#CUTTING EDGE

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FABRICATOR WORKSHOP















Don't Miss Out on Conference

We have a fabulous line up of speakers at the Fabricator Workshop and Conference. Don't Miss Out. Here's just a few of the speakers we have organised:

Fabricator Workshop

Manoli Aerakis will share how to run a smarter, better business and inspire you to achieve your goals.

Matt Forbes- Owner and award winning fabricator from Matt's Motortrimmers, Matt will be running a patterning workshop and sharing techniques that he uses **Sewingtime NZ** - Learn tips and tricks of maintaining your sewing machine **Gethin Sladen and Lyndon Tamblyn** will be sharing tips and tricks of joining your products

Conference Sessions

Pic Picot - Founder of Pic's Peanut Butter will share his story of turning something so ordinary into an experience you won't want to miss

Mark Greer, a business owner, coach and mentor will share how to work on planning, training, empowering our team and effectively building a better business

MAST - Chris van der Hor and Joe Daw will share what our learners and their employees should expect and what the future holds for our industry qualifications

Continued on page 6

Issue Sponsored by: REID &



Issue Highlights

- Conference Speakers
- Meet the Executive
- OFPANZ Challenge
- Recruitment Strategies
- Member News
- Supplier of the Year
- Making Your Business
 More Secure
- The Sick and the Isolating
- Annual Conference Details
- Sponsor Profiles



OUTDOOR FABRIC PRODUCTS

President's Corner

Kia Ora Everyone

The year seems to be flying by at a rate of knots. Hopefully everyone has had a fantastic summer around the country.

Conference is just around the corner, 30 June – 2 July, so time to get registered if you have not already, the programme is looking great with fantastic speakers who are passionate about sharing their expertise with you. For those of you that have never been, conference is a great place to network so make sure we see you there.



We will be following the guidelines of the government has set out in the traffic light system. At this stage we are in orange which means vaccination passes are not required, and masks are optional in our private indoor setting. Masks are encouraged to be worn in the public areas of the hotel.

The trade show will run most of the day on Friday. Some of the suppliers have new things up their sleeves so be sure to come along and if you are local to Nelson, send your teams! The tradies breakfast is put on for all industry members, so come along, have a feed and enjoy what is on offer.

This year will be the second time we have run a fabricators workshop. Sessions offered include sewing machine maintenance, a patterning workshop and a session put on by the boys at Terry Apparel. We have a great session lined up with a local business mentor and a fun icebreaker to show off your skills. This is a great opportunity to get your hands on the tools and pick up a few tips and tricks.

Entries for the Awards for Excellence are in and from what I hear the judges have their work cut out for them. I look forward to seeing what everyone has been up to and some of the awesome projects people have undertaken.

Apprentices should be up and running now under the MAST system and everyone should have had a visit from their Field Advisor by now. Work is still being done to push for an early review of the level 4 qualification so it can be redesigned to be more relevant to the modern industry and its requirements. Its important we get the level four sorted to provide trainees an opportunity to gain an apprenticeship through the qualification and help incentivise people into the industry.

Have a great May and June and we will see you very soon.

-Daniel Taitoko, President OFPANZ, 2019-2022

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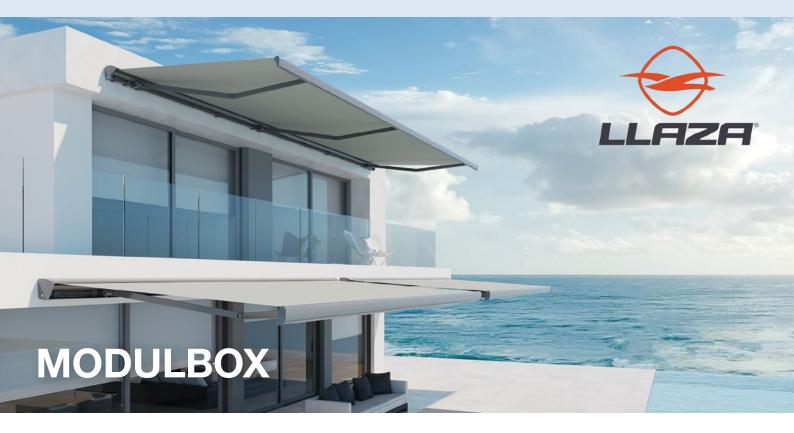
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LLAZA MODULBOX FULL BOX

This model features a full cassette box which provides protection for the awning fabric and arms when closed and a streamlined profile.

