

Pinevine

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Current Production Lead Times

Current lead times when placing a final order (all milestones met, order approved for production)

Non-complex or Complex designs up to 120m² please allow 5 – 7 weeks from approved for production date

Non-Complex Designs over 120m² allow 7 – 9 weeks

For large or complex designs please check with the production team for more accurate lead times.

Please remember it is essential that all orders are complete, with all signed documentation etc. in place.

New show home open in Wellington



Tuohy Home's new show home, the Al-fresco, is now open in Wellington.

The show home has been loaded onto our website with a gallery and basic floor plan.

The grand opening was on the 8th of February and there were about 80 groups through that weekend. Brent has indicated the interest in the show home is very high and that he is getting some great enquiries through. It looks fabulous Brent and Jeanette, good to have a show home back open in the region.

Specs and flyer can be found on the Extranet>Marketing>Brochures and Flyers>Show Home Flyers

Important inclusions to note on the spec are:

- A full home automation system from AtaTouch.
- The interior is finished in knot free pine



Goodbye Latitude, welcome Form and Medio door handle selection

After performing well since 2012 it is time to bid the Latitude interior door handle goodbye. In 2019 the decision was made to move to a selection of modern handles. The handles were shown to contractors at the Lockwood conference last year.

The new range means we can now offer clients any one of 10 handles from Schlage Form and Medio series. There are two commercial options included which are suitable for disabled users under the Form Series, and the Medio series has matt black and aged copper options with matching recessed flush pull handles for sliding doors.

Allegion has created new Schlage and Lockwood branded collateral for us to use when meeting with clients. These new flyers show the great updated range we now have available for our internal door hardware selections.

We will send along the flyers to contractors and have loaded the pdf formats of these onto the extranet under: Marketing>Brochures and Flyers>Suppliers.

To avoid quoting for each door handle selection there will be one price for all, while the new range comes at an extra cost the current Latitude price will remain as the quoted price until the next review.



New improved sliding door tracks

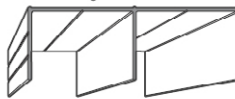
From the 16th March we will be offering a new and improved system for wardrobe and cupboard sliding doors.

The new system offers a more robust and modern track with features including;

- Snap-Strip bottom track fixing - no unsightly screws
- Maximum door load - 40kg per door
- Smooth running adjustable roller sheave
- Slimline aluminium extrusions - available in gloss white and clear anodised.
- Suits 2, 3 and 4 door openings
- Reversible headguide channel - grooved face or smooth face
- Double & Triple track available



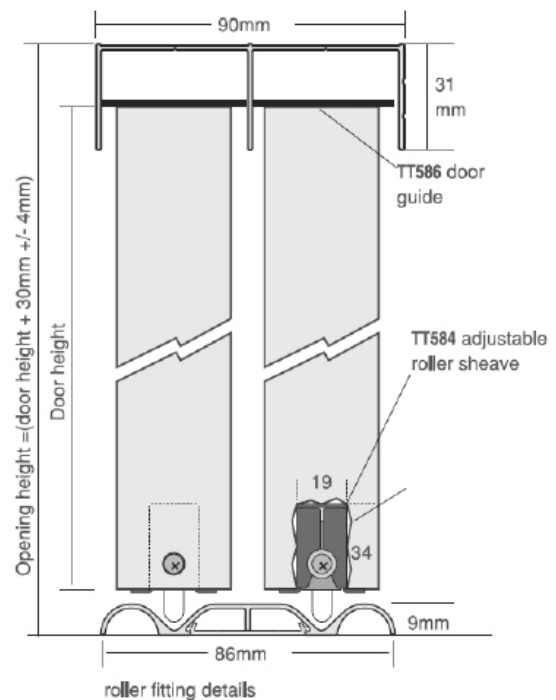
TT580 Headguide Channel



TT582 Double Track



TT583 Snap Strip



There is a price increase for this quality and aesthetic improvement. The change is effective for all orders placed after 16/03/2020.

