WIRI LINK

AUTUMN 2024

Wiri Business Boost – our new business subsidy programme

The importance of Business Continuity planning with Salter's Cartage

Free freight forwarding training with Stockwells

Hiringa: bringing the power of clean green energy to Wiri

WIRI means business

A publication of the Wiri Business Association. www.wiribiz.co.nz

Wiri Business Association: Thriving together in 2024

It's been a fantastic start to the year for the Wiri Business Association! As your General Manager, I'm thrilled to see the energy and engagement from our members, and I'm excited to share some new developments and upcoming events.

Connecting Through Coffee:
We kicked things off with our popular coffee cart visits, offering a casual platform to connect with businesses and individuals across Wiri. These interactions have been invaluable, allowing us to hear your concerns, celebrate successes, and share updates on our initiatives. And rest assured, the coffee carts will be rolling through again soon!

Networking and Community:
Looking ahead, we have our first networking breakfast event lined up. On March 12th, we'll be hosting New Zealand's rally champion, Hayden Paddon, for an exclusive talk. Don't miss this chance to gain insights from a world-class driver and a successful entrepreneur.

Building a strong community is essential, and we're thrilled to offer monthly drinks and nibble sessions on the first Thursday of every month. This is a relaxed and enjoyable way to connect with fellow business owners and professionals in Wiri.

Investing in the Future:
Building on our commitment to youth employment, we're actively collaborating with Manurewa High School. We believe there's tremendous potential to cultivate future talent and assist businesses with workforce needs and succession planning. Join us on March 14th for a lunch event featuring Manurewa High School Principal Pete Jones. This is a key opportunity to learn about youth initiatives and explore how your business can benefit from engaging young talent.

Boosting Your Business:
We're excited to announce the launch of our "Business Boost" subsidy program. This initiative aims to support members in acquiring new skills, expanding their networks, and optimizing business processes. Whether you're looking for training, consultancy, or software solutions, we want to help you grow! Applications are open quarterly, so visit our website for details and don't miss the first deadline on April 30th.

Sustainable Solutions:
Understanding travel patterns within Wiri is crucial for developing efficient and sustainable transport options for our members. We've embarked on research in this area, and there's exciting potential for a partnership with Auckland Airport. Our goal is to provide convenient and environmentally friendly commuting solutions.

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Building Resilience:
Our popular business resilience courses continue to equip businesses with the tools and knowledge to navigate challenges and disruptions. As the article on Salter's Cartage demonstrates, being prepared is key to success. We encourage you to enrol in these valuable courses.

Stay Connected:
Remember, we're here to support you! Whether you have questions, need assistance, or want to share your feedback, please don't hesitate to reach out. Contact us at info@wiribioz.org.nz or call 09 262 0804 and speak to Diana, our Membership Engagement Manager.

Thank you for being a part of the Wiri Business Association community. We look forward to seeing you at our upcoming events and working together to make Wiri a thriving and vibrant business hub.

Gary Holmes,
General Manager.

Need to declutter? – Wiri Business Inorganic Collection

We're proud to be working in collaboration with our friends at The Beautification Trust, to help Wiri businesses declutter their workspaces responsibly. The Wiri Business Inorganic Collection will run for two weeks over May and is of minimal cost to businesses.

When: 13th May to 24th May
Cost: $49/m3 for Wiri Business members only
Online booking portal will be available shortly.

How it works:

1. Book Online: Select a pick-up time that works for you and pay by credit card.
2. Prepare Your Items: Gather all the items you wish to dispose of.
3. Pick-Up: At your business location – the rest is taken care of.

Through their Zero Waste programmes, the Beautification Trust is committed to reducing waste to landfill and empowering South Auckland communities to embrace this kaupapa. After your inorganics are picked up, everything will be sorted and separated at the Manurewa Community Recycling Centre, ensuring as much material as possible is reused and recycled. This service is a great opportunity to responsibly dispose of clutter while supporting environmental sustainability efforts.

