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IN THIS ISSUE

- 4 CHAIRS REPORT**
KELVIN ARMSTRONG
- 5 BUSINESS MENTORS NZ**
PROVIDING MENTORING TO SMALL BUSINESS
- 7 UHY HAINES NORTON**
\$2,000 STUDY SCHOLARSHIPS
- 8 MATRIX SECURITY**
HOW TO IMPROVE SECURITY OF EXTERNAL AREAS AT YOUR WORKPLACE
- 11 A MOVE WEST YIELDS UNTAPPED POTENTIAL**
BETERLY PAN - BAYLEYS NORTHWEST
- 13 PAPERPLUS WESTCITY**
YOUR PLACE FOR BOOKS, STATIONERY & GIFTS
- 14 FRONT COVER FEATURE**
MCINTOSH DENTAL
- 17 MITRE 10 MEGA - WESTGATE**
CELEBRATES THE GRAND OPENING OF THE STORES NEW EXTENSION.
- 18 BUSINESS - COMMUNITY**
THE TRUSTS SUPPORTING COMMUNITY
- 19 BANK OF NEW ZEALAND**
PARTNERSHIP BANKING
- 20 LIFESTYLE - SEASON SPRING FLOWERS**
WITH DAVIS FUNERALS
- 22 LIFESTYLE - RECIPE**
CRÈMA CATALANA
- 23 LIFESTYLE - WELLBEING**
FLU SHOT
- 24 MOTORING**
SENSIUM FLEET TELEMATICS
- 25 MOTORING**
JIMNYS DOING WHAT JIMNYS DO
- 26 MOTORING**
JUST VEHICLES, NEW E-COMMERCE COMPANY START-UP

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with receptionist - Jessica Freeth

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8. MATRIX SECURITY
IMPROVING WORKPLACE SECURITY



14. FRONT COVER FEATURE
MCINTOSH DENTAL



17. MITRE 10 MEGA - WESTGATE
CELEBRATES NEW STORE EXTENSION

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CHAIRS REPORT

CPHBA suffered the last couple of months with losing team members, it's been a bit of a slog towards achieving success with our goals, but we have two new team members starting in August and in October. Both will be hitting the ground running as we have been fortunate to have some strong systems in place and great support from Tineke - our exiting membership manager.

Whilst the distraction of getting the team sorted, we have had some wins. If you're a social media follower, check out Facebook @wehenderson, growth has been phenomenal, while this is building it will be a great tool to drive business in our market place. To garner some positive vibe into the Henderson community is the key, this is just one cog in the wheel of reinvigorating our dynamic local business district.

You may have seen the eyesore of tagged homes on Edmonton Rd that, quite honestly our local elected Council representatives ignored for far too long, maybe were at a language course, or having lessons vacillating on woke actions.

Amazing what a few nice words to the developer achieved, who were naively unaware of the situation. Wonderful what a coat of paint does, thanks to the CPHBA actions. Whilst it's a win, it's my opinion that it's not a business association's role to take care of this type of mess.

It's a shame as local elections draw closer, that one of the incumbents didn't pick this up - as it would have allowed reasonable bragging rights! Be very mindful of these elections, that there are now 8, yes eight, of the 'current government' backed aspirants seeking to be elected. Does this Government support Business - yeah right!

I received an email from my last report questioning the viability of CCTV. I would like to answer this publicly, as I'm sure others may be questioning our rationality. It is our ultimate goal to support Businesses, and the Community - to feel confident and secure in our BID area. As it is an issue, we are merely giving first responder's a further resource to improve efficiencies -



KELVIN ARMSTRONG

resulting in additional benefit to Community Policing.

We all know that we have growing security/ crime issues, some blame is put on Police, the Justice System, and the Government. It is my opinion the buck stops at the community, parents/ family need to take responsibility. Until this happens, the Law and Court System will only be the ambulance at the bottom of the cliff.

Crazy times again, feast or famine in the market place, we're all breaking records, unfortunately it's sick leave - Productivity is taking a major hit in all sectors sadly. With no reprieve in the near future, let's hope lessons have been learnt going forward, timing of opening borders and the winter season has created a cluster. I for one am not holding my breath for any change soon. Orange is the new green!

Who would think increased sick leave allocation, additional public holiday, increased minimum wage and border restrictions would have an impact upon inflation? Whilst businesses are all trying to keep our productivity well-tuned, and heads out of the water, we ponder what is going on at the 'hive, what are they thinking!

We do have some great news - BA5 will be happening again in August, keep an eye on your inbox for the invite, these events have for many years been well patronised by businesses out West.

