



FTMA Newsletter Autumn 2021

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Word from Chair: Dan Howe

I hope that everyone has had a good start to 2021. It is hard to believe that already the first quarter is behind and soon enough winter will be upon us. Hopefully this year will have less interruptions than 2020 and the construction market appears to be staying strong for the immediate future at least despite some timber shortages and uncertainty over the tax



deductibility of interest costs on investment property. A couple of insights into trends in residential building demand are presented later in this edition.

As I look back on the last 6 months since I have been in the Chair role at FTMA, I believe that we have made good progress on our goals to make FTMA more useful to our members and better connected with the wider construction community. We have formed our executive group into a number of sub-committees to focus on specific areas and I think that this structure is working well.



TRAINING: As detailed further down in this edition, I am proud of the contribution that FTMA has made to the increased uptake of frame and truss apprenticeships particularly in the period since August 2020. We have engaged actively with BCITO and a number of the FTMA executive members also act on the National Advisory Group for vocational training. While we certainly can't take all the credit, it has been a good effort. I particularly am appreciative of the support that we have from BCITO.



SAFETY: As frame and truss manufacturing plant operators, safety is always a top priority. Worksafe have had the foresight to appoint specialists to assist industry and we have made contact with the current Engagement Lead for the Manufacturing Sector. There are a number of challenges coming in safety management such as reduced Worker Exposure Standards for airborne wood dust. Now with a reliable industry sector advocate and contact in Worksafe we will be better able to have our say and negotiate outcomes.



SUSTAINABILITY: Alongside safety, I see that sustainability will increasingly become a key expectation of our industry. However I am thinking of practical and real world steps and not pie in the sky aspirations. If we can do better at basic matters such

reducing our wastes and energy usage it can mean lower costs and more profit. Key issues are plastic packaging and wood off-cut wastes. As an association, we have joined the New Zealand Sustainable Business Network and I look forward to bringing some examples and doable initiatives to you shortly.



NETWORK: We are also reaching out to other relevant industry associations and organisations to expand our network and improve communication and understanding between different sectors. For example, we have had initial discussion with the Association of Wall and Ceiling Industries (AWCI) which was very well received. At least in the residential sector, virtually everything that their members do is applied on a timber frame or hangs from a timber truss. In another example we also made contact with the Registered Master Builders Association. We are not intending to supplant relations that FTMA members have with their builder clients, but for high level industry issues we believe that it is beneficial if there is a point of contact between our groups for information exchange and problem solving. Again, our approach was received positively. We will advise you of further developments in this area shortly.

Finally, another reminder of our national conference coming up 7-9 September at Te Papa Museum in Wellington. As a bonus, Pryda and Mitek will be running workshops in the afternoon of the 7th so it will be a great opportunity to have some of your technical people and detailers along. Further details of the workshops will be released shortly.