We will send further details by email closer to the time, including a booking link and what items will/will not be collected.

Beautification Trust
Connecting and Empowering Communities

Waging the war on moth plants in 2024!

Moth Plant is one of Auckland's most noxious weeds. It can grow up to 8 metres high, has a sticky white sap which is a common irritant and smothers native vegetation.

In 2023, Wiri Business partnered with New Zealand Biosecurity Services Limited (NZBSL) to remove 7025 moth plants from the business district. Over 1000 pods alone were collected at BLENNZ Homai Campus!

We are partnering with NZBSL again in 2024 to help remove moth plant from our midst. NZBSL will approach Wiri businesses where moth plant may be prevalent and gain permission to remove the plants there and then. We ask for the cooperation of our local businesses to help rid this pest from our environment.

If you see Moth plant growing in the Wiri Business district, please contact us on info@wiribiz.org.nz.

Wiri Business Association Annual Scholar award

At the end of each school year, we are proud to sponsor the Wiri Business Association Annual Scholar award at Wiri Central School.

This award recognises excellence in attendance, attitude and work ethic and Wiri Business sponsors the winner's secondary school uniform.

Congratulations to Tristan Ma'u-Webster, the award winner for 2023. We wish Tristan all the best for his journey to secondary school.

Grow Your Business with Wiri Business Boost!

Looking to take your business to the next level? The Wiri Business Association is thrilled to announce the launch of Wiri Business Boost, a brand-new Business Subsidy Programme designed to support our members in expanding their skillset, building valuable networks, and streamlining their business processes.

Committed to Your Success:

We understand that every business is unique. That's why applications are assessed on a quarterly basis, ensuring flexibility and catering to your specific needs. To ensure transparency and accountability, successful applicants will be required to provide a brief report on how the funds were used. Additionally, we proudly showcase successful businesses in Wiri Link, highlighting your achievements and inspiring others.

Don't miss out on this incredible opportunity!

Key Dates:

- **Application Deadlines:**
  April 30th, July 30th,
  October 31st, January 31st
- **Decision Notifications:**
  Mid-month following each deadline.
- **Report Deadline:**
  Six months after receiving funds.

Ready to apply? Visit our website for more information and easy-to-follow application instructions.

Together, let's make Wiri businesses thrive!

Unlock Funding for Crucial Projects:

This exciting programme offers eligible members financial assistance of up to $1,000 + GST towards a variety of projects essential for business growth. With five distinct subsidy categories, you can invest in areas that best suit your needs:

Advertising & Marketing:

Boost your brand presence with website development, marketing plans, design, and more.

Business Advice & Training:

Gain valuable insights from mentors, accountants, lawyers, or training courses.

CTV & Security:

Enhance your business safety with advanced security systems, patrols, guards, or alarm installation.

Health & Safety:

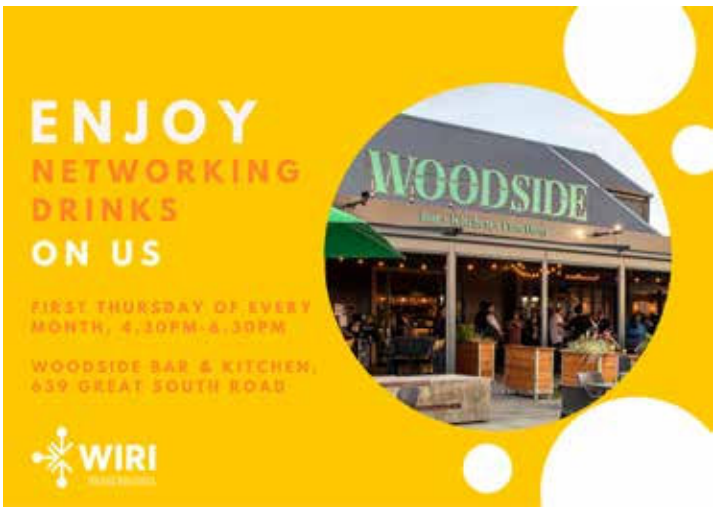
Ensure a safe and compliant workplace by developing or updating health and safety plans or investing in employee training.