.....
KELVIN ARMSTRONG, CHAIRPERSON CPHBA

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BUSINESS MENTORS NZ

Providing Mentoring to Small Business

Business Mentors New Zealand, founded in 1991, is the only independent national business mentoring service provider to the small business sector in New Zealand. The service matches experienced businesspeople, the Mentors, with small business owners.

Who is Small Business Mentoring for?

New Zealand is a nation of small and micro business - including self-employed. Defined as those with fewer than 20 employees, there are approximately 530,000 small businesses in NZ representing 97% of all firms. They account for 28 per cent of employment and contribute over a quarter of NZ's GDP.

Business Mentors service helps small business owners, like you, assess your current business activity and build skills and perspective for your future success.

You will be matched with a Mentor who understands the highs and lows of business having been on their own business development journey, and bringing with them experience you will benefit from.

Register for a Business Mentor if:

- You are motivated and determined to grow your business.
- You are willing to listen and receive constructive feedback related to you and your business.
- You are able to commit to the mentoring relationship, working proactively to ensure tasks are achieved in a timely manner with open and honest communication.

Who will my Mentor be?

Your Mentor will be an experienced businessperson from your region. All of BMNZ Mentors have been screened

and inducted to ensure they have the ability to be an effective Mentor. He or she will be matched to you by a Mentor Coordinator, with relevant skills based on your unique circumstances and needs.

How often will I meet my Mentor?

In the initial month, there will likely be a couple of meetings to set direction and determine an action plan. Going forward, this will likely become monthly meetings. This is to be determined between yourself and your Mentor. This service is for up to 12 months.

Is there a cost to register?




For a one-off registration fee of \$295 + GST, you will have up to 12 months' access to a Business Mentor who will help you develop your business and yourself as a business owner. The fee is a small contribution towards a supported delivery service and is non-refundable.

CPHBusiness Association is keen to support up to 30 local businesses in the Central Park/ Henderson area by funding this mentoring for this financial year (T's & C's apply).

To apply: email garry@cphb.org.nz



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UHY HAINES NORTON \$2,000 STUDY SCHOLARSHIPS



As the largest Chartered Accounting and business advisory practice in West Auckland, UHY Haines Norton is passionate about providing talented, ambitious young people with the opportunity to firmly establish their study and career paths.

That's why they are offering three \$2,000 Study Scholarships to Year 13 students attending selected West Auckland secondary schools.

The three prizes of \$2,000 are towards study fees of an undergraduate Bachelor of Commerce or Bachelor of Business Studies degree commencing at university in 2023.

The actual subjects studied and majored within the degree are entirely up to the students (This is not a specific accounting scholarship).

Year 13 students at 13 selected West Auckland colleges are eligible to be nominated. In addition to academic achievement, students who demonstrate involvement in additional areas such as sports, arts, culture, or clubs

will be viewed favourably, as well leadership roles or community involvement.

Students may nominate themselves or be nominated by family, teachers, coaches, community leaders or anyone who feels they are an ideal recipient for a Study Scholarship. And multiple nominations are a great way to help a student stand out!

Since the Study Scholarships were introduced in 2016, UHY has contributed \$28,000 to students across six different West Auckland colleges towards their university fees.

West Auckland has a thriving business district offering attractive employment opportunities to graduates, and UHY Haines Norton believes in supporting tomorrow's superstars with their journeys.

For full details about the Study Scholarships and to submit a nomination, visit the UHY Haines Norton website at: www.uhyhn.co.nz/study-scholarship. Nominations open 15th August 2022.

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HOW TO IMPROVE SECURITY of External Areas at Your Workplace

No matter the size or scale of your company, safeguarding your business premises is a top priority. Theft and criminal damage disrupt operations and are costly. When it comes to securing your workplace, external security is a great place to start. However, often we're so familiar and comfortable with our surroundings that we overlook the vulnerabilities that attract potential intruders.

The four main components to securing the outer perimeter of your premises are:

Prevention - The physical security measures that keep people out or away from the space. For example: fencing, bollards or turn styles.

Detection - The components of the solution that help to identify potential intruders or security incident like alarms, video surveillance and vigilant employees.

Interrupt - There are certain security systems that are designed to slow intruders down as they attempt to enter a facility or building. Access control (needing a code or swipe-card) and fog cannons for example.

Respond - These are the specific actions that need to take place in the event of a security breach.

Secure the outer perimeter

Intruders love poorly lit, dark corners and recesses. That beautiful display of shrubs and bushes by the main entrance could well be the perfect hiding spot for would-be intruders. Here are some more tips to

improve visibility around your workplace.

