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FROM THE TOP



- Pop-up Business School in August
- 3 Further introduction to Your Board Members
- More on Lincoln Rd Upgrade 'traffic flow data'

Another great month and things are really hotting up as we come closer to Spring.

We loved seeing you at the Auckland Transport member's forum for the Lincoln Road upgrade, a lot of information was shared. A.T. is very keen to retain the Business Association as their main pathway for communications to business owners, keep in touch with us and check out regular articles in this magazine and our 'new website' (article in this issue) for more information.

Also in this issue, A.T. write about the 'traffic flow data' that was used to create this project. We read about the important opportunity to use new data, to model what is the optimum use of the Transit Lane requested by the CPHBA on behalf of the business community.

Henderson has also welcomed the Pop-up Business School Aotearoa to our shores. They are a social enterprise on a mission to provide members of the community the opportunity to learn how to start up a business for free. The Pop-up Business School runs twenty workshops over 10 days including how to start a business and how to build a great looking website all for free.

The workshops help participants gain confidence to start and build their businesses and networking skills to find the people they need on their journey. The workshops ran from the 13th until the 24th August.

We were pleased that a number of our members had been approached and invited to be guest speakers to inspire new business owners.

Connie Clarkson and Marieke Numan from the Unlock Henderson Project are working closer with the Business Association to make the most of our joint objectives, look out for some announcements of events and fun activities coming to Henderson as part of their ongoing initiatives.

As I continue in my introductions of our board members, I want to share three more with you. Here are a few things you might not have known about the people who work for you.

Tim Livingstone - Treasurer. Tim was born and bred in Glen Eden, attending the local schools and Kelston Boys High. After 33 years as an owner/director of UHY Haines Norton, chartered accountants Tim retired in 2017 and continues as a consultant. Tim remains active in his various community activities including chairing the Trust Arena and Deputy Chair of Lopdell Trust.

Nick Thompson - Board Member. Nick is West Auckland born and raised, attended Massey High School and played rugby for both Massey Rugby and Suburbs Rugby Clubs. Nick is a keen father with two young daughters and likes to teach them how to bake and cook, or take them for a trip out to the West Auckland beaches or up to Tawharanui or Pakiri Beach.

Nick is passionate about contributing to the business community in West Auckland, "both in my day to day role as a business partner for the Bank of New Zealand and as part of the Central Park Henderson Business Association".

Lesa Davis - Board Member. Lesa is the Managing Director of Nitrogenx, a supplier of medical services and equipment in Central Park. Lesa took over the management of the business herself in recent years and has put it on a growth path to success. This success was recognized in 2017 with Nitrogenx winning at the Westpac Business Excellence Awards. Lesa is involved with her wider community and is passionate about West Auckland business.

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Danielle Hancock, Chair CPBA

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Cover: Nicole Snook - Nicole snookers global ECU tuning market

Photography by LFHQ Studios







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New Kiwibank Chief Economist will pack a punch

Kiwibank's newly appointed Chief Economist Jarrod Kerr has a passion for the environment, financial literacy, and wears a black belt in karate.

Although Kerr was born and schooled in New Zealand, he cut his teeth in US, Swiss, and Australian banks and has spent his entire career overseas.

"I've have international perspective, but I'm also entirely familiar with the Kiwi market. When I first started as an economist at JP Morgan my role was to cover Australia and they threw in New Zealand as a training ground. Over time New Zealand became my speciality."

Kiwibank Acting CEO Mark Stephen said, "the bank was excited to have Jarrod on board and was looking forward to channelling his enthusiasm for the good of customers".

Kerr promises gutsy calls as well as commentary and perspective presented in a way that people can understand.

"Kiwibank's team of economists can add great value. I want to see money talked about in a way that is interesting and relatable. We need to give our customers what they want to read, make it more entertaining, and digestible. I want to rip out the jargon."

Financial literacy and encouraging Kiwis to save more is high on his priority list, as is social responsibility and the environment.

"I consider myself "green at heart"; a great fit for a green bank."

Kerr is an avid hiker and has a black belt in Chidokan karate.

Kerr takes over the Chief Economist role from Zoe Wallis who has moved within the business to Head of Transactions and Payments for Kiwibank.



