

THE CUTTING EDGE



Mike Cross Retires from Industrial Textile Fabrication Assessor Role after 22 Years

If you have completed an apprenticeship in the last 22 years, you will have had interactions with Mike Cross. In fact, over this time, Mike has played a part in more than 450 learners lives.

The industrial textiles industry is very lucky to have Mike. We spoke to “Crossy”, as some would call him, earlier this month to have a yarn about how he started in the industry, what he has seen during his time in the industry and what advice he has for people entering the trade.

When Mike Cross was due to leave school, he had it in his head that he wanted to be a panel beater. He spoke to the vocational guidance counselor about this and he was able to interview with a panel beater. He was asked to hold a hammer straight out for a minute. At the end of the minute he found he wasn't suited for panel beating. He was destined for another industry trade.

He did get a job working on a farm where he became friends with someone working for National Mortgage and Agency Company making tents and horse covers. Mike thought this sounded like a good opportunity and he got his first job with Alex Thompson & Sons. In 1961 an apprenticeship consisted of 10000 hours or 5 years working, whichever came first. And while he started off sweeping the shop floors, he was soon on the sewing machines starting what was going to be the career of a lifetime. (Continued on page 8)

Issue Highlights

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- 2023 Conference
- Women in Trades
- Understand Your Core Values
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OUTDOOR FABRIC PRODUCTS
ASSOCIATION OF NEW ZEALAND

President's Corner

Finally, a year free of lockdowns! Free to get back to normal....Not quite so, on reflection it's been a challenging year for a lot of businesses. Obviously inflation and interest rates sky rocketing, a war in Ukraine, fuel increases, the death of The Queen, Covid sweeping through the country taking down staff, staffing costs on the increase (if you can find any that is). Looking back, however, I consider this a positive year. This was a year of again adapting to new challenges, thinking quickly, trying new things, and making plans for the following year and years to come.



Behind the scenes we have been making some good ground with MAST and Hanga-Aro-Rau. We have been developing the new level 3 and 4 apprenticeship framework. In my opinion, its looking really good and will move the industry into the modern era of training. Thank you to everyone who has taken time out of their weeks to help out. It was a huge opportunity for us to be able to have the review earlier than first anticipated. The sooner we can get this into the next phase, the sooner we can start trying to attract new talent into the industry and start training the next generation. This cannot happen without the input and guidance of the industry, so if you have put your name forward or have an interest in helping in any way please get in contact with Amanda.

Next year will be a big year for OFPANZ with it being our 35th anniversary of the association. We have some big decisions ahead of us which will lead to equally as big changes. These will be carefully considered and planned out and we will be able to present these to you over the course of the next year.

With only a few weeks left of the year now, I hope the remainder of it isn't too stressful for everyone and that we all get through the work without too many hassles.

Thank you to everyone for your ongoing commitment and support this year and a big thank you to Amanda for all your hard work, it's greatly appreciated. Lastly, a thank you for everyone who came through to conference this year, I look forward to seeing you all next year in Tauranga 24-26 August 2023.

From all the executive and myself, Merry Christmas and Happy New Year, have a safe and relaxing holiday with your families. See you all next year.

- Mr President, Gregory Hills

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Weight	690g/m ²	DIN EN ISO 2411
Tensile Strength	3000/3000 (N/5cm)	DIN EN ISO 1421
Tear Resistance	300/300 (N)	DIN EN 53363
Adhesion	100 (N/5cm)	DIN EN ISO 2411
Cold/Heat Resistance	-45 C / +70 C	DIN EN 1876-1 IVK – PKT.5
Weldable PVDF Finish	Anti-wick yarn TiO ₂	Anti-microbial UV absorber
Flame Retardant	AS/NZS 1530.2.3	EN 13501-1 M2
Light Fastness	7/8	DIN EN ISO 105-B02

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Light Transmission	40%	34%
Radiation Transmission	36.09%	31.74%
Radiation Reflection	52.33%	49.43%
Radiation Absorption	11.58%	18.83%
G-Value	0.3908	0.366
UV Block	99%	99%

For more information contact
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Membership News

New Member - BluSky Products Ltd



Glen Davidson from BlueSky Products Ltd joined OFPANZ in August this year. "What I am hoping to achieve is to network with potential and existing customers within the marine and automotive trimmers industry."

