

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 7 – 9 weeks from approved for production date

Non-Complex Designs over 120m2-allow 9-10 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.

Lockwood Award Winners 2019



Congratulations to John and Carina Hodges – Lockwood Rotorua and Eastern Bays, 2019 Lockwood Contractor of the Year

John and Carina were ecstatic with their win. The shocked and humbled face followed by John's heartfelt speech had us all emotional on the Annual Lockwood Awards Night. John has been beavering away on multiple client projects – 4 contracts on the same day last week, the orders department was in a frenzy sorting through them all – and a new commercial build in the pipeline, bears testament to a constantly busy schedule.

This award is of course given for the past

Lockwood award winners continued...

year's performance and by the looks of things, the wonderfully positive turn around for Lockwood Rotorua and Eastern Bays after what can only be described as a challenging year on all fronts, is set to continue well into the future. Thank you for your input John. Your passion, dedication and commitment to the Lockwood product, brand and family for well over 30 years is a lifetime achievement – congratulations on being our deserved winner.



^Court Marsters



^The team from Coastwood Homes 2018

Other winners on the night were; Coastwood Homes 2018 Ltd, taking out 5 awards for, Sales Performance, Best Lockwood Site, Lockwood Legend (Katie McDonald setting the standard yet again), Client Relationship Excellence, and Lockwood Photographed House of the Year!

Brand promotion was awarded to Lightning Homes for their dedication to promoting the Lockwood brand in their territory. Margot McLaughlin was recognised for her design services. Soren Antonsen – Seaside Homes, Lockwood Tauranga was a recipient of a Client Relationship Excellence award and Nicole Flann-Cunningham and Gemma Edmonds were also recognised for lead nurturing and client relationship excellence.



^Soren Antonsen - Seaside Homes



^Margot McLaughlin-Absolute Design

As part of the awards evening, we also heard from Court Marsters who has been drifting up a storm with his Lockwood sponsored drift car. You can check out Courts video on youtube - search court marsters drift shwatevaghee or [click here](#)

Congrats to all our winners and thanks to those who attended conference 2019!

Bike building for a good cause



We have the opportunity at conference to have a team building session which includes all our network and entire staff, which is something we look forward to. Even better than that was the surprise at the end when the bicycles built as part of this exercise were handed over to 9 lucky schoolchildren from a local Decile 1 school. Neither the kiddies or us (besides a select few of the organisers) knew what was going to happen with the bicycle handover.

It was picked up on the front page of the Rotorua Weekender community paper. Thanks everyone who took part, there wasn't a dry eye in the house. Awesome to be associated with doing good in the hood and a great charity angle which made it an incredibly rewarding experience!

Business After 5 - Coastwood Homes



Coastwood Homes recently held a BA5 in their Verandah show home in Thames. With more than 50 people in attendance it was a great success. It definitely helps when local body elections are eminent! Vicki and Sarah joined them from Rotorua and enjoyed their time with the awesome Coastwood team.

It was very interesting to see that only about 50% of locals put their hands up when asked who had been in the show home. All said they loved watching the busyness on the site and seeing what Coastwood were up to, but were suitably impressed after experiencing the warm ambience and modern finish first hand. That percentage changed quite a bit when they were asked who had grown up in one, lived in one, owned one or holidayed in one – just about 90% of hands went up on that one!

Great talk Israel, and well done on a great event in a lovely show home.



ReadyBuilt by Lockwood website up and running

The changes discussed at conference have been implemented. The ReadyBuilt offering has been separated from the main Bespoke Design driven website with its own campaign, positioning statements and contact drivers.

Take a look at what the team have put in place on the new website here: www.lockwoodreadybuilt.co.nz

Well done to everyone on the ReadyBuilt crew. It's fresh and inviting and looks great. It will also give us a clear indication of what the main Lockwood website achieves without the blurring of these two offerings side by side.

ReadyBuilt
 by  **LOCKWOOD**



Homestead Plan

The new four bedroom Homestead design has recently been released into the ReadyBuilt range. Pre consent plans are also available for build on site options. At 136m² the Homestead is a compact family home with a similar footprint to the Lifestyler and so far it has been popular on social channels where it has been promoted. Component pricing is available to contractors on the extranet under Plan Range Pricing > ReadyBuilt special offer. Generic plan flyers are also available under Marketing>Brochures and Flyers> Generic ReadyBuilt design flyers for on-site builds.

