

THE CUTTING EDGE



2024 Supreme Award Winner - Matt's Motortrimming - 33 Ford 5 Window

On Friday 21st June 2024 ATA NZ hosted their first awards night under the new name. We had a new trophy made for the Supreme Award. For the first time since the Supreme Award has been given out, it has gone to a trimmer in the industry. Matt Forbes and Angie Lincoln were absolutely over the moon to be the first recipients of the ATA NZ Supreme Award.



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President's Corner

Hello Everyone,

I am sure we can all agree that being a part of this association brings value to our companies and staff and one of the benefits I personally enjoy is attending the annual conference. This was held 19-21 June in Christchurch at the Rydges Latimer and I am sure that everyone who attended will agree with me when I say that it was another fun and successful event. A big thanks to everyone who travelled near and far to be there, whether it was your first conference or you have been a loyal long standing attendee, your presence and support is highly appreciated. A big thanks as always to our sponsors, executive team and Amanda for all their hard work. It was a real privilege for our whole association to have Steve Schiffman, President and CEO of ATA USA join us. Being able to connect, share stories and reflect with likeminded individuals about our businesses is an invaluable aspect to being a member of ATA NZ and when discussing this with Steve we saw a lot of similarities with the successes and challenges that associations such as ours face, as an executive we will be looking to take on some of his ideas and feedback.



Along with the connections and catching up with old friends and meeting new members through out the week some other highlights were the speakers, the tradeshow, the fabricator workshop and the workshop site visits, along with the awesome social events and of course the Gala awards dinner.

Thank you to Kolourful Canvas and Shade Plus for opening your doors for the workshop tours. It is always insightful to see how everyone uniquely runs their business and there has been great feedback from those that attended. The fabricator workshop was lucky to have Paul Gibson from Coastal Coverings in Australia join us to share his knowledge and expertise in clear enclosures and overall, the attendance at the conference was more than we had anticipated going into the week so it certainly was a constructive few days. I would like to also extend my acknowledgements to all of the suppliers who came along to the trades how. It is such a core part of our conference, and we hope, with the suppliers help, that we can grow this to be bigger and better for the best interest of the association each year. Next year's location is still yet to be finalized but we will be looking at the end of July 2025 in the North Island so block this out in your calendars now.

The Awards Gala Dinner was held in the Cardboard Cathedral this year which was a wonderful venue for a special evening. Congratulations to all of the entrants and winners. This year's apprentice of the year was Tegan Hayes from Vexus Upholstery with her impressive Go Kart Seat. The People's Choice award was a new category this year and voted on by the attendees of the conference, this was taken out by IMS NZ LTD for their slick Race Car Cover and the Supreme Award 2024 went to Matts Motortrimming for their exceptional 33 Ford 5 Window, vehicle interior. I personally felt so proud to see a small upholstery shop taking out this prestigious award and I could see their techniques included some examples shared by Brent Parker last year. A massive congratulations to Matt and Angie, I know how much this award means to you.

We hope to have some smaller regional catchups take place over the second half of the year so if you are able to host one, please be in touch. A survey on the conference has been sent out so make sure you share your feedback with us.

I hope you all have a steady end to winter and look forward to catching up with everyone again soon,

Mr President

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Membership News

In Memory

Graeme Philip

It is with very heavy hearts we announce the passing of Graeme Philip on Sunday 19th May, surrounded by his loving family due to complications arising from Cardiovascular Surgery. Graeme is a much-loved husband, father, grandfather, friend and colleague to many who will be sorely missed. Graeme's funeral was held on Friday 24th May at the Belfast Rugby Club.

Ken Wiggins

It is with profound sorrow and heavy hearts that we announce the passing of Ken Wiggins on the 24th of June 2024. Ken was not only one of the most dedicated team members at W Wiggins but also a highly esteemed member of the Board.

Ken's legacy within W Wiggins spans several decades, during which he played a pivotal role in shaping the organization's direction. His unwavering commitment to customers, coupled with his charismatic personality, made him a well-respected figure in our industry. Ken embodied the core values of the Wiggins family business and ensured that these principles were upheld in all endeavours.

Our deepest condolences go out to all who had the privilege of knowing Ken, and our thoughts are with his family and friends during this difficult time. We will provide further information regarding any funeral or commemoration services to those concerned.

Outstanding Service Award

The Outstanding Service award was established in 2018 for the purpose of recognising individuals for outstanding service to the association and/or the industry.

This year Peter May was nominated to receive this award. Peter May has trained many apprentices within the industry, two of which have won apprentice of the year. He is of extremely good character and passionate about what he does. Most recently he has sold his business, but has remained actively working in the business (with retired hours of 4 days a week) actively sharing his knowledge. He also has actively worked on the executive and has served as president from 2006-2008.



Thank you Peter to your many years of service to the industry. This was a very well deserved achievement. Unfortunately Peter was unable to accept this award due to already scheduled travel. We were happy to have new owner, Tom Kearney accept the award on Peter's behalf and look forward to years of participation in the industry from Tom.

Membership News

New Members



Nathan from Sunset Coast Marine Trimming has joined ATA NZ because he loves the community within our trade and is looking to extend it across the ditch. He is looking forward to learning new things and meeting new people. He is a collector of marine hats as you can see on his instagram page @mad_marine_hatter. All of his work is done via word of mouth and social media account@sunset_coast_marine_trimming. We look forward to having him over to NZ in the future.



