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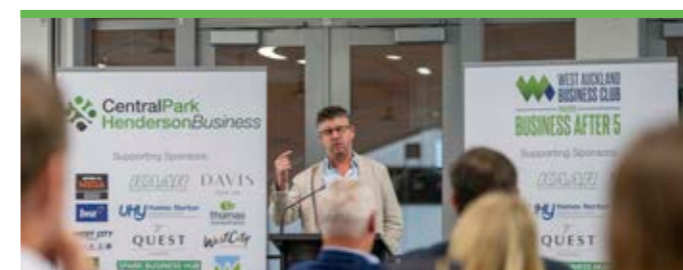
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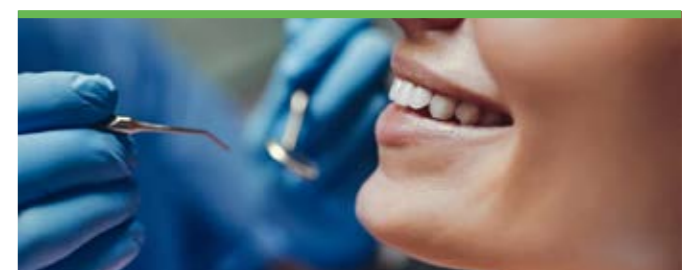
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CHAIRS REPORT

It's been a reasonably eventful period for the association, most recently, Misfit Digital's workshop breakfast workshop, the Cameron Bagrie Breakfast, and Matrix Security's BA5. The events were well subscribed, and each applied value in its own right.

I have always believed if you take away just one nugget from an event, it has to be worthwhile. Katija (Misfit) presented with a wealth of knowledge and passion for the marketing industry. I was particularly interested in her aspect of the ChatGPT revolution for someone like me who finds creating content for blogs or social posts a trying task. Putting aside the other factors this technology can do, Chatbots can be a valuable tool, giving it solid criteria of subject and boundaries of what's required, and you will get a quality result.

Cameron Bagrie's Breakfast was an excellent opportunity to listen to a high-level view of NZinc's current situation and challenges. Cameron covered many areas of concern from his perspective, and by the heads nodding in the audience, it was apparent many of us hold the same concerns for NZ's future.

A question to the attendees "Who thinks the last couple of years has been hard? - Business will get more complex and very competitive, it has been too easy for some!"

Cameron suggested education is the key to the long-term solution. Cameron offered a very insightful viewpoint and followed up with his rationale. I won't say much more as I'm sure it's covered off in the magazine article.

Supporting the retailers is very front of mind for the association, it is essential to understand how our community is linked, and consider the detractors for our community to Shop Henderson. We have an ongoing issue of homeless and undesirables making it uncomfortable for our community, be assured we are working on it.



KELVIN ARMSTRONG

There is a fact that you should be aware of, and I'm sure many of you aren't. You can't evict or move on individuals for unacceptable behaviour on council-owned land, so if you're wondering why our security patrol don't move these people on, try and petition the council.

Whilst full consideration for mental health victims, but little respect for the life choices some have made, it is unfair to detract from the opportunity our retailers have to trade.

I say, come on Auckland Council, accept responsibility and do your job - take care of it!

.....
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REGIONAL POPULATION GROWTH SPARKS \$40M+

Investment in Hospitality Infrastructure

A \$40 million plus investment over the next five years to expand the hospitality and retail infrastructure of one of NZ's largest population centres is set to help address future demand from increased housing density and regeneration around transport hubs.

West Auckland has a population of 311,000+ spread over a 578 km2 area and is expected to grow by tens of thousands of residents over the coming years.

The Trusts, which has a community mandate to operate liquor licenses in the region, is aiming to grow annual revenues by 23% to \$160 million within five years.

According to a new five-year strategic plan released in May, as part of the largest capital expenditure in The Trusts' 50-year history, the organisation aims to open up to ten new hospitality venues and retail stores during the period.

The multimillion-dollar investment is also believed to be one of the largest for the sector in recent years and is seen as a sign of returning confidence in the industry - following the impact of the pandemic.

The planned venues will range in size from 50 to 500m2 and are expected to introduce innovative new restaurant and bar concepts and provide additional sites to match the projected population growth in suburbs throughout the region.

Allan Pollard, CEO of The Trusts, says West Auckland has seen significant population growth in recent years and a new contemporary hospitality model will be launched as a result of feedback from the local community. He says one in every seven new residents moving to the area is either new to New Zealand or new to Auckland.

"Within the next three decades, the North Western suburbs of Auckland are expected to see an additional 100,000 people move to the area, equivalent to the population of Dunedin, and there is an urgent to initiate a significant development programme to introduce hospitality and retail infrastructure that is targeted to the evolving demographics of the area.

"What we know about the arrival of new residents to the region is they have different experiences and expectations of hospitality models than what has been



the trusts Keeping it local

available in the West to date.

"To accommodate this emerging segment of the market, we are looking at a number of offerings ranging from boutique, pop-up bars and restaurant-led gastro pubs within walking distance of public transport hubs and major apartment complexes through to large scale venues which can accommodate up to 300 people.

"We also expect this move to benefit New Zealand's craft beer industry as we bring in new concepts such as the creation of a new Garage Project bar inside one of our retail outlets," he says.

Pollard says they intend to increase the number of its retail and hospitality venues and also upgrade every one of its existing outlets by 2028. They also plan to increase the number of patrons they can accommodate at their venues by a third.

He says the investment will also be a boost for local employment with The Trusts, already the second largest employer in West Auckland, looking to grow its staff numbers by 10% to around 400.