Wayne Grant and Luke Mullins had a Great Idea!



As part of our ongoing LEAN endeavours, Wayne from our planing department and Luke Mullins, planing supervisor, worked on a cross section board which easily shows the stages and processes that go into developing the 107 VG Pine Exterior Boards and 107 Aluminium sheathed versions.

Clients and visitors and even new staff members are taken through the processes when being shown through on a factory tour, but it can all be a bit overwhelming when you go from one station to the next and don't correlate the process shown to the end result.

The board helps demonstrate the 22 processes and quality checks from rough sawn to final profiled 107 VG Pine insulated wall.

Is it to be or knot to be?











What is Knot acceptable? The grading of the size, type and clusters of knots in the Lockwood timber are all part the main visual checks carried out during the fabrication processes. This covers incoming timber, onto the planers and the pre-cut operators and final packaging prior to dispatch. We have created a user friendly Wall and Ceiling Timber Knot Specification sheet for which can be used for visual grading.

Show homes do provide the best reference around your customer's quality expectations.

Should your show home walls and ceilings display clear timber, this specification could be handy reference tool along with a typical wall sample to provide the customer with sufficient information to enable them to make an informed choice.

There are of course the galleries on the website, client home stories and their related galleries to direct them to, as well as the Art of Lockwood as references.

You can find the Timber Knot Specification on the Extranet>Home Technical>Product Information>"Lockwood Grade Specifications.pdf"

 LOCKWOOD Designed for good		
Lockwood Grade Visual and Structural Specifications for Lockwood Grade 200X50 Wall and Ceiling Boards		
Grading To be graded to comply with kiln dried standards		
 Sound Knots Intergrown Single or in groups, Max size to 100mm, one or more, but sum not to exceed more than 1/3 of the width of the piece	 Sound Knots Tight Partially Intergrown Max size of 75mm must be 50% intergrown, clusters permitted, but not to exceed 75mm	 Bark Encased Knots Providing the knot is sound and tight
 Spike Knots Sound Intergrown Single and Double permitted	 Spike Knots Sound Partially Intergrown Single only permitted 50% intergrown	 Holes Up to 13mm 2 per piece over 1.8m
 Bark and Resin pockets Up to 40mm long x 6mm wide providing no resin is present	 Pith Must be hard and sound fully contained in central 2/3 of the face, max width of 13mm across an unrestricted length	 CHECK Checking May be used in areas not seen
 CUP Up to 3mm across the piece	 Knot Checks Not to exceed 4mm on both faces	 Loose Knots & Edge Defects Visual grade providing it is stable and able to be filled

It must always be understood that because of its solid nature, Lockwood constructions require a visual rather than a strictly structural grade

Fly through videos now standard with photography

We have been including fly-through videos on show homes and client homes as part of our photography process.

They are embedded in the website page under the show home write up and are loaded into YouTube as part of our play list.



