your submission worrying whether the things you have done that were significant to you, can be considered significant to others.

For anybody thinking of putting their companies forward for an award, I highly recommend it and have some ruminations to share from my experience applying for the Westpac Business Excellence Awards and being a judge for the NorthWest:

- Your business story is significant. I saw a number of business owners describe travails they had experienced over the last 18 months, and blithely describe how they had overcome them to keep their businesses on a growth trajectory. What they weren't aware of was that those travails, and the solutions that they developed, can take others years to work out. What can seem simple and obvious to some is hard work for others, and can lead to loss. Never think that you don't have anything interesting to share.
- Small businesses have a significant advantage. You as owners can understand your business practices, staff, clients, markets, competition, and suppliers intimately. Should any one

of those aspects of your business send you a curve ball, you can meet at an executive level quickly, develop a game plan, and implement it immediately. That allows small business to be nimble, responsive, and allow your businesses to evolve with the changing environment.

• We are all in it together. Many stories that we share are similar, and even when you sit at home late at night and wonder why running a business is so hard and whether it's worth it, you are never alone in the business community. Simply catching up with another director and asking how their business is going will lead to reassuring conversations.

I can't stress how important it is to make the most of your local Business Association. Make sure you go to as many Business After 5 events as possible and don't go there to make a sales pitch; go there and find another director and ask them what they are facing. Glean from their experiences any information that can allow you to run your business better. Help forge a cohesive and strong local business community that we all prosper from. And call on the Business Association when you need to, to seek advice, support and contacts - that is what we are here for.

Good luck to everyone that is currently submitting to the Business Awards, we hope you share your stories with us.

3

Danielle Hancock, Chair CPBA

danielle.hancock@tcec.co.nz - 027 5317 270



IN THIS ISSUE

- 3 FROM THE TOP
 Chair, Danielle Hancock
- 6 CPH NEWS Goods from Garry
- 7 COMMUNITY NEWSThe future youth employment
- 8 MOTORING NEWS
 The Kia Niro EV is due here early next year
 This year's EV target close to bullseye
- 9 Electric carpool The AM Show
- 10 CPH NEWS FEATUREJohn Schipper: Doing justice with final tributes.
- 12 RECIPE
 The Trusts Give Back \$2M in
 Million Dollar Mission
- 13 RECIPE

 Home-made Fusilli pasta
- 14 AUCKLAND TRANSPORT Lincoln Road Upgrade

Cover: John Schipper: Doing justice with final tributes. Photography by LFHQ Studios







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CPH NEWS



'The Goods' from Garry

Garry Bates, Business Development Manager



Good News, the former Waitākere City Council building had been considered for sale but has been saved. The former "Chambers" will now remain in council hands.

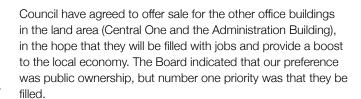
Hard fought by the Henderson Massey Local Board, with determined negotiations by councillors Penny Hulse and Linda Cooper; the iconic building will remain as a Town Hall, for meetings, events and eventually with the service centre, which is also to be retained.

They made the effort to convince officials the building is a valuable public asset and should continue on as the cultural 'Heart of Henderson'. Well done all! **CPH News**

The Chair of Henderson Massey Local Board, Shane Henderson writes...

"Council this week has voted to keep the Civic Building in Henderson in public ownership. As part of Council downsizing its corporate office ownership to meet future needs, it was part of 7 sites across Auckland proposed for sale. We can now say for certain that thanks to this vote, the round building is staying in Henderson for the future use of the community.





It was the number one issue for the public in Henderson, and I could not walk down the street without concerned questions from proud Westies.

The civic building is the heart of old Waitakere, an extremely important space for mana whenua and the current site of Council meetings and citizenship ceremonies. I hope we can expand this work, to provide for more services for the public now that it is firmly in our ownership.

The civic building will be an important future civic space for the new Henderson. The Local Board is currently consulting on a plan to put a walking and cycling path from the Japanese Garden, past the building, across the street and into a redeveloped Opanuku Reserve, and then finally over a new bridge into the Corban Estate. This link will be a public space, where people can access important events and will form the spine of development in the surrounding area."

It also means the retention of over-the-counter services for the public in Henderson and future space for both the Local Board office and the community.

The Board are delighted and wish to acknowledge the hard work of the Waitakere councilors in achieving this result. It wasn't easy, views were diverse around the Council table, and so this was a significant win. We also need to acknowledge the local residents and business community, loud in its voice to stop the proposed sale as well, and we hope this will be considered an important win for our future vision. Henderson continues to march forward!