- **Floodlights and sensor lighting can be used to illuminate blind spots and deter unwanted activity**
- **Regular maintenance of the building will ensure locks and latches are robust**
- **Landscaping greenery particularly if they obscure the view of windows/ doors provide concealment**
- **Remove valuable assets from sight or away from access points like windows**

Ensure your employees are aware and trained

Security is everyone's responsibility. Make sure your people know what your expectations are. Even encouraging employees to greet unknown visitors with 'can I help you' could make all the difference.



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Make sure your team understands:

- What the security risks are and the implications of a breach to your business
- Your policies & procedures in the event of a security breach, from bomb threats to broken windows.
- To be diligent and to report security issues and incidents
- Potential consequences for individuals who misuse data and/or insider knowledge to exploit your business
- They are encouraged to report potential risk threats and near misses and will be rewarded for doing so.

Deter would-be intruders

A proactive approach also involves taking steps to deter intruders.

Here are some things you can do to make your workplace uninviting to intruders:

- Affix security company signage in well-lit and visible areas indicating regular patrols are being conducted
- Remove rubbish, graffiti, and keep the grounds well maintained to demonstrate the property is not an easy target
- Secure external gates with quality padlocks
- Install alarm and video surveillance systems and have them monitored 24/7/365



Final thoughts

The external perimeter of your business premises is the first defence against intruders.

Reviewing your external security is one of the best ways to safeguard your assets and people.

The New Zealand Police have developed a checklist to help you assess areas of risk:

<https://forms.police.govt.nz/forms/commercial-premises-security-audit>

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From top left: Stuart Bode, Alister Hitchcock, Wesley Gerber, Matt Clifford, Mark Preston, Beterly Pan, Brendan Graves, Sunil Bhana, Sam Raines

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Closing out an impressive year that saw Beterly Pan achieve a ranking as one of Bayleys' top female commercial and industrial salespeople nationally, Beterly says she is excited every day by the massive potential for growth she sees across Auckland's Northwest region.

Beterly began her career focused on commercial and industrial sales around Auckland's city-fringe suburbs, achieving one of the largest commercial sales circa \$30 million in her first year of real estate.

"There is a hugely supportive network of high-performing female leaders at Bayleys that have really forged a path for others to thrive and I feel extremely fortunate for their guidance and knowledge," Beterly says.

She points to Bayleys' own women's advocacy group (Bayleys Commercial Real Estate Women or BCREW) as a great market advantage, as it has provided her with valuable professional support along with networking, social and education opportunities.

From the early days of her career, Beterly has taken complete control of her performance, with a high-level understanding of market dynamics informing her move to Bayleys' NorthWest office led by manager Brendan Graves.

"The West Auckland region is a huge mass of potential, and commercially the presence of big names like Costco and Microsoft continue to drive investment here," she says.

Widely regarded by clients and colleagues as a passionate and result-driven high achiever, Beterly has leveraged a qualified network of investors, owner-occupiers, and asset owners to deliver some of the Bayleys North West's most significant sales.



These include \$32.68 million across eight super lots in Kumeu Central, the \$8.18 million sale of a site primed for residential development in Avondale, and the recent sale of Light Industrial land in Westgate purchased by a large-scale global player.

Crediting her genuine zest for the property industry, and a relentless pursuit of results with her career success, Beterly acknowledges that her fluency in English, Mandarin and Cantonese helps her to communicate with an increasingly diverse client base.

"Auckland's north-west has become such a thriving multicultural region and we're seeing investors and owner-occupiers - be them commercial, industrial or residential attracted to this diversity and a general sense of vibrancy," she says.

Since moving her professional operations west, Beterly says she has been busier than ever, but still prioritises time to keep fit, which she does by running regularly, swimming and playing tennis – perhaps her one true indulgence.

"We have such beautiful opportunities here. I think this incredible balance of black sand beaches, native bush and world-class hospitality like the West's wineries continue to encourage residential movement.

"This, coupled with ongoing attention on the region's infrastructure attracts a high level of commercial investment," she says.

Looking ahead, Beterly says her clients are eager to capitalise on the opportunities afforded by shifting market fundamentals.

"Tenants are looking to re-establish their bricks and mortar presence by expanding and relocating, while sellers are reassessing their portfolios eager to make the most of international interests.

"But generally, we are so pleased to see the market move on from pandemic disruption," she says.

As one of Bayleys' top-performing female agents last year, Beterly Pan has established her presence as development land and investment sales specialist at Bayleys' NorthWest Commercial and Industrial office.

Get in touch with Beterly today.

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Located on level 2 near the food court in Westcity Mall, Paperplus has been making its mark as the destination for literacy and learning needs in Waitakere for almost 4 years now.



