

Hutt Valley business connector

Biggest Hutt Commercial Development in 6 Years

The ink has barely dried on the contract between the Masonic Trust and Armstrong Downes Commercial but already work is underway for the new \$35m Masonic Village in Woburn, along the Hutt River. This project is the largest commercial development in Central Hutt since 2007 and is the first of several large retirement village developments in the pipeline for the region.

Warick Dunn, Chief Executive Officer of The Masonic Villages Trust says, "The Trust has made the city its home for more than 50 years so it is very satisfying to be able to contract the construction work to Armstrong Downes Commercial - another established local business which has been building great community facilities since 1992.

Phase one of the project is due for completion in October next year and includes 47 apartments, two conservatories, a small library, a men's shed and a bar and lounge overlooking the Hutt River. When the additional 39 apartments in phase two are completed in 2015, a full range of village amenities will also be available. A spacious entrance lobby will lead to reception, a hairdressing and beauty

salon, a café and dining area, a snooker room and an indoor bowls and games area. On the first floor there will be a library, an IT and office suite, an arts and crafts room, a theatre for movies and live entertainment, an exercise room, gym, spa and sauna along with a large lounge and bar opening out on to the deck theatre. The views over the Hutt River out to Wellington Harbour, as well as north towards the Tararuas, will be spectacular. The Woburn Apartments are the most ambitious development yet for The Masonic Villages Trust to add to their three thriving villages in Woburn, Levin and Masterton. The Trust is a charity set up by Freemasons in the southern North Island for the benefit of the wider community. Mr Dunn says there has been no active marketing of the development as yet but he has been heartened

by the level of interest from prospective residents.

Tony Doile, Director of Armstrong Downes Commercial says, "We are delighted to be working with The Masonic Villages Trust. As far as we know this is the largest commercial development seen in Central Hutt since our team finished the Harvey Norman Centre in 2007. It and it will provide a boost for the local economy. Our build programme for the Village will see up to 25 different trades involved and most of these will be locally based companies and personnel. On some of our busiest days we expect to have up to 100 people working on site. Mayor Ray Wallace congratulated Armstrong Downes Commercial for their success in winning the \$35 million contract. "This development represents a significant investment in our

city of Lower Hutt and will encourage other businesses and industry to make a commitment to our city. This will encourage growth and prosperity. "New people will be attracted to our community and jobs will be created for families living here in Lower Hutt.

"Armstrong Downes Commercial is a local company well known for its quality craftsmanship and for its commitment to Lower Hutt," he said.



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HUTT VALLEY
CHAMBER OF COMMERCE

Business Vitality



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www.hutt-chamber.org.nz

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of Commerce
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Lower Hutt
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An Introduction from President Helen Down

There are many pleasures in my role as President of the Hutt Valley Chamber of Commerce and introducing you to the new Chief Executive of the Hutt Valley Chamber is certainly one of them. Meet Mark Futter.

Once Mark is permanently based at the Chamber offices in Daly St Lower Hutt he will also be our in-house Business Advisor and is looking forward to working with you, our members, to help you succeed and grow in business.

You may already know Mark through our Business for Six programme, or in his current role as Economic Development Manager for Upper Hutt City. Mark has been actively promoting business in Upper Hutt City for the last couple of years and comes to us with a strong business development background and real energy and personal enthusiasm for businesses in our valley.

He also brings to our chamber a very strong network and up to the minute appreciation for the business community in Upper Hutt. Given the merger of the two chambers a couple of years ago having Mark lead our Chamber will certainly help strengthen our efforts to provide support, events, training and added value to the businesses who are based in Upper Hutt. He also brings a strong relationship with many of the key players throughout the region in the business and economic development space.

Mark's varied career spans senior management, economic development, and sales and marketing roles in local and international businesses.

Mark is also aware of the many businesses in the valley who are currently not members of the Chamber and is keen to see further growth in our membership and partnerships. Through his involvement with the Chamber in recent years he sees our organisation as a fantastic tool for businesses in creating networks, providing advocacy, training and developing working partnerships/relationships. Together with the board we are all excited about the considerable new opportunities that exist for Chamber to grow further and provide increased value to the economic development of our valley.

Mark is due to take over the reins of our Chamber in September.



MEMBERS ONLY OPPORTUNITY

We are updating the wall planners for the members. Spaces are limited and extremely popular...

first in, first served!