Jarrod Kerr Career History

2018 - Kiwibank Chief Economist

2013 - 2018: Director, Interest Rate Strategy, Commonwealth Bank (Global Markets), Sydney

2010 - 2013: Director, Interest Rate Strategy and Economics, Credit Suisse, Singapore

2008 - 2010: Director, Fixed Income Strategy, Commonwealth Bank (Global Markets), Sydney

2004 - 2008: Economist, JPMorgan Chase, Sydney

2002 - 2004: Research Manager, Securities Industry Research Centre of Asia-Pacific, Sydney **2000 - 2001:** Associate Lecturer, Massey University, Auckland

2001: Master of Business Studies Financial Economics Massey University, New Zealand

1999: Bachelor of Applied Economics (Honors), Massey University, New Zealand

NOTE: Central Park Henderson Business and KIWIBANK will host a Business Breakfast with Chief Economist Jarrod Kerr in October. Invites will be sent out to CPHB Members in early September.

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One for all the Evo fans out there

Did you know...

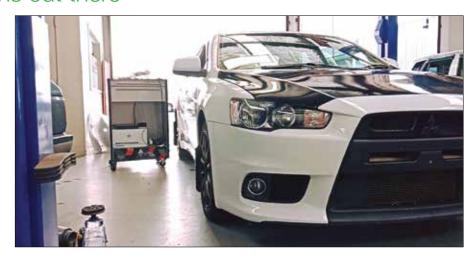
The first ever Lancer Evolution had a wicked 244 hp at 6000 rpm.

- This Evo was in production from 92' to 94' with a top speed of around 228 km/h.
- Mitsubishi sold around 5,000 in one year alone.

Things have changed a lot since then.

- The Evolution X makes at least 276 hp at 6500 rpm.
- 0-100 km/p in around 4.5 seconds.
- 5 speed manual or 6-speed TC-SST transmission.
- The Evo 10 is the last to be produced and has been named "Final Edition".

Throughout the years these cars have



won awards in Track racing, hill climbing and Rallies.

Visit KAAR Mitsubishi in Central Park Henderson for all your Evo needs, they will be sure to take care of your pride and joy.

KAAR Mitsubishi, 14 Te Pai Place, Phone: 09 836 5101.

New Zealand's electric vehicle fleet has reached 9241

The July EV statistics are up 541 on June's 8700 to 9241

Sceptics who doubt the ability of the New Zealand electric vehicle market to double in numbers each year should take a look at the latest Ministry of Transport statistics.

This shows clearly that the previous government's ambitious target of 64,000 EVs by 2021 can be easily met - or exceeded - particularly with the rush of new models already announced in the next two years. This rush also means that there will be more EVs - Utes, trucks, buses, vans and lower-priced cars - for every purpose.

If the trend in New Zealand's EV fleet continues, the 10,000 mark should be exceeded within about two months - way ahead of the 8000 end-of-year goal.

By 2020 there will be a regular supply of realistically-priced EVs coming on to the second-hand market from today's new vehicle fleets.

So by the end of 2021, don't be surprised if instead of 64,000 EVs the tally is well over the 100,000 mark.

At the end of July, the following were the total number of EVs (pure battery EVs and plug-in hybrids) in NZ:

2013 - 206

2014 - 415

2015 - 841

2016 - 1747

2017 - 4252

2018 - 9241





Kona EV launches with sub \$75k price tag

Hyundai's Kona EV was launched to the media with a drive from Auckland to Raglan and return without a charge - something no new EV in the country other than a Tesla can yet achieve.

Hyundai is bullish on its intentions towards the EV market, and having found success with its loniq range, is claiming with the launch of the Kona it is "leading the charge" amongst distributors. It is calling the Kona the first compact e-SUV.

"The Kona Electric cleverly blends ground-breaking electric vehicle technology with New Zealand's favourite body style, the SUV," Hyundai New Zealand general manager Andy Sinclair says. "We are excited to launch a true zero-emission electric driving option which doesn't compromise on the design, style and space that sets Kona apart from the crowd."

The question everyone has been asking since the Kona was confirmed for NZ and shown at Fieldays, is how much?

The answer is \$73,990 for the standard model, and \$79,990 for the Elite version.