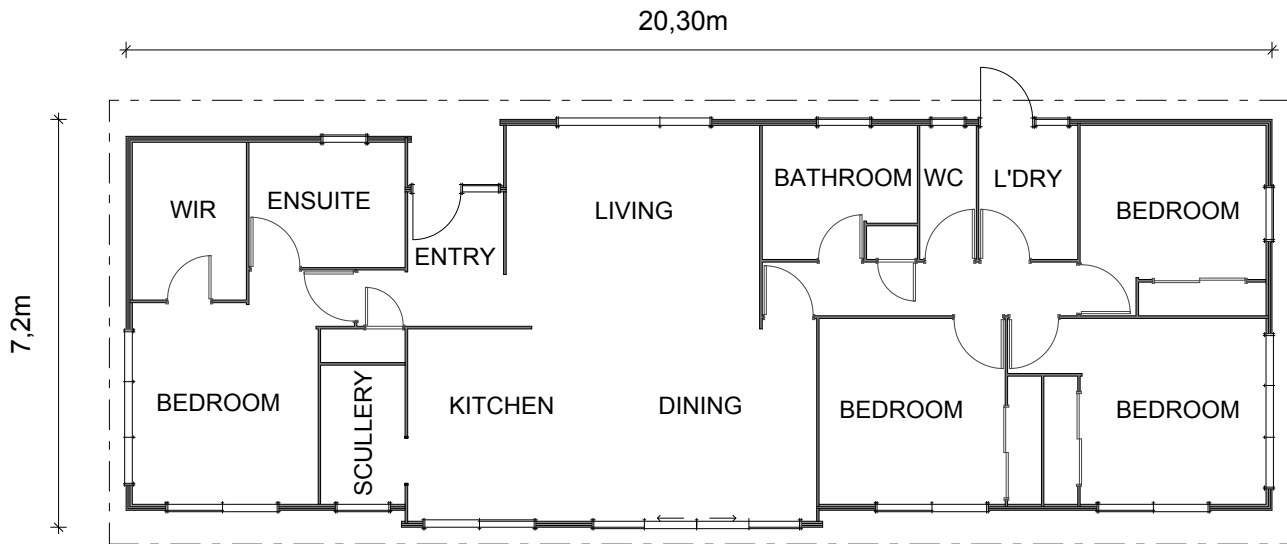
JK Design making a difference in their community

South Auckland contractors, Kieran and Jana Tod have been growing a name for themselves in the community, donating planter boxes to schools so the kids can grow their own vegetables.

With the support of Carters Pukekohe, Kieran and Jana have built a number of boxed gardens, lining them with recycled plastic wrap that comes with Lockwood components. So far schools from Bombay, Pukekawa, Ramarama and Mangatawhiri have all received a big planter box, including potting mix, with seedlings to get started. Well done JK Design, what a great way to recycle and contribute to your community.



Homestead 2020 – Plan Update



The Homestead has been revised to feature a scullery and better spatial flow.

The detailed floorplan and elevations have been saved on the extranet under: Marketing >Brochures and Flyers > Generic ReadyBuilt designs for on-site builds, along with all the other plans which are currently being promoted in the ReadyBuilt range. These generic flyers are specifically branded Contractors to use for on-site builds.

Builders On-site Checklists

Builders On-site Checklists are a vital part of our CodeMark certification and are required to be completed for every build. Once completed the checklist needs to be returned to Lockwood Head Office.