BENEFITS FOR THE END USER

- Compact design for easy integration. The cassette configuration protects the fabric and the arms.
- The aluminium covers offer a greater protection and durability.
- Option of adding pitch control (Open model only) this allows the adjustment of the pitch from 0-45 percentage to maximise the shade protection.

Don't forget to follow us on facebook! Find us on PReid & Twiname



LLAZA MODULBOX OPEN

This model is a simple cost effective lateral arm awning. An optional pelmet is also available to assist with fabric protection.

BENEFITS FOR THE PROFESSIONAL INSTALLERS

- Easy and simple regulation system, in just few steps.
- Guide marks on the arm supports that assist the adjustment of the front rail connector for perfect coupling of the cassette profiles.
- The versatility of the MODULBOX-400 parts improves the stock management of components and profiles.
- Different configuration within the same model to adapt it to the needs of each installation.

Colour options are White and Matt Grey



Meet the Executive Travis Howden - H&M Canvas

How long have you been in the Industrial Textile Fabrication Industry?

I've been in industrial textiles since I left school 10 years ago.



My favourite thing about the industry would have to be the variety of work that we all do. It still amazes me today that 10 years later I'm still learning new things all the time.



What do you find the most challenging?

Currently, Covid-19 is proving to be a little bit fun but I'm sure we all have that problem. However, pricing is proving to be difficult when clients expect things to be cheaper because they see the Mitre 10 pricing and think our products are the same quality.

Why did you join OFPANZ?

I joined OFPANZ to be able to keep up to date with what's going on in our industry it's very easy to lose track of what's going on in our ever-evolving industry.

What would you say the main benefit is of being a member of OFPANZ?

The advice and knowledge you can get from other members of OFPANZ is huge. Having so many talented people all in one place, you just can't beat it.

Why did you join the Executive?

I joined the Executive to help give back to the trade. It's always good to get involved in making decisions about a trade that's been something I've done all my life.

Is there anything else you'd like to share with our members?

Well, 2021 was one hell of a year and at the time of writing this (March), 2022 is looking well not much better, to be honest!... Stay kind and look after one another, keep on doing what you do best. The umbrella of things our industry does is amazing. I look forward to catching up with you all at the conference. (fingers crossed)

The OFPANZ Challenge - 1st July 2022

Every year at conference we have a friendly competition for the OFPANZ Challenge Trophy. Our them this year is Turning the Ordinary into Extraordinary. On Friday 1st July we will travel to Pic's Peanut Butter World - the home of all things Pic's Peanut Butter. There will be delicious food on offer, the chance to tour the factory and tastings as well.

You will see where they turn something as ordinary as a peanut into the world's finest peanut butter.



So what's the challenge you might ask? A fancy dress challenge of course. To suit those who might not like dressing up we are giving you two options. 1) Come as something ordinary OR 2) Come as something extraordinary.

There will be judging, a trophy for the region with the best costumes AND maybe even a prize for the best dressed.

We look forward to seeing how original you are.









Recruiting Strategies

A recent Facebook post in our Members Only Group shared that recruitment strategies that have been used in the past might not be working now.

Chilli Factor Jobs NZ suggests that if you are having trouble attracting top quality applicants for jobs, it might be time to rethink your advertising campaign. Sit down with your management team and also your employees and think about the target audience for the job opportunity. Here are some questions to consider.

1. When thinking about a suitable applicant, think about someone who is either currently in the role and is successful or someone who has had that role before. What was it about the role that appealed to them?



- 2. What is it about your company that you and your staff value?
- 3. Where does your ideal candidate "hang out"? Are they on social media? Facebook, Instagram, TikTok? Make sure your social media pages and website are updated so that when someone is doing research about your business, they see the most up to date information.

Your current employees are your ambassadors.

Have you considered offering a referral programme to your employees who refer a successful candidate to the role? According to a survey from Indeed, 74% of employers said candidates sourced from employee referrals were extremely qualified for the role. An employee referral programme can do a number of things including, improve the quality of new hires, increase employee retention and save money and time on the hiring process. A referral programme could be as simple as offering a "finders" fee for the person who has referred the successful new hire after they have been on the job for a specified amount of time.