Total Trim Canvas & Upholstery Ltd has chosen to join the Advanced Textile Association to stay updated with the latest trends, technologies, and regulations in the sector. They look forward to opportunities for collaboration, knowledge sharing, and professional development offered by ATA NZ.



We have a goal to reach 100 members this year. We welcome these 5 new members (since the last newsletter) and look forward to welcoming many more over the coming months.



Alex Hinton from AH Covers and Jack Fleming from The Boat Cover Company attended our recent fabricator workshop and awards dinner. We hope that you learned and also were inspired to enter the awards for next year.

We look forward to having all of our new members actively participate in the association over the next year.

If you know these members, or even, if you don't, please extend them a warm welcome.



Help Us Reach Our Goal

The saying goes that there is power in numbers and we are committed to increasing our membership to make our association the best it has ever been. Our goal is to reach 100 members by the next conference. We are currently sitting at 82 members. Part of the reason we changed our name was to be more inclusive of all textile companies. So, who do you know that you think should be a member of the association? Furniture Upholsterers? Curtains and blind makers? Is there a company you know that could benefit from membership? Get in contact with Amanda info@advancedtextiles.co.nz if there is someone you want her to reach out to. Thank you for helping make our association what it is today.

2024 Awards for Excellence

CATEGORY

AWNINGS - FIXED

WINNER

Company Name: **Shade Plus**

Project Name: **Revitalised Roadside Awning**

Materials Used: **Diamond 700 PVC**

Materials Supplied by: **Contender NZ Ltd**

A remarkable refurbishment of a large, uniquely shaped awning at a roadside store. Recovered with Diamond700 PVC fabric in Navy blue, Supplied by Contender the awning underwent a transformation to enhance both aesthetics and functionality. Collaborating closely with the landlord, we ensured a quick turnaround amidst changing tenants. This project exemplifies our expertise in refurbishing awnings and delivering tailored solutions



Dion Radburnd, Shade Plus accepting award from Al Robertson, Contender NZ Ltd



Adam Greville, Douglas Outdoor & Textile Innovation accepting award from Al Robertson, Contender NZ Ltd

CATEGORY

AWNINGS - FIXED

HIGHLY COMMENDED

Company Name: **Douglas Outdoor & Textile Innovation**

Project Name: **Bright & Bold**

Materials Used: **Valmex FR 580 - Flame Red**

Materials Supplied by: **Rainbow Shade Products NZ**

The customer wanted weather protection for their entryway on a busy road. Competing with signage of neighbouring businesses, they wanted a visible presence that fit with their marketing. Our bright and bold red fixed awning is the perfect solution and we were proud of our apprentice's excellent work on such unforgiving gloss fabric. The awning is now the key visual identifier for the business on a busy spot and makes it easy for customers to find them.

2024 Awards for Excellence

CATEGORY

AWNINGS - RETRACTABLE

WINNER

Company Name: **Suncraft NZ Ltd**

Project Name: **Over the Vines, Bannockburn**

Materials Used: **Saturamax, Soliday C**

Materials Supplied by: **Other**

A 50-square-meter retractable shade sail installed overlooking a picturesque winery. It easily blends into the natural scenery, providing shade for outdoor relaxation. operated by remote control, it offers convenience and comfort while preserving the beauty of the surroundings.



Joseph Fruhmann, Suncraft NZ, accepting award from Bruce Page, Sewingtime Ltd

CATEGORY

AWNINGS - FIXED

HIGHLY COMMENDED

Company Name: **Suncraft NZ Ltd**

Project Name: **Over the Vines, Bannockburn**

Materials Used: **Austrosail Nano, Soliday, Soliday C, Groundscrews NZ**

Materials Supplied by: **Other**

This project features two motorised retractable shade sails covering 85m2 in vibrant orange, offering sun and light rain protection outdoors while effectively shading the interior of the home. The innovative design ensures versatile coverage, providing comfort and protection in various weather conditions. Perfect for enjoying the outdoors while maintaining comfort indoors



Joseph Fruhmann, Suncraft NZ, accepting award from Bruce Page, Sewingtime Ltd

2024 Awards for Excellence

CATEGORY

BLINDS AND SCREENS

WINNER

Company Name: **All Weather Solutions**

Project Name: **Whirlwind of Blinds**

Materials Used: **Clear PVC, Mesh, Sundream Charcoal**

Materials Supplied by: **Top Fab, Shann NZ Ltd, W Wiggins Ltd**

We had to fit two screens in the same gap. Also the screens are a mixture of motorised and manual pull-down. We designed to make special brackets, motor adaptors and side splines for all screens. The end result was that we managed to fit two rollers very close and covered both rollers with a 170mm flashing. The whole project looked very neat and had good height when blinds were rolled up.



Kevin Zhang, All Weather Solutions accepting award from Patrick Albertson, W Wiggins Ltd



Paul Gibson, Coastal Coverings Accepting award on Ki's behalf from Grant Stewart, Reid & Twiname

CATEGORY

MARINE FABRICATION - EXTERIOR

WINNER

Company Name: **K1 Marine Trimming Pty Ltd**

Project Name: **Riviera 51 Flybridge Clear Enclosure**

Materials Used: **Strata Glass**

Materials Supplied by: **Other**

Riviera 51 Flybridge Clear Enclosure; using Strataglass, Flexlight Lodge, Tenara Thread and YKK zips to create an enclosure with unobstructed vision, 100% visual clarity, and offers a seamless, watertight design, providing the customer with a truly beautiful, functional, and durable product.