What are the KEY BENEFITS for YOUR BUSINESS?

- Over 700 members receive a wall planner free
- A2+ Size planners - great practicality & usability
- Cost for a single advert (87 x 50 mm) is \$385 plus GST
 - Payment can be split over two months
- Artwork included in cost ■ Planners are full colour
 - Planners will be printed by a Hutt Valley Chamber of Commerce member

Additional wallplanners are available for purchase for \$1.75 (incl GST).

Please email your orders for additional wallplanners to:
anna@hutt-chamber.org.nz

GREAT NETWORKING TOOL

FACILITATE MEMBER TO MEMBER BUSINESS SUPPORT



We will be in contact with you soon to discuss this opportunity but should you wish to book a space early please contact our Sales Consultant at JB Presentations:

Lisa Moffat: 03 331 6727 or lisa@jbp.co.nz

This newsletter was designed by...

CRE8TIVE

Events - Design - Marketing

Experts in business branding, wedding stationery & party printables

www.cre8tive.net.nz - cre8tive.amber@gmail.com

Cre8tive is available for logos, posters, flyers, business cards, websites, car decals, business stationery, Social media... and much much more



Are you covered?

When I sat down to write this article in early July, I was going to offer some reflections following two separate insurance presentations I had recently attended. Little did I appreciate what was to come in the weeks following with a couple of severe storms battering the region and of course the earthquake of the 21st July and the subsequent aftershocks. Fingers crossed that these have settled down by the time this goes to print.

The first of these presentations was focussed around the changes that took place to residential home insurance from the 1st of June. The key change that took place for many insurers was that they were no longer going to be offering Actual Replacement Home Insurance policies. Rather, consumers would need to elect a Sum Insured policy. The key reason for the change was due to overseas reinsurers requiring greater certainty around their obligations in the event of another major event occurring in New Zealand following the experience with the Christchurch earthquakes.

Actual Replacement policies provided cover that in the event of a major loss would cover the restoration of the property to the same size and style regardless of the cost. With a Sum Insured policy, policyholders now need to specify the maximum sum insured that the insurer would be liable for, in the event of a major loss.

As no two properties are the same in terms of size, style, standard of construction or special features, great care must now be taken by the homeowner to ensure they are adequately covered. Given this, I would recommend

that any homeowner bring themselves up to date on the changes. There is plenty of information available online and your Insurer or Broker is well equipped to answer any questions specific to your own circumstances.

The second presentation was from Aon Insurance Brokers. This presentation was to give the BNZ team an update on the commercial insurance market in Wellington. At the time of the presentation there was a sense that there was a little more competition for business in the Wellington region from insurers and that there had been some success around improved terms and premiums for some of their clients.

Given the July quake, this landscape may well have changed to a degree with some media outlets reporting that some insurers were not accepting new business in Wellington (this is standard practice following a major event).

However, regardless of the market, individuals need to be aware of the risks attached to their personal and business affairs so it is important to have a team of trusted advisers you can discuss and review such matters with.

This article is intended as a general discussion only. The views expressed are the author's own and do not necessarily represent those of Bank of New Zealand or its related entities.



Phil Patterson

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DRAKEVINE



Keeping you updated on happenings in the world of employment solutions with
Mario Chetcuti:
Branch Manager

The HR profession has evolved dramatically over the last hundred years and so too have its monikers. It used to be called 'personnel relations' (the personnel department) and then 'employee and industrial relations' and now 'human resources' or in some cases, 'people and culture'. It was traditionally dominated by transactional work, such as payroll and benefits administration, as well as related administrative tasks associated with managing the workforce.

For a long time, HR was simply expected to react to a problem and not to anticipate issues or propose solutions. As a result, HR in the C-Suite struggled to be accepted.

The contribution to business strategy has given HR the greatest opportunity for impact, and today's global picture of HR continues to change. Smart leaders and companies now understand the connection between talent and results. Developing a human resource strategy to support the business plan is recognised as a fundamental part of the business planning process.

Our company's focus is always to be ahead on the curve in our talent solutions offerings and to partner with our clients to help them respond

to ever-changing external conditions that can have an impact on their success.

4 Key Questions to Ask Yourself

1. When hiring permanent staff, do we have a top performer profile to focus on candidate behaviours that will determine success, rather than relying on the old-fashioned method of resume reviewing, unstructured interviews and gut feel?

