

ONLINE NOW!

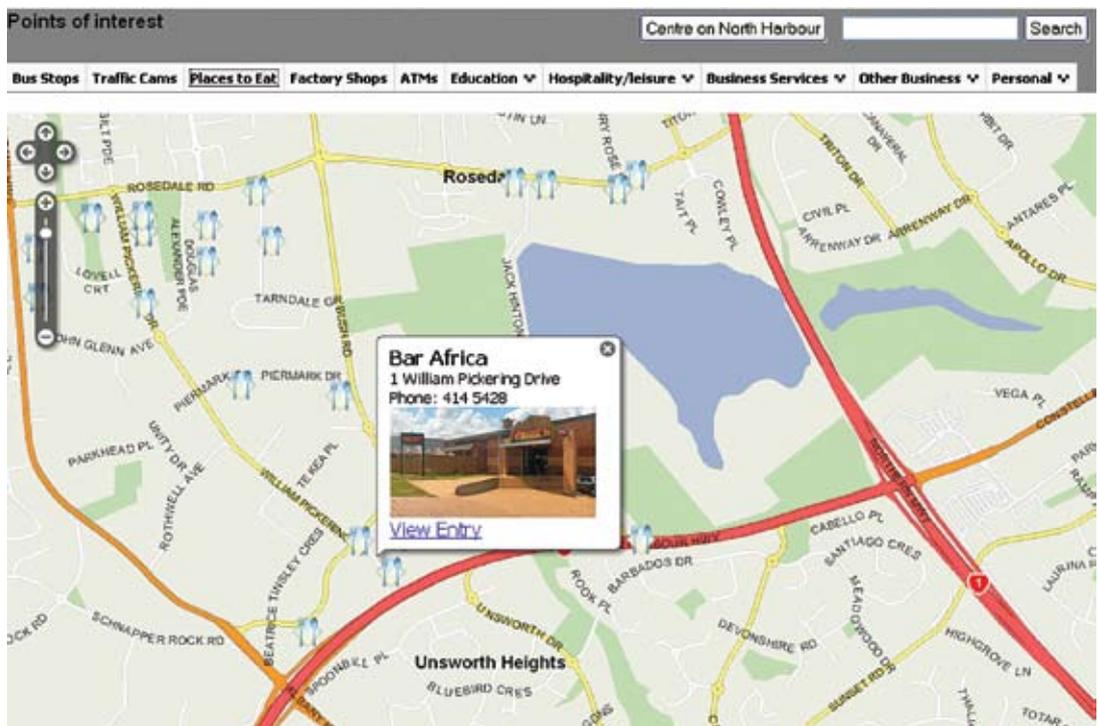
Interactive map

www.nhba.org.nz/map

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October 2009

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We're proud to announce that we've launched this interactive map to help you find all the services you need within our NHBA area.

Based on the AA Maps platform, and using technology provided by local firms Geo Smart and Maffey.com, the easy-to-use online tool covers the whole BID area and includes all North Harbour businesses.

The map has a legend where you can turn on or off points of interest such as places to eat, local suppliers, ATM machines, schools and bus stops.

The categories menu allows you to show or hide any business.

You can use the map to view our CCTV cameras when they are launched in the coming weeks.

Your business can be seen on www.aamaps.co.nz and on 90% of the car navigation systems used in New Zealand, making it easier for your clients to find you. However, if you prefer that your business is not "findable" on AA Maps, please let us know and we will remove the public reference.

When you click on an icon, or search for a particular business, basic contact information including the name of the business, address and phone number will appear in a pop-up window. If you have a logo or photo on our NHBA directory, this will also show on the interactive map and allow viewers to simply click on a link to be taken through to your listing.

This is a great reason to ensure that your listing is regularly updated. Remember – as a full NHBA member you are entitled to an enhanced listing, including your contact details, website hyperlink, three keywords and a 400 word description.

You'll also get a map, logo and up to six images of your business or product and unlimited vouchers encouraging others to "buy local" by offering them printable discount vouchers to your products and services.

CHECK THIS OUT!



Read this brochure accompanying FYI to find out how your business can make the most out of Rugby World Cup 2011



Left to right Kevin Moore, Pamela Peryman, Geoff Ashenden, Viv Scott, Richard Ede, Graham Boulton, Geoff Bonham and Robin Siraj. Inset: Gray Pearson (left) and Warren Kitchin

Onwards and upwards

The past few months have been hectic for NHBA and as we move into summer, the heat is on to keep delivering innovative services and value to you, our members.