BluSky Products Ltd is an importer and distributor of flooring solutions, interior linings, interior & exterior fabrics for the marine and RV industry. Our exclusive brands include:

- SeaDek – New Zealand’s Exclusive Certified Fabricator
- Infinity
- NuTeak
- NautikFlor
- Lonseal
- Duratred

IAA Winners - OFPANZ Members Take Home 9 Awards

For more than 75 years, the International Achievement Awards (IAA) recognize outstanding and innovative projects representing the latest accomplishments in design and manufacture incorporating specialty fabrics. The 42-category competition, sponsored by IFAI since 1946, is an excellent opportunity for IFAI members and non-members to display work, gain professional recognition and become distinguished on an international level.

The IAA’s have recognized technical skill and design excellence in projects across the industry that incorporate specialty fabrics into their design. Entries are judged by industry experts and design professionals who are individually selected for their expertise in a particular field of study or product area. All projects entered are automatically listed in the IAA online gallery which is promoted year-round. Grow your brand, showcase your talent, and get the recognition you deserve!

This year OFPANZ Members received 6 Awards for Excellence and 3 Outstanding Achievement Awards. They were received in the following categories

Advanced Textiles

Automotive & Aerospace

Award for Excellence
Hawkes Bay Trim & Canvas
5 Window



Recreational/Extreme Sports Products

Award for Excellence
Awnings Blinds & Covers Ltd
Trampoline Park



Awnings & Canopies

Exterior Shades & Screens

Outstanding Achievement
Shade Plus
Motorised Ziptrak Blinds



Residential Awnings & Canopies

Award for Excellence
Fresco Shades
Double Canopy



Residential Awnings & Canopies

Award for Excellence
Fresco Shades
Ultimate Outdoor Room



Residential Awnings & Canopies

Outstanding Achievement
Cool Awnings
Lai Roof



Freestanding Structures <92 sqm

Outstanding Achievement
Weather Wise Shade Systems
A Space to Enjoy Your Senses



Fabric Environments

Fabric Art

Award for Excellence
Fabric Structures
Te Wheke



Marine

Sailboat Enclosures

Award for Excellence
K1 Marine Trimming PTY Ltd
CNB60 Sailing in Comfort



Awards for Excellence - How to Engage Your Team to Help

We all know that our members tend to leave entering the Awards for Excellence until the last minute. This often leads to it feeling like a chore rather than a trip down memory lane on the outstanding work your team has put into a particular project.

So when OFPANZ received an email last month from Rochelle at Canvasland saying she already had a project to enter, we were floored. Canvasland is trying something new this year to get their team involved in the process, which should lead to more entries and, more chances to win. After all, if you don't enter in a category, you have 0% chance of winning.



So what is the incentive for the team to help with this daunting task? Those who enter a project have the opportunity to attend the conference and bask in the glory of winning an award.

Unfortunately, the ability to enter the awards is not quite available. We are working with the Advanced Textiles Association, (ATA) to use their awards system which should make it easier on those who are entering as well as easier on OFPANZ to inform ATA of the winners which are automatically entered into the IAA awards. It will also make the judging process even easier.

The number of entries in the 2022 Awards for Excellence significantly decreased compared to previous years. If you did not enter this year, start planning for 2023. Here are a few ways to get started now.

- Create a folder in a shared drive that your team can access
- Take photos of completed projects that make you proud
- Make sure you take photos of all angles and details
 - Ensure that things such as ladders, tools and sign written vehicles are out of the photos
- Save the photos in the folder
- Jot down some notes about the project
 - What were the challenges?
 - What was the outcome?
 - What fabric/components were used?
- Remember that you only can enter three projects per category.





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Following the success of Outlook Mode and Textures, we are now offering a new Privacy mesh range. It's a great choice to protect outdoor spaces from the elements and provide that extra level of privacy and security.

With a large range of colours and 10 year warranty Outlook Privacy is a market leader. 1% openness allows for excellent privacy around the spa or any outdoor area.