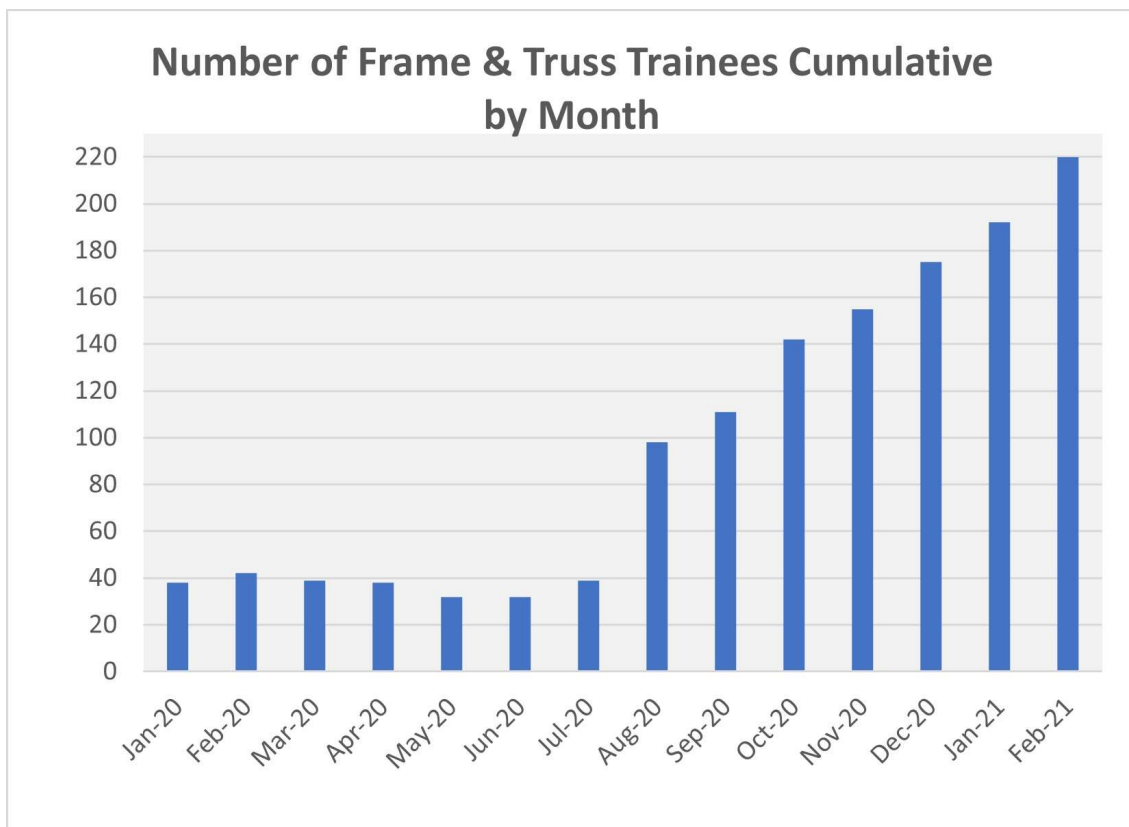
All the best to our members for now and do not hesitate to contact us for support or suggestions of what we could be doing for you all.

Dan Howe

FTMA Executive Chair

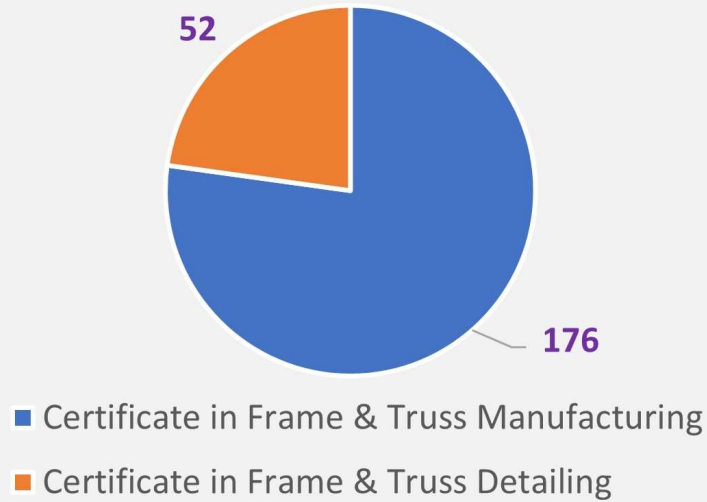
Frame & Truss Training – Great Growth in 2020

Helen Hines-Randall of BCITO presented a summary of 2020 apprenticeship uptake and some other metrics to the FTMA executive group meeting in February. The news is very encouraging. No doubt the free fees for the courses and boost funding (for Frame and Truss Detailer certificate) helped a lot more people sign up to earn the qualifications. Even very experienced frame & truss manufacturers have registered and, in many cases received their certification that recognises their skills and experience. The strong growth in frame and truss trainees since August 2020 is seen below.