2024 Awards for Excellence

CATEGORY

MARINE FABRICATION - EXTERIOR

HIGHLY COMMENDED

Company Name: **Fabric Solutions**

Project Name: **Oceanis 46 Spray**

Dodger & Bimini

Materials Used: **Recacril Coated Acrylic Canvas, 1mm Vinistar Extruded**

Materials Supplied by: **Reid & Twiname Ltd, Top Fab**

Replacement spray dodger and bimini for a Oceanis 46 yacht. Constructed using RECacril coated acrylic canvas and 1mm vinistar extruded clear. Due to the installation of a small hard top bimini at the aft end of the yacht, we redesigned the geometry of both the bimini and Spray dodger frames, before progressing with project.



Matt Forbes, Matt's Motortrimming Accepting award from Patrick Albertson, W Wiggins Ltd

CATEGORY

MARINE FABRICATION - INTERIOR

WINNER

Company Name: **Matt's Motortrimming**

Project Name: **First Edition Refit**

Materials Used: **Enduro Mushroom vinyl, Dunlop Foam**

Materials Supplied by: **W Wiggins, Other Designer Company: Dickey Boats**

This 2016 Dickey "SemiFly 45" was a wheel house and cockpit upholstery refit. The project included all new U shaped saloon seating, new foam & fully reupholstered helm seats, all new cockpit BBQ station squabs and all new cockpit bolster pads.



Matt Hibbard, Fabric Solutions accepting award from Grant Stewart, Reid & Twiname

2024 Awards for Excellence

CATEGORY

UPHOLSTERY- VEHICLE

HIGHLY COMMENDED

Company Name: **Matt's Motortrimming**

Project Name: **1909 Vulcan**

Materials Used: **Dunlop Foams,**

Tasman NZ Leather

Materials Supplied by: **Reid & Twiname Ltd**

This early 1900s car was restored after being in a fire back in the 1930s the back half of the car had to be rebuilt from photos. We were asked to make a back seat using the photos as a reference and restore/reupholster the front seats and door cards. The pleats in the back of each seat taper, and are piped either side making this an intricate but rewarding project.



Malcolm Wilkie, Napier Auto Upholstery accepting award from Grant Stewart, Reid & Twiname

CATEGORY

UPHOLSTERY- VEHICLE

HIGHLY COMMENDED

Company Name: **Napier Auto Upholstery**

Project Name: **1958 F100 Timeless Interior**

Materials Used: **Square Weave Black Carpet,**

**565 Graphite Black Cloth Audi Black Vinyl
Black/Silver Cloth**

Materials Supplied by: **W Wiggins Ltd**



Matt Forbes, Matt's Motortrimming accepting award from Grant Stewart, Reid & Twiname

This 33 Ford 5 window coupe came to us as a bare fibreglass shell. Matt's Motortrimming fabricated a headliner from 6mm PVC board heated and formed to suit. We wrapped the headliner and sunvisors in Alcantara Italian suede. Seats were a traditional narrow pleat tuck n roll design wrapped in Italian leather and fitted over Reid & Twiname's Ascot wool carpet with matching heel mat and leather binding.

2024 Awards for Excellence

CATEGORY

UPHOLSTERY- VEHICLE

WINNER

Company Name: **Matt's Motortrimming**
Project Name: **33 Ford 5 Window**
Materials Used: **Alcantara Italian Suede, New Cognac Leather, Velcro MVA8, Fastmount**
Materials Supplied by: **Reid & Twiname Ltd, QCD Ltd, Other**

This project came to us as a bare fibreglass shell. We fabricated a headliner from 6mm PVC board heated and formed to suit. We wrapped the headliner and sunvisors in Alcantara Italian suede. Seats were a traditional narrow pleat tuck n roll design wrapped in Italian leather and fitted over Reid & Twiname's Ascot wool carpet with matching heel mat and leather binding.



Owain Jones, Hawkes Bay Trim and Canvas accepting award from Grant Stewart, Reid & Twiname

CATEGORY

UPHOLSTERY- RESIDENTIAL/
COMMERCIAL

WINNER

Company Name: **Hawkes Bay Trim & Canvas**
Project Name: **70s are Back Baby**
Materials Used: **Vinyl, Foam**
Materials Supplied by: **Reid & Twiname Ltd**

This customer wanted to refresh their conversation corner with new squabs. Getting rid of 12 squabs in replacement for 6 with all new foam, piped edges and buttons across all 6 this was a big job. No angle was the same and required precise measuring and marking, this customer was extremely happy with the outcome of their refreshed area, which is now perfect for a fondue party!