Pollard says the projected increase in revenue will also allow the social enterprise to target the return of \$5 million to local community groups each year, through its charity support programmes.



THE TRUSTS CEO
ALLAN POLLARD



HARNESSING DATA AND ANALYTICS: The Small Business Guide to Nurturing Growth

For small businesses operating in the digital world, the secret to sustained success lies in understanding your audience. Unravelling this mystery is made simpler with data analytics. By collecting and interpreting data, you can uncover who your customers are, what they seek, and how they interact with your business. Let's delve a little deeper:

- 1. Knowing Your Customers** - Analytics can decipher information about your audience. It gives insights into demographic details, geographic location, and their broad interests.
- 2. Decoding Preferences** - By tracking visitor actions like page visits, click patterns, and dwell time, you can identify what interests your customers most.
- 3. Monitoring Interactions** - Data uncovers how customers respond to your marketing initiatives, thereby helping you understand what strategies work and what need tweaking.

Deciphering raw data can be intimidating. That's where tools like Google Analytics 4 (GA4) step in. GA4 is a free, user-friendly tool that gathers, analyses, and presents your data in an easily digestible format. Here's how GA4 can empower your business:

- 1. Audience Overview:** GA4 presents a comprehensive snapshot of your audience, encapsulating their demographics, interests, and behavioural patterns.
- 2. Real-time Data:** GA4 showcases live data, enabling you to instantly gauge the effectiveness of new campaigns or changes to your website.

- 3. User Path Analysis:** This feature traces the digital journey of users on your website, helping you understand what prompts a purchase or causes a potential customer to exit your site.
- 4. Campaign Performance:** GA4 can track your marketing campaigns, giving you a clear picture of their success in attracting customers and triggering sales.

But merely having data and insights is not enough. The real magic happens when you use these to make informed decisions and continually refine your strategy. For instance, if a certain marketing campaign gets better results, you may want to amplify similar initiatives. Also, if a particular webpage has a high exit rate, it may need revamping for enhanced user experience.

Continuous testing and adaptation should be at the heart of your digital strategy. With real-time data provided by GA4, you can test different approaches, measure their performance, and then adjust your strategy accordingly. It's a cycle of learning and improving that leads to continuous growth.

Understanding your audience through data analytics is not a one-time event, but an ongoing process that evolves with your business. By consistently analysing and reacting to data, small businesses can better cater to their audience, adjust their marketing tactics, and ultimately drive their growth. Remember, in the digital landscape, data is not just numbers - it's a powerful storytelling tool that helps you write your own success story.



Recent digital workshop



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For their terrific BA5 at the Te Pai Centre - The well attended event was much enjoyed by guests with great feedback; some new business leads, and positive new connections.

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Attendees were again regaled with fine food from Kings Garden Café and an amazing business card draw. There were plenty of winners on the night with the 'Main Prize' being a \$1000 VOUCHER to spend on any form of physical security for their home or business i.e. Alarm design and installation, Patrols, Static Guards or Video Surveillance design & installation. There were Farro Fresh and Dinner Vouchers - 'The Patriarch' gift boxes, Babich Wines outstanding flagship red wine & a Garmin Drive LMTS GPS Navigator (value \$250+) from Sensium Fleet Telematics.

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UHY HAINES NORTON

Welcome to New Director Emma Simpson

UHY Haines Norton is excited to announce the appointment of new Director Emma Simpson.

Emma has 25 years’ experience in the accounting industry. “Accounting for me is like a puzzle,” she says, “it is taking all the pieces and putting them together to make something meaningful.” Her father, Richard Benjamin, ran successful chartered accounting business, RL Benjamin Chartered Accountant on the North Shore.

Emma joined her father’s firm in 2002 and when Richard sadly passed away in 2016, Emma continued his legacy by running and growing the business.

Moving on from RL Benjamin was a tough decision, but Emma feels the timing couldn’t be better. “The last few years have seen a huge increase in the amount and complexity of compliance forced on to businesses – especially small- to medium-sized businesses,” she explains. “Having the support of a practice as reputable and accomplished as UHY will be a great advantage for my clients.”

Having a long association with UHY; and like-minded professional values, Emma is thrilled to be joining the firm as their newest Director and Board member. “Joining UHY really is a wonderful opportunity both for myself and my clients,” she says. “Being part of a bigger team is exciting and challenging - and I’m ready for that.”



NEW DIRECTOR EMMA SIMPSON

Emma is eager to build relationships with UHY clients - to add her perspective and apply her experience to their unique situations. She’s also looking forward to continuing the close working relationships she has with RL Benjamin clients in this next chapter of her career.

Managing Director Sungesh Singh is delighted to have Emma on board. “Emma is extremely astute at problem solving to help clients achieve the best possible outcomes,” he says. “She inspires a high degree of loyalty and trust and we know she will be a wonderful asset to the UHY team - the future is in good hands!”

Emma prides herself on being a great communicator and loves being able to put her clients’ minds at ease. She explains: “For a lot of people, tax and the IRD can be the most terrifying things. I really enjoy solving complex problems and demystifying them into manageable pieces. If I can reduce stress levels, then my clients can get on with doing what they do best.”

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PROFESSIONAL ALARM MONITORING

From Our Partners Matrix Security

A common question asked by business and home owners alike is “why have my alarm monitored by a professional when I can do it myself?”. A good question in the age of rapidly evolving technology and mobile applications. But technology cannot replace human instincts or cognisant thinking (yet) to determine the best course of action when responding to an alarm activation.