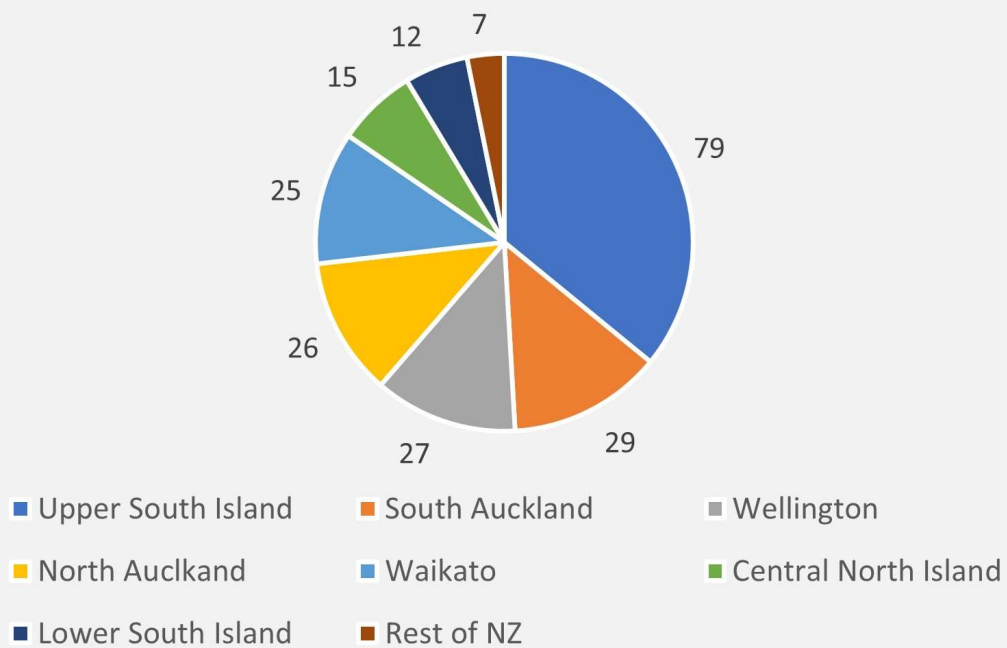


As of the beginning of March 2021, there were 220 registered trainees. Make up of the trainee group is shown below.

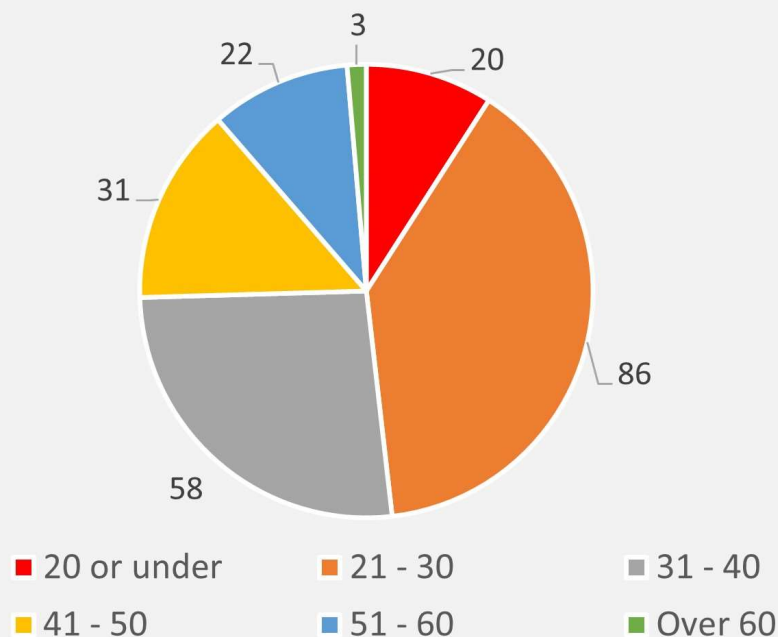
Frame & Truss Certificate Type Composition as of 1 March 2021



Frame & Truss Trainee Composition by Region as of 1 March 2021



Frame & Truss Trainee Composition by Age as of 1 March 2021



It is good to see lots of young people in the cohort. The only possible downside is the lack of women in the training so far. Of the 220 trainees, only 7 are women so where possible it is important to encourage the women in your staff to have a go at doing an apprenticeship.

In other news on training, the Level 4 Frame and Truss Detailing certificate will be upgraded to a Level 5 Timber Structure Detailer diploma which is a good recognition of the skill and expertise required in the roles. Note that unfortunately the Level 5 diploma will not attract the Level 4 boost funding from the Ministry of Social Development. Also keep in mind that time is running out on the MSD boost funding for Frame and Truss Detailing so act quickly to take advantage of this generous support.