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Roll Length: 30m
Roll Width: 320cm



400 EBONY



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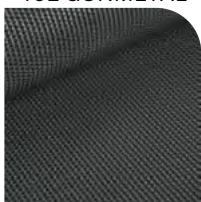
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Mike Cross (Cont)

Looking back, Mike considered his apprenticeship a very well-rounded one. They made lots of tents and worked with both canvas and leather. He completed his apprenticeship in five years. Mike worked for a few workshops including Motten Canvas in Dunedin where he was responsible for setting up the awning room. In 1971, Mike shifted to Christchurch and in 1974 Kolorful Kanvas was born. He started this business in his garage and continued to grow the business for the next 28 years.



While owning Kolorful Kanvas he trained at least 10 apprentices, most of which either now own their own businesses or have managerial roles in other businesses. One of these apprentices was Suresh Budhia. Five years before he sold the business, Suresh bought into the business. “It was a great five years,” Mike said. His philosophy was to have a new apprentice every two years so that there is a more experienced one to help with training and also for continuity. After Mike sold Kolorful Kanvas, he became an assessor for MITO.

The thing Mike enjoyed the most about being an assessor is seeing the success of the apprentices. “I would have done the training for nothing,” Mike said, “I got so much joy and satisfaction of knowing that I was helping change their lives.”

Mike’s advice to someone just starting in the industry is to, “learn as much as you can. Always be eager to take on difficult tasks and always question why.”

Thinking about what advice he would offer to the veterans in the industry, Mike said, “Stay as long as you are enjoying it. We are so lucky that we can see our end product anywhere we go. Take great pride in that.”

Mike had one last thing to share about changes in the industry. “What has changed so dramatically is the advent of OFPANZ. This alone has changed our industry, our profile, how we think, act, and how much more open we are about sharing industry knowledge. Most of all, from my perspective, is the apprenticeship training (MITO) which may not have got off the ground without OFPANZ. Everyone I know who has joined OFPANZ has benefitted from the experience in one way or another.”

“Michael, your dedication and commitment over 20 years as a specialist assessor for MITO is legendary! You have coached and mentored over 450 MITO learners achieve a national qualification, enriching their lives and inspiring their futures. You have also generously contributed to the development of qualifications, training programmes and unit standards as a valued subject matter expert. The industrial textile industry is indebted to you for sharing your expertise, effectively engaging and supporting the next generation of talent. You have been a huge advocate for MITO the entire time, supporting our aspirations for a qualified and productive workforce. Enjoy your well deserved retirement!

All the very best, Janet Lane MNZM (MITO Chief Executive 1999-2021).

While you might find Mike in the garden or at the horse races after the new year, it won’t be the last we see of him. He is full of a wealth of information and we are honoured to have had you as part of the association from the beginning.

Waves of Change, Oceans of Opportunity - 35 Years of OFPANZ



Mark your diary for 24-26 August 2023. We will be celebrating 35 years of OFPANZ at our annual conference, trade show and fabricator workshop at The Trinity Wharf Hotel in Tauranga. If you are attending the Fabricator Workshop, it will start at 8:30 am on Thursday 24th August. Our Welcome dinner will be held on Thursday night. The Trade Show and first set of sessions will be held Friday 25th August. The biggest change this year will be that our Gala Awards Dinner will be on Friday night. Saturday will kick off with some Think Tank Sessions and our AGM and will end just after lunch. For anyone wanting to stay Saturday night, we will organise for an optional activity and group dinner.

Women in Trades

It's now easier than ever to share your trade story and achievements with the WITNZ community! Women in Trades is keen to help inspire future tradies/women in non-traditional hands-on careers by sharing jobs that women in New Zealand are doing.

If you are female, work in a trade or hands-on, non traditional career and have done this job or are currently doing it in NZ, copy the google link below into your browser and fill out the questions. One of the Women in Trades NZ writers will get back to you with a draft to review. All trades are Welcome to complete this form <https://forms.gle/9pY3yfJd99PL2Nzh7>. Email Pip@womenintradesnz.com if you have any questions.