Environment:

Make a positive impact on the local environment with projects like moth plant removal or initiatives to improve the Puhinui Stream.

Upcoming events

Upcoming events



Past events

Wiri Business Christmas Celebration with Nick Rado

Community Coffee event at Forage Hill

Past events

Networking drinks

Staff coffee shouts

Hiringa: bringing the power of clean green energy to Wiri

As you travel down the expanse of Roscommon Road, you might have noticed that there's a shiny new Waitomo fuel stop that has recently opened. This is also home to Hiringa Energy, who are developing New Zealand's first nationwide green hydrogen refuelling network.

We chatted with Ryan McDonald, Head of New Business and Rachel Hopkinson, Project Engineer to find out more about Hiringa, how hydrogen works and the first steps towards a greener future.

Tell us about Hiringa and what you do.
Hiringa Energy make, move, store and sell green hydrogen for use in transport and industry.

Hiringa was founded in New Zealand in 2017 to enable large-scale decarbonisation in a commercially sustainable way, motivated by a desire to address climate change.

Hiringa is building green hydrogen production and refuelling infrastructure across New Zealand and Australia. The New Zealand refuelling stations provide coverage for the key heavy freight routes and are powered by renewable 'green' electricity.

How do you make hydrogen and how is it a clean, green source of energy?
Hydrogen is made onsite using the process of electrolysis. Electrolysis works by passing electricity through water (H2O) to separate hydrogen (H2) from oxygen (O2). The plant will have the capacity to produce up to 400kgs of hydrogen per day initially, enough to fill 10 buses or trucks and is designed to be upgradable to supply up to 80 trucks/buses per day in the future. The electricity to operate the plant will come via a certified green power purchase arrangement and utilised during off-peak peak times to reduce stress on the electricity network; the water is supplied via the existing Wiri municipal water supply.

Once produced the hydrogen is then compressed and stored onsite before being dispensed into a heavy vehicle.

Hydrogen is a clean alternative to the fossil fuels we use in transport and industry. Each large diesel truck replaced with a hydrogen powered truck is equivalent to taking between 50-150 petrol powered passenger cars off the road.

How do you plan to grow the network?
Hiringa is partnering with Waitomo to open New Zealand's first four zero-emission heavy vehicle green hydrogen stations in the North Island – these will be in Palmerston North, Hamilton, Auckland (Wiri), and Tauranga – operational early this year with a further twenty throughout New Zealand by 2028. Once operational, hydrogen-powered heavy transport vehicles such as trucks and buses will be able to refuel at the stations in similar time to what they are used to if they were filling a diesel truck or bus.

An initial fleet of 20 zero-emission hydrogen-powered trucks has been purchased by Auckland based TR Group to operate on the network. Built to meet New Zealand regulations and the demanding road conditions, the trucks will be a high productivity alternative to the existing fossil fuelled road transport. Hyundai New Zealand is also bringing five hydrogen fuel-cell heavy-duty trucks to New Zealand, with one of these already in work for NZ Post using a temporary hydrogen refuelling setup.

Will the network just be for trucks?
The network will also be able to provide a fast and reliable source of hydrogen for multiple other applications including aviation, marine, construction, materials handling and stationary power.

Whilst the network is design principally to refuel heavy trucks and buses the stations will still be able to provide H35 (350barg) filling to passenger cars by mid-year.

Why was Wiri chosen?
Wiri was chosen as it is a logistics hub and a gateway to Auckland and Northland, it is also a key node in what is known as the "Golden Triangle" of freight, being Auckland, Hamilton and Tauranga, hence it is an important location for our current and future customers.

Wiri is one of the first four refuelling stations under construction - these four stations will cover 95 per cent of New Zealand's North Islands heavy freight routes.