Lockwood Design Studio

At conference we released the vision of what the design studio team is going to be offering our network. In the new year, we intend to recruit designers around New Zealand to expand our footprint for design services. This will assist our network to have a designer available to support their design and build client journeys at a personal level.

How? By the end of 2019, we will have a comprehensive Lockwood consent detail library and a guide to designing with the Lockwood building system.

We will also offer in-house guidance and feedback on details, buildability and structure to ensure the best outcome for the clients and contractors. At present, we are in the development stages of the “tool offering” and are dedicating our team to finalising this to achieve our goals for the end of 2019.

This means that we are not able to take on any design or concept work until we have successfully completed our task. If you require design services, please contact Michelle Noble as your first point of contact or check under Design>Contact>Details on the extranet for a list of available designers and engineers.



New show home in Rotorua

The 2017 Lifestyler was moved off the Rotorua site earlier this week. The Lifestyler 2019 will be moved onto the corner site in the 1st week of October. The final fitout, gardens, decks, pergolas and interior design will be finished off in the weeks leading up to the launch date which has been set for the 24th of October.

The home is being treated as a Lockwood Show Home, so we are going to impress with quality fitout and display and have it available as a show home to view on both websites. The blinding job on this home is stunning and was completed as per Dave's suggested application at conference.

Plans are underway for a fantastic evening launch event and our own Lloyd Akroyd – muso from our Design Studio team at Lockwood will be entertaining our guests and VIPs on the night.

The show home will be open for Labour Weekend.

If you have any questions about the new show home, please contact Vicki.



Collaboration with BMW



As part of an ongoing push to use the Lockwood show home sites for events and drive quality foot traffic through, we are excited to announce a collaboration with BMW Tauranga and Hamilton. They will be bringing a range of their newest and best Beemers to display at the Lockwood

Rotorua show village and will run the display through to the end of Labour weekend from the opening night.

The average age for a BMW client is 55 and they fall nicely into our target demographics in terms of household income and interests. We will be inviting their prospects and clients by tapping into their databases to come experience the show home and test drive one of their new vehicles. A winning visitor will be chosen from the entries and they will win the use of the car for three days.

Promotion across digital and social channels on both sides is planned and we will look forward to seeing the results of this collaboration and how this could work in other regions.

Unique weatherproofing solution from the Whangarei team



Recently, Dave Hutchings and Dave Harker were on site with John and Ilse Schreurs from Whangarei and were impressed with their designed solution for a weatherproof shelter on their Lockwood builds.

The laminated beams you see in the pics were made by the Schreurs. After initially constructing a mould in the shape that they wanted, they glued and pressed timber together to create the beams and allowed them to set in the mould shape.

This was their solution to provide ventilation and weather proofing as opposed to the alternative plastic wrap which can be costly and in most cases cannot be recycled. Their 10m beams can be used on multiple sites, as can the 18x9m eyelet tarp which was thrown over the top and erected on scaffolding to protect against the prevailing weather. The scaffolding was however erected slightly higher to allow for the extra height requirements of the overarching beams and tarps.

If you are interested in their clever beam and scaffold solution, give John Schreurs a call on 027 223 6961.



