

REPRESENTING NEW ZEALAND CIVIL AND GENERAL CONTRACTING INDUSTRY



Civil Talk #63, November 23 2017

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## CCNZ welcomes new Major Associate members Plan A Tender Specialists & Canstaff

• **Plan A Tender Specialists** – now a Major Associate for CCNZ nationwide



Responding to tenders alongside your day job can be challenging – but winning tenders is essential for continued growth and, in some cases, business survival.

Since 1998, the Plan A team of tender writers, bid managers, graphic designers and strategy facilitators has provided expert assistance to many of the largest (and smallest!) companies to help them produce winning tenders and compelling PowerPoint presentations. They've also developed manuals, websites, prequalification applications, marketing material, IPO documents, board papers – in fact, all kinds of complex documentation.

As a long-time supporter of CCNZ conferences, our Plan A team members are thrilled to increase their involvement with CCNZ. Through our sister company Clever Buying – which trains and **qualifies most of NZ's tender evaluators** – we know what evaluators are looking for and how tender evaluation models work. And our 15-strong team can provide around-the-clock support if needed for those really tight deadlines.

Plan A is offering an expert tender review to CCNZ members for 20% discount, with written feedback on how to improve your score. Contact Plan A at info@planawriters.com, or call 0800 752 622 to find out how we can help your business grow.

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## Get festive with n3 Employee Benefits

n3 members receive great pricing across a wide range of suppliers.

n3 Employee Benefits is also included as a part of your n3 membership.

Every Wednesday for four weeks, n3 is unlocking deals from some of its most popular suppliers.

Visit [get.n3.co.nz/get-festive/](http://get.n3.co.nz/get-festive/) to unlock your deals today. **It's** currently Week Two so there are already eight deals waiting for you.

Plus, n3 also has \$3500 worth of prizes to give away.

Visit n3 on [Facebook](https://www.facebook.com/n3) to show **them how you're getting festive** to be in to win!

Celebrate the festive season with n3 Employee Benefits.

**If you're not enrolled with your** CCNZ complimentary n3 membership – to get your business set up with n3 visit [assoc.n3.co.nz/civil-contractors](http://assoc.n3.co.nz/civil-contractors).

Happy Shopping & Good Luck!



• **Canstaff** – now a Major Associate for CCNZ

Canstaff specialises in Construction and Engineering recruitment and local and global candidate sourcing. They are trusted around the world to provide a tailored service to candidates and clients with a service that accurately meets specified requirements.

Their vision is simple and clear: To be recognised as NZ's preferred recruitment partner and acknowledged as a global industry leader for high calibre construction and engineering staffing solutions based on consistently facilitating optimum results for clients and candidates.

Canstaff is moving into its second decade in international recruitment with offices throughout NZ, the United Kingdom, Europe, Australia and the Philippines.

Canstaff utilises the latest cutting-edge technology, sophisticated market mapping and tried and tested business intelligence techniques to source staff for the following sectors:

- **Construction**
- **Engineering**
- **Civil construction**
- **Trades**
- **Industrial**
- **Construction office support**

Canstaff's specialist civil construction department recruits contract and permanent personnel for structural and civil engineering positions across NZ – including major blue chip companies, specialist consultancies, local authorities and niche operators.

To find out more visit Canstaff's website: [www.canstaff.co.nz](http://www.canstaff.co.nz).



Welcome to new contractor members

- SAL Civil Works, Auckland Branch
- Mangonui Contracting (2015), Northland Branch

- Chris Moore Building Contractor, Canterbury/Westland Branch



### Rising road toll puts road safety in focus

The rising road toll has been the focus for discussions CCNZ has been involved in recently. At the Road Controlling Authorities Forum, Sam Warburton from the New Zealand Initiative (an independent researcher and think tank), observed that the road toll was 60% higher than 2013 and 40% higher if adjusted for the increased traffic.

AA has highlighted its three priorities – **seatbelt use, lifting NZ's regional roads from a 2 to a 3 star safety standard and giving police the ability to do saliva tests for suspected drugged drivers.**

**Prime Minister Jacinda Ardern has said road safety is a “significant priority” and “during the election we did talk in particular around the loss of life on regional roads, an area we felt had significant under-investment”.**

Associate Minister of Transport, Julie Anne Genter, said it is her **“number one priority” and that she wants to take “an evidence based holistic approach” including public transport, rail and sea to take cars and freight off the roads and education campaigns.**

CCNZ has also been raising concerns about the deterioration of our state highways network and the need for greater investment.



### EPA decision on abandoned East West Link

**Despite the Government's decision** not to proceed with the proposed East West Link connecting SH1 and SH20 from Southdown to Onehunga, the Board of Enquiry recently delivered its draft decision confirming the Notices of Requirement and granting the resource consent applications.

The Board agreed with the strategic need for the proposal saying it is particularly relevant in terms of economic and transport strategies.