Do not hesitate to contact Helen Hines-Randall of BCITO for any questions regarding BCITO training support. Helen can be contacted on 027 614 1003 and email at helen.hines-randall@bcito.org.nz.

Workplace Literacy & Computer Skills Training

FTMA has partnered with The Learning Wave to promote literacy and skills training that are vital in the



modern workplace. With automation and digital interfaces taking an increasing role in modern workplaces, development of these skills is essential for individual and company success.

Funded Frontline skill development programmes:

Literacy development: The Learning Wave are offering members funded skill development programmes via the Workplace literacy fund. This funding is open to all NZ residents who need support with the workplace literacy confidence and capability. Programmes run in groups of 6-8 staff during normal work hours – over 16 weeks and are developed to meet the needs of your frontline staff and business to help them perform better.

Building digital capability: The Skills Shift programme has been designed for to introduce the idea of automation within the context of the manufacturing industry and build confidence to develop digital mindset and skillsets. Run as 9 x 3-hour workshop sessions over a 15-week period with a Micro credential available.

Contact David O'Connor via davido@thelearningwave.com or 021 772 122 for more details or to discuss the needs of your business and staff.

Women & Leadership New Zealand Scholarships



While still on staff training and development, Women & Leadership New Zealand are providing another round of scholarships to support participation in one of three leadership development courses designed for emerging through to senior leaders.

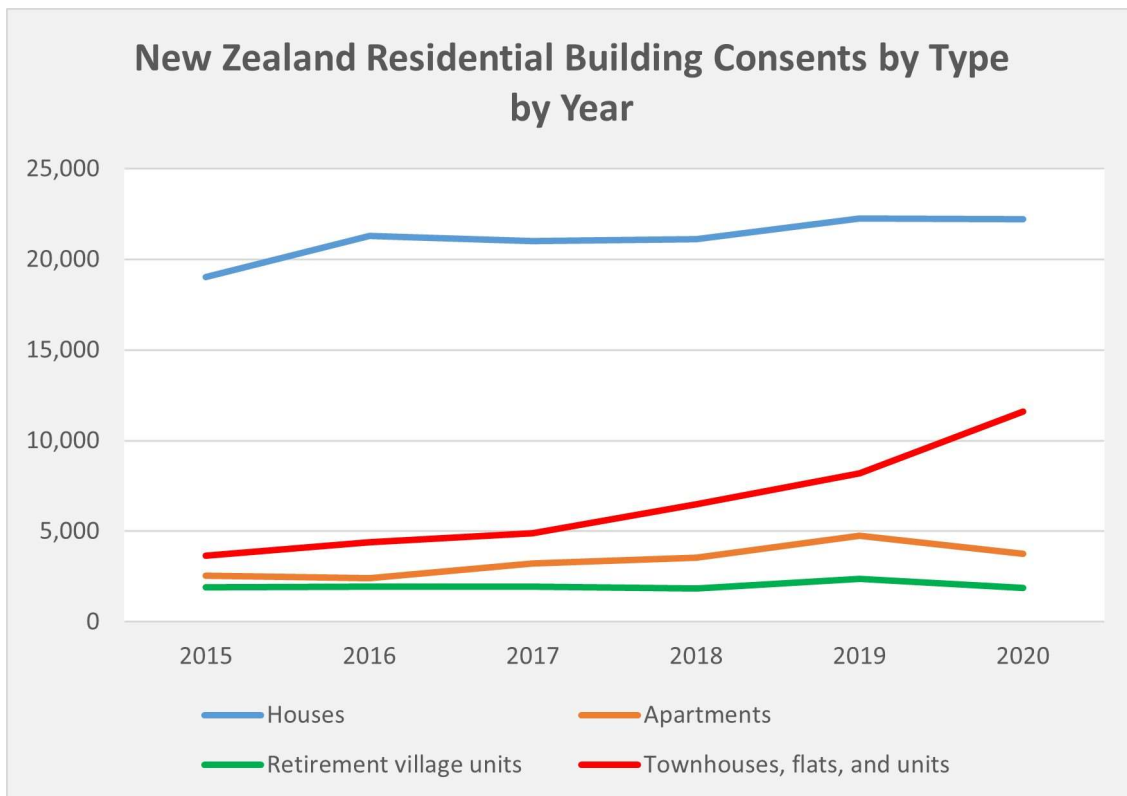
The BCITO data shows that unfortunately relatively few women are taking up training in frame and truss skills so this is another option to encourage women to take a larger role in our sector. The current round of scholarship funding must be allocated by the end of June 2021.