THE FUTURE - YOUTH EMPLOYMENT

With local NEETs (young people Not-in-Employment-Education-or-Training) numbers from last quarter, showing over 2000 young people (15-24yrs) in the Henderson-Massey Local Board Area. The new partnership with Central Park Henderson Business (CPHB) and Youth Connections is not a timely one -but a necessary one.

September 2017, saw the initial collaborative efforts culminate in what resulted in a successful JobFest West event which celebrated the inclusion of over 70 regional and local employers and attracted over 1000 young job seekers.

For event organisers Youth Connections, Auckland Council & ATEED - one of the real success stories was the contribution of local businesses via local Ministry of Social Development employment brokers, and the hands-on advice and support from CPHB.

With the representation of a dozen local companies at JobFest West, West Auckland businesses proved their commitment to be a part of the solution in the youth employment sector.

It is from this foundation that Youth Connections and CPHB have built their partnership and planning for 2018 and beyond....

May 2018, Youth Connections continue to support initiatives from local youth development providers and CPHB; bridging a divide and empowering a better way for businesses to recruit and retain talented young people, equipping and preparing them with critical skills local employers are seeking; to develop a thriving labour market.

The challenge remains that while we have organisations working alongside young people and supporting them to become work ready there is a clear need for meaningful business engagement in the sector; businesses driven by purpose for their future - implicitly - the future of their surrounding community and young people.





With the support of the Henderson-Massey Local Board and the Tindall Foundation - Youth Connections have already activated several initiatives with local youth support providers across the West. Together with learnings and resources from initiatives across the wider Auckland region (including the YouthFull digital platform and numerous workshops) - and now with the added support of CPHB as employment/business subject matter experts, the future is looking brighter out West for local businesses and young people.

The stage is set to move forward to solution for an end-to-end talent development strategy that addresses the layered needs within the local youth unemployment space.

For any enquiries regarding Youth Connections in West Auckland, please contact Dom Leauga (Specialist Broker) on (021) 0821 0262 or email: dom.leauga@aucklandcouncil.govt.nz











The Kia Niro EV is due here early next year.

and is expected to have a 380km range.

Kia New Zealand has confirmed interest in bringing the new Niro EV into New Zealand early next year.

Following the successful introduction of the Niro hybrid and plug-in hybrid models locally in March, Kia Motors NZ says there is strong anticipation for the EV version.

"The acceptance of the hybrid and plugin hybrid Niro models by New Zealand buyers has been exceptional," Kia Motors New Zealand general manager Todd McDonald says.

"It has proved to us that there is a place in the regular market for a well-designed SUV that delivers astonishingly low fuel consumption. With petrol prices set to jump as a result of the incoming fuel taxes there is every expectation that demand will continue to climb for all variants of Niro."

Kia describes the Niro EV as a sporty and versatile vehicle that combines driving enjoyment with eye-catching design and functionality, while adding a new dimension to the eco-friendly compact SUV market.



And the all-electric version of the Kia Niro SUV is expected to have a 380km range.

It's powered by Kia's next-generation electric vehicle powertrain, using new production technologies developed for Kia electric vehicles. Equipped with a high-capacity 64kWh lithium-polymer battery pack, the Niro EV is targeting a zero-emission range of over 380km on a single charge, or up to 240km when paired with an optional 39.2kWh battery system.

Kia will introduce the Niro EV to its home market in Korea during the second half of 2018, with other markets, including New Zealand, to follow in 2019.

The New Kia Niro hybrid is available at West City Kia - Phone 837 0907

This year's EV target close to bullseye.

Electric vehicle numbers are a closing in to the 8000 goal, with 7597 recorded in April.

That's up 365 on the previous month, according to latest Ministry of Transport figures.

The national EV fleet comprises mainly used light pure EVs with 4074 recorded for April (3829 in March). That's followed by new light pure EVs at 1475 (1423 in March) and **new** light plug-in hybrids at 1405 (1350).

Used light plug-in hybrids recorded 561 in April (549 in March) and heavy EVs increased by one on the previous month to reach 82 in April.

The trend in **used** light EVs showed in April registrations with 259 compared with 209 registrations in March. A total 109 new light EVs were registered in April, a drop on March's 125.

That means total April registrations stand at 369, compared with 336 in March.

January saw the highest EV registrations so far this year with 416.