It was great to see so many of you at our recent AGM luncheon when about 250 enjoyed a sumptuous two-course meal and heard Prime Minister John Key's entertaining address on the issues of the day.

The AGM itself saw a number of important decisions ratified (see box far right) and the election of two new Executive Committee members who are profiled on the next page.

We're pleased that some of our long planned projects are beginning to see the light of day – our interactive map is now online [see previous page] and the six CCTV cameras are in place and about to be launched.

Thank you to the more than 200 businesses who participated in our Business Leader Transport Survey, the results of which

feature on pages 6 and 7. All information obtained from the survey will help us develop and deliver more effective initiatives through our groundbreaking TED programme.

On a low note, there has been a noticeable increase in reported burglaries and theft in the North Harbour area during September. We continue to work closely with Police to address this and are launching our BIZ Watch scheme this month to make it easier for you to report break-ins and suspicious people or behaviour – please read page 8 for more details.

Our events calendar offers varied and interesting choices in November. We're hosting Reserve Bank Governor Dr Alan Bollard at a luncheon on the 12th, then

we have well-known criminologist Greg Newbold speaking at our final CEO Breakfast for the year on the 19th. Our last After 5 function for 2009 kicks off at the North Harbour Stadium on the 25th where you'll get to hear the latest on the Rugby World Cup 2011 planning and take a guided tour of the iconic facility.

This will be the last issue of FYI for the year – the next issue will be in February. It's been a tough year for many but the signs are that 2010 will be better. Most North Harbour businesses have kept a positive outlook and this has helped us weather the storm better than most.

On behalf of the Executive Committee, pictured above, we wish you all the warmest season's greetings and a restful break over the summer holidays.



What's in a name?

The debate about the name of our suburb – currently Rosedale – rages on with growing support from local businesses for the name to be formally changed to North Harbour.

As Shakespeare once wrote, "What's in a name? That which we call a rose by any other name would smell as sweet", is rather ironic given that most locals identify the name Rosedale with the municipal sewerage plant that didn't always smell as sweet as it does following the mega-million-dollar upgrading programme.

There is a process to be followed through our local authority, currently North Shore City Council, but we would be interested in your views. You can vote online today on our website poll – www.nhba.org.nz

Leaders make their mark



Prime Minister John Key and NHBA Chairman Gray Pearson listen to Geoff Bonham before the Key-note address which filled the ASB Lounge at the North Harbour Stadium.

No stranger to a broken arm himself (although his cast was politically blue), the PM graciously autographed the red cast of Melissa Ratu from Coverstaff Recruitment.



Key Decisions from AGM

ASSOCIATE MEMBERS
Business which do not fall within the current BID boundaries are now entitled to join the NHBA as Associate Members, and enjoy all the benefits of full members except they cannot vote at Association meetings or stand for the Executive Committee. The membership fee is set at \$250 per annum, pro-rata to 30 June. Check out www.nhba.org.nz/membership for more details.

PROXY VOTING

Limited proxy voting is now available for NHBA full members who cannot attend an Annual General or Special Meeting of the Association.

EXECUTIVE COMMITTEE

Designed to encourage fresh ideas and input, there is now a limit of six consecutive years that a person may be a member of the Executive Committee. The Executive Committee can now select a chairperson from within its membership and also appoint a deputy chairperson.

Meet Robin and Viv The Midas and silken touches.

Robin Siraj and Vivienne Scott are the two newcomers on our NHBA Executive Committee, elected at our recent AGM.



Bangladesh-born Robin has operated the Albany-based Midas franchise since 2004 – a great fit since cars have been his lifelong passion and career for most of his 28-year working life.

Familiar with all makes of cars – especially selling Mitsubishi, Nissan, Toyota and Isuzu models in his native land – he has retained a golden touch with things automotive.

Before emigrating to NZ he swapped engine oil for cooking oil, running his own 70-employee operation in Dhaka, producing food condiments and seasonings.

Now an active member of both NHBA and the Auckland Chamber of Commerce, he's set ambitious new business goals.

"As a [NHBA] committee member, I have made it my priority to create a comfortable environment through networking with local businesses and encouraging support from one another so that we can flourish together."



Vivienne (Viv) and husband Robert have run the local Embroider Me franchise – one of 450 worldwide – since 2007.

An extension of a lifelong interest in embroidery and sewing for Viv, the flourishing business is the latest step in a diverse career covering secretarial/administration/office management roles in sectors ranging from law to road engineering and healthcare.

The Scotts moved from St Lukes to Greenhithe two years ago to grow the business and took an active interest in the local economy, focusing on NHBA's future.