Put your best foot forward

When you do start receiving applications for the role, treat them as if they were your customers. Be respectful of their time. Communicate clearly with them. If you are not going to interview for a few weeks, let them know. Be hospitable, and make yourself available for questions. Remember candidates are interviewing you just as much as you are interviewing them so make sure you are putting your best foot forward.

Where to advertise

Post information about the job on your local Facebook Jobs Board. Most regions across New Zealand have one of these, you just need to find the right one. If the role is entry level, contact your local high school and let them know about the great opportunity you have for someone keen to learn. If you are really stuck, contact a local recruitment firm that you pay a success fee to. Advertise in the local paper and any other job boards that are available in your region. You never know whose eye you might catch.

Think about this

Many people in our industry happened upon their first job by accident. Someone saw potential in them and invested the time to train them in what they needed to know. When you do find a keen, eager to learn person, make it worth their while to say "yes" to a successful career in canvas fabrication.



New Members



IMS New Zealand Limited has recently joined OFPANZ. Richard Lane decided to join OFPANZ because he is new to the Canvas industry and wants to learn more. One of his colleagues comes from the industry and Richard wants to become more familiar to support his colleague. He is looking forward to gaining industry knowledge and learning the code of etiquette and opportunities for their business to grow. Thank you Aaron Brereton for referring him onto OFPANZ.



Welcome back to OFPANZ, Caleb Hill. Caleb started Adventure Canvas Ltd to combine his work with his passion for the outdoors, Adventure racing and Multisport racing. His philosophy is simple. "Enjoy what you do. Take pride in your work and look after your customers". He is looking forward to continue to be part of the OFPANZ Community.

Sign Writing



Matthew Hibbard has been a member of OFPANZ for a little over a year now. Fabric Solutons has over 17 years experience as a sail maker and marine trimmer including work in America's Cup and Volvo Ocean Race Campaigns. Last year, the entry, Flybridge Clears, and Cockpit Enclosure

for Riviera won the Award for Excellence in Marine Fabrication. Last month, Matt contacted OFPANZ to get a high resolution logo to put on his new sign written car. These are the results. If you are in or around

the Bay of Plenty, pop in and say hi to Matt. Hopefully the sign writing attracts even more award winning business your way Matt.

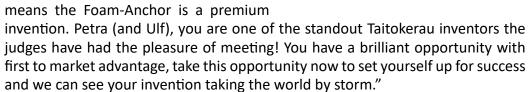


Foam Anchor Wins Award

Earlier this year Northland Inc was delighted to present the Northland Inc. Innovate Northland Special Commendation Award to Petra from Foam Anchor Limited.



Judge's comment: "Foam-Anchor is a fantastic innovation. Its simple design and effortless execution, while easy to install,





Conference Speakers (Continued)

Jan Thornborough from Intelligensia will share with you about the cyber threat landscape for New Zealand businesses, who are the attackers, why they want to attack your business and practical steps you can take to make your business more resilient to cyber-attacks

The Shade Doctor will share with you tips and tricks for maintaining shade structures

Douwe Hoogstra from Love Your Business will share the Be Bold Mindset philosophy and toolkit. "It's not the great business plan but rather the mindset that will make things happen" he says.



Supplier of the Year Award

The suppliers in our industry are truly passionate about keeping the industrial textile fabrics industries

progressing forward. They are continuously looking for products that will help fabricators do their job more effectively, efficiently and with more sustainability in mind. Each year any business who enters the Awards For Excellence MUST complete a Supplier of the Year Survey, however it is also open to members who do not enter awards.

We would love to see more participation this year than we have ever had in the past. We have worked with our supplier representatives to simplify the survey. Please take a few minutes out of your day to complete it Go to https://www.ofpanz.co.nz/supplier-of-the-year-2022/



The last day to fill in the survey is 1st June 2022.

Making Your Business More Secure

Keeping your business secure online can feel overwhelming – especially if your expertise isn't in tech. The good news is that implementing just two easy steps can go a long way towards protecting your business accounts from cyber security risks. The two easy steps are:

- 1. a long, strong and unique password
- 2. an extra layer of security, by turning on two-factor authentication (2FA) in the account settings.



What's 2FA?

Two-factor authentication (2FA) is a powerful yet simple-to-use security step that helps keep attackers out of your email accounts, bank accounts, financial systems and customers' data. CERT NZ reports that at least 65% of cyber security incidents reported could have been prevented if 2FA was in place. That's a lot of protection from a simple step.