Expressions of interest are being accepted **until 18 June** (unless allocated prior) via this [link](#). For more information, visit the [website](#).

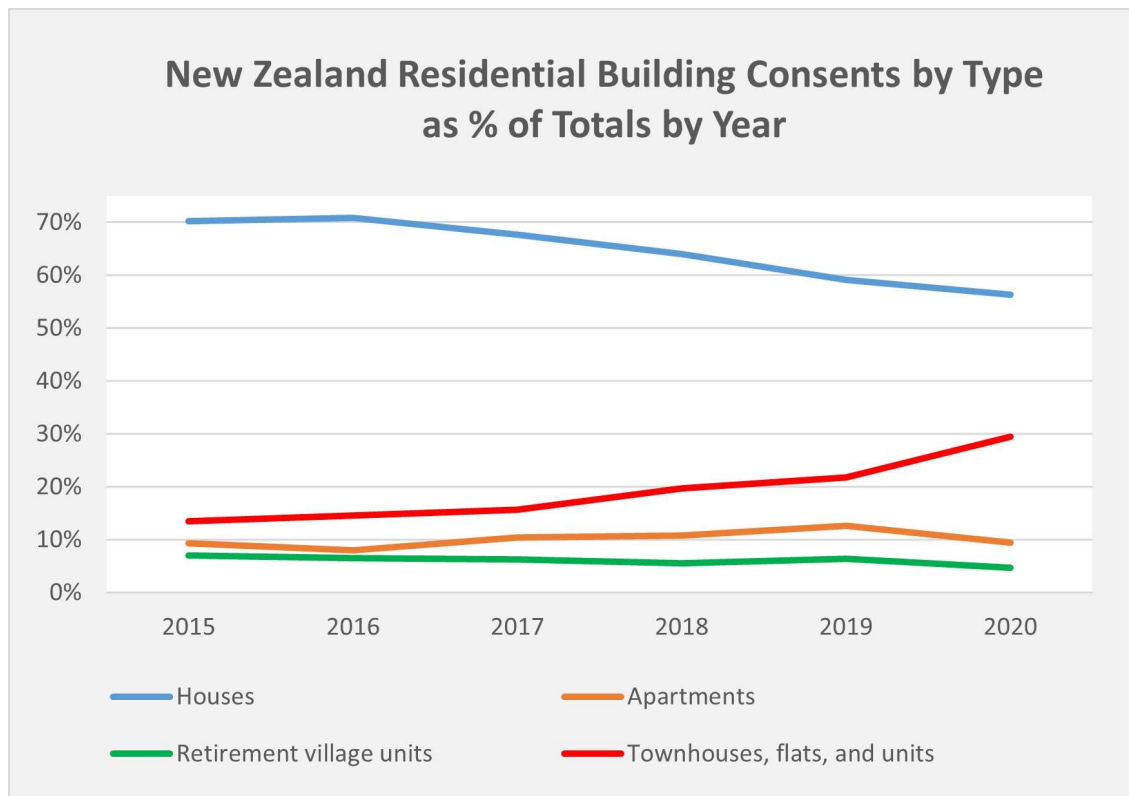
Residential Building Consents – Clear Trends

Stats NZ have updated the residential building consents data for the year ending December 2020. It tells an interesting story that we might all expect, but the details of which provide a few surprises.

Total residential building consents issued for 2020 were 39,420 which is up on 2019 and previous years. However, detail of the consents over time is showing a trend as shown below.