What has Hiringa learnt from this development that they will take to the next site?
Given the refuelling network is the first of its kind in New Zealand, the process has really been about working with partners, suppliers, customers and

national and local government who are aligned with the vision to decarbonise. Having all parties working together has been key to ensure all aspects of the hydrogen infrastructure and hydrogen supply chain can successfully operate and achieve New Zealand's decarbonisation goals.

If you'd like to know more about Hiringa Energy, contact Ryan McDonald (Head of New Business) at rmcdonald@hiringaenergy.com

Interesting Facts

Hiringa is a Māori word meaning perseverance, energy, determination, inspiration, and vitality.

It takes roughly 10 litres of water to make 1kg of hydrogen.

Hiringa Energy is also working with Air New Zealand to advance the introduction of next generation aircraft fuelled by hydrogen. This alliance will accelerate the development of hydrogen as a sustainable and renewable zero emission fuel for the airline.

Hiringa has also worked alongside Toyota and Emirates Team New Zealand to fuel the world's first hydrogen powered chase boat using a combination of cutting-edge marine design and technology.

In addition to the refuelling network, Hiringa is also designing a Wind to Green hydrogen facility in Taranaki to supply green hydrogen to Ballance Agri-Nutrients urea fertiliser plant.

Importance of Business Continuity Planning with Salter's Cartage

Business Disruption Case Study written by Maelstrom & Simplexity Consultants – experts in Business Continuity Planning (Abridged version). A big thank you to Ron Salter for sharing his story and learnings with us.

Salters Cartage are experts in waste recovery solutions and are an industry leader in the recycling and hazardous disposal market. Services provided by Salters Cartage include waste oil and workshop recycling; interceptor cleaning; vacuum truck services; spill response; shipping and marine fluid management; and specialist fluid storage management. Salters is headquartered in Manukau, Auckland; has depots in Auckland, Feilding and Christchurch; and its operations also service the Pacific Islands.

Salters Cartage has been in business since 1980. Over the last 40 years Salters has expanded into a diverse group, now firmly established as a market leader in its areas of operation. Salters is committed to providing environmentally sustainable solutions to address the challenge of transport, disposal, and recycling of hazardous waste.

The Salters Cartage story

15th September 2015 started like every other day for Ron Salter. At 1:30pm Ron was sitting at his desk at the Manukau site when he heard a loud 'bang', an explosion. The shock wave from the explosion blew the windows in and the lifted the roof on the building he was working in.

Ron and his staff acted immediately. Emergency evacuations of all staff from the site were undertaken; the emergency services (Police, Fire and Ambulance) were called; and site was immediately cordoned off. Once these immediate actions had occurred, assessment of the situation revealed that the top of a 100,000-litre fuel tank was missing and eventually found 700 metres away.

A contractor who was conducting work on the top of the tank at the time of the explosion was thrown from the tank when the explosion occurred and tragically died from this incident.

The explosion impact extended beyond the Salters Cartage site causing damage to surrounding businesses including lifted roofs and damage to a neighbouring site storing brand-new cars.

The blast was felt in other areas beyond Wiri and Manukau; with reports of the blast being felt in Manurewa and Takanini. Police and WorkSafe New Zealand investigations were to follow.

Salters Cartage were required to immediately cease all operations at the Manukau site; and

shift operations to alternative locations. Ron couldn't shutdown his whole business due to

the extensive services provided by Salters Cartage across the North Island, so he had to quickly develop a plan to manage the extensive disruption to his business. This included arranging for the collection of oil and bulk haul delivery; and shipping unprocessed waste materials to providers in the South Island for processing. The processing/ oil refinement had

to be conducted elsewhere as Salters Cartage couldn't do this themselves.

Ron didn't know it at the time, but it would be six months before the Manukau site could reopen.

We asked Ron what emergency and business continuity arrangements Salters Cartage had in place at the time of this incident. Ron was thankful that Salters Cartage had well-practised emergency evacuation procedures in place. Evacuation drills were regularly conducted.

