

Pinevine

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Current Lead Times

Current lead times have been affected by supplier, manufacturing & Covid isolation delays.

Aluminium is currently taking 6-8 weeks from order to delivery which is impacting on joinery, sheathing and WeatherClad.

At this stage, lead times are approximately 15-16 weeks from approval of order. When placing your order, please get in touch with us to discuss your requirements and we will do our best to meet your required timeframes.

Handy Contacts

Below is a summary of handy contacts. We will keep this list up to date and on the front page of PineVine each issue. It has also been uploaded to the Extranet>HeadOffice Contacts:

What

Field Reports
 Builders on-site Checklists
 Lockwood Component Orders
 Sundry Orders
 General enquiries / unsure

Address

technical@lockwood.co.nz
technical@lockwood.co.nz
accounts@lockwood.co.nz
chrisdibley@lockwood.co.nz
info@lockwood.co.nz

Al-Fresco on the move

The Al-fresco show home in Wellington is heading to a new 'forever' site in Kapiti this April. The 126m² show home has been a great asset to the Tuohy Homes team since its opening in 2019.

The aptly named Al-fresco features a large covered outdoor entertaining space easily accessed via the open plan living, kitchen and dining areas. With a knot-free pine interior, and Velux skylights throughout, the show home has a bright, minimalist feel. Ata Touch home automation was used in the Al-Fresco and gave Tuohy Homes' clients the chance to see the benefits before installing the smart home system in their own builds.

The Plimmerton show home site won't be empty for long! The Tuohy's have ordered a 137m² replacement with a design inspired by the Verandah floorplan. The three bedroom, two bathroom show home has a dedicated entry, large scullery and separate laundry. The new show home has yet to be named. Send your name ideas through to sarahcarnell@lockwood.co.nz.



Welcome Britney

Britney Duggan joins the team this week as Design Co-ordinator. Britney comes to us from Podular Homes where she has been involved in many areas of the new home building industry including scheduling, ordering and even hosting visitors through the Podular show homes. Britney has a Bachelor of Construction Majoring in Construction management. With Britney having such a range of skills and experience, we know she will be a great asset to the Lockwood team.



Jack's new challenge

Jack is stepping away from the Design Co-ordinator role to focus on leading the Design Studio and managing workflows. He will also be training under Margot to learn design and consent drawings. Jack says he is "jazzed" to be taking on this new challenge.

South Island Vacationer Show Home – Opening Soon!

Construction of the new show home at our Christchurch site is almost complete! The Vacationer replaces the Kereru office, offers visitors the opportunity to see a completely different style of Lockwood home and complements the existing Madrid with a monopitch roofline and compact 99m² footprint. A striking monochrome exterior in Lockwood Misty White satin and Matt Black joinery is softened with a VG pine feature wall which will be stained in Resene Iroko.



The interior of the Vacationer is currently being blonded, and flooring will be installed this week. The home will be furnished in neutral tones with plenty of texture and pops of colour throughout.

We have used Surefoot foundations for this show home. Nicknamed the 'metal tree stump', Surefoot works much like a trees' root system. The SureFoot system provides a solid and stable foundation and is a concrete free alternative to traditional piling and concrete slab foundations. Using a jackhammer, micro-piles are driven into the ground in multiple directions before an adjustable pile cap is added. Installation is quick and simple with no inspections and no downtime as once the piles are in place, they have instant bearing capacity.



Decking and landscaping at the Christchurch show home site will take place throughout April with a opening event planned for mid-late May. The Vacationer will be used as an office by our South Island Regional staff, Karen and John, who are looking forward to having the space available for visitors soon.

New Plan book due out soon

The new Designed for Good 21st Edition plan book is off to the printers this week. Packed full of amazing photography and inspiration, this magazine-style glossy book features stunning design and build projects and concept plans. It aims to give clients a wide range of ideas to start their new home journey. The 21st Edition book is the first plan book to be produced since 2013 and is made possible by the huge investment we have made into photography of client homes and show homes over the last nine years. The book will be free for people to pick up in show homes and at events. New Zealand residents can have the book sent to them by purchasing online for a nominal fee or can read a free digital copy online. We expect the initial print run of 2000 to be distributed within six months giving us the opportunity to update it and make additions or changes on a regular basis.



Freight Cost increase

Transflow has notified us of a second increase in their cartage rates due to rising diesel costs. The rates are increasing 12% for both North and South Island. A full list is available on the Extranet>Pricing.

Streamlining CRM



The screenshot shows the SugarCRM interface with a customer profile for Rachael Campbell. The profile includes fields for Account Name, Email, Partners Name, Home Phone, Mobile, Expected Close Date, Sales Stage, Design Fee Paid, and a Comment Log. The interface is clean and organized, with tabs for Overview, Build Requirements, Show More, and Post Order Info.

Our Customer Relationship Management system, SugarCRM, provides contractors and head office staff with a wealth of data to engage with customers, provides valuable sales and marketing insights as well as tracks customers through the sales process.