Key reasons to consider professional alarm monitoring and response services:

- 1. Immediate response to emergencies:** When your alarm is monitored by professionals, they can quickly respond to any triggered alarms or emergencies. They have trained operators available 24/7 who can assess the situation, contact the appropriate authorities (security firm, police, fire department, or medical services), and dispatch help promptly. This rapid response can minimize potential damage or harm. The average response time of Matrix Security patrol officers across Auckland is less than 15 minutes.
- 2. Enhanced security:** Professional monitoring adds an extra layer of security to your home or business. In the event of a break-in or unauthorized access, the monitoring company will be immediately notified and can take appropriate action. This can deter criminals, as they know their actions are being monitored, and increases the chances of apprehending them.
- 3. 24/7 monitoring:** Professional monitoring companies provide round-the-clock surveillance, ensuring continuous protection for your property.

They can monitor for various types of alarms, such as intrusion, fire, or medical emergencies, depending on the capabilities of your system. This constant monitoring is particularly crucial when you're away from home, during nighttime hours when you're asleep or for protecting specific areas of the business or home that store high value assets (server room, garage storing expensive sports equipment/vehicles etc).

- 4. Human error:** Professional monitoring centres can monitor specific events such as a failure to set an alarm by a specific time or if unauthorised people try to disarm the alarm on a day/time they should not be on premise.
- 5. Peace of mind:** Knowing that your alarm system is monitored by professionals can provide peace of mind. Whether you're at home, on vacation, or at work, you can trust that any alarm activation will be handled swiftly and appropriately. This assurance

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allows you to focus on other aspects of your life without worrying excessively about the security of your property or the safety of your loved ones.

- 6. Reducing false alarms:** Professional monitoring companies have protocols in place to verify alarms and minimize false alarms. They can reach out to you or your designated emergency contacts before dispatching emergency services. This helps prevent unnecessary responses and associated fines or penalties from local authorities due to false alarms.
- 7. Personalised response plan:** While there are standard operating procedures when responding to alarm activations, you can personalise the plan to cater for specific environments, day and time of activation and contact lists.

8. Backup communication and power systems: Monitoring companies typically have backup systems in place to ensure continuous communication and power supply. In the event of a power outage or tampering with your phone or internet connection, they can still receive alarm signals and respond accordingly. This redundancy increases the reliability and effectiveness of the monitoring service.

Overall, professional monitoring of your alarm system provides a higher level of security, faster response times, and peace of mind. It ensures that appropriate actions are taken in emergencies, helping protect your property and the well-being of those inside.

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BUSINESS - FEATURE
WEST AUCKLAND BUSINESS



EXELOO'S FLUSH WITH SUCCESS
New Zealand, Australia, and North America.

Chances are you have used one of Exeloo's products without even realising it. Exeloo manufactures prefabricated public toilets, and their products can be found in parks and recreation spaces, public transit locations and town squares.

For 30 years, Exeloo has been at the forefront of public toilet design in New Zealand and Australia and has a growing presence in the US. The company was founded in 1991 by Dan and Christine Glew. And the pioneering, innovative spirit of the founders lives on with current owners Craig van Asch and Andy Harris.

Craig's background is in various corporate sales and marketing roles with an export focus. His experience covers hospitality, agritech and construction.

Andy is more hands-on and gained his plumbing and gas-fitting qualifications in the New Zealand Army before building his own successful plumbing business in London.

Craig joined Exeloo in 2016 as group sales and marketing manager and was eager to learn the business and grow his operational knowledge in an export environment. Upon his return to New Zealand in 2017, Andy was contracted to Exeloo as a specialist plumbing supplier.

An opportunity presented itself in 2019, and Craig and Andy joined in a successful bid to take over the reins from the Glews. The deal was signed and sealed on 1 April 2020.

'I try to look after the front end, and Andy focuses on operational improvements,' says Craig.

'In a sense, I get them in, and Andy gets them out,' he quips.

Taking over a business just as Covid struck was a scary prospect. Back then, no one was sure how things would pan out. However, Craig explains that several factors were working to Exeloo's advantage.

Continued on page 16.





BUSINESS - FEATURE
WEST AUCKLAND BUSINESS



BUSINESS - FEATURE
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The first is that public toilets are always needed. 'We were fortunate that our touchless systems struck a chord in a pandemic environment leading to some unexpected demand,' reports Craig.

Furthermore, public toilet projects typically have a long lead-in period. 'From planning to permitting and construction, projects take time,' Craig advises. Thanks to the sales team's efforts, Exeloo had a strong pipeline of projects during the early days of Covid to give Craig and Andy confidence. After a few lean months, the business was back up and running under Level 3 and hasn't looked back.

Exeloo's product range covers everything from basic, manual units to automated self-cleaning models with remote monitoring capability.

Pricing varies, but Exeloo can often tailor the offer to meet a/ the council's budget.

The company expanded to Australia early on and has enjoyed a long and successful partnership with Melbourne-based distributor WC Innovations. Exeloo also has a strengthening presence in the US market, with more than 30 public restrooms across California and many other US states.

Exeloo's export success has been recognised by winning the 'Best Restroom in America' award in 2020 and taking out the Colorado Parks and Recreation Award for Innovation in the same year. This success was followed up with another top-ten national nomination in the same competition for an installation in North Hollywood Park in 2022.

The only thing holding the company back was capacity. Exeloo was fast outgrowing its premises in West Auckland. 'When a US customer came to us with a large order they wanted urgently, we had to tell them we had nowhere to build them,' explains Craig. The customer was keen to proceed and incentivised Exeloo to expedite the order. 'That allowed us to open a satellite factory in what was a watershed moment in our growth and development,' declares Craig.