Owner-operator Andrew Piggin says it's all about keeping the offer relevant to the needs of the wider community be it walk-in customers, loyalty club members, local schools, tertiary institutions, local businesses and even various community organisations. "We know we cannot be all things to all people, but we sure do listen, learn and evolve our offer as demands grow and change" says Andrew

Whilst it's been a tough road the past 2.5 years with COVID-19 and all the alert level changes the team at Paperplus have strived to offer the very best shopping experience. The team have appreciated all the wonderful support they have had from the community during this time.

Although retail has changed and the exponential shift towards online shopping and more digital experiences start to dominate, there is still a growing demand for buying books and having a destination like Paperplus to casually browse and chose without all the (digital) noise. That said Paperplus also offer online shopping if you prefer - simply visit the website.

If you are looking for something to take your mind off things then there is nothing better than to lose yourself in a great book. Whether fiction or non-fiction there is something for everyone. If Paperplus doesn't have what you are looking for then the friendly team will order in for you.

Furthermore, if you are a regular customer then consider joining the Paperplus Big Deal (loyalty) Club where for every \$100 you spend you will get a \$5.00 digital voucher back. Next time you are in just ask one of the team.

As a special offer during the month of August (while stocks last) simply make a purchase over \$9.99 in store and you will receive a free copy of a booklet called Money Made Simple by Sam Stubbs. This book has been made exclusively available to Paperplus and sets out some simple truths and golden rules which will help you take control of your finances and future.

Andrew and the team at Paperplus look forward to seeing you soon...

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MCINTOSH DENTAL

Unveils Ambitious Plans For Dental Practice

McIntosh Dental has long been a landmark on Lincoln Road. From humble beginnings, the practice has expanded to become one of New Zealand's leading dental practices.

With a patient roll numbering up to 15,000 and a team of 35 dental surgeons, oral health therapists and technicians, McIntosh Dental is already a big operation. However, Alex McIntosh has ambitious plans with West Auckland's first private hospital currently in the pipeline.

Born and raised in West Auckland, Alex graduated from Otago University's Faculty of Dentistry in 1978. Alex stayed on at the university as an assistant lecturer for a year before working as a Senior Dental House Surgeon at Middlemore, Auckland and Greenlane Hospitals.

However, private practice soon called, and Alex joined Graeme Tremain's Dental Practice in 1981, becoming a partner soon after. The practice moved to its current location in 1987, and Alex and the team have never looked back.

'We pride ourselves on providing the whole range of dental care under one roof,' explains Alex. He has a deserved reputation as one of the country's leading specialists in dental implants. Alongside standard family dental services, the practice boasts specialist

orthodontists, periodontists and a visiting maxillofacial surgeon for a uniquely comprehensive service.

'Here at McIntosh Dental, we're not treating teeth; we're treating people,' declares Alex. He says it's a privilege to provide oral health care to clients and improve their lives.

McIntosh Dental has now treated several generations of families. 'Some of our patients drive for four hours to see us,' says Alex. 'We have developed very special relationships over the years built on trust,' he adds.

And now, patients can look forward to more advanced services with McIntosh Dental's exciting plans for a private hospital. The vision is currently in the planning stage, but Alex says it will be a first for West Auckland.

The plan is to build a five-storey facility close to the current site of McIntosh Dental with five theatres and a 30-bed recovery ward. The private hospital should be open for business in five years.

McIntosh Dental will move into the new facility and plans to double in size. 'We'll be able to provide even more advanced services, including an appearance medicine clinic,' reports Alex. He says that dentists increasingly need to invest in high-end technology. 'As one of the biggest practices in West Auckland, we can afford to make that capital investment,' he adds.



McIntosh Dental has a long and proud history of supporting the local community. Over the last year alone, the practice has sponsored a programme to deliver toothbrushes and toothpaste to 11 local primary schools and mouthguards and water bottles to four intermediate schools.

Alex is incredibly proud of the Orthodontic Scholarship Programme, which started in 2012. Two local students are awarded \$10,000 for their orthodontic treatment. Over the years, McIntosh Dental has awarded 24 scholarships totalling \$150,000.

The practice has recently announced an exciting \$5,000 Smile Makeover Competition. It's a life-changing opportunity for one deserving individual with veneers, crowns, teeth whitening and implants potentially on offer. Nominations are currently open and close on 22 August. You can nominate yourself or someone else – just jump on the practice's website for all the details.

Even after 44 years, Alex is still passionate about his vocation. And he has some simple oral health advice. Alex says the best thing you can do is brush and floss your teeth every day and visit the dentist at least once a year. 'You only get one set of teeth for life,' declares Alex. 'And much like a car, if you don't maintain your teeth, they will break down,' he adds.

Alex says some people think they are saving money by not visiting the dentist. 'However, it costs you more in the long run, both financially and health-wise,' he concludes. According to Alex, studies show that people who look after their teeth live longer and healthier. McIntosh Dental has a pre-payment plan option to spread the cost of dental care, and emergency dental care support is available from the government.