We have recently taken an overall look at the system to see how it is working for us and have identified improvements that will make it faster and easier to use. Streamlining CRM will save time, benefit everyone, and ideally, make Contractors more likely to use this fantastic resource. Jyla Kearns is currently making layout changes on a test site which we will release soon. Changes include having information organised in tabs to save time scrolling through pages to find the information, removing redundant fields, and making sure critical information is available on one page.

Remember, even if you don't use CRM, all staff and contractors can add information in Sugar by simply including lockwoodhomes741540@sugarondemand.com in the BCC field when emailing clients. This way we can see if the client has been in touch with us at any point and make sure they get sent relevant information. This especially helps when clients don't mention they have already been working with a contractor and contact us through another channel.

A change of career for David Macfarlane

David Macfarlane has chalked up an astonishing 50 year career with Lockwood. This week we say haere rā as he heads off to tackle new opportunities.

In his time at Lockwood David has worked a variety of roles but for as long as most can remember he has been our Technical Manager leading the drawing office team. David has been a key driver of changes and innovations over many decades but his legacy will be most remembered by past and current staff whose lives have been positively influenced by him.

For some people, David was the person who gave them that first opportunity to be involved in the construction industry. David was always a generous, calm and patient teacher and mentor who passed on his knowledge to many many people as the basis for their own successful careers.

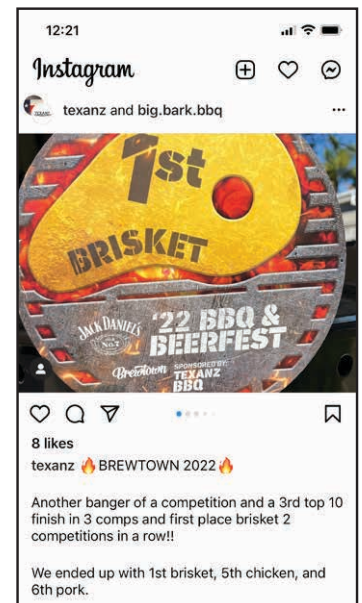
We have been honoured to count David as one of our team, and his knowledge, experience, and his presence will be greatly missed. We are grateful to David's wife Bubsie and their whanau for supporting David's time with Lockwood and we wish them many more happy, healthy years ahead together.



Local Marketing efforts from around the network

It's always great to see our contractors promote Lockwood locally, building on our brand and ensuring their presence is known in the community.

A Coastwood Homes build has recently been featured on the Marley and Dynex websites as part of their inspiration series. The Mullan Family Holiday home, built in Pauanui in 2021, used Marley Typhoon® spouting in black and Dynex Soffits in white. The Dynex article includes a video interview with Coastwood Homes' Director, Israel Rangitaawa. Israel is a natural in front of the camera. Looking smashing in his co-branded polo, Israel does an excellent job of promoting the Lockwood brand and the design and build services Coastwood Homes provide in the Coromandel. Check out the video at <https://dynex.co.nz/inspiration/pauanui-escape/> and the Marley article at <https://www.marley.co.nz/gallery/pauanui-escape/>.



Coastwood Homes are also investing locally – sponsoring Big Bark BBQ, a Thames based competition barbeque team that competes all over the country. The Lockwood logo is proudly displayed on the team trailer. Big Bark BBQ are rising stars on the NZ barbeque scene and have been doing very well, recently taking out 3rd position in Wellington and are currently in 6th overall in the NZ Barbeque Alliance national leader board.

Seaside Homes are taking advantage of a tee-riffic opportunity with Omanu Golf Club. The golf club is one of the busiest clubs in the country and offers sponsorship packages to a limited number of local businesses each year. The sponsorship package includes on-course signage, inclusion in Omanu's database marketing and, best of all, a wrapped and branded golf cart. 61% of golfers are aged 50+ and are empty nesters with disposable income.

This provides an excellent branding opportunity for Seaside Homes as well as promoting Lockwood in the Tauranga area.



Congratulations New Graduates

Four Lockwood staff have recently completed Health & Safety training with Edvance.

The 10-week course provided participants with unit standards in Health and Safety in the workplace. They learnt about the roles of Health & Safety reps and the obligations of a Company's role in Health & Safety in the workplace as well as how to identify hazards and communicate with their team to ensure any issues are addressed. All four staff passed with flying colours and enjoyed the opportunity to learn and grow their skills.

Congratulations Zane White, Terry Etuale, Ioane Peato (Junior), John Parr (absent).



Fieldays 2022



Fieldays has been postponed until 30th November. We have confirmed our attendance in November and work is continuing on our eco-friendly, natural themed Lakeview show home. The two bedroom home will feature Lockwood VG Pine on the exterior and is specified to exceed 2022 H1 insulation requirements. When the Lakeview returns from Mystery Creek, it will be permanently sited at 7 Russell Road as a show home and office.

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 (sarahcarnell@lockwood.co.nz) so your stories can be included in the next issue.