2. Do we have in place today a proactive staff retention programme which includes a concrete employee engagement programme?

3. Could we write down the top three motivators of each one of the individuals reporting directly to me?

4. From our exit interviews, can we name the top three reasons why people have resigned from our company in the last 12 months?

How many did you say yes to?

Let us help you find a cost-effective answer to these issues.

Contact our team on 0800 840 940 or solutions@nz.drakeintl.com

Our suite of Talent Management Solutions is designed to increase the return on your human capital investment and your bottom line. Contact our team on 0800 840 940 or solutions@nz.drakeintl.com

CHANGES TO PARALLEL IMPORTATION RESTRICTIONS ON IMPORTING FILMS

New Zealand generally allows for parallel importing of genuine copies of works into New Zealand without requiring the authorisation of the copyright owner. The rationale for allowing parallel importation was to encourage competition amongst consumer goods.

However, the Copyright (Parallel Importation of Films and Onus of Proof) Amendment Act 2003 introduced a restriction on parallel importing films into New Zealand. The ban was originally intended to give enough time for cinemas to screen films without competition from DVDs. However, this is set to change.

Section 35 of the Copyright Act 1994 ('the Act') made it an infringement for a person:

1. to import a copy of a film into New Zealand within nine months of it first being made available to the public; and
2. to know or have reason to believe that the film was imported into New Zealand within nine months of it first being made available to the public; and
3. if they are not the licensee of the copyright in New Zealand; and
4. to import a film into New Zealand other than for that person's private and domestic use.

It is important to note that it is not an infringement for a person to import a genuine copy of a film into New Zealand for their own private and domestic use at any time.

During the period of the ban, a New Zealand licensed distributor who is the legitimate copyright holder of a film has a monopoly on controlling the commercial use

of that film in New Zealand. Film encompasses a number of different mediums including DVD, Blu-ray, and VHS.

The ban had already been reviewed once as a result of a review in 2007 and extended. However Section 35(5) of the Act has a sunset date that automatically repeals the restriction on commercial parallel importing of film on 31 October 2013. The ban was originally implemented for a five year period to encourage cinemas to transition to digital exhibition technology. Given the looming lapse of the ban on 31 October 2013, the issue has recently been revisited and consideration given to the question of whether there is any justification for its continuation.

The decision has been - "yes... in part". The Copyright (Parallel Importing of Films) Amendment Bill 2013 now extends the ban for a further three years but has narrowed the exclusivity period given to the Copyright owner of the film from nine months to five months. So as at 31 October 2013 the interests of cinema owners will continue to be protected albeit for a shorter period until 31 October 2016.



If you would like to discuss any issues around parallel importation or copyright please do not hesitate to contact Shelley McDonald at Gibson Sheat Lawyers on

shelley.mcdonald@gibsonsheat.com
or 04 916 7466.

Petone Working Mens Club



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www.facebook.com/petoneclub



16th August 17th August 18th August



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SHADZE



GIL MOHI

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SUNDAY

Kensington Restaurant's
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Saturday 25th August
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\$18 per head

*Childrens Discount does not apply

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Breakfast With Prime Minister John Key

Photos by Artful Dodge Photography
021 1605 317 clive@artfuldodge.co.nz
www.artfuldodge.co.nz



3 Easy Sales Tips for Growing your Business

Whether you are new in business or have been in business for a while but need to go back to basics, here are 3 easy tips to help increase your sales.

Tip #1:

When you are selling your service/product talk about the benefits, not features. By focusing on benefits of what your services/products will do for your potential customer, you make the

sales pitch more personal. By telling your client how your service can make their life easier and how they can benefit from it, you're one step closer to making a sale.

Tip #2:

Following up after a sales meeting is an important step. Some prospective clients need a little time to think things over. By giving them a friendly call a week later; you increase your chances of completing the sale.

Tip #3: Build strategic partnerships

By partnering up with other businesses in your field, you not only generate more brand exposure for free, but you can also increase sales. Creating relationships with other businesses that complement your services means you not only recommend each other's services, you get free word of mouth marketing about how great and relevant your service is. A lot of businesses will do one or all of these steps and

notice an increase in sales. Take action and make your sales grow today! Then when you need to count all those increased sales, sign up for Xero by contacting Xero@gofigure.co.nz

go figure®
NUMBERS THAT WORK FOR YOU



Are You Saying No To A Business Blog?