Matt Forbes, Matt's Motortrimmers accepting award from Grant Stewart, Reid & Twiname

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2024 Awards for Excellence

CATEGORY

DOMESTIC SHADE SAILS

WINNER

Company Name: **Shade Plus**

Project Name: **Remote Design Excellence: Shade Sails**

Materials Used: **Z16**

Materials Supplied by: **Rainbow Shade Products NZ**

The customer's request for shade sails around their home, despite being located out of town, presented an opportunity to showcase our ability to deliver exceptional results remotely. What sets this project apart is our approach to design and installation without physical site visits, relying instead on photos, plans, and online mapping services provided by the client. This project is unique in its seamless integration



of functional shade solutions with aesthetic design elements, demonstrating our adaptability and commitment to meeting customer needs regardless of location.



Aimee Mirfin, TM Covers accepting award from Hamish Collins, QCD Ltd

CATEGORY

COMMERCIAL SHADE SAILS

WINNER

Company Name: **TM Covers**

Project Name: **K Mart Walkway**

Materials Used: **Commercial Heavy 430 Knitted UV Stabilised HDPE**

Materials Supplied by: **QCD Ltd**

This project of ten asymmetrical shade sails was a revision of a project previously conducted by our company. The client had requested a black mesh with a long warranty, so Commercial Heavy shade cloth by GALE Pacific supplied by QCD Ltd was chosen for its UV stability, appearance, and ease of manipulation for fabrication and installation. Each shade panel needed millimeter perfect precision to ensure they could be tensioned to meet the clients exacting requirements in this high profile site.



Dion Radburnd, Shade Plus accepting award from Pete Swinburn, Rainbow Shade NZ

2024 Awards for Excellence

CATEGORY

TENSION STRUCTURES AND
CANOPIES <50sqm

HIGHLY COMMENDED

Company Name: **Kolorful Kanvas**

Project Name: **Fishermans Wharf**

Materials Used: **Diamond 700 Translucent PVDF**

Materials Supplied by: **Contender NZ Ltd**

Our client wanted to refresh their covered outdoor area at their restaurant which is perfectly positioned overlooking the harbour in the idyllic working port of Lyttleton. They wanted something that was more streamlined and looked like it was incorporated into the building and it needed to withstand the prevailing winds off the harbour. An in-house frame was fabricated and put together onsite and covered in PVC, providing our client with a refreshed and inviting outdoor dining area.



Kylie Glenn, Cool Awnings accepting award from Al Robertson, Contender NZ Ltd



Mark Columbus, Kolorful Kanvas accepting award from Al Robertson, Contender NZ Ltd

CATEGORY

TENSION STRUCTURES AND
CANOPIES <50sqm

WINNER

Company Name: **Cool Awnings**

Project Name: **Nasey**

Materials Used: **Diamond Translucent**

Materials Supplied by: **Contender NZ Ltd**

In a serene community, our client sought to expand outdoor living spaces, inviting us to quote for covering three main deck areas. Our proposal included a main awning following the house's gable end, guiding the design for the remaining awnings. Despite challenges with non-standard construction, we innovated solutions, mounting timber beams and crafting awnings in five sections to align with the deck's angles. The extra effort resulted in a perfect fit, leaving the customer delighted.

2024 Awards for Excellence

CATEGORY

TENSION STRUCTURES AND
CANOPIES 50- 100 sqm

WINNER

Company Name: **Hawkes Bay Trim & Canvas**
Project Name: **Martinborough Brewery**
Materials Used: **Sundream, Aluminium Framing and Connections**
Materials Supplied by: **W Wiggins Ltd, Shann NZ Ltd**

The installation of a large covered frame with components supplied by Shann nz and skin made in Sundream pvc from W Wiggins to provide a covered inviting outdoor area for a craft brewery. With three separate roof structures making one large covered area this now gives this establishment the ability to triple their occupancy. With a 6 1/2 hour round trip to the site we had to be sure that we had everything spot on to ensure a smooth pain free installation which we pulled off.



James Simons, Hawkes Bay Trim and Canvas accepting award from Kylie Glenn, Cool Awnings



Kayne Jacobson, Fabric Structures accepting award from Patrick Albertson, W Wiggins Ltd

CATEGORY

TENSION STRUCTURES AND
CANOPIES > 100sqm

WINNER

Company Name: **Fabric Structures**
Project Name: **Hamilton Workingmens Club**
Materials Used: **HG 212 HT - 21% Light transmission**
Materials Supplied by: **Hiraoka**

We were asked to design, engineer and build an aesthetically pleasing 1,600 sqm partial enclosure, with 2 x walls (one wall being operable) over a bowling green that maximised light transmission, hence we used Hiraoka HG212HT PVC with a 21% light transmission. We were also required to build challenging blade pile foundations and a fit for purpose LED lighting solution.

2024 Awards for Excellence

CATEGORY

RETRACTABLE ROOF STRUCTURES

HIGHLY COMMENDED

Company Name: **Kolorful Kanvas**

Project Name: **Ma Maison**

Materials Used: **Serge Ferrari 502 S, Oztech Retractable Roof System**

Materials Supplied by: **QCD Ltd, W Wiggins Ltd**

Our client approached us for ideas to replace the existing structure. They requested something seamless that looked like it was part of the existing building. Being located in a small town on Banks Peninsula offers amazing views, which the client did not want to obscure, the OzTech Retractable Roof System and retractable clear PVC screens from W Wiggins, seemed the perfect option. A watertight area was created Using Serge Ferrari 502S to enhance their customers dining experience.