Viv wishes to see the area continue to grow and would like to assist with zoning, local business development and traffic flow.

Mother of five adult children and with one grandchild, Viv's interests include not only embroidery – but chinapainting, walking and reading.

Upcoming WHK Seminars

Investment Ready Workshop

Tuesday 24 November
9.00am – 12.30pm

Investment Ready Training is aimed at helping business people learn about the type of finance they require to expand, diversify or commercialise a new concept and how they can access equity funding from investors. The workshop covers understanding the capital raising process, understanding what investors look for and preparing your business case.

Is Exporting For You?

Tuesday 1 December
9.00am – 12.30pm

Find out if you have the potential to export with this workshop that is targeted at participants with limited to low export knowledge. An overview will be given on what is involved in the export process and participants will assess what they need to do to get into a position where they can look seriously at exporting in the future.

Attitude Is Everything – Train Your Attitude to Win in Business

Wednesday 2 December
9.00am – 12.30pm

Attitude is everything when it comes to running a successful business. Whether business is booming or whether times are tough, businesses that succeed are those where the owners are able to adopt an open approach to seeking answers and solving problems.

This workshop will assist with the development of some of the most critical traits that business owners and managers must master in order to succeed – openness, tenacity, motivation and ambition.

- For more information, including details of cost, eligibility and how to apply, please visit: www.nhba.org.nz/training



Left to right: BNZ Managing Partner North Shore, Richard Ede; BNZ CEO, Andrew Thorburn; North Shore City Mayor, Andrew Williams; and BNZ Regional Managing Partner Auckland North, Alan Young.

Positive signs for Shore

The first BNZ Partners business centre in New Zealand opened its doors in late August on the North Shore.

The evening was well attended by clients and civic dignitaries, and provided a great opportunity to mix, mingle and meet senior BNZ staff. Employment and business opportunities are booming on the North Shore. According to local economic development agency, Enterprise North Shore, the population and employment growth rates have outstripped the national rate in the last decade.

The business services sector has played a significant role in this success story, says Richard Ede – recently re-elected to NHBA's Executive Committee.

Having identified this growth opportunity, BNZ has invested in the North Shore. The business centre in Constellation Drive is the first in its nationwide network of centres to be available to clients who can book meeting rooms and conferences online.

Clients who have already used the business centre include NHBA, Music Planet and Bryan King, founder of Kings Plant Barn.

The golden touch

We recently held a function to allow our new NHBA Executive Committee to formally meet and thank our family of nine gold sponsors, introduced in the August issue of FYI and pictured right.

Chairman Gray Pearson presented each company with a framed certificate and spoke of the importance that NHBA views the nine firms, "our partners, each of whom have products and services to offer the North Harbour business community".

Smart banners featuring the nine company logos were unveiled at the AGM and will be on show at future NHBA events. Gold sponsors will continue to be profiled in this and future issues of FYI.

- Further information and contacts on the nine sponsors can be found on our website www.nhba.org.nz/sponsors.



COMING UP

Alan Bollard luncheon

SPEAKER: Reserve Bank Governor, Dr Alan Bollard

SUBJECT: The economy and your business

DATE: Thursday, 12 November

TIME: Midday – 2pm

VENUE: Harbour Function Centre,
North Harbour Stadium

COST: Tickets are \$60 (incl gst) per person and includes a two course luncheon
Note – a cash bar will operate for wine and beer.

PAY BY: Direct credit, cheque or credit card (Visa / MasterCard only)

● For more information please contact Jackie on admin@nhba.org.nz or phone 968 2222.

Sponsored by:  better off
bnz partners

Dr Alan Bollard, right, was appointed as Governor of the Reserve Bank of New Zealand in September 2002.

The Reserve Bank carries out monetary policy, overview of the financial system, and provision of New Zealand's currency.

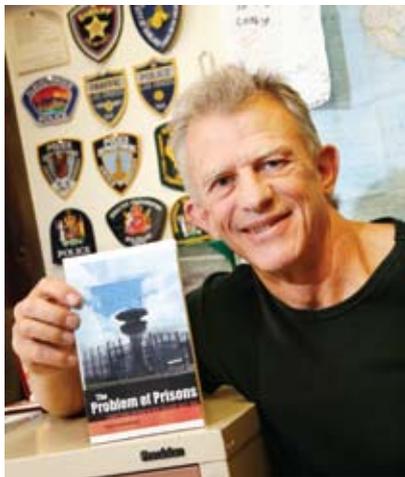
Dr Bollard's previous positions include:

- *Secretary to the Treasury* 1998-2002. The Treasury manages the Crown's finances and is the Government's principal economic advisor.
- *Chairman of the New Zealand Commerce Commission* 1994-1998. The Commission is the regulatory authority in charge of the Commerce and Fair Trading Acts, which governs competition between firms.
- *Director of the New Zealand Institute of Economic Research* 1987-1994. The Institute provides advice on applied economics and forecasting.