"We don't have a business blog because we're not writers"



There is fear when it comes to business blogging so it is often overlooked as a marketing channel for New Zealand businesses.

So why is a business blog so scary? The writing style is informal – so you do not need a post grad English qualification to write up to 400 words on your blog and like most things, it gets easier with practice. What may be holding you or your business back is 'confidence' but that too can be acquired quickly when you use these helpful business blogging tips.

Business Blogging Tips

Blog title, key words, relevant content - get these core components right and you will have a winning blog post.

Improve content to achieve blogging success – ensure you have informative, engaging and interesting content for your blog

A business blog is essentially your very own broadcasting channel and it is a vital tool in your business marketing armory.

Publish a blog post once and broadcast it many times. For every post you write it can be broadcasted far and wide in social media and email so your followers read the blog post and in turn share it with their friends. Your blog posts could also form the basis of your company e-newsletter – this is how we generate our Mobilize Mail monthly email tips newsletter.

Business blogging is not scary it's exciting. For a marketer, blogging measurement tools provide valuable feedback. If you really are convinced writing is not for you or your team, you can outsource it to copywriters – therefore there really are no show-stoppers to using this highly effective marketing channel for your business.

Mobilize Mail – email & social media marketing solutions.

Wanting To Improve Your Debtors & Cashflow Situation?

A LETTER TO COLLECT MONEY ...

From Write Language by Allan Pease

Good morning Michael, You know, I've tried 47 different ways of starting this letter to you. And then, it finally hit me.

All I had to do was, say H E L P!

All I had to do was to explain that I had a problem and needed your help. I figured you'd want to know exactly how you can help.

You see, someone in your organisation currently has an account they're 'sitting on' for \$2,900. Sure, it's not taking up any space but it can be annoying to have paperwork piling up.

So, you can reduce that pile and help 3 people at the same time.

First up, you'll help me.

Secondly, my Bank Manager will change his scowl into a smile.

And most importantly, you'll help yourself by getting rid of something that might just sit there like a thorn in the side.

Thank you in advance Michael for taking action on it now. I really do appreciate your help...

P.S. If for some reason you can't act NOW, I understand. But please do call me so that we can find a good solution.

Other tips & strategies ...

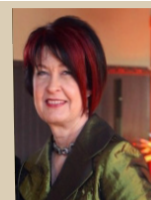
Get rid of "90 days/60 days/30 days" etc off your statements asap! And why send statements in the first place if it delays your follow-up process?

Send a quick thank you note when they DO pay.

Get the money up front! ... "before we get started we'll need to fix this by cash or cheque now..."

Hope these tips help. if you want others give me a call

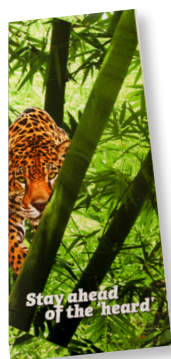
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SLICE DM WITH A SHARPER EDGE

Here are 7 reasons why.

Higher response rates - consistently.

Traditional direct mail returns on average a response rate of around 2%. SLICE typically returns 10% and up to 40% response rates.

Your marketing dollar goes further.

With your Direct Marketing budget working harder, you'll have more promotional dollars to spend on other marketing needs.

SLICE gives you a competitive edge.

SLICE is still new and is likely to make old style envelopes obsolete — use it now and get the jump on your competitors.

You get closer to your customers.

You can personalise and customise everything in SLICE for every customer. That's the envelope, up to three pages and a tip on business card or similar.

Stand-out creative opportunities.

The designer has many high impact options in SLICE. From the full bleed envelope to 3 A4 inserts, a card or other tip-on and Baseline's creative digital printing technology.

All from one convenient source.

Depending on your needs, the Baseline Group can do everything from designing the concept through to printing and mailing.

It's better environmentally.

More efficient production and use of paper makes a difference to the environment and reduces your carbon 'footprint'.

Grant Thornton's View

While the Organisation of Economic Co-operation and Development urges member countries to crack down on companies that move profits to countries with a lower tax rate, New Zealand as a target would be at the bottom of their list, according to a survey by Grant Thornton.

The survey of more than 3400 businesses in 44 economies found that New Zealand businesses were the most reluctant to relocate their businesses overseas for a lower tax rate with 94% happy to stay.