Kylie Glenn, Cool Awnings accepting award from Patrick Albertson, W Wiggins Ltd



Mark Columbus, Kolorful Kanvas, accepting award from Patrick Albertson, W Wiggins Ltd

CATEGORY

RETRACTABLE ROOF STRUCTURES

WINNER

Company Name: **Cool Awnings**

Project Name: **Abs Sean**

Materials Used: **LAC 650 PVC, Dickson**

Materials Supplied by: **Other**

Creating 3 retractable roof systems to look like the architects concept required some interesting construction design. There were challenges at every point and the customer was attentive to the details. Firstly designing a 3D fixings to hold the main beam to the gable, then how to mount the third roof to the second, and build the roof structure around the fireplace while stopping the fabric short. Our team were up for the challenge and proud of the result.

2024 Awards for Excellence

CATEGORY

RECREATIONAL

WINNER

Company Name: **IMS NZ LTD**

Project Name: **Race Car Cover**

Materials Used: **Ultra Cover 600D Solution Dyed Polyester**

Materials Supplied by: **Reid & Twiname Ltd**

The client sought a custom cover for his race car, emphasising protection and aesthetics. We tailored a snug-fitting cover, incorporating an opening for the seat area and a removable flap. The client praised the craftsmanship, underscoring the attention to detail.



Milos Vukovic, IMS NZ Ltd accepting award from Al Robertson, Contender NZ Ltd



Andrew Lingman, Baytex accepting award from Pete Swinburn, Rainbow Shade NZ

CATEGORY

TENTS, MARQUEES AND AIR INFLATED STRUCTURES

WINNER

Company Name: **Baytex**

Project Name: **Hampton Clear**

Materials Used: **Ultraclear .7mm, Serge Ferrari 402N Champagne**

Materials Supplied by: **Contender NZ Ltd, Serge Ferrari**

The Hampton peg and pole marquee with a clear roof hosting a well-known radio host was the perfect opportunity to show off the Hampton in a new light. With its stylish lines and addition of the clear roof for viewing the stars it certainly makes a statement.

2024 Awards for Excellence

CATEGORY

INNOVATION

WINNER

Company Name: **Fabric Structures**

Project Name: **Metro Sports Facility**

Materials Used: **Serge Ferrari Alphalia AW, Serge Ferrari 502 s2 Cover 600D Solution Dyed Polyester**

Materials Supplied by: **Serge Ferrari**

We were tasked with designing, engineering, procuring and installing a 5,000 sqm rigid custom panel ceiling system, essentially a scaled up version of your traditional 'office' acoustic ceiling tiles (maximum size 5mx9m). The bottom of the 150 panels contained the Serge Ferrari Alphalia AW acoustic PVC while the top had a solid Serge Ferrari 502s2 PVC membrane which acts as a plenum. With general programme delays and covid, the project has taken over 4 years to complete when you include an extensive engineering and R&D period.



Brooke Carppe, TM Covers accepting award from Patrick Robertson W Wiggins Ltd.

CATEGORY

GREEN

WINNER

Company Name: **TM Covers**

Project Name: **Sludge Tank Covers**

Materials Used: **Sioen B6166 PVC**

Materials Supplied by: **W Wiggins Ltd**

This project involved the design, fabrication and installation of sectional tank covers for a local Wastewater Treatment Plant. Sioen B6166 fabric was chosen for advanced properties including use with bio-gasses. CAD was utilised to provide sectional templates for each lid, which were then cut and welded by our team. Challenges faced included varying tank dimensions, the need to use existing points for tie downs, multiple penetrations that needed to be affected on site, as well as managing site and weather.



Kayne Jacobson, Fabric Structures, accepting award from Kylie Glenn, Cool Awnings

2024 Awards for Excellence

CATEGORY

SPECIALISED TEXTILES

WINNER

Company Name: **Fabric Structures**

Project Name: **Rotorua Aquatic Centre - Acoustic Ceilings**

Materials Used: **Serge Ferrari Alphaia AW**

Materials Supplied by: **Serge Ferrari**

We were asked to design, engineer and build an aesthetically striking 1,300sqm internal acoustic ceiling, with 36 panels in total sitting mostly around the edge of a community pool, hence we used Serge Ferrari Alphaia AW PVC. The project was made challenging as the tensioning hardware methodology had to be changed mid project, meaning we had to make the project work for a set price despite the change in design/scope.



Milos Vukovic, IMS NZ Ltd accepting award from Steve Schiffman, President ATA

CATEGORY

PEOPLE'S CHOICE AWARD

WINNER

Company Name: **IMS NZ Ltd**

Project Name: **Race Car Cover**

Materials Used: **Ultra Cover 600D Solution Dyed Polyester**

Supplied by: **Reid & Twiname Ltd**

This year is the first ever People's Choice Award which is chosen by the people attending the conference. Congratulations to IMS NZ Ltd for taking home the first ever People's Choice Award.