Alex also had some reassurance for those anxious about Covid. The practice has strict protocols in place and has introduced air purifiers and filters to improve health and safety.

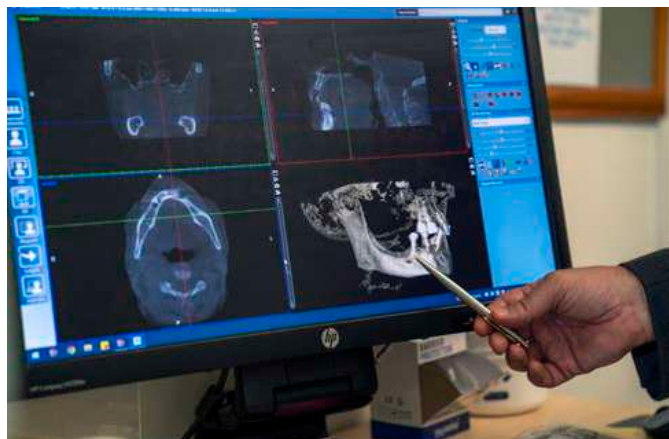
Work keeps Alex super-busy, and his little free time is spent with the family. He's also a keen cyclist and



Planmeca 3D imaging

regularly enjoys a dip at West Wave. 'My uncle and the first Mayor of Waitakere Council Assid Corban was instrumental in building West Wave for the 1990 Commonwealth Games,' declares Alex. Indeed, Assid Corban's sister and Alex's mum, Mary McIntosh, is 94 years young and still works at McIntosh Dental one day a week. Alex has many fond memories of growing up in the vineyards of Corbans Wines.

Lincoln Road has come a long way from the orchards and wineries of Alex's childhood. McIntosh Dental has undoubtedly already made its mark on the local landscape. And with the exciting plans for a private hospital, the future looks bright for the practice, the local economy and the wider community.



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MITRE 10 MEGA - WESTGATE

Celebrates the Grand Opening of the stores new extension.

In 2014 Dave and Elaine Hargreaves were joined by their team in throwing open the doors to the brand-new Mitre 10 MEGA Westgate. Their months of hard work now allowed them to welcome customers to a store offering a huge range of products designed to help Kiwis make their homes a better place to live.

On that day little did anyone know what the next 8 years would bring the local community growing at an unprecedented rate, the upsurge in consumers wanting to grow their vegetables, indoor plants becoming the go to hobby, the popularity of outdoor cooking going through the roof, and a housing market that meant a lot of Kiwis embarked on a campaign of renovation and refurbishments.

On top of all this, why not add in a global pandemic which forced a lot of us to change the way we shop – it certainly has been a busy few years.

By 2020, it had become clear to Dave and Elaine that the current store simply did not have the floor space to accommodate both an ever-growing product range and increase in shoppers visiting the store.

Fortunately, the opportunity arose to expand into a vacant site right next door to the current store. The

past two years have seen a huge amount of work put in by the team which allows our timber yard to now offer all their products undercover, a doubling of the floor space to display our range of seasonal products, a huge increase in the range of power tools we are able to offer, an enhanced colour centre for our paint department plus so much more right across the store. Currently work continues throughout the store but the end is now in sight!

To celebrate the official re-launch of the store, Dave and Elaine decided that the best way to celebrate the work of their team and reward their loyal customers, who have been so patient with disruption caused by the expansion project, was to give one lucky customer the chance to win the latest Suzuki Swift GL!

So now that the Mitre 10 MEGA Westgate store renovations are complete, Dave and Elaine are turning their attention to further development at the Henderson store, so keep your eyes out for exciting new things happening there!





support west

THE TRUSTS SUPPORTING COMMUNITY

Call for West Auckland Fruit Tree Owners to Pick Surplus For Charity

A new boost to a charitable initiative will provide food for 5,000 vulnerable families, delivering 75,000 meals during winter.

A social enterprise which is supporting the initiative has also called for Kiwis with citrus fruit trees on their property to pick surplus fruit to donate to those in need.

West Auckland Food rescue charity Fair Food which supplies over 50 community local groups with over 2.4 million meals per year has also opened a 'Conscious Kitchen' to teach community members the principles of upcycling food.

Around a third of all food produced globally is wasted, however staff at Fair Food receive and hand-sort around a tonne of discarded food each day - which is provided by supermarkets, growers and manufacturers.

The surplus produce would otherwise be destined for landfill, generating an estimated 540 tonnes of greenhouse gases annually.