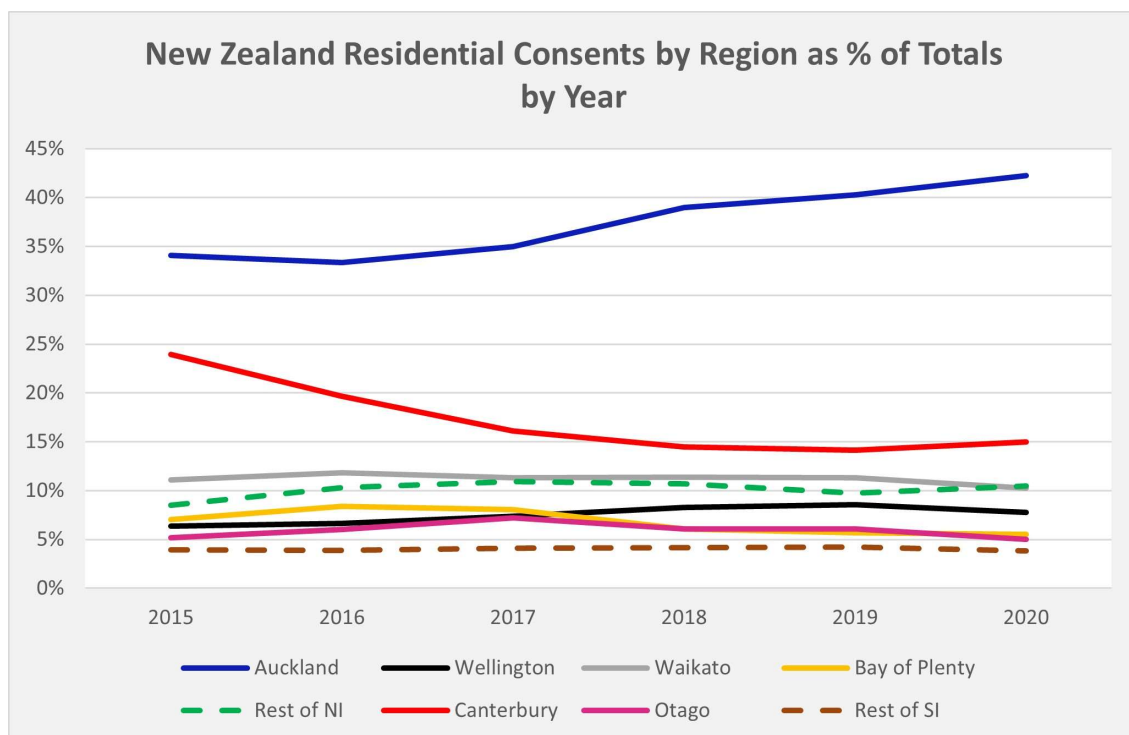
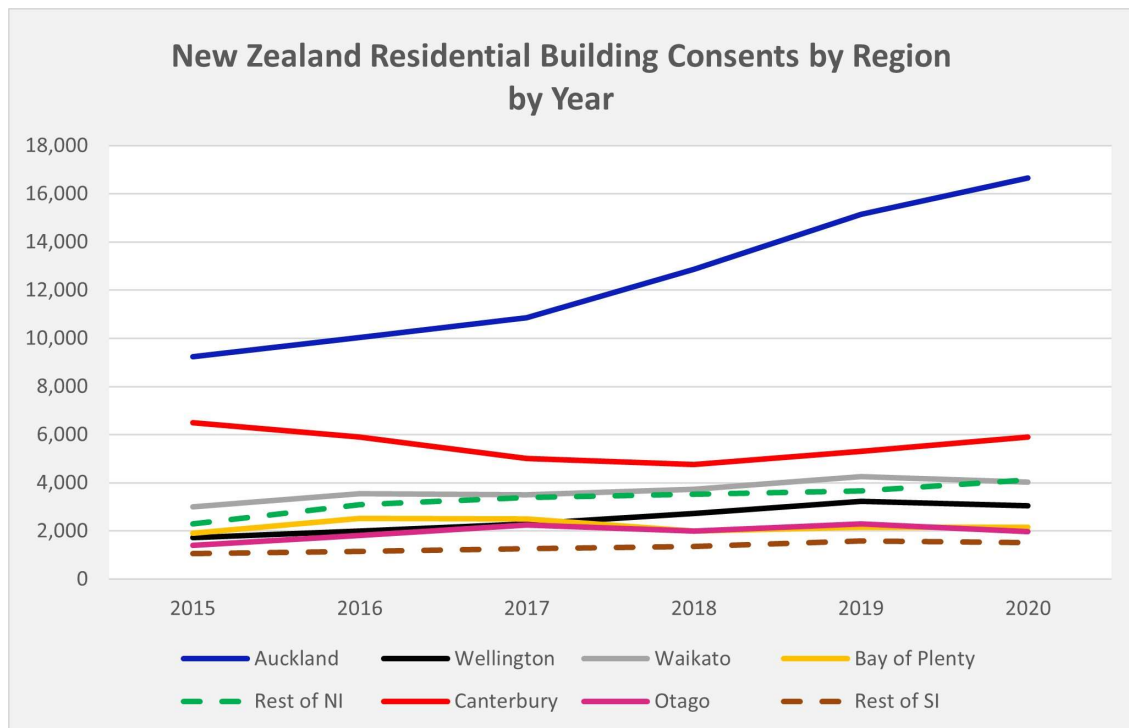
The strong up-tick of townhouse consents (dwellings with common walls only) is evident. However, when the data is expressed as % of total consents in each year, you may be surprised.