Kayne Jacobson, Fabric Structures, accepting award from Hamish Collins, QCD Ltd

2024 Awards for Excellence

CATEGORY

TIER 1 APPRENTICE

WINNER

Apprentice: **Ella Dodd**

Company: **Kolorful Kanvas Ltd**



Sebastian Devlin-Hall accepting award from Chris van der Hor, MAST Academy



Ella Dodd, Kolorful Kanvas, accepting award from Chris van der Hor, MAST Academy

CATEGORY

TIER 2 APPRENTICE

HIGHLY COMMENDED

Apprentice: **Sebastian Devlin-Hall**

Company Name: **Douglas Outdoor & Textile Innovation**

Project Name: **The Chill Chair**

2024 Awards for Excellence

CATEGORY

APPRENTICE OF THE YEAR

WINNER

Apprentice: **Tegan Hayes**

Company Name: **Vexus Upholstery**

Project Name: **Go Kart Seat Cover**



Tegan Hayes, Vexus Upholstery with the sponsors of the Apprentice of the Year, Mark Hiscocks, CARR NZ Ltd, Karl Burke, Hang Aro Rau, and Chris van der Hor, MAST Academy.



From left to right, Tony Paki, Mark Evans, and Patrick Albertson from W Wiggins Ltd with Bill Coppins.

CATEGORY

SUPPLIER OF THE YEAR

WINNER

W Wiggins Ltd

Comments about the winner:

Go out of their way to ensure they can help Excellent service, the team go over and above to ensure they source and supply the products we need, especially when we need something unusual or to suit a particular specialised purpose. They have great follow up service and advice and stand by their products. On the very rare occasion we have had a warranty claim, this has been dealt with without issue. Best all round, great communication, huge range of products, friendly staff and representatives Reliable stock quantities and efficient with orders.

4 Most Effective Strategies to Minimise Credit Risk To your Business

Guest article written by [EC Credit Control](#)

[About EC Credit Control](#) – We are a New Zealand owned agency that has been supporting Kiwi businesses for over 30 years. As a specialist in developing business terms and conditions of trade, we have the tools and expertise to help minimise the risk to any business that offers credit while assisting with non-payment resolution



If your business offers credit, these are the 4 most effective strategies to minimise the risk of not getting paid.

1. Have the right commercial terms of trade in place
 - Make sure every new client has read and accepted your terms of trade
 - Make sure your terms of trade sets out roles, responsibilities and expectations including passing on recovery costs and undertaking credit checks
 - Make sure your terms of trade are updated to reflect changes in legislation and are appropriate for your business type
 - Standardise your onboarding process to minimise the risk of new clients falling through the cracks
 - EC Credit Control offers a range of [terms of trade products](#) to suit businesses in all industries.
2. Credit check all new clients
 - A simple credit check at onboarding time may help you to avoid a serial defaulter
 - EC Credit Control makes the process easy with [online credit reports](#) that take just a few minutes to assess and rate your customers credit scores
3. Stay on top of your late payers
 - Don't leave overdue invoices ignored, as the saying goes "The squeaky wheel gets the grease" the same is true for noisy creditors getting paid.
 - Call customers and find out why they have not paid, ask for some payment commitment, and follow up if they do not follow through.
 - For larger amounts, consider breaking it up and taking payments if it means the difference of getting paid or not.
4. Use a professional debt collection agency
 - Don't delay in passing your aged debtors to a [debt collection agency](#), we recommend no more than 90 days overdue.
 - It's easy to sign up online with EC Credit Control and takes less than two minutes. If you are a Xero customer, you can sign up with your Xero credentials.
 - Often contact from a professional debt collection agency like EC Credit Control is all that is needed to get paid.
 - We'll work with your customers to achieve the best resolution and get you paid. Our resolution-based approach helps to keep your customer relationships intact

EC Credit control has an [online calculator](#) available that can show you the real cost of not getting paid. How many additional customers or jobs do you need to make up for an unpaid invoice?

Contact [Shaun Irvin](#) shaun.irvin@eccreditcontrol.co.nz to discuss how EC Credit Control can help your business today.

Sustainable Waste Management Study

Over Autumn, ATA NZ worked with Environmental Innovation Centre (EIC) to design and trial sustainable waste management strategies for the outdoor and industrial textile industry. The EIC team worked with volunteer ATA NZ member, Duncan's Canvas, to create, communicate and produce better environmental outcomes. The first stage of this project targeted plastic waste materials, particularly those which are most problematic, as well as high volume wastes or those wastes for which there is a clear circular solution available. The aims of the project were to:



1. Audit and Identify Waste Streams - including design of bespoke signage (using visual language), on-site auditing of plastic waste stream and analysis of plastic waste composition, using specialised FTIR spectroscopy to identify waste type and purity.
2. Explore Waste Reduction Options - based on the waste audit, there will be an exploration of options to reduce the production of waste which may include discussion with any key suppliers, investigating alternative/novel packaging solutions etc.
3. Provide Waste Option Evaluations – Final report summarising current waste to landfill data with option evaluations for reduce, reuse or recycling (according to the waste hierarchy)

Samples taken were analysed for polymer type or material type (using FTIR spectroscopy). There were four main categories of materials – PE, PVC, Canvas and other materials. Based on the waste collection information given by Duncan's canvas, we estimate that their warehouse generates 36 - 54 m³ of mixed waste per year (currently collected by Waste Management NZ).