This will be for the extended range 64kWh version of Kona Electric with a realistic "real world" driving range of over 400km on a single charge. The battery can be charged from empty to 80% in just 75 minutes using a DC rapid charger.

Sinclair adds: "The driving range of over 400km is really significant when considering a typical outdoors Kiwi lifestyle. We wanted to ensure that an owner in Auckland can head off for a weekend in the Coromandel and drive back to Auckland, all on a single charge."

In its release, Hyundai notes that this model range is for the "short term", opening the door for the launch of a likely cheaper 39.2kWh model at a later date.

Standard specifications on the standard model include a touchscreen infotainment system with smartphone mirroring, Forward Collision-Avoidance Assist with Pedestrian Detection, Lane Keeping Assist, Lane Following Assist and Blind Spot Collision Warning.

The Elite model adds an eight-speaker premium sound system leather interior heads up display, power front seats, larger dis-play, heated and ventilated front seat, heated steering wheel, LED headlights with smart high beam and front parking sensors.

Customers can pre-order the Kona EV at www.westaucklandhyundai.co.nz

Call the Sales Team on 09 836 1270 Email: sam@av.co.nz



Adventure Specialties Trust

Outdoor Awards 2018 - Winning in the Outdoors

Dedicated volunteers and outstanding organisations were among the award winners at the annual New Zealand Recreation Association (NZRA) Outdoor Awards, held in Auckland recently.

NZRA Chief Executive Andrew Leslie said, "the awards provided an important acknowledgement for the people and organisations whose efforts markedly improved outdoor experiences in New Zealand."

"This in turn leads to stronger communities, safer outdoor experiences and happier, healthier people. It is only fitting that these people who have devoted their lives to making the world a better place receive some portion the recognition they deserve."

Adventure Specialties Trust won the MSC Organisational Excellence Award

"It was heartening to see so many organisations nominated for their efforts to improve the way we experience the great outdoors," Mr Leslie said.

"It is vital we continue to recognise the efforts of our outdoor organisations, paid workers and volunteers so they can find support for their efforts to improve outdoor experiences and foster the love of New Zealand's great outdoors that is engrained as a part of our culture."

Adventure Specialties Trust CEO, Tim Wills said it was a great privilege to be awarded the Mountain Safety Council



Organisational Excellence Award. "It was a real honour and testament to the team and 34 years of excellent work strengthening our communities using outdoor adventure"

"Thanks to all those who've supported us over the years, and again it's a real honour to be picked out of a number of other fantastic organisations to gain this recognition".

With over 30 years' experience providing adventure and wilderness experiences on New Zealand rocks, rivers, mountains, caves and coast; you are in good hands. The 'AST' client experience is diverse:

Schools, employment enhancement programmes, youth development, drug & alcohol rehabilitation, and social service agencies, churches, also business & companies all use the services of Adventure Specialties Trust.

Adventure Specialties Trust are not confined to an outdoor centre but use multiple locations throughout the North and South Island of New Zealand. "Safety is paramount, we are proud of our track record and operate under a comprehensive set of operational and compliance guidelines."

Adventure Specialties Trust

Address: 1/4 Winston Place, Central Park, Henderson **Phone:** (09) 837 6033

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Vocational Pathways programme



Waitakere College has a clear goal of providing for each student, a positive future pathway that complements that young person's aspirations, their competencies and the needs of the community. To enable this, the college has in place authentic learning programmes that provide students the experience, skill development and job confidence to progress into industry training. In 2018, Waitakere College has well over 200 students involved in vocational programmes that see these in the



workplace or polytechnic training.

The development of Waitakere College's Vocational Pathways programme over the past decade has been the result of the school intentionally 'fore-fronting' the need for students to gain industry experience while still at school.

Waitakere College students are recognised in the workplace and polytechnic training for their skills and reliability. This, in part, is due to the provision of dedicated in-school time in preparation for placement. All students in vocational programmes have an in-school class in which to develop generic workplace skills and competencies, safe work practice and work readiness. Once an appropriate workplace has been identified, students are visited to ensure they are meeting the high expectations the school and employer has of them.

The Vocational Pathways programmes are a collaboration with many others and this reflects the belief that the best is achieved when working with others inside and outside of the school.