Deborah McLaughlin, chief financial officer at Fair Food, says the poverty gap is widening, with pandemic-driven food shortages, inflation and winter heating costs all impacting already vulnerable families.

She says around 40% of Kiwi households experience food insecurity and 19% of our children live in homes where consistency of food supply is a concern.

"I know one woman recently had to stop her children's sporting activities over the weekend because it became a choice between paying for the petrol to get them

there, or buying groceries. I have heard of others having to go without heat. No one should have to be in this position," she says.

Allan Pollard, CEO of The Trusts, a local social enterprise which has provided financial support for the distribution of the meals, says winter, along with Christmas and back to school, are the months with the highest levels of need.

"Thousands of extended families in our communities are facing the perfect storm of seasonal cost pressures for thousands of members of our community.

"It is critical that organisations like Fair Food be given the support of corporates to allow them to continue their work during peak seasons of need.

"We also want to encourage those who have surplus fruit growing on their trees to pick and donate this to a local food charity - rather than let it go to waste rotting on the ground," he says.

Pollard says currently citrus fruits such as oranges, grapefruit, lemons and mandarins are in season and food rescue charities like Fair Food can often collect the produce from those willing to pick it.







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BANK OF NEW ZEALAND

Partnership Banking

Following on from our last edition where we introduced BNZs Commercial Partner for the West Auckland Region, Tim van der Kraaij. We asked Tim to outline in more detail some of the ways he assists our local businesses, and what information he is looking for from his clients in relation to funding requests.

As a Commercial Partner Tim typically deals with clients with larger turnover or complex borrowing needs.

"Whilst I also assist business with traditional tangible asset financing, such as Commercial Property and Asset Finance for example," Tim says, "the complexity aspect comes into play when a business seeks cash-flow based borrowing that is not backed by specific physical assets as security".

For example; in a management buy-out - or an acquisition of another business. Leveraging cash-flow can really help businesses grow, and often proves very cost-effective relative to parting with an equity/ownership stake in your business to fund some or all your growth plans.

While cash-flow lending is an option for a range of businesses, not all business will have strong enough cash-flow to support it. With the last couple of years spent hunkering down due to our business community facing a number of challenges Tim is starting to see a number of green shoots of activity again where businesses are seeking cash-flow based financing.

"At BNZ we really understand the drivers of cash-flow, and one of the keys to seeking this type of funding is the ability to demonstrate a deep understanding of your business and its forward-looking cash-flow, and typically I would be



seeking the following information to look at assisting with these types of requests: -

- **At least 2 years** of historical financial statements, preferably 3, along with year-to-date management accounts.
- **Financial forecasts** for the next 12-24 months.
- **An appreciation** of any peaks and troughs in your cash-flow cycle, as evidenced by cash-flow forecasts.
- **A written business plan/strategy** or similar.
- **A list of Aged Debtors** and Creditors, key clients/suppliers, and any key contracts the business has entered into.
- **Understanding of** your key value propositions, and depending on the industry any intangible assets the business has and how these are protected.
- **A business structure** chart or "Family Tree" with an overview of the key people in the operation.

"Having a well thought-through plan accompanied with the right information will certainly help me as your Banker understand the level of assistance you may require.

As a local based in the BNZ Henderson Partners Centre, Tim is passionate about supporting our West Auckland business community and seeing it thrive.

"Feel free to reach out to me if you would like to discuss any of your business needs and where I may be able to assist.



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Tim van der Kraaij

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SEASON SPRING FLOWERS

- with Davis Funerals

Instant Colour for Pots, Baskets or Beds.

The warm colours of spring flowers are on their way! In this article we celebrate the coming seasonal flowers, new spring blooms to farewell New Zealand's colder months.

With Spring starting in September, we're looking forward to the fun and variety of spring flowers. Davis Funeral's favourite spring flowers includes Tulips, Hyacinths and Narcissus (Daffodils).

Tulips

An Iconic Spring Bloom

Tulips are hard to go past as one of the most popular spring flowers. There are over 150 species of tulips with over 3,000 different varieties. One unique feature of tulips is that, if you cut tulips, they'll continue to grow in your vase as the flowers open and close each day.

Naming the Tulip

The word tulip is derived from a Persian word called delband, which means turban. It is generally believed that it was called this due to the turban-shaped nature of the flower.

Hyacinths

Fresh-Cut Stems or Potted Plants

Hyacinths are highly fragrant, bell-shaped flowers with reflexed petals. The waxy, densely-packed florets come in shades of white, peach, orange, salmon, yellow, pink, red, purple, lavender and blue. The 7-8 leaves of the hyacinth are fleshy, glossy green and strap shaped.

Hyacinths Symbolism

The hyacinth is the flower of the sun god Apollo and is a symbol of peace, commitment and beauty.