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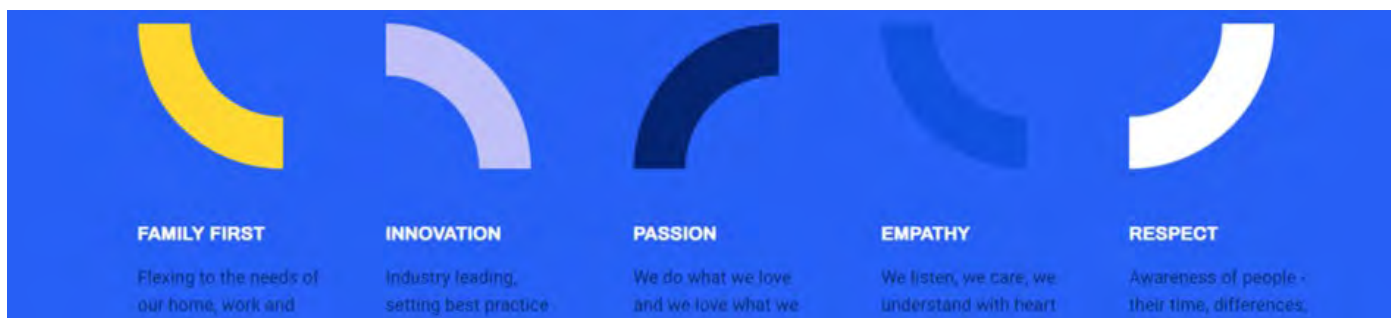
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QUALITY SERVICE INTEGRITY

Using the Identity Iceberg to Understand Your Core Values



By Mark Greer, Bizdom

The Identity Iceberg is a very popular concept we created in order to help guide people through a process towards identifying the core values for their businesses.

While there is more to this process that can help you unlock your core values and show you the implications of these critical foundations for your business, we wanted to bring the nugget of this programme to more people and so are happy to share this insight with you here.

Gandhi said, “Our values are demonstrated by what we do and how we act, by our behavior.” The Identity Iceberg concept takes those wise words from Gandhi a step further, providing a framework for realizing these values in your business.

How to Use the Identity Iceberg

We suggest using a whiteboard or flipchart for this process.

1. Draw a line across the top third of the page. This line represents the ocean.
2. Draw the tip of the iceberg sticking out above the water line. The tip of the iceberg above the water line represents our behaviour or actions. These are the things other people can see, and these actions are being driven by what is beneath the surface.
3. Draw the rest of the iceberg below the surface of the water going right to the bottom of the page. The area of the iceberg below the surface represents our habits. How easy is it to change a habit? Not that easy but it can be done. How many times do you have to do something before it becomes a habit? The general consensus is 21 times - the point of this isn't how many times it takes to change a habit but that you can change a habit and it isn't that easy.

Thinking: Our thinking is what drives our habits - so if we want to change a habit, first that habit needs to be in line with our thinking. In other words if we want to change a bad leadership habit we have, like starting sentences with ‘No but’ or ‘However’ (implying no-one else can come up with an idea as good as yours), we first have to think that we need to become better leaders. Then we need to practice the new behaviour enough times until it becomes a habit.

How easy is it to change our thinking? That's right, even harder than changing our habits. As we get further down the iceberg the harder it is to make changes.

Beliefs: Where do our beliefs come from and when are they formed? It is extremely difficult to change our beliefs - this is because they come from our values.

Values: Values are what drive our beliefs. They are what we teach our children from a young age in order to resolve issues and make decisions.

Using the Identity Iceberg to Understand Your Core Values

Identity: Identity drives our values. Our identity is the summation of our life to date - who we are as a person, shaped from our infancy, through our childhood and from our life experiences. Our identity is impossible to change.