Exeloo's second premises was only a short distance from the original site, and what was initially seen as a short-term solution turned into a semi-permanent one. 'We were lucky to build on market momentum, which allowed us to dry out the balance sheet,' Craig says. He adds that Exeloo was even featured on primetime TV



with 7-Sharp running an article about the company's export successes.

However, operating out of two sites brought challenges. 'It did create some costly coordination and logistical issues, and the enforced separation of our close building team was not ideal,' reports Craig.

Exeloo had been searching for some time for larger premises and was fortunate to secure a site in Paramount Drive. The new facility has brought the entire Exeloo family back together under one roof. 'The whole team has been fantastic,' says Craig. 'They've just got on with it,' he adds.

Craig and Andy set five strategic targets when they took over Exeloo in 2020. The move to larger premises has seen some of the following targets ticked off, while others are a work in progress:

- Maintain best practice health and safety
- Invest more in our people
- Build financial resilience
- Innovate with new product
- Develop the US market



Innovation is a crucial aspect of Exeloo's plans. According to Craig, customers often take the company down new product pathways. 'I like to think we're bringing the best of the world to New Zealand, and the best of New Zealand to the world,' he comments. Craig says that New Zealand is a fantastic innovation incubator. 'We and our customers can experiment with concepts and ideas that might be revolutionary elsewhere,' he advises.

The business is pretty much all-consuming for Craig and Andy. However, on rare days off, both enjoy spending time with family and friends or fishing and diving. Andy is also a big classic car enthusiast with a stock 1973 Holden HQ.

The desire to do more is what really fires up Craig and Andy. 'We want to make the original owners proud,' Craig announces. 'We hope they will look back and go, wow, I'm glad we chose those guys.' And he concludes that we want to do the best for our team, who have stuck with us through uncertain times over recent years.

With their continuing success, Craig and Andy are well on the way to achieving their goals.





CAMERON BAGRIE Think Reset, Not Recession

Renowned economist Cameron Bagrie has a reputation as a straight shooter. And that's exactly what the packed audience received at the latest Business Breakfast Forum.

Coming just a week before Grant Robertson unveiled Budget 2023, the timing of the event was perfect. However, those who came along expecting a discussion on Budget priorities may have been surprised. Instead, Cameron gave us an honest and insightful assessment of New Zealand's economic direction. 'For too long, ideology has dominated economics and we've ended up pushing against the laws of economics.

The laws of economics are now pushing back with the emergence of things like inflation,' Cameron declared. 'This is not just about economics, we need to put people at the epicentre and improve the social ledger,' he added.

Cameron began his presentation by stating the obvious. 'It doesn't take a genius to work out where New Zealand sits at the moment. We have a fundamental inflation problem.'

However, according to Cameron, the country's most significant issue is division: 'The gap between the haves

and have-nots, rural vs urban, young vs old, the whole governance debate,' he advised. And when you have a divided society, charting a path ahead for the economy is much harder, Cameron warned.

He reported that over the last 30 years, we have enjoyed a globally connected, free-trade environment. The key features have been low inflation, lower interest rates, and just a few economic bumps. However, according to Cameron, that's all changed.

'The macroeconomic tailwinds have disappeared,' he said. 'Now businesses will need to replace that with better microeconomics, which is what you do on the ground, rather than relying on the markets and trends,' Cameron added.

He also pointed out that previously, all power was with the employer. However, with local unemployment rates low at around 3.5%, the power has now shifted to the employee. 'Everyone is out there scurrying around, looking for people. We're in a big war with Australia for the next few years, and Albanese is coming after us,' he declared.

Cameron asked the audience what they thought was the most important indicator of where New Zealand



would be in the next 20 years. After a couple of false starts, one audience member identified **educational attainment** as the crucial indicator Cameron had in mind. He then went on to set out some worrying trends. 'Only 50% of kids regularly attend school, 38% of Māori and 33% of Pasifika,' he advised. 'We have a bomb about to explode,' he warned.

Cameron said the business community faces a generation of ill-prepared kids coming out of school and entering the workforce. 'If they're not turning up to school, good luck getting them to turn up to work,' he cautioned.

As business leaders and parents, Cameron said we have a responsibility to 'rattle the goddamn cage of the Ministry of Education and stick up for the kids.' He pointed out that children are our economic future and the guardians of where we will be in 20 years.

Cameron identified a range of other factors highlighting the urgent need for an economic reset.

Voter disengagement, rising crime and the state of local and central government finances were among those he identified. 'The current account deficit is \$34b in the red,' he advised. 'What does that mean? We are spending too much and earning too little,' Cameron



ventured. He said we had all forgotten the old adage that you should earn a dollar before you spend it.

The challenges facing the country go across multiple election cycles, Cameron pointed out. 'The problems in the health system are not down to Covid. They are the result of 20 years of ineptitude,' he said.

Furthermore, he stressed that **populist leaders** are becoming a big problem worldwide. He said the issue with politicians is that there are two main groups. Cameron labelled the first as **'preachers.'**

Continued on page 20.



Angee Nicholas - National's Candidate for Te Atatū





They like to stand out and love the sound of their own voices. The second group are what Cameron called 'plumbers'. These are the doers. 'We need more plumbers who can get the goddamn job done,' he said.

Cameron believed **political ideology** has been the driving force behind economics for too long. 'Where we are missing in action across New Zealand is in not understanding the complex feedback loops between the economic and the social ledger,' he advised. 'What's required is a lot more pragmatism and economic reality,' he said. Cameron used the example of the increasing costs that farmers are now facing. 'If you put a whole of extra costs on farmers, should you be surprised if food price inflation is 12%?' he questioned.