DID YOU KNOW:

Dr Bollard has written a number of books on the New Zealand economy, produced a computer simulation game called Oikonomos where one plays at being the Minister of Finance, and helped rebuild the famous Phillips hydraulic economic simulation model "the Moniac".



CEO Breakfast

SPEAKER: Dr Greg Newbold

SUBJECT: Explaining crime

DATE: Thursday 19 November

TIME: 7am – 8.30am

VENUE: Millennium Institute of Sport, Antares Court (off Apollo Drive).

● To RSVP please contact Jackie on admin@nhba.org.nz or phone 968 2222.

Leading criminologist Dr Greg Newbold is a senior lecturer in sociology at the University of Canterbury and a media commentator on crime and criminal justice issues.

Author of five books on crime, criminal justice and social history, Greg has published extensively in international scholarly journals.

Come and hear Greg speak about the changing crime trends in Auckland over the past 10 years and put in context the changing demographics and social circumstances.

After 5 @ Stadium

DATE: Wednesday, 25 November

TIME: 5pm – 7pm

VENUE: North Harbour Stadium,
Oteha Valley Road

ACTIVITY: Stadium tour and refreshments

● To RSVP please contact Jackie on admin@nhba.org.nz or phone 968 2222.

North Harbour Stadium, opened in March 1997, is owned and operated by an independent charitable trust and offers a versatile, world renowned venue for top class sports, concerts and entertainment on a large scale.

From Carlos Santana to Carlos Spencer and Ranfurly Shield defences to Roger Waters' The Wall, this arena has seen it all over the past 12 years.

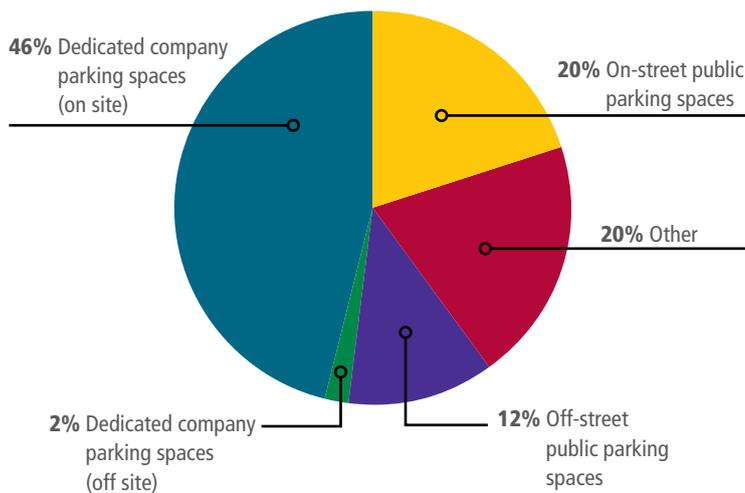
Come along for an update on the planning and opportunities for your business for the 2011 Rugby World Cup from CEO Brendon O'Connor and experience a memorable tour of the stadium.



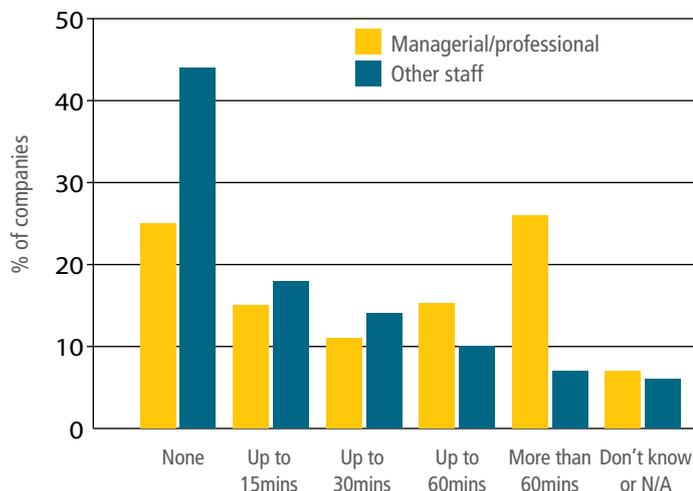
The results are in! 2009 NHBA Business Leader Transport Survey

While our North Harbour Business Improvement District was being formed last year – and ever since – you’ve identified transport as the major challenge facing the area.