How does 2FA work?

When you attempt to log in, 2FA requests a uniquely generated code, which is sent to your phone or provided by an authenticator app. 2FA can also be a biometric input, like a fingerprint, prompted by an authenticator app when logging in. This means even if someone else gets hold of your username and

password, you have a second layer of security to keep them out.



How to turn on 2FA

You can set up 2FA on most of your online accounts, like your bank, email and social media accounts – it's usually found in the account's security settings. Alternatively, check their website for how to turn it on.

The Sick and the Isolating

Staff catching COVID-19 or becoming a household contact and having to isolate is probably the biggest challenge for businesses currently. Few businesses remain totally unaffected.

If a staff member has tested positive for COVID-19 whether symptomatic or not you are sick by definition, and sick leave applies. Payment for that will depend upon the staff's current sick leave entitlement. They have to self-isolate for 7 days after the day their symptoms started or the day that they got tested if they don't not have any symptoms. They can self-release after this providing they have no further symptoms. They do not need to await an official text message nor take another test. The advice is that RAT tests often still show a positive result at this point, but the person is no longer considered infectious.

If they are a household contact they still need to self-isolate as above, unless they can work as a bubble of one (see below). However, unless they test positive or have symptoms they are not 'sick' and this falls outside the qualification for any sick leave entitlement under employment law. As such this is beyond the employer's obligations for payment unless the person can perform their role while self-isolating.

Both scenarios above still potentially qualify for an employer application for the <u>Leave Support Scheme (LSS)</u>, and in good faith and consultation could be applied for.

Once someone has had COVID-19 they do not need to isolate again for 3 months if someone else in their household tests positive during that time.

Proof

If someone is COVID-19 positive they need to register it with the Ministry of Health either by using the online My Covid Record or phoning the Government helpline on 0800 222 478. Upon registering the result they will receive a confirmation txt from the Ministry of Health (txt # 2328 or 2648).

You as an employer have an onus of proof and justification to obtain and keep records for your compliance with any application for the LSS and Health & Safety of your staff and business operation. You are justified in asking an employee to prove the same if you suspect their claim be COVID-19 positive is not entirely true.

For more information on registering RAT test please see the following Government site: https://covid19.govt.nz/testing-and-tracing/covid-19-testing/report-your-rat-with-my-covid-record/

Bubble of One

Household contacts are currently permitted to continue working under Phase 3 of the Omicron response provided the following can be adhered to:

- Mandatory mask wearing
- No customer interactions
- Worker is vaccinated against COVID-19
- Works alone
- Eats/takes breaks/toilets alone
- No symptoms

If you intend to ask staff to attend work as a household contact under these circumstances we would strongly recommend going further than this and consider the following steps also:

- Undertake your own internal risk assessment of the working scenario
- Discuss with other staff members
- Masks must be N95 or P2 compliant
- All exterior doors and windows to remain open or ajar where possible to maximise ventilation.
- Extra sanitation products to be supplied in close proximity to machinery.
- Any shared machinery must be sanitised after the use by a household contact.
- Person's workstation and all common touch points will be sanitised daily after shift complete.

If you are feeling overwhelmed by anything related to staff and wages, please contact **Employers Assistance**.



OFPANZ
CONFERENCE
& TRADE EXPO

TURNING THE ORDINARY INTO EXTRAORDINARY

30 June - 2 July 2022 Rutherford Hotel - Nelson

10.00am to 4.30pm

6.30 to 8.00 pm



REGISTER ONLINE HERE

FRIDAY, 1 JULY

THURSDAY, 30 JUNE

2nd Annual Marine and Auto Trimmer Fabrication Workshop (DETAILS IN SEP

Welcome Reception with Light Meal and Drinks - 623 In The City

Earlybird Registration Closes 31 May!