Cameron concluded his insightful presentation by saying, 'We should forget media recession drivel.' He believes we need a **fundamental economic reset**. And he warned that the ride might be brutal for some with mortgage increases and job layoffs. However, he finished on a positive note by declaring, 'We have been off base for some time, but we're getting back to within our economic lane.' To Cameron's mind, that reset also offers real opportunities.



And in response to a question from the floor, he encouraged small business owners to do something different every day that incrementally adds value to their businesses. 'You can't control the macro,' Cameron advised. 'So get up every day and have a ruthless obsession with controlling the micro,' he concluded.

Energising and insightful, Cameron lived up to his straight-talking reputation. And he undoubtedly provided the audience with plenty of food for thought about the broader economic picture beyond the numbers.



Peter McKay - CFO Babich Wines presents Cameron a bottle of their flagship red wine 'The Patriarch'



MITRE 10 MEGA WESTGATE

Functional layouts for your kitchen



Did you know Mitre 10 MEGA Westgate can design your kitchen?

Finding the best configuration to utilise your space. The key to a great, workable kitchen is utilising the space you must give you maximum workbench, storage and circulation space.

The kitchen layout is the shape that is made by the arrangement of the benchtop, major appliances and storage areas. It's worth being meticulous, so measure the area you have to work with, draw the space to scale using gridded paper and sketch out the five fundamental layouts for most kitchens - the G, U, L, single and galley.

Look at how the different layouts affect functionality and provide you with optimal use of space - it should become obvious which layout will work the best! Kitchens are the hardest room in a house to design, so if you are having trouble don't hesitate to ask one of the

in-store designers for some expert advice and help.

If you're taking out your old kitchen to renovate the space and install a new kitchen, this is the time to rip off your old plasterboard and install new wiring, pipe work and insulation.

When moving a sink to a new location in the room you will need a building permit, best to talk to your local council to get advice before starting. If you are swapping out a sink with a sink that is in the same position, you will not need a building permit.

Once plasterboard is all removed it is imperative that a bit of time is set aside for straightening the studs and nogs to ensure a straight and flat wall finish.

For walls that are considerably wobbly it's a good idea to use 13mm plasterboard to iron out a few wrinkles.

See the advert on the back page for more from Mitre10 MEGA Henderson & Westgate.





WESTIE WANDERERS WALKING GROUP

Join our Westie Wanderers Seniors Walking Group every last Friday of the month at WestCity!

It's a great social interaction opportunity and what could be more motivating than keeping fit and catching up with friends! Plus, receive a FREE coffee and muffin.

Limited spots available, so register on our website (see our Westie Wanderers Walking Group page in the sub menu) or call 09 978 6700 today!

www.west-city.co.nz



The upcoming Winter season will bring a touch of cold wet weather but after the past couple of months we have been well and truly used to that anyway! Winter is the perfect time to visit WestCity where we have totally covered in shopping and undercover car parks. Not all malls are created equal after all....

Countdown - Quiet Time initiative
Countdown is New Zealand's leading supermarket brand, serving more than 3 million customers every week. Countdown is committed to providing customers with choice, value and convenience.

Recently an initiative has restarted where every Wednesday afternoon from 1:30pm until 2:30pm WestCity Countdown has a Quiet Hour. This hour provides shoppers with a low volume/ low stimulation time to shop. This will be of benefit to anyone in the community who is affected by sensory issues.

Many more senior customers or those who simply prefer a more peaceful shopping experience will also value this quieter time to shop. Rory (the Store Manager) says "feel free to come down to Countdown Henderson/WestCity to talk to him regarding any of these new initiatives."



Rory (Countdown Store Manager)



Postie
Come and visit Carol and the team at Postie WestCity! They're fully stocked with new season fashion and essentials for the whole family at amazing everyday low prices. Beat the chill with their new range of women's coats and puffer jackets, plus cosy thermals and cotton flannel PJs for the whole family.

Matariki
This year Matariki falls on Friday 14th July. We will be having an exhibition up on Level 2 which will provide information on the 9 stars of Matariki. Each star is connected and named with a defined purpose. Come and visit us at WestCity to find out more.

Cotton On Mega - is coming....
Big announcement! Cotton On Mega is arriving at WestCity. We are so excited that they will be opening soon and we look forward to their global range at affordable prices. Great to have another fashion store offering a range of clothing to both men and women. Come and check out WestCity Waitakere this Winter!



www.westaucklandbusiness.co.nz

THE NZ CYMBIDIUM ORCHID

with Davis Funerals

Popular as a garden plant or vase arrangement, the cymbidium orchid is starting to flourish during the colder months of June and July. Rumoured to have been titled 'the King of fragrance' by Confucius, the subtle scent of the orchid is as gorgeous as it's visual beauty, with many colour varieties.

We love the cymbidium orchid here at Davis Funerals, and we'd like to tell you a little about them.

Cymbidium Orchids are available in New Zealand from April until November and take on average 3 to 5 years for the plants to mature before we can enjoy their exotic blooms. They are cool-growing, meaning they can be grown outdoors in most parts of New Zealand. Flower spikes start to appear in the late summer to autumn,

on the previous year's growth. The flowers open in late winter to spring.