What percentage of staff park in each of these types of car parks?



How much flexibility do employees have to choose the time they start work?



And so our top priority remains to progress transport initiatives through our Transport Efficiency District (TED) programme – www.nhba.org.nz/transport.

Led by NHBA, the TED is supported by North Shore City Council with representation from Auckland Regional Transport Authority, New Zealand Transport Authority and business leaders from throughout the North Harbour area.

In August, NHBA launched our first annual Business Leader Transport Survey to ensure our transport initiatives meet the unique needs of our local businesses. The survey is also part of our plan to monitor and evaluate what we are doing – to ensure that we are making real progress and meeting your expectations.

We conducted the survey online, notifying by email all businesses in our database.

More than 200 businesses completed the survey, representing about 2,400 full-time employees. Of these employees, a third hold a director/managerial/professional position, while 19% work in warehouse/manufacturing roles. These findings bolster the notion that the nature of employment in the North Harbour area continues to evolve.

Approximately 12% of employees spent most of their time away from the primary office location, engaged in off-site sales, deliveries and installations.

HOW WE WORK

Most businesses (62%) responding to the survey operate on a fixed 8am–5pm, five-day working week. Only one in five businesses operate more varied start and end times from Monday to Friday. Because most workers share the same 8am–5pm working day, this concentrates peak hour congestion in our area.

Another key factor affecting transport relates to the degree of flexibility employees have when they come to work and head home.

The survey posed questions relating to employees working from home, as this ‘teleworking’ arrangement is known to relieve pressure on the transport system. Of responding employers, just 38% had some staff who worked from home periodically.

Among employees that do work from home:

- 21% work from home on a full time basis;
- 23% work from home from time to time for a full work day;
- 46% work from home for part of the day and from the office for the remainder of the day.

Thinking about the future, about one-third of North Harbour businesses suggested there would be opportunities within their organisation to introduce or expand flexible work practices. Among this group, 55% of businesses indicated they could increase opportunities for staff to work from home, while 43% agreed that they could offer greater flexibility regarding their employees' arrival and departure times.

COMMUNICATIONS IN THE WORKPLACE

To boost NHBA's efforts to improve transport information, the survey asked employers how they communicate with their employees. Most North Harbour employees (71%) have regular access to the internet and email at work while four in every five employees use mobile phones. As a result, email was the preferred internal communications tool, used by 72% of companies.

TALKING ABOUT TRANSPORT

The availability of parking and cycling facilities, as well as information relating to transport options such as bus timetables, have a major influence on how people travel to work.

In terms of vehicle travel, more than 10% of staff don't have regular access to a private motor vehicle. Translating those survey results across the North Harbour area, this would mean that well over 1000 employees in the area rely on friends, family members or co-workers for rides to work, or travel to work without a car.

In terms of supporting non-car means of travelling to work, just 3% of employers provide bike racks at their workplace (although 40% offer informal bike storage). Only 10% of businesses help employees commute to and from work by offering bus timetables on site, or similar guidance.

All of the information obtained from the Business Leader Transport Survey will help NHBA's TED programme develop and deliver more effective transport initiatives.

- For more information please go to www.nhba.org.nz/transport

Note: The Business Leader Transport Survey was delivered with support from North Shore City Council. NHBA thanks the council for its ongoing commitment to sustainable travel management.



T3 » T2

The transit lane along Constellation Drive is now a T2* lane.

A transit lane is a lane reserved for buses, vehicles carrying a specific number of people, bicycles and motorbikes. Generally transit lanes operate during peak hours with the aim of moving more people – rather than more cars – along a road by allowing buses and car-poolers to bypass the general traffic.

The Constellation Drive transit lane heading westward towards SH1 [northern motorway] during the morning and evening peaks – and eastward in the evening – is now a T2 lane.

**This means that any vehicle carrying the driver and at least one passenger, i.e. two people, is now allowed to use the T2 lane.*

TRANSIT LANE RULES:

- T2 lanes are reserved for vehicles carrying two or more people;
- You are not allowed to stop or park in the lane during its hours of operation;
- The 50 metre rule: If you need to enter a transit lane from a side road, you must move out of the lane as quickly as possible, without disrupting the movement of traffic. This should not require being in the lane for a distance of more than 50m – approximately 10 car lengths.

