

Free tips and  
building  
information!

# Paul Reed's Building-zine



## Two of my current projects

I've been really busy for the last 2 years with some really exciting projects. We're currently working on this impressive two storey home at Clarkville designed by 'Ray Hawthorne'. It features a stunning-Monier Artisan roof together with a combination of beautiful modern lines and a classic timeless feel.



High energy efficiency and the ability to heat the home from various sources depending on the season were high priority for the owner of this 'Bob Burnett' designed home. It also features a polished concrete floor which is divided into a grid pattern using feature hardwood strips.

## Dodgy Tenders and Quotes

I've heard lots of complaints recently about confusing or misleading Tenders that leave clients with much higher costs than they expected.

The problem is that because tenders are basically a "closed" process, clients can never be sure about what has been included in or excluded from the quoted price.

### "Open-Book" Contracts - a much safer option.

However, an Open-Book contract is a fully "Transparent Process" where the client receives a set of detailed prices that follow the plans & specifications to the letter. In other words, there is absolutely no room for misinterpretation or "additional costs", as everything has been clearly explained & fully documented right at the very start.

If you'd like to find out more about the advantages of an "Open Book" contract, why not contact us per the details below.

## Paul's Industry Rant!

I'm often asked to comment on the state of the Residential Building Market - and what's ahead for us all. You may recall that I've predicted a bigger upswing than we've had, after all we've only recovered from 13,616 consents p/a to 15,381. This is still a long way from the past 10 year average of 24,800 p/a! I've weathered this storm well, from a continued strong demand for quality work. I still have a full workload, as do other builders of strong repute.

So where to from here? We're still experiencing a net gain to NZ of around 22,000 people p/a. Add to that the under building of around 25,000 homes over the past 3 years. Thousands of tradespeople have left for Australia, never to return. My prediction from the statistics and experience from last boom & bust cycles is that when it turns, again expect a huge shortage of quality tradespeople. Add to that, supplier cost corrections from this recession period. How long? Expect a market shift in around 6 months time.

### My advice? If you are thinking of building - start now!

So if you are an Architect, Designer or prospective client, why not call me now to see how we can partner with you to make sure you get the best value for money for your project.

PS - I've been using Brendan from "Care Free Computing" for a number of years now. As well as repairing computers, Brendan also builds computers to your requirements - for great computer service, see the attached flyer!



"I don't care if they are cheaper...we're not using them!"



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