Following the April trend, the 8000 EV target could well be reached in May or June.



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An electric Hyundai loniq is taking selected people on a free ride to work on a new interactive segment for The AM Show - Carpool.

"It's a great opportunity to continue our partnership with Meridian Energy and give more people the opportunity to drive the future in New Zealand's number one new electric vehicle," Hyundai Motors NZ general manager Andy Sinclair says.

The electric carpool is expected to

highlight the quietness of EVs like the loniq.

Hosts Duncan Garner, Amanda Gillies and Mark Richardson discuss the morning's topics on TV3 (simulcast on Radio Live) while the carpool passengers can air their views en route.

Rides are only offered in Auckland, with plans for other cities to follow.

Passengers can have a friend, partner, co-worker or neighbour along provided

they enter individually too. "We'll do the driving while you do the talking," show publicity says.

The Hyundai Ioniq is available at West Auckland Hyundai - Ph 09 836 1270



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John Schipper is a Funeral Director, a very successful one, and part of the reason he chose that line of work was his grandfather's funeral.

John is West Auckland branch manager for Davis Funerals, one of the city's largest. A veteran, he has been in the funeral business for 37 years. During that time has been president of the New Zealand Embalmers' Association, and is currently chairman of the Funeral Services Training Trust of New Zealand.

And for a 53-year-old he is very fit, thanks

to running miles each year as a football referee. He likes fast cars – well, one in particular – and he's a Justice of the Peace. He dresses very snappily, down to the Porsche cufflinks, and has a quick wit.

So why did he go into the funeral business as a teenager?

Back to his grandfather. James Turkington was an artist and mural painter, one of the great ones, in fact - go into Google images and see some of his work, it's stunning. James Turkington died in 1979 and John, of course, attended the funeral.

"I was very impressed by the way it was handled, in fact, I was intrigued."

John was impressed with the way that the service did justice to the person that his grandfather was. It was, he decided, a fitting tribute to his grandad's life and work. It made such an impression that a few years later he raised the matter with the careers advisor at his school, St Peter's College, Epsom. The careers advisor told him to try it

"So I began making inquiries. I guess it was rather unusual to have someone that

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young interested in it. Anyway, I saw quite a few people and basically they told me, 'Go away, have a life and come back when you're 35'. But that didn't stop me pestering people. Eventually I worked for a firm doing part-time work."

In 1983, he was given a job at Davis Funerals, then owned by the Littles, a family company whose heritage dates back to 1875. The company today does 1200 funerals a year, through five branches. John has a permanent staff of three at Henderson and Davis employs another 38 throughout the rest of the city.

But although funeral directors have to be on call 24-hours a day, seven-days-a-week, it's not all work and no play.

As his name suggests, John's father was Dutch. Back home he played football, not soccer, thank-you very much. "Dad always said [rugby devotees, please look away] Rugby is an ugly game, played with an ugly shaped ball. Football is a beautiful game, played with a beautiful shaped ball."

Before he was out of knee pants, John was a member of the Eden club. Then came work, then came the children. "When the kids were younger, I turned to refereeing. No one wanted to referee, and I thought, 'I could do that'. So, I did a club referees course." Next, his wife talked him taking the Level 1 exam. "And before I knew it I was sitting for my New Zealand badge."

So John now referees or runs the line in the North Regional League and up to Premier reserves.

"That means that most weekends from March to September I'll be refereeing, unless I'm on call. I absolutely love it and I'll keep doing it as long as my body says I can."

It means quite a bit of travel. North to Warkworth and Whangarei, south to Hamilton and south-east to Hamilton.

"We are given an allowance that basically covers the gas for the car, but I donate all I receive to the Youth Referee funds. I don't do it for the money, I do it for the love of it."

And speaking of cars, that brings us to his pride and joy, a 1978 Porsche 911 SC, which could stand for SuperCar but in fact means Super Carrera. Carrera is Spanish for "race" and follows on from Porsche's successes in the Carrera Panamerica, that now discontinued brute of a race through Mexico.

John found the car through Trade Me in 2007. "It was sitting in a barn in Rangiora." He bought it for \$29,000 but as with





collectables it is now worth much more than that. It is yellow, but most definitely NOT canary yellow. "Speed yellow, Porsche call it", says John, with a smile.

As a member of the Porsche Club of New Zealand he has driven the 911 around a track. "But race it? Never."

Lastly, back to the job. "It's not an easy job, although most families are fine to deal with. A lot of people tend to think 'Oh, funeral directors, all they have to do is dress up in smart suits and drive around in shiny cars'.