Ron also highlighted the importance of insurance. Salters Cartage had comprehensive public liability insurances which covered losses incurred by surrounding businesses also impacted by the incident. Insurances in place enabled Salters Cartage to re-build the business.

Salters Cartage had safety plans and procedures in place, but these were not enough to prevent what happened. We asked Ron what would Salters Cartage do, if you could go back in time to prepare yourself/or business better – What would you tell yourself to do?

Find more about Ron's story at one of the upcoming Business Resilience courses on 13 March and 8 May. Register for the sessions by scanning QR codes below.

Reflections

Salters Cartage will never be the same. Ron reflected on this incident and impact that it has had on his business and family. He believes that in telling his story other businesses might learn, and in turn, be better prepared and resilient should they experience any disruption to their businesses.

While there's no guarantee that Ron will remain incident free in the future, he acknowledged that having plans to manage a disruption can minimise the impact on your business if it does.

Ron asked the question: 'If you have an incident, who will stand by you?'

There are multiple stakeholders involved to support your business in an incident: Emergency Services, Insurance companies; the business community and wider community; staff and family. All play an essential role in supporting a business in any incident causing disruption.

GET READY IF THERE'S A DISASTER

Sign up to March session

Sign up to May session

Meet the freight experts from Stockwell International NZ

Stockwell International is a family-owned business that started its journey over 50 years ago across the ditch. Founder Brian Stockwell began his career as a customs broker in Sydney. The business has expanded internationally, with over 100 staff in offices around the world including Australia, United States, China and New Zealand.

Stockwell International established their Auckland branch in 2016 and are situated at 17 Joval Place, Wiri, Auckland. Yvonne Kessels has been at the helm for five years, bringing over 45 + years of experience in freight forwarding.

“People say to me all the time, you must know everything about freight but it is not true. It doesn’t matter how long you have been in the industry and what you think you may know, there is always something new to learn along the way, it’s forever changing and that’s what I love about my job” explains Yvonne.

“I have done freight forwarding all my life, I started when I was 16 at a company called Mogul Freight which later became Owens International and then Mainfreight. I’ve also worked with Express Logistics which was later sold to Toll”.

“It’s fair to say I’ve gained a wide knowledge of experience in this specialised field starting as a Junior Clerk back in 1978 to now managing the NZ business operation for Stockwell International. It has been a great journey having covered a variety of roles within the domestic, national and international freight forwarding arena over the years!” says Yvonne.

Stockwell International offer several services including freight forwarding, customs brokerage, port transport, warehousing and distribution, project cargo management and Marine Insurance. Stockwells is confident they can provide a solution for customers.

“We have a fantastic team and between us we have 75+ years’ of freight forwarding experience. We provide a tailored service for all import and export customers with a dedicated staff member assigned to looking after your business requirements”.

Yvonne understands that importing and exporting can be a minefield for both small and large businesses. To help Wiri businesses, Stockwells are offering free freight forwarding training.

“I believe sharing knowledge is the key to upskilling and this will instil more confidence into your employees”.

“People will walk away with the knowledge to help their business in this area and avoid making some of the common and sometimes serious mistakes”.

Yvonne Kessels – NZ/Sales Manager

Dave Midgen – Sales Support

Georgina Yin – Operations Manager (2IC)

Nivedita Chitale – Exports/Customs Broker

Tania Hemy-Bell – Ops & Media Marketing Coordinator

Stockwell International is offering a complimentary Freight Forwarding Import and Export training workshop for you and your staff.

This could be well suited for your:

a. Operation & Customer Service

b. Warehousing

c. Finance to CFO level

d. Purchasing

This will enable them to have a better insight and awareness to:

- How to reduce your freight costs
- How to stop escalating costs not agreed after the fact
- The pitfalls of delays with shipments and how to overcome them?
- What are Incoterms and how important are they to your business?
- What and why do companies get charged things like demurrage and detention?
- How does this affect the bottom line?
- Air & Sea equipment

Attendees will be left with the knowledge of what is needed within your business, the issues you may face and simple mistakes that could turn costly for your business and result in delays.