Sarah Jeffs, the Vocational Pathways Broker at Waitakere College, identifies appropriate work placement opportunities for students and is always keen to hear from employers who would be willing to support students on their learning journey. "The students are looking to gain exposure in a variety of industries including automotive, engineering, building and other trades, hospitality, IT,



graphic design, beauty or personal care, animal care, logistics, general administration or customer service, the list is ongoing".

Students go out to placement for one day per week for 10-20 weeks. They have all completed a **workplace health and safety Unit Standard**, a two-day workplace first aid course and, if trade related, have secured their Site Safe passport. Students also come prepared with the required attire and protective equipment. This can be a very mutually beneficial exercise as businesses may identify their future employees through the process. In 2017, students gained apprenticeships and other paid employment opportunities because of their work placements in engineering, building, barbering and retail roles.

If you are keen to have a further talk with the Waitakere College Vocational Pathways team, please give them a call on 09 836 7890.









Nicole Snook Nicole snookers global ECU tuning market

Nicole Snook is an inaugural board member of the Central Park Henderson business association (CPHBA), but while she has found time to champion local business, behind the scenes, she has been building a veritable empire of her own. With her husband Dave, Nicole heads local company, NZ Performance Tuning, but it is their company, Agri Tune that accounts for 80% of their business and it's going global!

A self-confessed "petrol-head," Nicole parted ways with a career in law to join the family business full time just three years ago. It was a risky step that has paid off.

NZ Performance Tuning, in Paramount Drive, provides custom ECU software remapping. For those unfamiliar with the lingo, it is a way of tuning vehicles for better performance - they take typically high-end European vehicles and use their in-house developed tuning software and after-market modifications from exhausts and intakes, to occasionally suspension and brakes, to make vehicles perform better. "It's about driveability, but also about having fun," says Nicole whose own Audi S1 is in the garage for its third set of modifications.

But while Nicole is a walking billboard for the brand, it is she and Dave's second business, the little-known Agri Tune, that is really going places. Agri Tune offers the same custom ECU software solutions to the agricultural, construction, mining, forestry, and marine industries and its success has seen it quickly spread to retain authorised dealers throughout NZ, Australia, South Africa, Canada and the USA.

Agri Tune is about providing productivity and efficiency to companies and private individuals by saving fuel and making them operate more efficiently. Nicole recalls its modest beginning





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eight years ago:

"NZ Performance Tuning was already a known brand when we received a call from a farmer in Pukekohe. His tractor was running sluggishly, and he asked if we could use our tools and expertise to help him. With a typical kiwi 'can do' attitude, Dave gave it a go, and the farmer was thrilled with the result. Word spread and the next call from a farmer in Invercargill, who quickly became a second happy customer. He was bragging to an associate in Queensland who was having difficulty running sugar cane harvesters, and Dave found himself on a plane across the ditch. The word of mouth spread from there with exponential growth. "We've been really fortunate that our market has come to us," says Nicole.

Both NZ Performance Tuning and Agri Tune specialise in OEM ECUs. The ECU (Engine management control unit) controls every part of what your engine does, for example, how much fuel it adds, throttle response, boost pressure etc. With a little over 16,500 vehicle tunes under their belts, Dave and Nicole have been able to develop their own software product solutions to alter those settings in the ECU. Authorised dealers throughout the world visit customers to take a reading from their ECUs. They send it to the head office with detail of what the customer is trying to achieve, and the software is altered to match customer requirements.

"Some of the tractors are saving 30 litres per hour," says Nicole, "with return on investment often being inside a month or less. It's next level crazy!"

Situated in Paramount Drive, Nicole is happy her business is part of the local



association. She is a "serial volunteer," and actively sought out her board role as a way to help out locally. "I like to give back to the community," she says, "and I also like to see change. I firmly believe that if we all do our bit to make positive change, it will come to pass."

Having been with the association since its inception, Nicole believes it is now in a fantastic position. "Merging with Henderson Metro has provided us with a hugely diverse range of businesses from heavy industrial and multi-nationals such as Douglas Pharmaceuticals and Image Holdings, down to little old us. Together we are a strong voice and managing to bring back the community spirit that perhaps we lost with Sir Bob Harvey's departure."