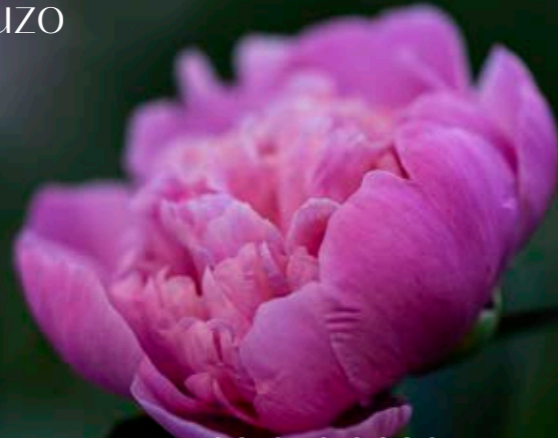
To grow Cymbidium Orchids, plant in a light compost containing pumice and bark with good drainage. Water once every week. Don't let plants dry out, but equally don't let them sit in water. Feed every few weeks with an orchid feed through the growing season. Cymbidiums prefer cooler growing conditions between 10-14°C in winter and under 30°C in summer.

- They also need lower temperatures to trigger flowering, so in the summer, keep them in a cool conservatory, or a sheltered spot outdoors, and away from direct sunlight until early Autumn.

Did you know: The word Cymbidium comes from Greek. The Greek word for 'boat' is 'kymbos' and the word Cymbidium is derived from that. The lip of the flower looks a bit like a boat which is how the Cymbidium gets its name!



"In joy or sadness, flowers are our constant friends"
- Okakura Kakuzo



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Cymbidium Orchid Stems

Cymbidium Orchids are available in NZ from April until November. The stems are one of New Zealand's most exported flowers, sent internationally to countries such as Japan, Europe and USA.

- Demand for NZ orchid stems is high because our climate is opposite to the Northern Hemisphere, NZ Grown Cymbidiums fit in perfectly in other countries 'off seasons'.
- Cymbidium Orchids can last up to 3 to 5 weeks with proper care. When caring for your orchid stems, most important is to maintain fresh water and to display out of direct sunlight.
- Also beneficial is to re-cut the stems every two days.



Tip: To get the most vase-life out of your cymbidium Orchid, change the water and re-cut the stems every two days. Display in a vase out of direct sunlight.

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STROKE

Some signs to look for



A stroke is a serious medical issue, which requires medical support from a professional in health. When someone is experiencing a stroke it may be due to high blood pressure and the lack of the blood supply, meaning the blood flow has stopped.

A few things to look for which could be signs of a potential stroke; which stand for FAST, these symptoms can appear in 85% of strokes.

Face - Drooping on just one side of the face, compared to the other side.

- Big difference with how the two sides are sitting from one another.

Arm - One arm weaker than the other, noticeably.

Speech - Slurred and words mixed up and potentially misread in the brain.

Take action - Proceed to call for help.

Do something about the situation and gain support by either calling emergency for help if either of the key signs are seen, as this could mean someone is having a stroke and they will require a health professional.

It is important for the individual who is potentially suffering from a stroke; to have treatment, the earlier this is preceded with, the higher the individual's chances are to have minimal damage to the brain. However, if the individual is without oxygen and the blood flow has continued to stay paused for 3-5 minutes, this can start to cause damage on the brain.

There are different types of strokes, with a characteristic in the meaning to differentiate.

Ischaemic Stroke - The up most common type of stroke, which is mostly in elderly individuals. Most commonly appears when there is clotting which blocks an artery in

the brain and can cause a small blood vessel inside the brain which turns smaller due to high blood pressure and diabetes, to name a couple.

Embolic Stroke - This can begin when blood clotting sits on the wall of an artery and breaks to flow to the brain. The oxygen blood flow to the brain is compromised due to the blockage and the tissue begins to become fragile or dies down.

Haemorrhagic Stroke - This can begin when the blood bursts out in an artery in the brain. The signs can start to develop into a stroke after the blood line has burst open and particular areas of the brain are low on blood. Blood can affect the brain tissue, which is in the inside of the brain causing swelling and potentially blood leaking outward.

Strokes become more common among elderly individuals from age 65 and above, the rate of strokes is currently 76% in New Zealand. Younger individuals such as children and young adults can also form strokes on the odd occasion.

Roughly 80% of the strokes which happen can be prevented. It would not go astray to have medical advice regarding strokes personally per individuals situation considered.

If the symptoms add up to a stroke; Full blood tests will be a first to go ahead.

Check heart rhythm - Electrocardiogram.

Head CT scan.

It is important to have the tests proceeded with promptly after a stroke. The quicker the treatment and tests are started with, there may be potential for less long term symptoms, though this does depend on the individual as every case is unique.

HOW ORAL HEALTH... Affects Your Immune System

If you have poor oral health, you are at risk of having bacteria, inflammation, and infections like gum disease in your mouth. Your immune system works by making a certain number of cells like antibodies and white blood cells to fight illnesses and infections.

So, if your immune system is working hard to attack bacteria and fight infections in your mouth, it won't have the same ability to do so elsewhere in your body. It simply won't be able to send as many immune cells to other parts of your body, weakening your overall immune response.

Maintaining regular dental appointments and having a great brushing and flossing routine at home helps to ensure your teeth, gums and mouth are all healthy, and that your immune system isn't compromised through having to constantly deal with oral health issues.

Oral health issues can also lead to greater health problems. It is estimated that an untreated tooth infection can increase your risk of heart disease by nearly three times, as well as increase your risk of a

stroke! This is because the inflammation can cause issues with the blood vessels leading to your heart, as well as the blood pathways to your brain.

Put your immune system in the strongest possible position by ensuring your dental check-ups and hygiene appointments are completely up to date and there are no underlying problems that you may not be aware of.