There are a number of reasons why New Zealand stood out in the poll. When you couple our isolation and average company size with the fact that businesses seem to be generally happy with the present tax regime, you can understand why we are the most reluctant country in this survey.

Many New Zealand businesses are domestically focused and migration of head office is not usually commercially viable.

Also, shifting head office may provide a tax deferral in some cases but the ultimate tax cost for the New Zealand shareholders may in fact increase.

The bottom line is that New Zealand tax resident shareholders are subject to New Zealand tax on their world-wide income. The comprehensive nature of our international tax rules means that migration of the company head office would have limited tax advantage unless the shareholders go to the extreme and also head offshore to become non-resident for New Zealand tax purposes.

Globally, over two-thirds of business leaders (67%) said they would not consider moving abroad for a lower corporate tax rate.

Two other very interesting points came out of the survey. Over half of New Zealand businesses thought the Government was doing enough with tax to ease the economic pressure with 22% saying 'yes definitely' and 30% 'yes probably.' This compared very favourably with the global average of 11% and 22%.

When it came to the question of lowering the tax rate against eliminating some current tax deductions, businesses were evenly divided at 48%. This was in sharp contrast to the global average where 68% of businesses favoured lowering the tax rate even if it meant eliminating some tax deductions.

A trade-off between tax breaks and headline rates of tax, leading to a simple low tax rate with no or few deductions, does have the advantage of bringing simplicity. The difficulty is that tax breaks are hard to remove once in place, especially in those economies, which are currently struggling to find growth and which use tax breaks to stimulate certain sectors or industries.

Important decisions can be taken on the basis of existing tax breaks and if the breaks go, the decision may look like a poor one because the goal posts have changed. Business likes certainty so any change needs a long lead in and clear communication.

Further enquiries, please contact:

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To find out more about SLICE contact Graeme Thompson on
576 1680 or 021 244 1441

**Business & Office
Solutions
IT Support
ph 04 586 7777**



Get Organised!



Get more done – done is the key word here. Many of us are so distracted today in our highly-connected society. Some of us skip from one unfinished job to another and in many cases not actually completing any of them.

Research tells us that multitasking is not good for the brain. People engaging in multiple activities at once, actually perform more slowly and less accurately, resulting in lower levels of productivity. Did you know that there is a term for those of us who are always connected, overwhelmed and over-stimulated. It is a condition called CPA - Continuous Partial Attention. It means we don't want to miss anything. We are so accessible, we're inaccessible.

Anyway, if you want to get more done I have a tool for you. It is better than a plain, common-garden To Do list. It helps to slow us down, making us focus on the task at hand and complete it which makes us more productive. It is the Personal Kanban system, can be used at home and at the office. It can be used in many different formats to suit all types; manual, online and phone app.

The Personal Kanban works on the principles of having three basic columns; TO DO, WIP (Work-in-Progress) and DONE and moving the task from column to column. So using a whiteboard and post-it notes, write a task on each post-it. The task starts off in the TO DO column. Then the task is selected on priority and moved into the WIP column, and when the task is finished the post-it is moved into the DONE column.

Yes it is that simple. It does, however, come with three main rules that need to be respected for its effectiveness to be fulfilled. The first rule is to visualise your work, the bigger picture (your goals), which provide the context for you to make better decisions. The second rule is to limit your WIP to two tasks. Focus on these tasks until they are done. This stops you jumping from task-to-task and forces you to complete work. So instead of working on many tasks and not getting anything done, you actually finish work because you are giving yourself the time and focus to do so.

The third rule is to move the task to the DONE column. This is a very simplistic yet powerful tool that works. Apparently the brain just loves to finish things. Moving those post-its across the board into the DONE column is like chocolate to our brains. This is according to the Zeigarnik Effect: That uncompleted tasks cause anxiety as our brains like closure. That's why we have trouble sleeping at night, going over all those tasks we still need to do. Uncompleted tasks become intrusive thoughts, hinder our productivity and increase the opportunity for errors.

In the office environment, having your Personal Kanban on display to other work colleagues shows the reality of your workload. It also helps those working on projects to work together to achieve the end result.

I found it helped me to be far more focused and I just got things done. Try it. Take those big hairy audacious goals and make them a reality.

Ring me I can help you get your Personal Kanban working for you.