^The beams were made in stages, using moulds and clamps



^A reusable and ventilated shelter is created above the build

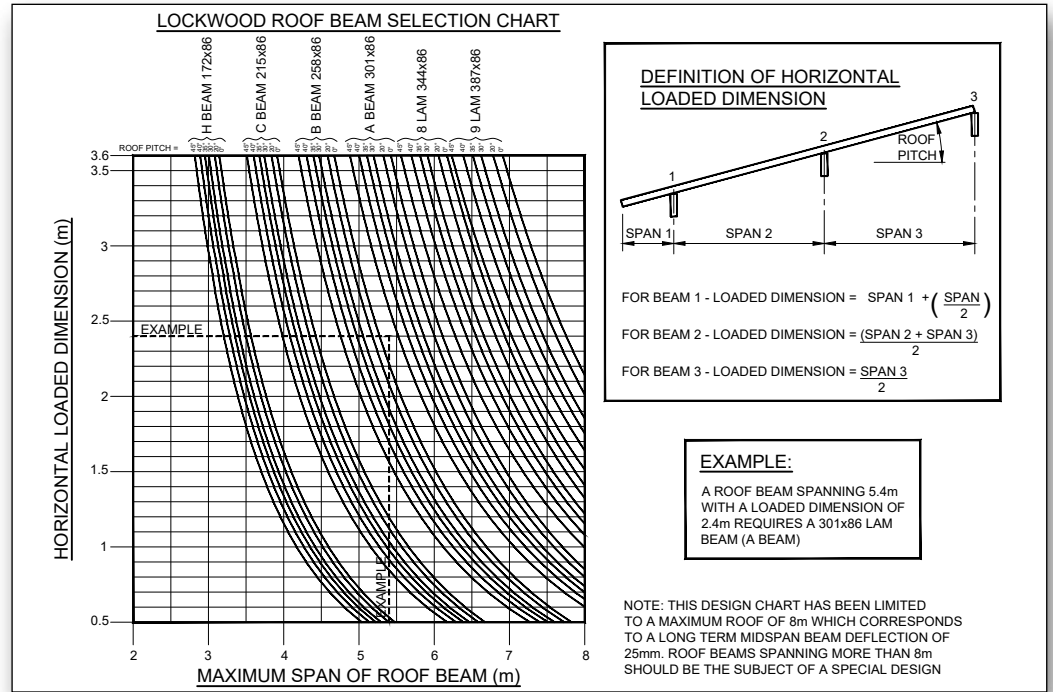
News to have us all beaming

We have a new revised beam chart.

The horizontal loaded dimension which was previously 3m, has now been pushed out to 3.6m. This allows for designers to specify greater beam spans without engagement from engineers.

Please add this as an addendum to B-16 in the Lockwood Structural Handbook until a new version is available.

The addendum – new chart, is available on the Extranet>Technical>Structural Handbook> Condensed detail manual



LEAN is a mindset – not an event, so come along with us

LEAN is all about increasing value, eliminating waste and optimising our operations and it is most effective when practiced across the organisation.

Continuously improving systems and processes means being open to opportunities for improvement and willing to make the changes. The gold of course is sustaining them afterwards!

All office and factory staff are involved, embracing LEAN and willing to welcome change. We would value the network's input to help identify Opportunities for Improvement (OFI's) in our production and administration services.

We have uploaded a "Tell us what you think" form onto the extranet under Technical>Best Practice. If you have an OFI that you would like to share with us, please fill out this form and get it back to one of the SLT members, (LEAN – Strategic Leadership Team) who are the first point of contact for implementing these initiatives.

Members to contact:

Dylan Waitemata | Duane Taylor | Sarah Smith | Jenny Forbes | Michelle Noble | Courtney Marsters

Lexi Mitchell – sleeping rough to make a difference



Lexi – Business Support Administrator from Coastwood Homes – raised just over \$1000 for Lifewise during The Big Sleepout Event held in Rotorua on the 5th of September. This charity supports Housing First in their bid to raise awareness about homelessness and continue to help some of the most vulnerable Kiwi's in need. Overall almost \$40k was raised in Rotorua from 47 participants. Thank you to those who supported and well done Lexi!

Technical Update

Gable Frames

The Aluminium gable frames we produce have the have a minimum heel height of 200mm. This is a Health and Safety issue. So please when designing our homes make sure that you adhere to this size.

New Glue

For many reasons including aesthetics and health and safety issues we have made a change to our Glue type and supply. The new glue is called Purbond, this is a Polyurethane adhesive used in both external and internal situations. The new glue Purbond has improved performance and as a bonus is clear so no red glue lines to exterior laminate. We have implemented this change effective immediately.

Insulated Concrete Floor - Details

We have developed a couple of details around the use of Insulated concrete subfloor. If you require any assistance with these please contact Stuart Steel.

Lockwood Specification

New Lockwood Specification Issue 16-Includes the New Glue and the Aluminium Flashing baseboards. Specification issue no16.

Aluminium Base Boards

We have developed an Aluminium “D” type flashing baseboard for use on Concrete floor detail as well as in other base lining situations. In conjunction with this what we used to call a WC21 Baseboard will now be a C Type flashing baseboard. These will both have specific Board jointers, the C Type has a 188mm and the D Type has a 123mm. See new details Technical>Manuals>107 Manuals>1-Subfloor

RFI - Questions and Answer - re : Lockwood

We have created an Extranet folder for any RFI requests from the Councils to create a resource for showing compliance. Find this under Design>RFI>Q & A

Wakefield Report

There was a request for the 1969 Wakefield report on Earthquake testing to be on the Extranet. We have placed it under Technical>Structural Handbooks>Wakefield Report