Of the general waste skip, we estimate that:

1. 60% are offcuts, e.g. pieces of PVC sheets and acrylic canvas (22 – 32 m³)
2. 20% are soft plastic waste which can be recycled and diverted from landfill (7– 11m³ or 200-300 kg)
3. 10% are other packaging waste (excludes soft plastics) (4-5 m³)
4. 10% are miscellaneous waste (4-5 m³)

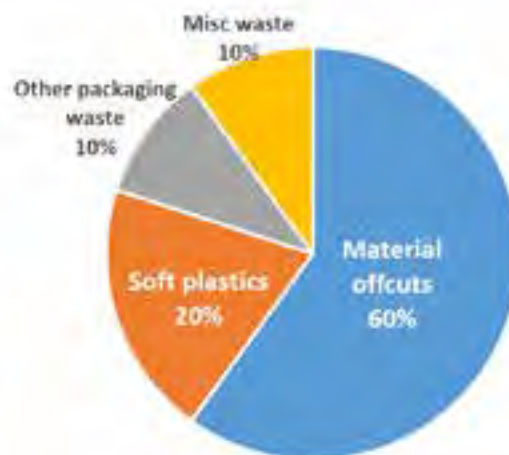


Figure 8: Estimated composition of general waste skip bin

Sustainable Waste Management Study (contd.)

Material offcuts are the largest source of general waste at Duncan’s Canvas. Therefore, reusing large excess pieces and recycling small offcuts (e.g. by diverting plastic offcuts to multi-stream recyclers) would significantly reduce overall waste.

Next are soft plastics from packaging – if these are recycled, we estimate that Duncan’s Canvas would have an annual carbon emission reduction of 298 - 597 eCO2 (based on a number of assumptions). EIC has put together a Plastic Waste decision tree. If you would like this in a larger version, please email Amanda at info@advancedtextiles.co.nz.



In Terri Ann Berry’s presentation at the conference, she had some simple plastic waste signs that can be used at your business to help your teams know what should go in each recycling bin. These will be located on the members only facebook page.



Leadership and Continuous Improvement Drive Productivity

Peter Cox was a guest speaker at the conference last month speaking on Productivity. Productivity is the cornerstone of success in both personal and professional realms. It is an output from all your actions—both good and bad. To achieve your goals, it's crucial to examine not only what you do but how you do it. Leaders play a key role in setting the direction and demonstrating a commitment to continuous improvement. By actively engaging in improvement activities and speaking the language of progress daily, they drive momentum across the business. When employees see and understand management's dedication to continuous improvement, their contributions and innovations become boundless. Greater business productivity leads to a better and healthy work-life balance.



Let's start a conversation about how Simply Lean Business Solutions can help you take steps to create an engaged culture of continuous improvement to improve productivity in your business.

Get in Touch with Peter Cox today.

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Marine Fabricator Workshop in Corpus Christi, Texas - 9-11 January 2025

Join Advanced Textiles Association at the annual [Marine Fabricators Conference](#) taking place in sunny Corpus Christi in January. The conference features three full days of education and networking designed to help you cultivate industry connections, improve your efficiency and increase revenue.



Education and Networking

This three-day event will feature a variety of education and networking from hands-on to classroom presentations and business topics to the welcome reception and showfloor.

Get recognized for your marine fabrication!

From design excellence to quality workmanship, the MFA Fabrication Excellence showcase projects that represent the breadth of the industry—from tops and covers to interior and exterior upholstery.

[MFA Fabrication Excellence Award submissions](#) will open July 18, 2024

Qualification Update



The following is an update from MAST Academy as to where we are with our qualification update.

Level 3 NZ Certificate in Industrial Textile Fabrication and Trimming Credits 105

Purpose

This qualification provides the industrial textile fabrication and trimming industry with individuals who have attained the core knowledge, understanding, and practical skills required to safely and effectively fabricate or trim simple industrial textile products in accordance with job requirements and company procedures. Individuals with this qualification will have the required skills and knowledge to work in an industrial textile fabrication workplace, a trimming workplace or a workplace that does a combination of both activities. This qualification has been designed for individuals who are interested in a career in industrial textile fabrication or trimming and intend to enter the industry, and individuals already working in the industry. This qualification can be achieved in a variety of industrial textile fabrication or trimming industry contexts and caters to both computer aided manufacturing and custom hand-built contexts. Graduates will generally work under limited supervision.

Graduate profile Level 3

Work safely, applying knowledge of relevant health and safety requirements and safety culture when working in an industrial textile fabrication or trimming workplace. Apply knowledge of organisational policies, procedures and documentation and the wider industrial textile fabrication or trimming industry, when working in an industrial textile fabrication or trimming workplace. Apply knowledge of fabrication and/or trimming sewing machines, tools and equipment to their safe, use, operation and maintenance. Interpret job specifications, manual and/or CAD drawings, perform measurements and calculations, and make patterns and/or templates. Apply knowledge of materials, hardware, and techniques to plan, cut materials, set up and operate simple machinery and ancillary tools, to create and repair simple fabricated or trimmed textile items. Apply basic customer service skills when dealing with internal or external customers of an industrial textile fabrication or trimming workplace. Take responsibility for quality of own work, including seeking assistance and making corrections as required, and prepare finished product for customer.

Information for Current Learners

Learners on the current/old version will have until Dec 2026 to complete the old version however MAST will stop taking enrolments into the current version in November 2024 when the new version should be completed to enable enrolments into the new version. We will map the new qualifications to the old qualification but there is likely to be gaps and learners will be able to transition to the new version but will need to complete all the new version requirements to finish. Those with only a few units to go we suggest completing the old version.