**Given the current Government's proposal to support the use of rail and the location of three inland ports in the area, the decision not to**

proceed seems to show a critical policy disconnect. Without the East West Link congestion created by trucks delivering to and collecting from those facilities will significantly increase if rail is used more.

For more information go to [www.epa.govt.nz/](http://www.epa.govt.nz/)



**Te Kaporeihana Āwhina Hunga Whara**

### Digital Construction Risk Cards

ACC has digitised its hard copy Construction Risk and Safety Cards to make them more accessible and tailored for the industry. It makes recognising and managing your health and safety risks easy because the card provides relevant information on the risks specific to our industry.

Supported by WorkSafe, this tool will help you work safely by providing best practice and practical examples of how to keep everyone safe on site. The digital risk cards are based on the popular hard-copy cards which have been widely circulated and regularly used for Toolbox and Pre-start meetings across the industry.

Digitising the cards makes this important safety information even more accessible; you can search for the right risk information and share that quickly and easily with your workmates from your device.

You can access the tool now at [riskcards.acc.nz](http://riskcards.acc.nz).



### Hawkes Bay Branch Awards

The Hawkes Bay Branch had a great turnout for its awards on Saturday 11 November, with 132 people attending at the iconic Old Church venue in Taradale. The registrations for the event had to be closed because of venue capacity.

Congratulations go to the following:

Regional Excavator Operator Competition

- **Winner: Dan Mepham from Gair Contracting** (for the second year running!)
- **Second Place: Ryan Gordon from Gair Contracting**
- **Third Place: Kayne Warner from MW Lissette**



*Placegetters receiving their prizes from CablePrice (left to right: Dan Mepham, Paul Laird from CablePrice, Kayne Warner and Ryan Gordon).*

Hawkes Bay Construction Awards

Projects under \$200,000 value

**Winner: Jamieson Earthworks**, Hastings, for a particularly demanding gabion retaining wall in a stream at Havelock North.

Projects over \$200,000 value

**Winner: Fulton Hogan**, Napier, for a large environmental, cultural, and civil project for the Hawkes Bay Regional Council on the seafront at Awatoto between Napier and Hastings.

Image Awards

**Associate of the Year: Geofabrics**

**Contractor of the Year: Jamieson Earthworks**



**Auckland Branch Regional Excavator Operator Competition @ The Construction Zone**

There was an intense three days of competition at the Auckland REOC at Big Boys' Toys, Construction Zone at the ASB Showgrounds in Auckland, 10–12 November. They had more interactive displays than ever before and also generated lots of interest in careers in the civil construction industry.

Congratulations go to:

- **Winner: Nick Cain, Higgins Contractors**
- 2<sup>nd</sup>: Brian Hoffman, Brian Hoffman
- 3<sup>rd</sup>: Jason Toomer-Reti, ICB Retaining & Construction

Team Prize: Higgins Contractors

Best Female: Kim Dixon, Pro Floors

Good Bugger: Jake Alderson, Higgins Contractors

Non Member: Laine Christensen, L C Contractors

To see some highlights from the weekend check out this link [here](#).

Thanks go to the national sponsors: CablePrice, Connexis, Z, Humes, Hirepool, First Gas, beforeUdig and Doherty Couplers and Attachments; and also to the fantastic Auckland regional sponsors for their efforts in support of their local event: Stellar Recruitment, ICB Retaining & Construction, CivilShare, ENZED and Youngman Richardson.



## Staff investment leads to awards for Isaac Construction

A management decision to put its people at the centre of its **business development has paid off for Christchurch's** Isaac Construction, which collected four awards, including the Connexis Company Training Award at the recent Canterbury Civil Contractors New Zealand (CCNZ) Awards.

Isaac CEO Jeremy Dixon says the awards are a humbling recognition of all the hard work and **efforts that's been put into developing the company's staff.**

It all began with a decision almost two years ago to put people at **the centre of the company's core values and to focus on developing and recognising their team's skills.**

Link to the full press release [here](#).



*Jeremy Dixon, CEO Isaac Construction and Glenda Hamilton, Isaac's Training and Development Manager receiving their award.*



## Road Controlling Authorities meet

CCNZ recently attended the RCA Forum held in Wellington. It was a valuable day to connect with representatives of many councils. Issues discussed included:

- The increasing road toll
- The restructure of the Ministry of Transport and the review of the **Government's Policy Statement on Transport**
- The integration of land use, regional development and transport planning
- **NZTA's long-term** strategic plan which informs policy, priorities and the National Land Transport Programme. A new draft will be released for consultation shortly
- Paul Swain, Chair of the NZ Utilities Advisory Group, spoke about the planned 2018 review of the National Code of Practice for Utility Operators Access to Transport Corridors
- The opportunity for RCAs to assist with the targeting of **NZTA's Safety Investment**
- The challenges in funding local roads, especially where there are high numbers of tourists.

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