The combined voice is something that will undoubtedly come in handy with the upcoming Lincoln Road upgrades.

The CPHBA now runs the Business after 5 events, under the banner of the West

Auckland Business Club.

"I love getting together with other business owners," says Nicole. "If you compare us to other parts of Auckland, we're a very roots-based community, we get on with one another, and we get stuck in."

Certainly, Nicole and Dave are not workshy - to be available to their world-wide customers necessitates 16 hours days, whilst juggling their successful local company and a young family.

"It's a huge challenge and the industry is still relatively unknown," says Nicole, "but I've always had the philosophy that if it were easy, everyone would be doing it!"

NZ Performance Tuning is at

Unit D, 5 Paramount Drive, Central Park, Henderson.

Phone: 09 837 6252 / 0800 235 451 Web: nzperformancetuning.co.nz

Web: agritune.co.nz

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BA5 at Kings Garden Café with BN7

The first BA5 presented by Central Park Henderson Business with our coordinating team from NZ Flower and Garden Show, what a success!

150 plus attendees. A big thank you to Sponsor BNZ. Wonderful hospitality & food from Kings Garden Café. Superb wines from Babich Wines. Congratulations to the draw winners

\$200 corporate catering package and a \$100 Breakfast shout from Kings Café

A Black Label wine pack & a Pinot Noir Rose & Chardonnay pack from Babich Wines.

See you at the next BA5 at Te Pai Function Centre - details coming first to CPHB Members.

Remember to be in quick and register as these events fill up fast.

















West Auckland Business - New Website

On the creation of 'WestAucklandBusiness.co.nz'

- consolidating CPHBA activities, it had to happen!

We have had some incredible changes and opportunities come to us from last year's merger of CPBA and HMLBA, to form the Central Park Henderson Business Association (CPHBA). Among them, adding the **West Auckland Business Club**, and our new project **WAYINTM** into the foray. This has created what I suspect is the largest group of likeminded and engaged business decision makers in the West.

With the membership of CPHBA getting closer to the 200 mark by the day, and the Business Club with 2000. We acknowledge it's important that we communicate our presence clearly and professionally.

We recognised that CPHB needed to bring business communities together as one, the way to start the process was to create a single communication point. In order for our community to see what we, your association is trying to achieve, and in turn to become even more engaged themselves, after all the "One voice for the west" is not just the Board of CPHBA.

So, our most recent accomplishment, the creation of our new website, which will continue to evolve but always remain focused on our business community's growth and prosperity.

Save it to your favourites it is your voice!

The Lincoln Road Upgrade is also featured on the landing

page. Auckland Transport chooses Central Park Henderson Business to be the (A.T.) pathway of communications to both Business & Community. This will be continued leading up to, and during the Lincoln Road Corridor Upgrade.

westaucklandbusiness.co.nz - is the landing page, but the following URL's will also guide you there.

- cphb.org.nz CENTRAL PARK HENDERSON BUSINESS
- wabc.org.nz WEST AUCKLAND BUSINESS CLUB
- wayin.nz YOUTH / WAYIN™

We thank CPHB Member, Vivid Computers for their professional work on the site, and we're grateful for their very experienced and patient guidance through this project.

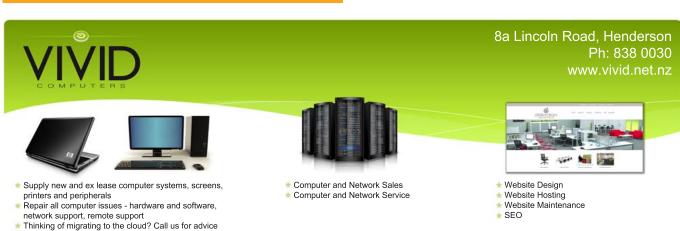
Kelvin Armstrong - Deputy Chair CPHB











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



At the end of the August article we said that the traffic survey data we have been collecting, will open up some fascinating opportunities. It will enable us to model traffic flows for a whole range of purposes that potentially will help both properties on the road and also the daily road users. It will also enable us to establish what is the best function for the transit lane.