Qualification Update



Level 4 NZ Certificate In Advanced Textiles with strands in Fabrication and Industrial Trimming

Purpose

This qualification provides the advanced textiles industry with skilled tradespeople who have attained the knowledge, understanding, and practical skills required to produce and assemble large and /or complex textile items within their chosen field. This qualification has been designed for individuals who are already working in the industry and wish to operate as a skilled fabricator or trimmer. The qualification includes strands. Graduates will have the specialised knowledge and skills for fabricating or trimming dependent upon which strand is achieved. This qualification is designed support flexibility for learners within the wider advanced textiles industry. With context related workplace training they will also be able to transfer their skills to other industrial textile fabrication and trimming fields. Graduates will be able to work unsupervised

Graduate Profile

Apply knowledge of relevant Health and Safety legislation to carry out a risk analysis and manage health and safety requirements for an advanced textiles project. Apply knowledge of relevant legislation, design tools, trade calculations and business operations, to accurately measure, design, plan and cost a project and produce a quote. Evaluate materials and hardware used in producing an advanced textiles product. Manage an advanced textiles project, including practising effective communication with a team to meet job specifications and all required outcomes

Graduates of the Industrial Textiles Fabrication strand will also be able to:

Generate and apply specifications from job sheet or work order to selected machinery, including specialist machinery and tools to trim large or complex products. Apply knowledge of specialist techniques when welding, sewing and using adhesives to create, install, and repair large or complex products.

Graduates of the Industrial Trimming strand will also be able to:

Generate and apply specifications from job sheet or work order to selected machinery, including specialist machinery and tools to trim large or complex products. Apply knowledge of specialist techniques when sewing and using adhesives to create, install and repair large or complex products.

Information for Learners

Credit value 120 – therefore if approved as an apprenticeship by TEC will be considered an apprenticeship. Learners can choose 1 strand and can be done in a variety of contexts. Learners do not need to have completed the level 3 but we would recommend it especially for those with no experience in the sector prior to enrolling. The assessment for the level 4 includes completion of a complex products which only a senior would likely work on from start to finish.

Will be available for enrolment early 2025

Please contact Chris van der Hor or Lesley Southwick for any questions around the qualifications



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NZ Businesses are e-Invoicing

21,820 New Zealand businesses are registered to receive eInvoices and growing every month. eInvoicing is the direct exchange of data between any 2 accounting systems, that makes doing business smoother, faster and safer. With less manual handling and processing, it can reduce admin, errors and delays – and help speed up processing and payment, to improve business cash flow.

Some of our most well-known businesses are getting on board, like Spark, Bunnings, Countdown, Westpac, Office Max and KPMG. They're seeing big changes - both in their internal efficiencies, and for their partners and suppliers.

Enabling eInvoicing through your software may be a few simple steps. On most small business and accounting software packages, updating to eInvoicing is simple, and free. You'll find the steps you need to take, and a list of free providers and packages, [right here](#).

If you're a business owner, accountant, business advisor or manager - or you just want to stay in front of the eInvoicing curve - sign up [here](#) for email updates, seminar / webinar invitations, and tips to get maximum value from eInvoicing.

To learn more visit <https://www.einvoicing.govt.nz/>

Changes to Accredited Employer Work Visa

The Government is making changes to the Accredited Employer Work Visa (AEWV).

For new AEWV job applications, for all jobs which are not on the green list, or paid at least twice the median wage (\$63.22) there is now:



Higher work experience and qualification requirements, including the requirement for a migrant worker to provide 3 years' evidence of their relevant experience or qualifications.

Proven increased standard of English for people applying for work in roles that are ANZSCO skill level 4 and 5;
A shorter stay in New Zealand for some migrant workers working in specific roles.

Other changes include:

The requirement from 7 April 2024 for new AEWV's to be issued with condition requiring employers to employ migrant workers for a least 30 hours per week, or face revocation of their accreditation.

Employers who are investigated for any breach of their accreditation may have their accreditation suspended.
Increased obligations for jobs at ANZSCO level 4 and 5 (advertise for 21 days – rather than 14 days, engage with Work and Income & declarations about why any New Zealanders that applied were not hired).

Advising Immigration New Zealand if a migrant worker under a AEWV leaves employment a month or more before their visa expires.

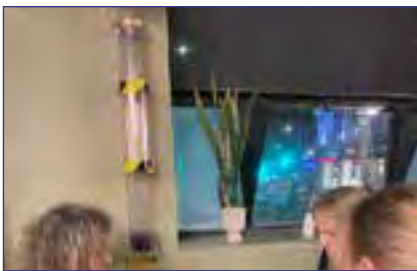
For more information see the following link published by Immigration New Zealand: www.immigration.govt.nz/about-us/media-centre/news-notifications/changes-to-the-accredited-employer-work-visa-aewv

In summary, the changes mean that an employer must meet more requirements at the accreditation, Job Check stage and during the accreditation period when hiring new migrant workers under AEWV. Obviously these changes present far higher barriers to entry for migrant workers and all in all will cause more lengthy delays in hiring a willing worker from overseas.

Please note that EAL are not immigration law specialists – If you require professional immigration advice, then you should consult a licenced immigration advisor, or specialist immigration lawyer.



2024 Conference in Pictures





2024 Conference in Pictures