While free standing housing is still the largest sector and consent numbers have grown, its % proportion of the total mix is diminishing.

The rise of townhouse type development may have some implications for the frame and truss sector as in the demand for more common walls between units with noise and fire spread abatement requirements. This is an environment where we may be able to work with planners and developers to introduce more standardisation and lower costs. We need to be working closely with other parties who can help us develop innovations and solutions for these requirements.

Another view of the data by the regions reveals a very clear picture. Our largest city Auckland is the big mover and looks like further strengthening that position.



So while the Auckland region traditionally represents the largest block of consents as may be expected, it is also the case that Auckland's % share of the total consents is increasing.

For all the data including non-residential building consents see the [NZ Stats website](#).

FTMA membership fees for the 2021 / 2022 year & payments by credit card

Given the strong sector recovery since the initial COVID lockdown and disruptions early in 2020, the normal fabricator member rate of \$750 + GST per site will apply for the new period starting July 1, 2021 to June 30, 2022. Fees for corporate and industry associate members will also revert to the normal rates as advised. Please contact Peter Carruthers of Member Services on 021 912 977 or via member.services@ftma.co.nz for any further information or clarification.

We can now process membership fees and other payments by credit card which may be beneficial for some members. A 3% transaction fee is added to credit card transactions. Please contact Baldish Kaur on 021 894 070 or via admin@ftma.co.nz if you would like to arrange credit card payment for the 2021/22 membership year.

Legal Eagle Corner

Over time some members have presented a range of legal and business problems to the FTMA executive and asked for guidance or advice on how to deal with them. The FTMA is not able to provide legal advice to members and if a member has a dispute with any party then they need to seek their own legal advice as required. The FTMA is also very conscious of its obligations under competition laws not to provide advice that may be seen to lead to agreements between competing members.



Whilst not being able to provide legal advice, from time to time the FTMA may comment on common business issues and provide general guidance. Recently a member approached the FTMA after being asked to sign a construction works sub-contract or sub-contractor warranty agreement. Construction works sub-contracts generally relate to on-site building work. The FTMA has been consistent in its approach with Government and Councils that the fabrication and supply of frame and truss is the supply of a building product. On that basis, the FTMA's view is that construction works sub-contracts are generally not an appropriate form of contract for the standard supply of a building product.

Members should obtain their legal advice as appropriate if asked to sign these agreements. The introduction of more pre-fabrication off-site (including the impact of the modular components regime) may also result in changes to the appropriate contracting arrangements.