WARNING

You can be fined \$150 for incorrectly using a transit lane. From late October all transit lanes around the North Shore will be enforced.

Winners of prize draw

Congratulations to prize winners **David Osborne** from Brake Café and **Paul Claydon** from Infrastructure & Civilworks, who each won a dinner for two at Aubergine Restaurant in North Harbour.

David and Paul were among the 208 business owners who took the time to complete the survey.

SECURITY REPORT



An armed robbery is a traumatic experience for anyone – victim or witness. Confronted by a gunman, you'll probably never meet a more dangerous person in your life.

You don't know what type of day they've had, their mental state or whether they're under the influence of alcohol, drugs or both.

However, if robbery is the intent of the offender then there are certain things that you can do to keep yourself and others safe.

The first thing to understand are the offender's objectives:

- They want control;
- They want the cash or goods; and
- They want to escape.

To keep yourself safe, don't stand in their way. We've all seen cases over recent months where people have lost sight of the offender's objectives and it's gone horribly wrong.

The other aspect of armed robberies in which people put themselves at risk is the 'fight or flight' response. High risk, high stakes.

This response, while natural, affects how you think rationally: confusion is common while under stress. If you allow this response to take over, the chances are that you will do something that will put you at risk:

- whether trying to confront the offender(s);
- using body language that could be perceived as challenging; or
- not co-operating with the offender(s).

WHAT CAN YOU DO?

To enhance your safety during a robbery stay C.A.L.M.

- 1. Calm yourself:** Positive mental self talk; Controlled breathing.
- 2. Act passively:** Ensure that your body language sends a non threatening message.
- 3. Listen and co-operate:** Listen carefully; follow instructions exactly; and answer questions truthfully.
- 4. Make safe and memorise evidence:** Lock the door post robbery; ring the Police; ensure everyone is OK; preserve the crime scene; write down as much as you can recall and wait for the Police.

We recommend that, if your business is at risk of this occurring, you undertake armed robbery safety training with ICON Educational Services.

As an employer you have a duty of care to ensure that your staff and customers are as safe as they can be while on your premises.

- For more information regarding the safety and security seminars facilitated by ICON Group please go to our website www.icongroup.co.nz. We are more than happy to discuss any requirements with you.

NORTH HARBOUR BUSINESS ASSOCIATION

BIZWATCH

KEEPING CRIME OUT OF BUSINESS

BizWatch launched

Our new Biz Watch security prevention programme will be officially launched shortly.

Working closely with the Police, council and other local agencies, we're determined to tackle crime in our patch. But we need your support and help to achieve this.

We encourage all businesses to use one of the ways detailed below to inform us and the organisations that will act on it.

This way the NHBA maintains an important overview and provides all members with a reliable account of what's going on.

Through community partnerships we can influence others to help us keep you – our business community – safe.

We'll acknowledge all communications to us using the methods outlined below and report these to the relevant agencies – but, please, always report any incidents of break-ins/theft directly to the Police by calling 111.

Where appropriate, we'll email all NHBA members to alert you of any incidents, including descriptions of the person and nature/location of the reported incident.

- For more information please visit: www.nhba.org.nz/security

Let's stay safe

Communication is the key:

BY PHONE: 415 0818

Quote NHBA code 11811

Advise your name and company name

Description of the incident you want reported

Description of persons/vehicles involved

BY EMAIL: security@nhba.org.nz

Advise your name and company name

Description of the incident you want reported

Description of persons/vehicles involved

BY TEXT: Text "NHBA" to 4040

Advise your name and brief description of the incident you want reported

BY WEB: www.nhba.org.nz/security

Complete the online form



St John first aid training course

First aid @work

Every year thousands of people fall sick or are injured at work – and it’s a race for survival for too many of our workmates both present and, tragically, past.

A quick first aid response can, quite literally, mean the difference between life and death, and help to limit the severity of the injury.

There are, of course, legal requirements for workplaces to take all practicable steps to provide first aid facilities.

It’s important that employers know what to do and First Aid for Workplaces – A Good Practice Guide can now be downloaded from www.osh.govt.nz/publications/booklets/first-aid-2009.

This easy-to-follow guide outlines recent regulatory changes, and comes with a summary fact sheet targeted at small to medium businesses.

WHAT FIRST AID DOES MY WORKPLACE NEED?

First aid requirements at work fall into three categories:

- Suitably stocked first aid kits and facilities;
- Where needed, an appropriate number of trained first aiders; and
- Information for employees about first aid arrangements.

The guide and fact sheet offer suggestions to help you organise your first aid kits and facilities, first aiders and information for employees. However, exactly what’s needed at your workplace will depend on your individual circumstances.