Diane Weatherhead, 027-292-5553
diane@getorganised.co.nz getorganised.co.nz

Local Government Troubleshooters

Having a problem with your local Council? Experiencing delays or daunted by the Council red tape and requirements? Help is only a phone call away.

Bob Lendrum and Ian Stewart of Council Solutions know all about dealing with Councils. If there is a way to get you the result you need, they know how to do it faster, easier and with less stress for you. Council Solutions are experts in finding cost effective, creative solutions to problems individuals and businesses are having with their local, district or regional councils.

Here are some examples:

1. A client was selling a flat on a cross lease property. The garages were not showing on the Title. Her real estate agent advised her that it would result in a reduction of the sale price by several thousand dollars. Council Solutions had two options for fixing the problem - either solution only costs a few hundred dollars. The outcome was that the property sold for the price the client wanted with only a small cost to fix the Title issue.
2. A Council Solutions client owned land that he leased to a large motor home business. The local Council wanted to restrict the car parks available on that land rendering it inappropriate for the motor home business. Council Solutions worked with the client and the Council and got a Resource Consent for appropriate use of the land. The result was the motor home business operator signed a new two year lease with the client.
3. A Regional Council were threatening to prosecute a builder due to muddy water coming off a building site for a new home. The Council were going to close down the building site and things were getting heated between the builder and the Council. Council Solutions took over being the contact point with the Council and negotiated a solution. They provided the builder with a storm water system that worked. The end result was the builder kept his business going, the home was finished, the stress was taken off the builder and his relationship with the Council was maintained as positive and productive.
4. A council officer informed a land-owner that they could not sub-divide their property. Council Solutions knew that was incorrect and intervened. The result is the owner now has three new titles, doubling the value of that property.

"If you have a property and you would like to know what is legal, illegal or permissible on that property we can tell you. If you are not sure that what Council is saying is correct we can clarify that," says Bob.

To have a chat to Council Solutions to see if they can help you give them a call on 526 2060, email info@councilsolutions.co.nz or check out www.councilsolutions.co.nz

Council Solutions

Work Experience Workers For You

HVT Limited has a number of work-ready and almost work-ready trainees who are keen to complete work experience at various businesses. These trainees are local people and come from a wide range of backgrounds. They have diverse career goals and are highly motivated to gain or update their skills and experience. They would be appreciative of opportunities to demonstrate their capabilities and employability. Work experience is designed to provide practical experience in a workplace of choice and to assist with career decision making.

We can help you choose the right trainee for the work experience at NO financial cost to you or your business. The trainee can be available to assist with peak workloads, special projects, to cover for staff absences etc. We will provide you and the trainee with support and mentoring to assist with training. Should you have a vacancy HVT can provide you with an opportunity to train a worker while you assess their potential as an employee. This can ensure you get the right person for the job before making a long-term commitment. If you have a role for one of our trainees in your company but they don't have all the skills, we will train them, wherever possible, to meet your requirements. This is at no extra cost to you.

What are the benefits to you, the employer?

- Trainees can be available for up to 40 hours per week (full-time or part-time) and for a maximum term of 20 days.
- No financial cost to you over the work experience period. You just need to provide appropriate equipment and training time.
- There is no obligation to offer any employment at the end of the work experience term.
- The feel good factor of contributing to the wider community.

Our learners are of all ages and skills and are studying job related skills. The skills they are being trained in include intermediate computing, administration, including MYOB, service sector, reception, call centre, customer service, to name a few.



Find Out More:

- ☐ Visit our website www.hvt.co.nz
- ☐ Phone us on 04 939 0082 and reference "Work Experience"
- ☐ Send us an email to info@hvt.co.nz or:
- ☐ Visit us at Level 1, Woburn House, 40-44 Bloomfield Terrace, Lower Hutt



Lowry Bay Yacht Club

Tucked into a sheltered corner of Wellington harbour, just ten minutes from Lower Hutt and 20 minutes from Wellington, Lowry Bay Yacht Club offers the perfect venue for your wedding, your family celebration or your corporate meeting or event.

Weddings at the Yacht Club can offer you that elusive indoor/outdoor option. Have your service on the front lawn or deck and your reception in the Seaview Room or if the weather is unkind, have your service in the Lowry Room. Amazing photo opportunities are close by on the foreshore, the marina or even on one of our yachts.