We bring the experience to allow you to focus on “What you do”

Courses will be held at Wiri Business Association’s office, or a trainer can come to you (T&Cs apply).

There are dates available to book in March, April and May 2024.

Contact Stockwell International for further information or to book training:

nzops@stockwells.co.nz or
call Yvonne Kessels on 09 951-5731

Celebrating 60 years of Altus Enterprises

There is anticipation in the air as we walk through the factory doors. There's a DJ playing upbeat music in the background, and seats are quickly filling up with workers, parents and carers, and extra seats are being brought out. Most in the crowd are proudly wearing matching t-shirts emblazoned with the message 'Celebrating our past and inspiring our future'.

At the end of the December, Altus Enterprises celebrated 60 years of being in business, providing neuro-diverse individuals employment and training opportunities.

There's a legacy to be celebrated as Altus Enterprises has been in operation since 1963. Under the leadership of Arthur Clayton, they had humble beginnings in a small church hall in Ponsonby, setting up the first training centre with eight workers. In 2012 Workforce Industries rebranded to Altus Enterprises.

Martin Wylie joined Altus as CEO in January 2014 and the following year Altus begin the construction of their new purpose-built facility on 246 Puhinui Road to keep up with the demand. After opening in 2016, it is now the home to Altus Enterprises and their sister venture, Will & Able.

Growing in partnership with businesses such as Air New Zealand, Altus Enterprises employs around 150 people. Altus Enterprises remains committed to providing employment opportunities in the community and celebrating their people.

A big congratulations from Wiri Business to the following long service staff members:

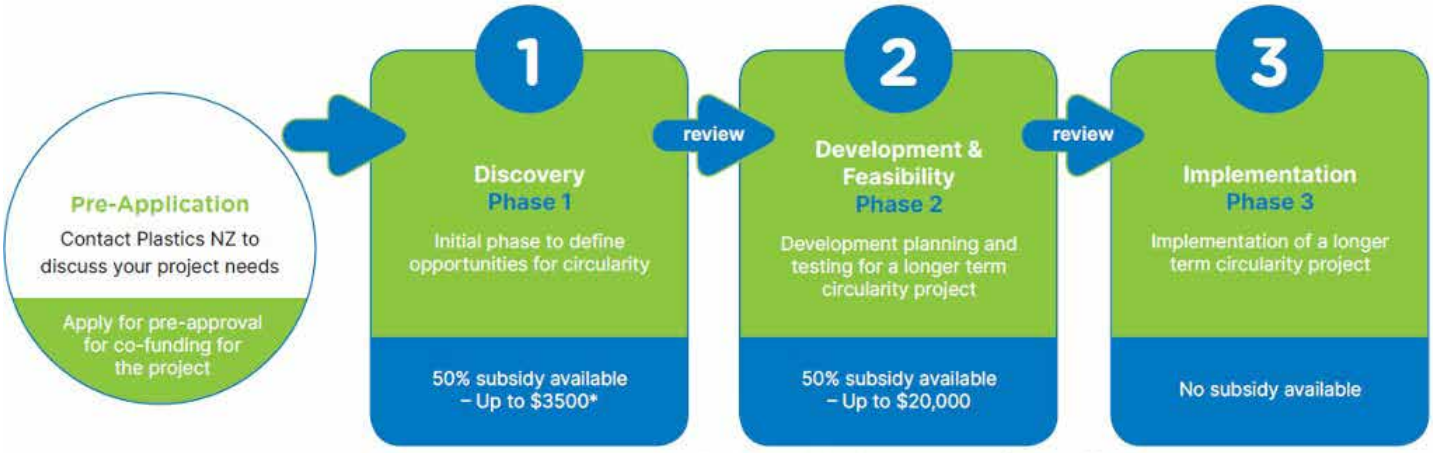
Michelle Myles (40 years)
Dinesh Patel (35years)
Michael Cook (35years
Robyn Foley (25 years)
Mo'ui Lea'aetalafo'ou (10 years)
Cassiano Henry (10 years)
Erin Ewens (10 years)
Joleen Van Der Struys (10 years)
Kaneesha Tenesio (10 years)
Elijah Aholelei (10 years)
Martin Wylie (10 years)
Okio Haretuku (10 years)

Do you want to make plastics more circular in your business?