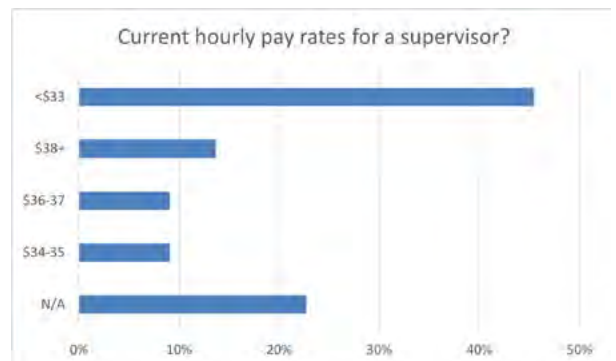
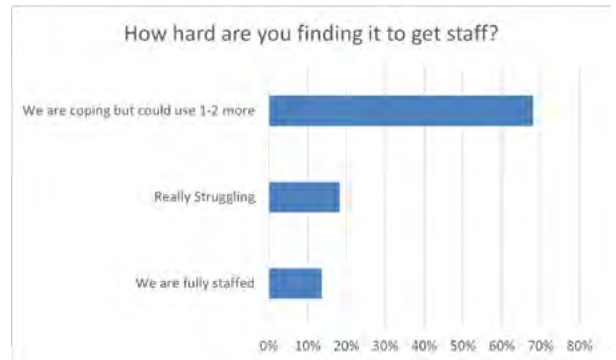
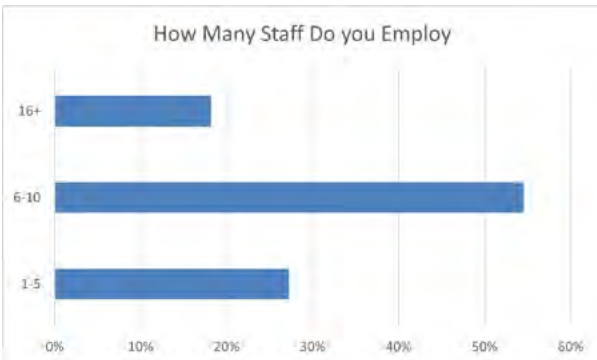
The intention when developing Core Values is to capture our Identity - the beliefs and the thinking that we carry in our hearts. We want to make this visible above the surface through our actions and behaviours. These Core Values are very deep seated and should never be compromised (as to do so would be going against who you are as a person). Because they are so deep seated and hidden beneath the surface, we need to create an opportunity to pull them out from 'beneath the surface'.

In other words to make the invisible visible for fellow team members, customers and suppliers to see with greater clarity what your business stands for and what it represents.

Knowledge is of no value unless you put it into practice. Contact [Bizdom](#) today to book your Core Values Workshop or to find out more about improving your teams communication and engagement while driving the business towards your vision.

2022 Industry Benchmark Survey

After our webinar on Recruiting and Retaining Staff it was requested that we run an industry benchmark survey. Below are some of the results. Additional benefits that some of our members offer to staff include bonus scheme, flexible working hours, bought lunch every Friday, attendance bonus, as well as phone and vehicles for those jobs that require it. 82% of the businesses who completed the survey are also training apprentices.



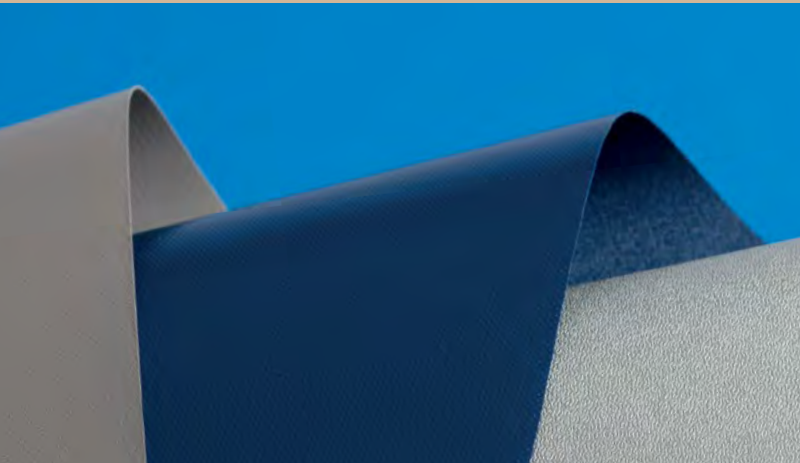
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