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Narcissus

Also known as Daffodils

Daffodils are some of the first flowers we see in springtime and are a great indicator that winter is over. Because of this, they are seen to represent rebirth and new beginnings! New Zealanders are fortunate that daffodils can be grown successfully in almost all of the country. Daffodil are a delightful garden flowers or fresh cut for a vase.

Narcissus Name Meaning

The word “narcissus” is derived from the Greek word narke, meaning numbness (also the root of the word narcotic); the flower may have been named thus because of the intoxicating fragrance of some species.



Flower Care

Looking after flowers at home

Caring for flowers starts with cutting the stems at a 45-degree angle. This means the stem isn't resting on the base of the vase, therefore ensuring maximum absorption of water. Another top tip is to add around five drops of Bleach into each litre of water. This will help the vase water stay clean and ensures longer life of your flowers. And finally, always keep your flowers away from heaters and direct sun.

“In joy or sadness, flowers
are our constant friends”
– Okakura Kakuzo



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CRÈMA CATALANA

The Famous Dessert from Spain SERVES 2-3

Ingredients:

- 250ml Whole Milk
- 60ml Cream
- 1 strip of Lemon Peel
- 1 strip of Orange Peel
- 3 x Egg Yolk
- 1 x Cinnamon Stick
- 1 Vanilla pod
- 45g Sugar
- 10g Corn Starch



Method:

1. In a small pan mix and bring to the boil the milk and cream including the cinnamon stick, vanilla, lemon and orange peel
2. Whisk together egg yolks, sugar and corn starch in a large bowl
3. Add the milk/cream to the egg mix slowly using the whisk to mix together
4. Once combined, transfer the mixture back to a saucepan and heat on a medium/low heat. Be sure to mix with the whisk continuously.
5. Once thickened, transfer the mixture to oven proof ramakins and rest, cool in fridge for a minimum of 30mins.
6. To create the crispy topping, pour sugar across the top of the Crema Catalana, and pop under the grill until golden.

To Serve: Garnish with your favourite citrus fruit.



The Falls Bistro
Chef Cristian Pincheira

Is crème brûlée and crèma catalana the same?

The main differences are: crèma catalana is generally made with milk, using corn starch to help thicken it, while crème brûlée is made with cream. While crème brûlée is normally flavoured with vanilla, crèma catalana is infused with orange and often lemon and cinnamon.

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YES! THERE'S SOMEWHERE COOL YOU CAN GO LOCALLY.

FLU SHOT

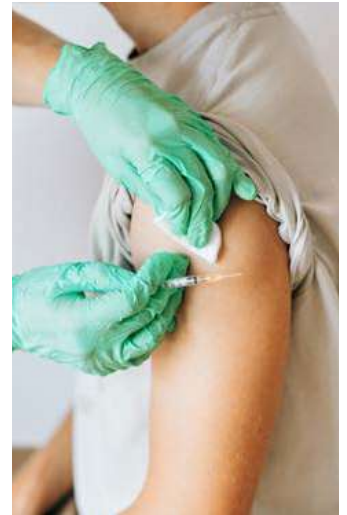
Flu is also known as influenza and is commonly known as a respiratory illness that is contagious. A virus known to /or can infect the nose, throat and lungs. It is recommended that the best way to combat the flu is by getting the flu vaccine yearly. The Flu is known to cause mild to severe illness, or can lead to death.

Flu is different from a cold as the flu usually comes on suddenly. Symptoms of the flu may feel some, if not all these symptoms: Fever/ chills, cough, sore throat, runny or blocked nose, body aches, headaches and fatigue. Some may even go through vomiting and diarrhea.

Many doctors believe that droplets from a flu cough or sneeze and even talking are the many ways of the flu spreading. It can also spread but less often spread by touching surfaces/ objects with flu viruses on it, then touching their face, mainly the mouth and nose area. With our country in the winter, or flu season, it is important to remember the virus is more active now as the air is less humid than outside. That means we spend more time with each other making the virus easier to spread.

Although we are all at risk of getting the flu and spreading it, we must remember it can affect those who are at higher risk for example: infants and people who are over 65 years of age. Also at high risk of catching the flu are the pregnant women, people with weak immune system, people who smoke, obese, and those who have not been vaccinated.

To get through this flu season with minimal chances of getting the flu, there are many preventative measures we can use to stop the flu from spreading. One of them is practicing good hand hygiene, washing your hands



often is a good way to help prevent the spread, prevent touching your face is also a good practice, especially touching your mouth, nose and eyes.

Another prevention and probably encouraged more is getting your flu shot. Having this flu shot yearly helps prevent you from catching the flu. It is encouraged that you visit your GP and ask for a flu shot, and lastly, stay at home if you are unwell. This will help to everyone or anyone that you are around with normally whether is at your workplace or just in public.