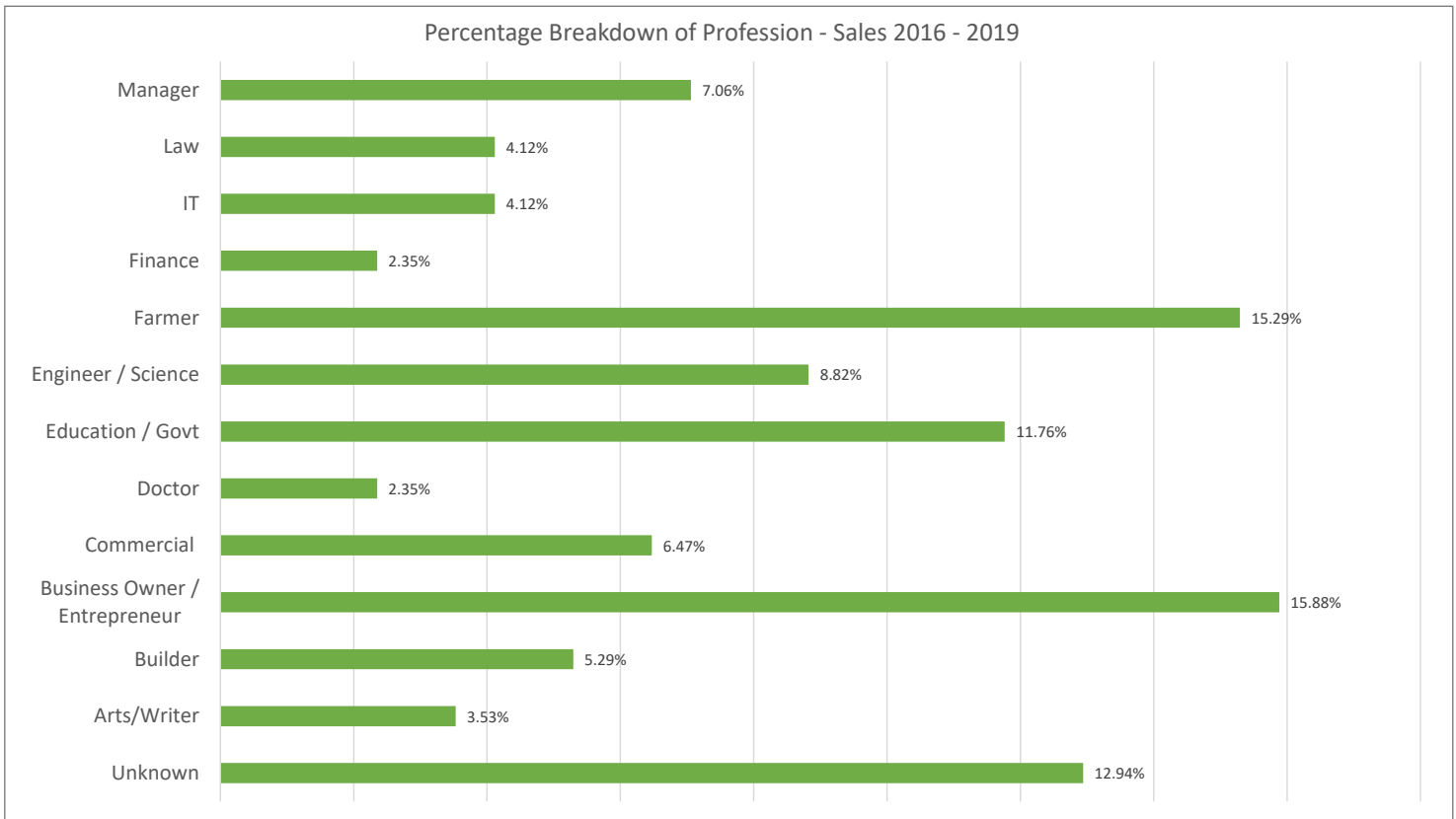
Please note that we provide one with every job and can be found in the hardware box.

Contractors, please encourage your builders to complete this form and return to David:
davidmacfarlane@lockwood.co.nz



Occupation analysis of Lockwood clients

We recently touched base with our contractors and salespeople for updates on client information that we have in the CRM against sales. This was to assist us to better target our marketing to these occupation categories. Thank you for assisting us to fill the gaps. Please see below the breakdown we have so far. We will publish an updated graph in the next Pinevine along with use of residence breakdown.



Design Reference Library

A reminder that we have created a Design Library of Lockwood plans that have been produced which is updated regularly. There is a spreadsheet which gives you the ability to filter on categories such as bedrooms, bathrooms, garages, double or single storeys etc.

A quick reference to the rules:

- The form that many of you completed to gain access confirms that you will be using the library for reference purposes only.
- Please take note these plans are project specific. To protect the privacy of clients, we have removed any reference to names and addresses.
- These plans are not to be used for the general public, they are a reference only for Lockwood staff and Licensed Lockwood Contractors. Specifications and details are indicative and do not account for project or site specific requirements nor any changes to relevant NZ Standards.

News from the Technical Department



New CodeMark Certificate

We have a new CodeMark certificate (Rev I.)

We have also altered the wording on the Designers CodeMark Declaration to read "I can confirm that all the Design Conditions of the CodeMark Certificate are met"

The new certificate can be found on the extra-net under Technical>CodeMark

The Lockwood and ReadyBuilt website links under "Accreditation" have also been updated.