Plastics NZ can provide practical assistance and co-funding to businesses wanting to take steps towards achieving plastics circularity.

The CircularConnect project offers 50% co-funding towards consultant costs for businesses seeking to minimise their plastics waste. The scope of potential projects is broad, with previous examples including packaging audits, product redesigns, take back scheme trials, and sustainable design guide development.

All members along the plastics value chain are welcome to apply with successful candidates including brands, manufacturers, and industry associations. CircularConnect support two phases of project:



*The 50% subsidy is paid toward the cost of consultant(s).

This funding project closed in June 2024, so get your applications in quick!
Contact katy@plastics.org.nz for further information.

Youth Employment initiatives over lunch

There is an untapped pool of future employees at the doorstep of Wiri businesses.

We'd love to talk to you more about future youth employment initiatives and opportunities over lunch - our shout. We want to hear about your experiences, your ideas and how we can help you reach your goals.

Why are we working in this space?

Improving young people's education, training and employment outcomes is critical for setting people up for good lifetime careers.

From our discussions with many of you, we know that businesses are open to the idea of employing young people - but it's an area where you need support. Some businesses have older employees who will be leaving the workforce in the next two to five years - with no replacements in sight.

We want to partner with local high schools and help businesses create a sustainable funnel of future employees.

Event details

Event:
Wiri Business Association - Youth Employment lunch

When:
12.00pm - 1.30pm, Thursday 14 March 2024

Where:
Forage Hill Cafe, 87a Mclaughlins Road, Auckland

Lunch and refreshments provided,
RSVPs are essential

To make things interesting, we ask that you also invite along your youngest employee at your business.

Keeping the waterways clean – an update from Auckland Council

By Bianca Lilley, Healthy Waters Specialist

The Industrial and Trade Activity Proactive Programme (ITAPP) kicked off mid 2023 with the goal of preventing pollution of our waterways and educating businesses in the Puhinui catchment.

A total of 393 Wiri businesses were desktop reviewed within the Puhinui catchment area to confirm risk level, check for consents, and review previous compliance history. Of this number, 200 businesses were visited in person by the regulatory compliance staff, where it was determined that baseline compliance is sitting at just under 10%.

After providing these businesses with recommendations on how to reach stormwater compliance on their site, 90 have carried out changes and are now compliant.

The most common observation across businesses is the lack of spill kits and spill response plans.

These are required for all industrial and trade activity sites and are an important part in managing environmentally hazardous substances on site.

All businesses within the Wiri Business Improvement District have now been visited. Auckland Council are in the process of writing the business case and planning for year two of the programme, which would involve moving into the Manukau Central area of the catchment.

Wiri Business is proud to be launching Business Boost – which allows Wiri businesses to claim up to $1000 + GST on a range of areas to improve their businesses. Training and environmental protection (skill kits, etc) are one of the categories where we offer funding. See pages 4 -5 for more information.

WIRI means business

Free networking and courses

WIRI means community

Keeps you up to date

WIRI means security

Safer streets

WIRI means environment

Keeping Wiri tidy

WIRI means advocacy

Advocating for your business

Wirilink is the publication of the Wiri Business Association. Publication is four times annually. Views expressed in this publication are not necessarily those of the association. Correspondence can be directed to the office at email gary@wiribiz.org.nz. Information about the association can be found on the association's website: www.wiribiz.co.nz