Let's support each other during this challenging winter season by doing the basics like wearing face-masks or washing our hands after each use. Stay warm and stay well.



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SENSIUM FLEET TELEMATICS

Demystifies Data From Your EV

When Jeremy McLean and his partners founded Snitch in Henderson to help with stolen vehicle recovery, little did they know that almost two decades later, the business would become one of the world's leading vehicle telematics providers, and a pioneer in the EV telematics space.

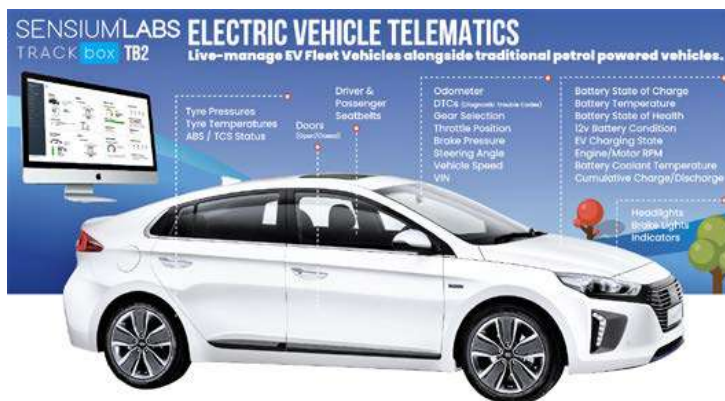
Rebranded as Sensium Fleet Telematics five years ago, Jeremy and his team are dedicated to providing cost effective, multi-faceted vehicle telematics data solutions for increased safety and productivity.

Located in both New Zealand and Australia, Sensium is still a proud Kiwi company with an immensely successful product portfolio - including their flagship TRACKbox TB2 vehicle telematics hardware, coupled with Sensium Connect, their proprietary Fleet Vehicle Telematics dashboard.

In the mid-2000's, Jeremy saw the automotive industry begin to embrace vehicle electrification, but vehicle telematics providers lacked innovation and the agility needed for this emerging trend.

While most fleet managers are used to managing their vehicles using traditional methods and dashboards, EV's introduced new challenges - so Sensium dedicated its decades of experience and inside knowledge to give fleet managers access to similar telematics information from EV's in their fleet.

Sensium's discussions with fleet managers uncovered several issues, for example if a car is booked to be



used and has run out of petrol, petrol stations can be found on every corner. However, when it comes to electric vehicles, if a battery is low, it could be hours until the vehicle is ready.

However, in what is a game-changer, since Sensium creates end-to-end hardware, software and services utilising their TB2-20 when installed in EV's like Tesla's, Hyundai EV's and others, Sensium developed a way to feed live battery status data, trouble-codes and more to the Sensium Connect™ dashboard.

"This goes a long way to 'normalise' the EV for the traditional fleet manager's consideration," says Jeremy McLean. "Our system demystifies the day-to-day operation of EVs and puts them on a par, in terms of management, with conventionally-fuelled vehicles."

To find out more, visit W: sensium.nz or; watch an overview video at W: sensium.nz/youtube.



Sensium's Jeremy McLean

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One such Owner is Aiden Taylor, a 3rd year apprentice at West City Suzuki. With a job like his, it was only



natural that Aiden would spend all his spare time working on and enjoying cars and using the Jimny for exactly what it was made to do - Go Bush!

One weekend in June, Aiden and a group of Jimny owners took on the Dunes and Terrain in West Auckland's Woodhill forest. Climbing steep grades, slithering down slippery slopes and altogether getting covered in mud was the main objective for the day!

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NEW E-COMMERCE COMPANY START-UP

JUSTVEHICLES to begin operations from West Auckland.

JustVehicles Limited is a West Auckland company that is developing an e-commerce site featuring all things vehicles. The concept was created by avid car enthusiasts; they wanted to deliver a clean, easy to use site for both desktop and mobile applications.

Seeking a point of difference, a new software system 'Wanted' was created and the IP was registered with Victory Software Limited. It is currently patent pending in New Zealand, Australia, USA and United Kingdom - achieving Novelty status on its claims. They believe that Wanted will revolutionise buying and selling of all thing's vehicle.

Extensive research and modelling have gone into this development, and they are reaching the final stages.

An investment opportunity is becoming available through a Pledge-Me Campaign with limited numbers of shares available in both 'JustVehicles Limited' and 'Victory-Software'; share packages will be on offer for both companies for a nominal investment.

If you are interested in more information regarding this opportunity, or would like to pre-register your interest in the Pledge-Me campaign please contact Steven Gordon on...

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