7.30am to 12.30pm	Tradies Breakfast (7:30am - 9:30am) Trade Expo Open (Rutherford Hotel)
10.00am to 10.30am	Morning tea
12.00pm	Lunch
1.00 - 2.15	Welcome
	Keynote Speaker - Pic Picot - Turning Ordinary into Extraordinary

	,	9	
2.30 - 4.30	Trade Expo Open - Sc	heduled Workshops in the Trade	e Show
6.30-10.30	Casual Dinner - Pic's I	Peanut Butter Factory	

SATURDAY, 2 JULY		
7.30am to 8.45am	Breakfast & Networking	
9:00am to 10:30am	First things First- How to build a better business by working on planning, training, empowering our team and effectively building a better business - Mark Greer, Bizdom	
10.30am to 11.00am	Morning Tea	
11.10am to 11.50am	MAST Industrial Textiles Fabrication Qualification Update - Chris van der Hor	
11.50am 12.50pm	Lunch & Networking	
12.55pm to 1.30pm	Increasing your Cyber Resilience - Jan Thornborough, Intelligensia	
1:30pm-2.10pm	Maintaining Shade Structure - The Shade Doctor	
2.20pm - 3:20pm	Mindset - Be Bold Programme, Douwe Hoogstra, Love Your Business	
3.30pm to 4.30pm	AGM/Way Forward/Afternoon Tea	
6.30pm to 11.30pm	Awards for Excellence Dinner	



Keynote Speaker, Pic Picot

Often called the "Willy Wonka of peanut butter," Pic Picot will share how he took something such as an ordinary peanut and made it into extraordinary peanut butter and rising star of the New Zealand export Scene.

OFPANZ CONFERENCE & TRADE EXPO

TURNING THE ORDINARY INTO EXTRAORDINARY

REGISTER AS A FULL DELEGATE BY 31 May 2022 AND SAVE \$75

Full delegate package includes:

Welcome reception, all seminar sessions, teas and lunches plus themed casual dinner and gala awards dinner

Early bird full delegate (ends 31st May 2022)	\$575.00	Full delegate package (from 1st June 2022)	\$650.00

NB: OFPANZ member rates quoted. Non members +20% | Contact Amanda for more than three delegates special rate

INDIVIDUAL REGISTRATIONS

Pick and choose what you would like to do:

Thursday Marine & Auto Trim Fabricator Workshop	\$50.00**	Casual Dinner*	\$125.00
Welcome Reception*	\$80.00	Gala Awards Dinner *	\$190.00
Keynote Speaker & Day 1 Supplier Workshops	\$130.00	Plus 1 Casual Dinner (if full delegate package is purchased)	\$100.00
Day 2 Workshops & Sessions	\$130.00	Plus 1 Award Dinner (if full delegate package is purchased)	\$125.00

^{*}Event included in full delegate registration | All prices exclude 15% GST and are in NZD\$

2ND ANNUAL FABRICATOR WORKSHOP

TURNING THE ORDINARY INTO EXTRAORDINARY

Thursday, 30 June | 10am-5pm Rutherford Hotel - Nelson



\$50 for OFPANZ Members \$100 for Non Members

THURSDAY, 30 JUNE		
9:30am	Networking, Morning Tea	
10.00am	Welcome	
10.15am to 11.00am	Master Fabricator	
11.10am to 12.00pm	Workshop 1 - SEWING MACHINE MAINTENANCE	
12.00pm to 12.45pm	Lunch	
1.00pm to 1.50pm	Workshop 2 - PRODUCTS THAT STICK	
2.00pm to 2.50pm	Workshop 3 - PATTERNING	
3.00pm to 4.00pm	General Session, Afternoon Tea	
4.00pm to 5.00pm	Networking, Close	



^{**}Non Member Rate - \$100

OFPANZ CONFERENCE & TRADE EXPO

TURNING THE ORDINARY INTO EXTRAORDINARY

Platinum Sponsor W. Wiggins Ltd www.wwiggins.co.nz marke@wwiggins.co.nz 0800 656 000



W Wiggins Limited has been a leader within the New Zealand industry for over 156 years. Starting from humble beginnings as a Saddlery and Leather business in Lower Hutt, to a large organisation with locations in Auckland and Christchurch. We have kiwi businesses covered from the Cape to the Bluff.

Since William Wiggins founded the company in 1866, we have continued to evolve and expand our range to meet the industry's need and kept our passion to provide high quality products and service to our customers. We are proud to provide a wide variety of brands and products from leading manufactures around the world and being your local source of support and expertise.

With an exciting future and product range across industrial textiles, outdoor fabrics, shade, screen and retractable roof systems, we will continue to develop and partner with local businesses to supply and create solutions for Kiwis across New Zealand.

Gold Sponsor Contender NZ www.contender.co.nz al@contender.co.nz 09 527 2123



Contender New Zealand was established 34 years ago in 1988. The Company offers premier collections of high performance outdoor fabrics.