WestCity Waitakere (lower level), 7 Catherine Street, Henderson P: 09 5539 588 E: info@wimc.co.nz W: wimc.co.nz

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Empanada Dough:

- 1kg of Bakers Flour
- 2tbsp Baking Powder
- 200g Melted Butter
- 1 tbsp Salt
- 500ml Warm water

Empanada Mix:

- 1kg Premium Mince
- 5 diced Brown Onions
- 4 Chopped cloves of garlic
- Oregano (to taste)
- 1 x tbsp paprika
- 1 x tbsp ground cumin
- 60ml White Wine
- Salt (to taste)
- Optional extra - boiled eggs, raisins, pitted olives

Method (Dough):

- Mix Flour, Salt and Baking Powder, place on board of work surface and create a hole in the piles centre, creating a ring.
- Place melted butter and warm water into the centre and kneed all ingredients together until well combined and smooth. (this can also be done in a electric mixer if you have one)
- Roll into 4 balls, wrap each with glad wrap and place in the fridge for 20mins to rest.

Method (Mix):

- In a medium pan, sauté the garlic and onion in olive oil until translucent.
- Add mince oregano, paprika and cumin. Cook for 10mins.
- Add white wine and reduce for a further 5mins.
- Once cooked, place aside in the fridge to cool and set.

Building

- Take one of the balls of dough and roll out to 3mm. Cut approx. 10cm cookie cutter size circles and fill each one with approx. 2 tbsp of mixture on one side.
- This is where you add your optional extras if you wish.
- Fold the dough over and seal with a either a fork or your fingers. (if you struggle to make the seal, you can add a bit of water to the join edges with the end of your finger)
- Repeat with the other 3 balls and once all Empanadas are complete;

Bake at 150degrees for approx. 10mins.

Serve with your fav' sauce.



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THE IMPORTANCE OF RCM APPROVAL: Why Sensium is Your Trusted Partner for Fleet Telematics



As a business, navigating the market of vehicle fleet telematics can be complex, particularly given the multitude of options available. However, one crucial, often overlooked, aspect sets certain providers apart: RCM (Regulatory Compliance Mark) approval.

RCM approval is a guarantee that a product complies with all applicable regulatory requirements in New Zealand and Australia, including electrical safety and electromagnetic compatibility. This makes RCM approval an essential consideration when selecting fleet telematics hardware.

Why is RCM approval important? Primarily, it assures businesses that the product has undergone rigorous testing and meets established and regulated safety standards. This offers peace of mind, reducing the risk of device malfunctions that could result in costly downtime, or worse, pose safety threats. Furthermore, using devices with RCM approval means adhering to regulatory requirements, protecting your company from potential legal implications associated with non-compliance, which could potentially include considerable fines.

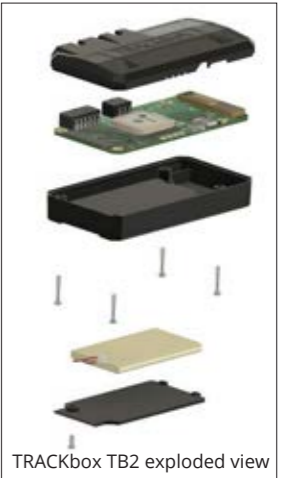
However, it's crucial to note that not all vehicle fleet telematics providers offer RCM-approved devices. That's where Sensium sets itself apart. Sensium takes pride in its commitment to safety, quality, and compliance. Their vehicle fleet telematics and non-powered asset tracking devices carry the RCM tick, reflecting the company's dedication to providing reliable and compliant products.

Choosing Sensium for your fleet telematics needs means you're investing in devices that have been thoroughly tested and certified to meet the highest regulatory standards. This not only enhances the safety

and reliability of your fleet operations but also mitigates any regulatory risks associated with non-compliant devices.

Moreover, Sensium's commitment to regulatory compliance is just one part of their offering. They are equally committed to sustainability, product longevity, and providing cutting-edge telematics solutions to streamline your fleet management.

In a crowded marketplace, RCM approval offers a reliable way to discern quality and compliance. Sensium, with its RCM-approved devices, stands as a testament to quality and safety. Choosing Sensium is not only a smart choice but also a safe one. Their focus on quality, sustainability, and compliance makes them an ideal partner for businesses seeking reliable, future-focused fleet telematics solutions. Trust Sensium, a brand that upholds high standards, to aid in effectively managing your fleet vehicles and non-powered assets today and in the future.



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GO TO THE BEAST A Stunning Ute ready for action

The Mitsubishi Triton range is often considered an underdog in its class - however it punches well above its weight when compared to its competitors. While it boasts an incredibly competitive price point, the Mitsubishi Triton is packed with features that make it an incredibly versatile UTE. It has definitely earned its iconic tagline - **work hard, play harder.**

The tough and rugged UTE is perfect for New Zealanders who need a reliable vehicle for work or play. There is a range of reasons that the Mitsubishi Triton has earned

its spot as the 3rd best-selling UTE in New Zealand.

Super Select 4WD - Along with the usual 2H, 4H, and 4L modes, the all-wheel drive system in the Triton has a four-wheel drive mode that keeps the centre differential unlocked.

- 3.5T Towing Capacity
- 10 Year Powertrain Warranty
- Powered by an advanced, efficient 2.4L Diesel Turbo engine. 135kW of power & 437Nm of torque.



GET YOURSELF A STUNNING UTE READY FOR ACTION

The 2022 Mitsubishi Triton GLX-R 4WD

This Dual Cab is Kitted Out With The Following:

- 20 Inch Wheels With All Terrain Tyres
- Genuine Mitsubishi Polished Alloy Front Protection Bar
- Under rail Tuff Deck Liner - Made from heavy duty plastic
- The Deck Liner Kit is designed to protect the floor, side and tailgate of the Double Cab Pickup.
- Fender Flares & Towbar

- The running boards on the sides are a factory option
Safety wasn't comprised in this Ute, featuring a 5 Star ANCAP Safety rating which has been rated due to safety features the Triton provides Forward Collision Mitigation, Lane Change Assist, Lane Departure Warning, front and rear warning, Rear cross traffic alert.
As for the infotainment tech, the central touchscreen has Apple Car Play, Android Auto, and DAB+ digital radio and reversing camera

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Beat the Clean Car changes and save!