"But we spend a lot of time with families who are grieving, so we have to be on call 24-seven. The important thing is making sure the service does justice to the person." Which John does very well, thanks in no small part to his grandfather.

Footnote: John is past Chair of the Central Park Henderson Business Association.

11

We thank him for his sterling efforts.



The Trusts Give Back \$2M in Million Dollar Mission

the trusts

mission

The Trusts have successfully Given Back \$2M to over 60 West Auckland recipients since their Million Dollar Mission campaign launched two years ago.

The campaign was created by The Trusts to Give Back to West Auckland in a big way through community engagement in the process of Giving Back and at the same time helping raise the profile of many organisations doing great work supporting West Aucklanders needs.

The Million Dollar Mission rewards
the community by funding West
Auckland community groups, clubs,
schools and organisations. The final
recipients, who each put a lot of work
into their application, run campaigns
to rally votes from the public, with each
person's vote gifting \$5 from The Trusts to their
chosen cause. Voting costs participants nothing
and continues daily until the one-million-dollar mark
is reached. Each recipient receives their share of the million
dollars as decided by public vote.

Earlier in May The Trusts held their cheque presentation evening at a low key event at the Quality Hotel Lincoln Green, a venue owned by The Trusts to recognise the outstanding work of these organisations. 32 finalists were presented with the iconic oversized cheque based on the amount the public voting achieved for them.

"It's a fantastic and emotive evening to witness the finalists receive their money and learn more about how the money will be used to support West Auckland. There is a lot of pride and gratitude in the room and this reinforces what The Trusts is all about, Giving Back to West Auckland." says Simon Wickham, The Trusts CEO.

"We are in a unique position because of our model and the support of our community to Give Back to the West Auckland in a way that other areas in Auckland can't."

The Trusts plan to continue to help make big things happen in West Auckland by assisting with the development of projects, people, and facilities across many organisations and in many ways. Just as the public vote for The Trusts to exist and vote to elect members from each community to represent them on The Trusts so to through the Million Dollar Mission do the West

Auckland community have a big say in who receives the money.

"We have a long term Giving Back strategy that aims to grow Giving Back from just over one million dollars annually to two million plus this financial year and \$5million in future." announces Simon Wickham, CEO The Trusts.

"With West Auckland's ongoing support, our goal is to be able to Give Back \$5M a year before long. The work we've been undertaking via investing in our people, our current and future businesses and our investment strategy will ensure we are able to Give Back More Forever."

The Million Dollars comes directly from commercial profits gained through the successful operation of The Trusts retail liquor and hospitality businesses. The Trusts Gives Back every year via Sponsorships, the Million Dollar Mission and donations to West Auckland clubs, schools and other small organisations and from time to time household distribution of helpful items such as smoke alarms and toolkits.

For more information please visit - milliondollarmission.co.nz







Home-made Fusilli pasta with Italian sausage and Marinara sauce

Sauce:

1ltr crushed whole peeled tomato

6 Italian pork and fennel sausage

6 shallots (finely diced)

5 cloves of garlic (finely sliced)

50g fresh basil

Salt / Pepper

100ml Olive oil

2 eggplants (diced into 2cm cubes)

200ml Chicken stock

BASIC PASTA DOUGH:

600g '00' flour

4 small eggs

6 yolks

10g salt

15ml olive oil



MIKE SHATURA HEAD CHEF



Method:

Heat up olive oil.

Fry sausage and eggplant until golden brown.

Add chopped shallots and garlic.
Gently fry without too much colour.
Add the tomato and chicken stock.
Cook it until desired consistency.
Correct the seasoning and add roughly chopped basil.

Finish the sauce with a splash of olive oil.

Cook the pasta in boiling salted water until al dente (slightly firm to bite). Drain and toss it with the sauce.

Finish with grated parmesan.

Fusilli is an extruded pasta, so at home just use any pasta you have on hand.

If you don't have pasta, here's a quick and easy pasta dough (above) that you can make, roll and cut into any shape you want. i.e. Spaghetti, fettuccine, pappardelle or little lasagne ribbons.

The reason why we use Fusilli at the Grounds is, because of its shape it traps a lot of sauce in the actual pasta...

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To compliment the Italian sausage and eggplant



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13

All you wanted to know about Lincoln Road ... and were too scared to ask.