Contender Sailcloth can be found at the forefront of the world's leading yachting events. These include sailcloth supplied to double America's Cup winner "Team New Zealand" and three consecutive Volvo round the world winners.

Contender continues to add new ranges to offer fabricators a wide selection of outdoor fabric solutions. Our leading ranges also include Planosol Acrylic, Nautex Marine Fabrics, Wax Converters Dynaproofed Canvas, Diamond 700 PVC, Ultra Clear PVC and Contender Sailcloth.

Gold Sponsor Reid and Twiname www.retwine.co.nz sales@retwine.co.nz 0508 222 999



Founded in 1923 and NZ owned and operated, Reid and Twiname is a prominent supplier of industrial and outdoor textiles and components. We represent known international brands as well as industry proven in-house brands and have established a reputation for quality products and superior service.

Today our catalogue has in excess of 2500 products, all selected for their quality and reliability. Our philosophy is to provide clear and detailed specifications on our products wherever possible, and these are available via our website.

We have knowledgeable Warehouse and Customer Service teams in both Auckland and Christchurch to help guide you through the many product options available.

OFPANZ CONFERENCE & TRADE EXPO

TURNING THE ORDINARY INTO EXTRAORDINARY

Silver Sponsor QCD Limited www.qcd.co.nz sales@qcd.co.nz 0800 240 040



Founded in 1959, QCD Limited are industry specialists in textiles and related hardware components. QCD are a leading supplier in the New Zealand textiles industry, we continue to invest in new products, an investment resulting in QCD securing exciting, exclusive and extensive product ranges.

100% New Zealand owned, QCD represent a number of leading global textile, shade and component manufacturers on an exclusive basis. Quality and service are important to QCD and we service our clients nationally via our Auckland and Christchurch facilities.

Innovation is a core QCD value, as a result we have created several ready-made products to assist the trade, including the development of specialist teams to help with all your textile and component requirements. We look forward to adding value to your business.

Silver Sponsor
JAK's Awnings Ltd t/a Cool Awnings
www.coolawnings.co.nz
kylie@coolawnings.co.nz
09 570 6353



Cool Awnings has been operating in NZ for more than 40 years, and have specialized in the import, manufacture and installation of retractable awnings, and the manufacture and installation of fixed awnings. We have a welder onsite, who custom makes brackets and frames for our customers.

We are the NZ agents for Helioscreen in Australia and Wo and Wo in Austria, and we offer the widest range of retractable awnings — including the Suntech retractable roof system, the Trendline quality folding arm and the commercial grade Topline awning and Topline Cassette.

Our focus on quality products has seen us grow substantially, and the personal touch is important to us, so please feel free to call us any time.

Because we install, as well as manufacture, we can provide you with excellent technical support and speedy service. We are also Somfy automation specialists.

Silver Sponsor Rainbow Shade New Zealand www.rainbowshade.co.nz grant@rainbowshade.co.nz 0508 665 665



At Rainbow Shade we are passionate suppliers of outdoor shade fabric, PVC and screen systems throughout the country. Try us out - we can bring more to your table than you may think.

We are proud to bring you the leading Ziptrak® screens, kits, and SIMU motorisation for automated home solutions, the Mehler range of high tech PVC's, Fidlock Fasteners and of course Rainbow Shade recyclable performance fabrics Z16, E32 and DriZ for ultimate protection.

As a family-owned Hawke's Bay business we like to think we punch above our weight. As a customer you can draw on our experience if any technical questions arise, and feel supported by our commitment to quality, service and integrity, and helping your business maintain a competitive edge. Contact Grant and our friendly team for a chat.

Silver Sponsor Sewintime NZ LTd www.sewingtime.co.nz sales@sewingtime.co.nz 09 525 0011



Sewingtime have been providing New Zealanders with industrial sewing machinery, backed up by knowledge, experience and technical expertise since 1986.

Our mechanics service and repair industrial and domestic sewing machinery and we supply a comprehensive range of industrial sewing machine parts, accessories and thread. With offices in Auckland and Christchurch, we make it easy for you to deal with us, no matter where you are in New Zealand.

Whether you work from your spare room, your garage or a flagship commercial premises; whether you work for yourself or employ an army of people, Sewingtime are here to support you by providing quality industrial sewing machines, related products, service and expertise that you can rely on.

When you need to find the right industrial sewing machine, the right part, we've got you covered. Proudly New Zealand owned and operated.