Other examples include disputes resulting from errors such as from incorrect detailing. There is no easy answer to these problems and the resolution may depend on a wide range of factors such as your terms of trade, any specific warranties in the supply agreement or contract and statutory responsibilities to your customer including whether the claim originates from your direct customer or a party further down the supply chain including the end consumer. The FTMA is not able to advise on specific disputes but some simple steps for members to consider are:

- Have a good commercial lawyer familiar with the industry prepare or review your terms of trade.
- Make sure your customers agree to your terms of trade.
- Obtain legal advice if you are asked to sign the customer's agreement.
- Negotiate and resolve with the customer any areas of uncertainty in the plans or specifications before commencing work.
- If a problem is encountered, respond promptly but be careful with communications to the customer before all the facts are known and seek legal advice if the matter cannot be resolved simply.

As is often the case in commercial matters, the importance of the ongoing relationship with the specific customer is also an important consideration along with potential costs involved. We recommend, where possible, that these types of disputes are resolved informally by negotiation rather than resorting to legal processes.

2021 FTMA National Conference



2021 Sharpen Your Vision is the National Conference for fabricators, suppliers, business owners and regulators and this is a *must-attend* event:

- network across the frame and truss supply chain
- learn about the most important issues and opportunities facing fabricators today and into the future
- expo showcase of solutions for small business, building materials and the very latest cutting edge tools and machinery.

Exciting news - we have secured Te Radar to MC, sharpen your vision and Nigel Latta is a keynote guest speaker.



The programme includes:

1. Two days of networking, learning and trade
2. A pre-conference technical training workshop for detailers
3. Icebreaker function – Tuesday 7 September
4. Gala dinner – Wednesday 8 September

Registrations open soon with early bird pricing available until 31 May. Bring your whole leadership team plus your sales and technical specialists. Partners/spouses are especially welcome.

We have secured a limited number of rooms at The West Plaza at \$165 per night
To reserve your rooms please reference **Group Reference: 481428**

Please contact [Member Services](#) for any additional information.

New Members - Fabricators



Please welcome our latest fabricator member WBG Frame and Truss based in Levin. The Manawatu-Whanganui region is seeing strong growth in residential

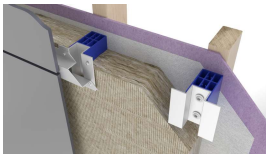
development as a flow-on from Wellington with the soon to be completed infrastructure improvements such as the Transmission Gully motorway. Steve Carson and his team at WBG Frame & Truss are keen to be helping development in the region and welcome any enquiries.

Contact: Steve Carson

Phone: 027 225 9539

Email: trusses@wbg.co.nz

New Members – Industry Associates



Technoform is a German based company operating in New Zealand since 2007 and specialising in advanced materials for the building and construction industry and other industries such as automotive and aviation. In particular they have cladding fixing and cavity solutions with low thermal bridging potential for superior thermal performance of buildings. Technoform is keen to work with frame and truss manufacturers to offer a superior solution to the market for thermal insulation efficiency while maintaining the standard cost effective 90mm wide framing timber.

Contact: Antony Hopper

Phone: 027 241 1213

Email: antony.hopper@technoform.com

Web: www.technoform.com/en



Lonza Wood Protection is a major supplier of wood protection chemicals for the wood processing and sawmilling industries throughout the world. In particular, Lonza is the leading provider of glue line based preservatives for the treatment of engineered wood products such as LVL and plywood commonly used in New Zealand.

Contact: Pedro Gelid

Phone: 021 500 220

Email: pedro.gelid@lonza.com

Web: www.lonzawoodprotection.com/apac



Hiandri Solutions will be well known to FTMA members with their innovative yet simple system for raising frame bottom plates off the floor hence reducing water absorption and potential for degrade of the timber among other advantages. Alan Dick and the team would be more than pleased to talk to FTMA members about pre-installation of Hiandri spacers on your frame sets.

Contact: Alan Dick

Phone: 027 442 5238

Email: alan@hiandri.co.nz

Web: www.hiandri.com



Hexion is a diverse multinational specialty chemical company serving a wide range of industries. In New Zealand their range includes resins, adhesives, polymers and sealants used in the manufacture of engineered wood products and composite wood panels. Hexion is keen to work with FTMA to help build better performance into wood-based construction products and to find solutions for some of our waste and recycling challenges.

Contact: Bobby Kanji

Phone: 021 506 980

Email: Bobby.Kanji@hexion.com

Web: www.hexion.com

FTMA Executive

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