Lowry Bay Yacht Club is a great place to hold your private party with plenty of parking at the door. For a summer event, spread out on to the deck overlooking Seaview Marina and enjoy the amazing sunsets. In winter keep cosy by pulling the drapes and turning on the heat pumps. We can accommodate up to 100 guests.

For your corporate event, choose from two separate function rooms depending on the size of your meeting. They are equipped with an electronic white board, a large flat-screen television for presentations and WIFI. Seating can be either theatre or boardroom style for up to 50 and 30 people respectively. It is a quiet relaxed location with ample free parking. Half day rates are available.

For all your catered events we have been fortunate to secure the services of one of Wellington's favourite catering companies, Blue Carrot Caterers, as our exclusive catering company. They have an absolute passion for food, and provide a professional and friendly service.

If you are looking for a venue that is just a little different, call 04-568 3715 to make an appointment to come down and see us.

Margaret Lissette, Club Manager

Office hours - Mon and Fri 1pm to 5pm

Tuesday 10am to 5pm



Chamber opposes rezoning of Alexander Road in Trentham

Hutt Valley Chamber of Commerce opposes proposed rezoning of Alexander Road in Trentham, Upper Hutt. Recently the Chamber made a submission to the Upper Hutt City Council opposing the application of Plan Change 36, the rezoning of a significant area of Alexander Road in Trentham from industrial to residential. Not only is Alexander Road a prime piece of commercial real estate for Upper Hutt City, it is also significantly valuable to the entire Hutt Valley and wider Wellington Region as one of the few greenfields sites available for new commercial development. Areas of the Hutt Valley are under consideration by various international and domestic commercial entities for major developments. For these developments to be secured, the Valley must remain firm that such opportunities are available, and that we are open for business and are an easy and supportive place in which to invest. The Chamber firmly believes that by retaining the areas' zoning as industrial, confidence in the Valley will not be compromised, and this will encourage those commercial entities to continue

with their deliberations. If even just one of the current developments under consideration come to fruition it will have significantly positive impact on our city's local economy, increasing employment and providing other long term benefits. The area is well served with strong physical infrastructure and excellent transport, telecommunications, and business support, both by New Zealand and international investors. The Chamber has been campaigning strongly for growth of the science and technology sectors, cementing the future success of the Valley and the Wellington Region. This campaign is so significant that other parties are supporting this work. This industrial area of Alexandra Road has the potential to play a major role in this Technology Valley campaign by attracting new technology based companies to our area. The economic strength of our region relies on these types of businesses choosing to invest here, spending money on local products and services, using our community facilities, and employing local people. by Chamber CEO Mark Futter

New Members

4D Solutions Ltd

Hylton Abrahams
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PROGRAMME MANAGEMENT

All Grain Home Brewery Supplies

Karl Hayes

WWW.ALLGRAIN.CO.NZ

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RECRUITMENT

Anna McKinlay - YB12 Coaching

021 337982

WWW.YB12.NET

PERSONAL DEVELOPMENT COACH

Chamber Member Wins Award - An Extra Pair of Hands

An Extra Pair of Hands was recently awarded the best employer award by Deaf Aotearoa. An Extra Pair of Hands provides domestic services, mainly gardening and cleaning, throughout the Hutt Valley.

Owner Jane Richardson has made a commitment that 10% of the positions in her domestic home services business will be offered to people with disabilities, and deaf people were the most able to do the work required.

Working with deaf people involves a lot more written communication but is ultimately good for business, she said.

"The most important thing is that team members are honest and are going to do a good job.

"If we didn't employ deaf people we would miss out on a big group of people who fit that criteria."

Team leader Annemarie Hooper said working with other deaf staff was fun, but because she was brought up speaking and lip-reading, she did have to be patient at times.



For household cleaning and gardening visit

www.anextrapairofhands.co.nz

One hour free cleaning for Chamber members with voucher!

Christmas at The Angus Inn

The festive season is nearly upon us. It is time to book your staff Christmas function. At The Angus Inn, you can have a Champagne Breakfast, lunch time celebration, or an evening function. Whatever you desire we can do. We can cater from 10 to 130 people. You can also enjoy the festive celebration and stay the night at a discounted rate. Or spoil your best clients with a corporate Christmas lunch.