By Auckland Transport



The Devil is in the detail. And when it comes to upgrading a major arterial like Lincoln Road, there is detail for every metre of a project extending over 1.6 kilometres, that must be predicted, investigated, planned for and where necessary, problem solved.

To get to the start of actual works – "the start line" as far as the public is concerned – we must cover a great deal of ground: Detailed Design; the Outline Plan of Works; property acquisitions and their accompanying agreements of how effects on property will be mitigated; any consultation that may be necessary and adopting the changes they may suggest; a multitude of consents; a tender describing exactly and in detail what the contractor must achieve and finally; the amendments that arise from suggestions the contractor may have, for doing what we have designed a different way.

Finally, by sometime in 2021, we will be ready to actually start the works themselves.

In the middle of all of that, we have to run our communications plan with you, so that you know every step of the way, what we're doing and why, and we know what your concerns are and are working to overcome them with you.

At the moment, the property acquisitions are underway and we're at the start of the Detailed Design which is a description of everything that needs to be done to achieve every aspect of the upgrade, in minute detail. It is the "Manual of what has to be done". This is being created

by GHD, a leading international engineering and design company and won't be completed before the end of 2018.

When that is settled, "what has to be done" must be translated into the Outline Plan of Works – perhaps best described as the "Manual of how to do it". Once again, detail by detail.

And not just how things will be done but in what sequence. The start point for the detailed Design which will inform the Outline Plan of Works, has begun with bringing together all of the utility companies to describe to us what they need to do, or have provided to them, in order to move water supply, gas, electricity, phone and data (fibre) safely from their current position to their new position, once the the road is widened.

The next major workshop was to get everyone around the table a second time to explore the risks that each see; risks to themselves, risks to each other, risks to the properties along the road. By this we don't mean risks to life or property, but risks to being able to get their vital tasks done in the right way and in the correct sequence – all without cutting off supply to the properties they serve.

Sequencing is vital. Some things must be done before others. This is true for the property acquisition, the Detailed Design and and Outline Plan of Works, and for all the detail that each is made up of.

We can't, for example, widen the road itself until we have bought the property we need and concluded a "property agreement" that is individual to each property.

Each of these will include a plan of works of its own. Moving property boundaries involves building a new front boundary(fence/wall/ hedge/ garden), most of which are going to be different from their neighbours. Because, in places, land falls away from the road, or rises from it, we may have to install retaining walls; because many organisations share some of the properties, they have a share of parking and moving the boundaries closer to the buildings will compromise the parking available. We must find ways to solve such problems.

This process will be going on in the background over three years, moving from north to south so that we can fulfill our objective, of dividing the road works themselves into three main stages, starting at the Lincoln/Triangle/ Central Park intersection.

Taking too much property is one of the considerations we must take into account when positioning bus stops. People have asked why buses will stop in the T3 lane instead of us creating bus bays. The answer is that we need generally more than four metres of berm between the new kerb-line when the road is widened and the new front boundaries when they have been moved closer to the properties. If we use even more of the available land for bays at bus stops, we will have to buy even more land off the adjacent properties. This will be unfair (because it's unnecessary and therefore, we probably wouldn't get consent anyway), it will cause even more problems with sharing out the remaining land within the property and it will cost the ratepayer more.

The solution is free. Let the bus stop in the traffic lane; it won't stop for long.

When have we moved the property boundaries we can then move the underground services closesr to the new boundaries. This is so that when the road surface is widened all the services will remain under a grass berm and not under the wider road surface.

Even this has its own plan of works. We will create what is called common services trench. All underground services will go in this trench (and not be installed higgedly-piggeldy as in the past). However, there is only just enough room for all the services to be installed in correct distance from each other. We will install the ducts for each and map them - and so there must be a plan for how they are each located.

To make sure this process doesn't face the kind of hold ups that were encountered on other projects, a lot of effort is also being invested now, combining tried and true with the latest technology to locate where the services are now, so they can be efficiently moved later.

Even though broadly accurate versions of the Detailed Design and the Outline Plan of Works will be used early next year for consultation (where necessary), and to support consent applications, they will remain a work in progress throughout 2020 as fine detail is resolved and problems are solved. During this process, new information and new ideas will inevitably come to hand. This is an evolutionary process; new information can suggest new ways of doing things. Sometimes these are better ways; sometimes it can tell us that earlier ideas are not possible. The changes evolution brings about will call for revised plans, often through 360 degrees, each with its knock on effects.

Stay will us for the next gripping episode of "The Anatomy of a Road Re-build."





15