There are major changes coming to the government's Clean Car programme in July, with more & increased fees and reduced rebates. If you're thinking about a new car, now is the time to buy. Pop into the dealership or book a test drive with our team today to save thousands while you still can!

WEST CITY AUTO GROUP

<p>Mitsubishi Triton GLXR From \$39,990 + ORC+CCF</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$6,450 FEE INCREASE JULY 1</p> </div> <p>Finance from \$163 per week on 4yr/60,000km with 10% deposit & Guaranteed Future Value of \$22,595.20</p>	<p>Suzuki Swift GL From \$22,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$2,593 REBATE ENDS JUNE 30</p> </div> <p>Finance from \$106 per week on 6.9% over 5 years with \$0 deposit</p>	<p>Kia Seltos LX From \$32,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$2,012 FEE STARTS JULY 1</p> </div> <p>Finance from \$139 per week on 4yr/60,000km with 10% deposit & Guaranteed Future Value of \$13,525.80</p>
<p>Mitsubishi Eclipse Cross XLS PHEV 4WD From \$52,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$5,750 REBATE ENDS JUNE 30</p> </div> <p>Finance from \$208 per week on 4yr/60,000km with 10% deposit & Guaranteed Future Value of \$24,185.90</p>	<p>Suzuki Swift Hybrid From \$28,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$3,160 REBATE ENDS JUNE 30</p> </div> <p>Finance from \$133 per week on 6.9% over 5 years with \$0 deposit</p>	<p>Kia Sportage LX From \$40,290 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$3,737 FEE STARTS JULY 1</p> </div> <p>Finance from \$169 per week on 4yr/60,000km with 10% deposit & Guaranteed Future Value of \$16,518.90</p>
<p>Mitsubishi Mirage XLS From \$19,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$2,020 REBATE ENDS JUNE 30</p> </div> <p>Finance from \$86 per week on 4yr/60,000km with 10% deposit & Guaranteed Future Value of \$8,576.10</p>	<p>Suzuki Vitara Hybrid From \$39,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$2,851 REBATE ENDS JUNE 30</p> </div> <p>Finance from \$183 per week on 6.9% over 5 years with \$0 deposit</p>	<p>Kia Niro Hybrid Light From \$44,990 + ORC</p> <div style="text-align: center; border: 2px solid red; border-radius: 50%; padding: 5px; color: red; font-weight: bold;"> <p>\$3,418 FEE STARTS JULY 1</p> </div> <p>Finance from \$186 per week on 4yr/60,000km with 10% deposit & Guaranteed Future Value of \$18,445.80</p>

Mitsubishi* On Road Costs of \$1250 include registration, Wof, 1,000km road user charges and a full tank of fuel and are paid when vehicle is driven away. Model shown with optional accessories available at additional cost. Visit www.mitsubishi.co.nz for full Diamond Advantage warranty conditions. Offer available until 30 JUNE at West City Mitsubishi or while stocks last. Heartland Bank lending criteria, T's & C's apply, including a \$262 establishment fee and \$10.35 PPSR fee. A fixed interest rate of 10.95% p.a. applies, at the end of the term you can choose to keep the car, by paying the Guaranteed Future Value, trade it or return it (subject to T&Cs and excess charges). **Visit <https://www.nzta.govt.nz/vehicles/clean-car-programme/clean-car-discount/> for more details.

Suzuki UDC Finance* ORC of \$1210.00 which includes Pre-Delivery Inspection, Wof, Wheels Alignment, Mats, Full Tank Fuel & Initial registration. Subject to T&Cs and excess charges. *TERMS AND CONDITIONS: Weekly payments based on nil deposit, 6.9% p.a. interest rate and 5 year term. On payment of on-road costs to the Dealer, finance payments include a \$305 documentation fee and \$10.35 PPSR fee. Normal lending and credit criteria apply. Excludes 2023 Jimmy, fleet purchases, demo vehicles and all other promotions. Real Value 5 year/100,000 km comprehensive warranty, 5 year/100,000 km powertrain warranty, PLUS a full 5 year roadside assistance plan. Offer available until 30 JUNE 2023 at West City Suzuki or while stocks last. Not available with any other offer. See www.suzuki.co.nz for details.

Kia Confidence T&C* 10% Deposit Applied, ORC of \$1250 which includes Pre-Delivery Inspection, Wof, Mats, Full Tank Fuel & Initial registration. With the Confidence offer, at the end of the term you can choose to keep the car, by paying the Guaranteed Future Value, trade it or return it (subject to T&Cs and excess charges). Offer excludes on road costs. Kia Financial Services is provided by Heartland Bank. Heartland Bank lending criteria, T's & C's apply, including a \$262 establishment fee and \$7.33 PPSR fee. Fixed interest rate of 10.95% p.a. applies. Offer available until 30 JUNE 2023 at West City Kia or while stocks last. Not available with any other offer. See kia.co.nz for details.

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KIA SALES - **837 0907**

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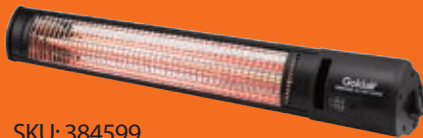


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With Wifi 2.4kW

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Brazier with Grill
680 x 480mm

SKU: 248388

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Granite

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Woodsman

Kanaku ULEB
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Metrofires

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