Let us make it easy for you. For more information call Suzette on 560 1100 or email functions@angusinn.co.nz

Quote this ad when you book and receive a complimentary bottle of wine

New Members

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Christy Burgess
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John Tsuru
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Claire Laurenson
04 970 1222

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WWW.LESMILLS.CO.NZ

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Brian Cross
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WWW.LINKPLUS.CO.NZ

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Chris Souness
04 238 9623

WWW.4NEXUSDEVELOPMENTS.CO.NZ

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Luke Lee
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WWW.PCLCONTRACTING.CO.NZ

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WWW.PLACEMAKERS.CO.NZ

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WWW.ZEALD.CO.NZ

WEBSITE DESIGN

We have certainly had an eventful time since July's newsletter.

We have had some great networking events thanks to Mediterranean Food Warehouse with the launch of their Family cookbook, King Toyota giving away a T86 sports car for a weekend to winner David Ogden and La Bella Italia opening their new conference facility right next door to their amazing store and restaurant.

As well as that, you are probably thinking "what about all those earthquakes?". I hope that your buildings have been checked for safety and that you have secured furniture items in the office as a precaution. Sometimes we need warnings to keep us on our toes. We have definitely taken action in our office. There are Chamber members who can help you with this advice so let us know if you need any assistance in this regard. Look at <http://www.huttcity.govt.nz/getready>.

I have mentioned this before but I would like to encourage organisations to be philanthropic and help some of the not-for-profit organisations in our community by offering to pay their subscription to the Hutt Valley Chamber of Commerce. A not-for-profit organisation has a flat subscription rate of \$350 + GST no matter how many staff they employ. They undertake amazing work in our midst and need the support of the community. Some of these organisations apply for grants to help them continue their work, and that is why they need to be involved with the wider community and the Hutt Valley Chamber.

Update on our new website: Remember to email me your 300 word member profile for our new website as well as up to five photos. We hope within the month to have our new website live. Members will be able to register on line, pay on line, and have a member login.

Please note that when your membership comes up for renewal take the opportunity of paying monthly or quarterly if this best suits your cash flow.

Please remember to undertake a free audit on your power/gas bills. Up to 50 members have received savings of over \$50,000.00 by joining this group scheme. So let us help you save \$'s on your bottom line.

The Hutt Valley Business Expo bookings are going well – there are a few booths still available so join the group of 74 exhibitors showcasing their businesses. Radio Network is working on having a live radio station with Tim Fookes from 8.30 to 12.30 on the day. They will be interviewing businesses so come along and visit if you don't have an expo stand. There will be a café on site so have your morning or afternoon break at the Expo.

I look forward to seeing you at our events. Please do not hesitate to contact me regarding your membership.



Anna Geremia-Young
Membership Manager

Contact Anna on:

04 939 9826

027 242 6237 or

anna.gy@hutt-chamber.org.nz

King Toyota BA5



"This is to thank the Principals and staff of King Toyota for the use of the Toyota 86 over the weekend.

I found the car exquisite to drive as a sports car. It's throaty roar, sure-footedness and head-turning good looks made it a hugely appreciated event.

Also thanks to Ahmad and Michael for their help on Friday and yesterday.

Please be absolutely assured that I will continue to talk about the car long and often!

Once again THANK YOU VERY MUCH" - David Ogden

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You can choose this and many other vouchers just because you are a Chamber member. All vouchers are listed at www.hutt-chamber.org.nz/lead-magnet-programme.

If you are interested in receiving sales leads from fellow HVCC members and joining this programme let us help you. Email your offer with your logo and we will design your voucher, include it on our website and offer it to all new and renewing members for just \$40 + gst

Events Calendar

August 2013

Thursday 22 August



BNZ Tech After 5
Featuring Nuenz, Times-7
& Ventech Systems

5.30 - 7.30pm

Friday 23 August



Women In Business Luncheon with Melissa Moon

12.00 - 1.30pm

Thursday 6th June

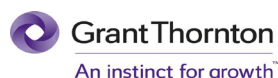


Trentham Racecourse Business After 5

5.30 - 7.30pm

September 2013

Wednesday 4 September



Bronze Partner Grant Thornton Business After 5

5.30 - 7.30pm

Wednesday 11 September



Hutt Valley Business Expo

9.00 - 5.00 pm

Friday 13 September



Business Breakfast with Gold Partner PWMC

6.30 - 8.30 am