Some workplaces have greater risks of injury and illness because of the sort of work they do. Circumstances that affect your first aid needs include:

- Hazards common in your industry or workplace;
- Dangerous chemicals or machinery used;
- Risky activities such working at heights;
- The number of employees; and
- How far away you are from medical help.

You can use the Workplace First Aid Needs Assessment Checklist – available at www.dol.govt.nz – to help.

- For a copy of the First Aid for Workplaces – A Good Practice Guide, please visit www.dol.govt.nz or contact greg.baker@dol.govt.nz.

Fighting back

As reported in our first issue of FYI, we’re pleased to support Christina Stroud in her crusade to raise awareness of methamphetamine (aka P) and share the responsibility to rid society of this scourge.

Christina has been helping people overcome drug addiction and has just published a book which follows her clients’ experiences through to recovery.

“You are more than this will ever be. Methamphetamine: the dirty drug” is available from Amazon.com

Christina has combined leading edge technology with age-old wisdom and a dose of common sense.

Within minutes of starting to read this book you will be gripped by the real life stories of those who fall prey to P and their inspiring recounting of how they recovered.

Whether as a user, family, friend, partner, or child of someone using, this book offers tools and strategies to make things better.

You Are More Than This Will Ever Be challenges both old and current thinking, debunks myths and makes no excuses for users of methamphetamine.

Based on her experiences working with users from all walks of life, Christina has a hard-hitting yet empathetic style that will feel as if she is in the room with you, offering support and help.

It’s a must-read and we urge you to get a copy and share it with those for whom you care.



Export to India

North Harbour-based Sealegs International has sold these four amphibious marine craft to the Mumbai Police to patrol its waterways.

This award-winning kiwi technology impressed the Indian authorities, not least for its tireless performance in hot and humid conditions when driving on land or dealing with floods.

The use of Sealegs vessels in marine policing adds to the success achieved by the company in exporting fire/rescue configured craft to countries as varied as Italy and Malaysia.

Built to European CE and U.S. Coast Guard specifications, Sealegs amphibious marine craft are marketed internationally with help from NZ Trade and Enterprise and personal interest from PM John Key, who recently visited the Bush Road facility to meet the team.



Scoring goals and protecting clients



"At ILG, we believe in promoting excellence in business and being part of the local community."

Greg Frittelli – ILG

ILG – the Insurance & Lending Group – began in 2000 when founder, Greg Frittelli, joined AMP as a financial advisor. ILG established its North Harbour base in 2003, and focused on the North Shore market.

South African-born Greg, pictured, has always maintained a successful work-life-sports balance. Married with three children – aged 14, 19 and 21 – he lives in Forrest Hill, works in Paul Matthews Road and coaches the North Harbour men's hockey team which has just won the premier National Hockey League. A first class hockey player in his native land, he's coached at all levels.

Fittingly, the North Harbour hockey team is based at the Crown Hockey Stadium – proudly supported by another NHBA Gold Sponsor.

A former NHBA board member, Greg has chaired the Carmel College Board of Trustees for the past five years.

ILG caters for North Shore businesses and specialises in Kiwisaver.

The all-rounder also covers general insurance as well as catering for life, trauma and income protection needs of their more than 3000 clients, a substantial number of which are North Shore based.

The group has a diverse client base ranging from the typical "Mum and Dad" wishing to ensure their own wellbeing and that of their children, through to large international companies wishing to protect the assets, income and future of their businesses and staff.

FYI's August edition introduced ILG as one of the nine NHBA Gold Sponsors.

NORTHSHORENCE
the best insurance for SHORE

– working to your advantage

Northshorencence TM was developed when ILG approached leading insurance firms and lobbied for a package just for North Shore businesses – reflecting our area's lower crime rate.

Greg Frittelli successfully argued that this meant that North Harbour businesses were a lesser risk than elsewhere and, therefore, deserved lower premiums.

As a result, North Shore businesses achieved:

- BOTH lower premiums AND lower excesses;
- Increased limits for customer inclusions (for example, cover for money on site is \$10,000 rather than the normal \$5,000);
- Wider range of cover (for example, mobile phones and laptops are covered); and

- Wider range of coverage compared with that which is generally available in the market.

"At ILG, we'll go the extra step and even complete claim forms for clients," says Greg, a proud new Kiwi and advocate for his fellow North Harbour entrepreneurs.

• For more information, please visit www.ilg.co.nz.