The traffic flow data that was used to create this project is now very much out of date. Since then NZTA has improved the motorway causeway and Te Atatu motorway interchange and built the Waterview Tunnels. AT has rebuilt Te Atatu Road and introduced improved public transport services. And more people have modified their commuting habits to choose Public Transport over sitting in a single occupant vehicle

All of these things have an impact on both present and predicted traffic flows. However, six or seven years ago we were predicting the outcomes of all these improvements and had to wait to see how accurate those predictions were. Now we have the data taken from actual results and using this information, we can compare what was predicted with what actually happened, to give us even more reliable predictions and models for the future.

Traffic flow data was gathered using CCTV cameras and electronic tracking systems.

The CCTV footage was taken across a very wide area from Te Atatu Road to Swanson. The information gathered will be fed into a computer system that can map the traffic patterns. The other system was over a smaller footprint

but it tracked the electronic signature of portable devices in vehicles from point to point along various roads, and importantly, Lincoln Road.

We hasten to add that the CCTV footage will be kept confidential and that the tracking devices cannot listen to phone conversations or read laptops. It can only detect an appliance in a vehicle and follow that along the road to give us a representative range of travel times along the road at different times and especially at peaks.

Among the modelling we will do from this data is to look at a range of many different scenarios for designing the road works themselves to give the best programme of works and the best traffic management plan that it is possible to achieve. Needless to say we cannot prevent disruption but we can plan to reduce it to the lowest possible level and for the shortest duration at any one time.

Among the options is, of course, night works and especially in the commercial/industrial areas where there are very few if any sleeping people to annoy.

We can give no guarantee on this matter at this time because the hours of work will be decided by a separate part of the AT organisation and will endeavour to take into

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account the greatest good of the greatest number. On Te Atatu Road, for example, which is almost exclusively a residential area, the hours of work were primarily business hours on weekdays. This was to give residents the opportunity for as much uninterrupted sleep as possible and a break from the working machinery at weekends. This did not make for the fastest delivery

However, the data we have collected for Lincoln Road will be modelled in a wide variety of ways, including how much evening work can be scheduled (if any) and what benefits that will bring to the project.

Nevertheless, we are conscious of many conflicting needs that have to be met that will also be "fed into the mix". Examples include the needs of the hospital, the needs of the Arena, the huge demand around Te Pai netball courts (especially in winter), the needs of schools and the wananga, the needs of residents who have medical conditions, who have disabilities or who are vulnerable, restaurants, businesses with critical delivery times and undoubtedly many more.

As we have said before, we will be spending a great deal of time gathering this information in order to make our plans as fully informed as possible and to reduce the inevitable disruption as much as possible.

Another important opportunity is to use the data to model what is the optimum use of the Transit Lane (as requested by the CPHBA on behalf of the business community). The original plan for a T3 lane was based on the realities of a decade ago and so we now have the opportunity to explore which a range of options will give best service into the future. The options are Bus lane only, T3 with buses, T3 with buses and commercial vehicles, T2 with buses or T2 with buses and commercials.

This remodelling will also examine the best hours of

operation. Needless to say, if the lanes will only operate for the peak hours – or some similarly limited period – the whole six lanes will become available to all vehicles outside of the peak and that will represent a 50 percent increase in capacity.

STAKEHOLDER LIAISON

While it is important for us to be able to communicate easily with the whole catchment – about 10,000 properties – we acknowledge that we must have a focus on the most directly affected stakeholders and that these are not confined to Lincoln Road itself. There is a surrounding area that is likely to be just as affected. We haven't yet defined that area but it will almost certainly reach across to Rathgar Road on one side and Waipareira Ave on the other.

By the end of September we should also have the latest version of what is known as the 2-D design for the whole road. This will confirm the strength of the sub-surface and tell us whether the soil and present road structure will meet the demands of the new design standards for road building.

Coupled to this, and very important to the design process, is finding the exact location and depth of the current watermain (which will remain as is). If it is sufficiently deep that we can possibly lower the surface of the road, it will make for some major improvements to the design. The lower the road surface, the smaller will be the retaining walls that will be needed in many places; it will also improve the angle at which some driveways meet the road. If we are lucky it may even reduce the amount of land we need to buy from at least some of the properties.

The other benefit will be in helping us to design where we can plant new trees.