Double Lintel Span Chart

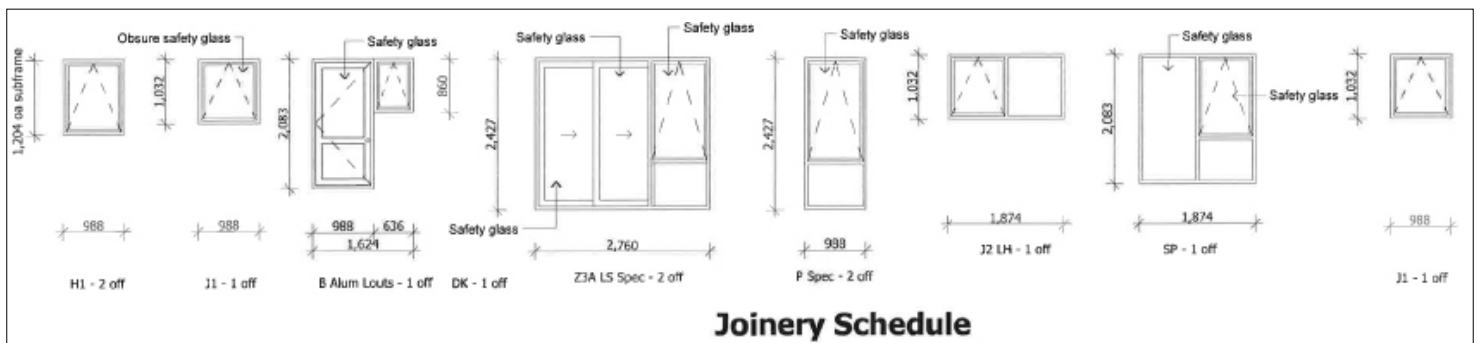
Back in August 2017 we had BSK Engineers provide a laminated double board lintel span chart.

These are particularly useful for 14 board stud or for any lintel design with 2 boards above the joinery.

We have noticed that there is a lack of awareness around the existence of the charts.

Just a reminder that they can be found on the extranet under technical>structural>handbooks

Joinery Schedules



To assist our joinery department, please include a joinery schedule with your final order milestones.

While all local authorities may not require a joinery schedule as part of their compliance requirements, a joinery schedule does help clarify the client expectations. It also assists the joinery estimator and fabricators, avoiding waste and possible further costs.

Joinery schedules consist of:

- A drawing / description of every window and door frame within the design
- Each joinery frame should include 2 critical dimensions
 - i. Frame width (based on overall subframe dimension)
 - ii. Frame height

Use the Lockwood detail manual – section 11, Alum Joinery Suite as a guide

WIN!

Take the Quiz and Win!

We have a hamper to give away to one lucky reader to celebrate the first Pinevine of 2020. Answer the 10 simple questions with answers based on the Pinevine stories and you'll go into the draw to win one of the goodie baskets below. Email or drop your entries into the marketing department before Friday 6th March for your chance to win!



1

Option 1: Six hand crafted beers from local brew masters plus biltong and a bunch of beer snacks

Option 2:
Shortbread Bites, Strawberry Chocolate Coco Cups, Chocolate Block, Popcorn, corn nibbles and grissini



2

3



Option 3 (vegan) balsamic onion relish, peanuts, popcorn, dark chocolate, potato chips, corn nibbles and guac dip

(Tick your prize option)

1 2 3

Your Name

What is the name of the new show home in Plimmerton?

What needs to be included with the final order milestones to assist the Joinery Department?

Where can the builders on site checklist be found?

Which 4 bedroom plan has been updated recently and is currently being promoted?

What are JK Design using the plastic wrap for that the Lockwood components are delivered in?

What now comes standard with photography of our stunning Lockwood homes?

Name one way the timber is graded?

Who had a great idea in the factory for our visitors?

How many interior door handles can clients now choose from?

In the design reference library of produced homes, name one of the ways you can search for plans.

We want to hear from you!

If you have any news, events, successes or challenges you would like to share with the network, please get in touch with Sarah (sarahsmith@lockwood.co.nz) so your stories can be included in the next issue.

A link to the Pinevine edition is available in .pdf version on the Extranet under Pinevine. Printed versions will be circulated to staff and mailed out to the network. If any of your staff would like to be added to the mailing list, let Sarah know.