Prime Minister John Key met Neil shortly after Naturally Organic was named as one of the two E2theMax North Shore Business Challenge 09 winners.

Naturally Organic

It's clear to anyone who meets Neil Thomas of Naturally Organic, that he loves his work.

And it's just as well. The business he owns and operates with wife Karen plus 10 full-time and six part-time staff is a hive of activity. Their retail store in Rosedale Plaza is open six days a week and a thriving on-line business operates 24/7 at www.naturallyorganic.co.nz.

Years ago, the idea of proclaiming that everyone deserves to eat healthy foods that are pesticide free was considered quite 'out there'. But many people now choose the personal and environmental benefits of organic food and more natural products.

"Philosophies such as sustainable farming methods ensure that for future generations, the land will continue to produce an abundance of crops," says Neil.

"We started by offering organic fruit and vegetable baskets from a warehouse in Albany in 1998 then established our retail store, which is now at full capacity."

● For more information please visit www.naturallyorganic.co.nz or, for more on E2theMax, please email jacqui@e2themax.biz

First out of the blocks

Local recruitment company Blackcat Consulting was the first out of the blocks to help drive Louise Corcoran's bid for gold at the 2010 XXI Winter Olympics.

Thirty year-old Louise will represent New Zealand next February in Vancouver, Canada, in the high-risk, high-speed sport of skeleton racing (remember the June issue of FYI?)

Blackcat director Andrew Harris was among the audience at a recent NHBA breakfast function when Louise outlined her Olympic dream and appealed for local sponsorship.

Andrew and his wife/business partner Jacqui met Louise within the week to offer their support.

"We were impressed by Louise's down-to-earth style and phenomenal work ethic," said Andrew and Jacqui who, together, run one of the region's most successful executive recruitment consultancies.

"We love to encourage people to push themselves to the limits to achieve their true potential and make their dreams come true. Professionals dedicated to improvement, inspiring others to give their very best through challenging and rewarding career choices.

"We are a people business after all," said Andrew.

NHBA general manager Gary Holmes praised Blackcat's speed in identifying a rare

talent – a skill that has, in the professional world, served the recruitment company's clients well.

"We're right behind Louise's race for gold and the glory it will bring to North Harbour and New Zealand," he said.

"It's not too late for other companies to get on board and be part of what should be a history making competition for Louise and New Zealand.

"This opportunity is particularly attractive for companies seeking exposure in Europe and North America and who may be in the telecommunications or freight industries," he added.

● For more information please visit www.nhba.org.nz and www.blackcatconsulting.co.nz.



"We love to encourage people to push themselves to the limits to achieve their true potential and make their dreams come true."

ANDREW HARRIS
– Blackcat Consulting Ltd





Harbour Function Centre offers NHBA members a **30%** room hire discount throughout 2009

Function Centre a firm favourite

The ever-flexible Harbour Function Centre at the heart of our multi-purpose North Harbour Stadium has a new feature named in honour of one of Harbour's favourite sons.

The Ross Finlayson Executive Suite is named after one of the founding fathers of both the 25-hectare facility and the Harbour Club – which has invested more than \$1 million in the city's young people through the annual AIMES Awards.

Ideally located on our doorstep, the venue offers 12 different meeting rooms for a special experience within North Shore's

premium sporting and community facility.

With free parking for 1100 cars, it offers all the advantages of meeting off-site – uninterrupted comfort, a fresh environment, the opportunity to energise your staff and focus on your business goals.

The function centre caters for everything from small meetings in a luxurious private suite – to the ASB Lounge for large conferences, breakfasts, awards dinners,

product launches, trade shows and exhibitions for up to 1500 people.

As you would have read in FYI before, the venue offers high-speed wireless internet with both inside and outside breakout options available.

● For more information, including our new brochure, please contact Emma on 414 0156, or visit www.functioncentre.co.nz

WINE CLUB

Whether it is a couple of bottles for dinner or sale/return for a company function, the NHBA Wine Club is here to help with all your wine requirements. We can deliver to your door or you can pick up your order from 3/12 Beatrice Tinsley Crescent.

THIS MONTH'S SPECIAL:
Devil's Backbone Pinot Noir 2006: RRP \$30;
Our Price JUST \$18.50

"One of the best pinots that we have reviewed this year let alone in this tasting. The earthy and dense fruit aromas are followed by ripe and juicy cherry fruit which has excellent concentration and consistency. The tannins are bold and perfectly balanced whilst the finish is smooth and persistent." 5 STAR 2008 – TiZWine.com Top Tip Award



www.nhba.org.nz/wine



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