



scene magazine

IT'S ALL ABOUT WHANGAREI

no.108/JANUARY 2018

LOOKDEEPER
the fine, fine art of
PAUL DU FLOU

Endless Summer
Sculpted Garden Art
A Model Romance

scene in business

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COVER/
LOOK DEEPER

Don't you admire and envy people who can draw, paint, design, sculpt – all those clever things people do with their hands to express ideas in their heads?

Don't you admire people who can build impressive large structures – houses and boats come to mind. (A mate of mine built a boat in his garden in England, then sailed it, alone, to New Zealand. How do you do that? How do you *learn* how to do that?)

But a person who can create intricate fine art that is simultaneously real and surreal, and who has earned a living for decades as a builder of houses ... well, that's gobsmackingly impressive talent.

Ngunguru resident Paul Du Flou, a father of three, is such a man. Read about his life, his fine fine art, and admire his exceptional skill. Be inspired!

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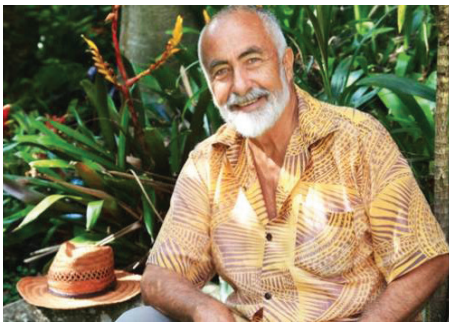
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MR ED/FAREWELL, RUSSELL



Russell John Fransham 1948-2017

STEVE CHALLIS
EDITOR-PUBLISHER

Russell Fransham passed away three weeks before Christmas. He was 69.

Many people knew him much better than I – we met perhaps only a dozen times – but we communicated by phone and email every month for over 10 years. I would like to pay homage to him now.

We first met in the Autumn of 2003. Russell was already a nationally respected 'garden guru' when I was hellbent on publishing a new local lifestyle magazine and needed an expert gardening columnist. I knew of his reputation from articles he'd written for the *Northern Advocate*. I didn't think he'd want the hassle of a monthly deadline and payment would be a pittance.

But he agreed to do it, out of pure kindness. And so began, in August 2003, dozens of Russell's articles about plants, published in *Scene*. For nearly 10 years he never failed to deliver, sharing with readers his immense knowledge, experience and skill as a plantsman.

He wrote with great clarity and authority, humour, wit and imagination. He made botany and ecology easy to understand and was always open to new ideas and the editor's pedantic 'tweaking'.

Russell Fransham's huge contribution to *Scene* is just a tiny portion of his enduring legacy. I am very grateful to him.

A great Northlander, sorely missed.

CONGRATULATIONS!
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- New Zealand Diploma in Cookery (Advanced) (Level 5)

Cookery (Advanced) Graduate – Karan Randhawa

"I'm working as Commis Chef at The Quay in the Town Basin. It is in Cuisine Magazine's top 100 New Zealand restaurants and one of only two in Northland on that list. It is number one in desserts – and I love making desserts. My tutor told me about this place and I started as a kitchen hand for a month when I was still studying. In that time I was also helping the chefs with prep work, and then I was offered full-time work as Commis Chef once I finished my study.

"The NorthTec training was exactly what I needed for my work here. I am familiar with the processes and now my confidence has grown a lot. I've already created a new dessert that has been added to The Quay's menu. I love the work here and I'm now starting to explore other areas of the kitchen including making entrees."



Karan's employer, John Salisbury - Head Chef at The Quay

"We offered Karan a job part time while she finished her study and she was particularly keen on working with pastry and desserts. Practical skills count a lot here so in a working trial we watch for skills in food prep and food handling and it was clear Karan knew what she was doing. The theoretical training from her NorthTec course meant Karan had an understanding of the processes behind cooking and why we do what we do, so it means I am confident to leave her to get on with her work without having to check over her shoulder. When Karan finished her training we offered her a job full time as Commis Chef.

"We are now starting to move Karan to different sections in the kitchen so she can expand her skills and experience. We haven't employed someone from NorthTec before but in the future it will be a good port of call for us. We now have contact with one of the tutors there and we can let him know if we have opportunities that may suit a graduate."

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MELISSA CUADROS IS A PERUVIAN NATIONAL WORKING IN WHANGAREI'S HOSPITALITY INDUSTRY. WE ASKED HER TO PREPARE A PERUVIAN DISH THAT ANYONE COULD TRY AT HOME

Lomo Saltado is a very popular fusion dish in Peru and the easiest to cook outside my country, combining the traditional Chinese stir-fry with Peruvian ingredients such as yellow chili and coriander. It is always accompanied by fluffy white rice and French fries (you can always get your fries pre-cooked from the takeaway shop!) Personally, I like the taste of the fries mixed with all the ingredients, but you can serve them as a side dish, like the rice. In Peru, we eat white rice with almost everything. Some Peruvians use Pisco (a kind of brandy) to flame the ingredients. Pisco is made from fermented and distilled grapes. The combined flavours here are awesome! ■



- INGREDIENTS**
- 800gm tenderloin beef, cut into strips 1cm x 4cm
 - 1 cup red wine
 - 3 Tbspn vegetable oil
 - 1 red onion, sliced
 - 2 yellow chilis (or red capsicums)
 - 2 cloves garlic, finely chopped
 - 5 Tbspn white wine vinegar
 - 4 Tbspn soy sauce
 - 4 tomatoes, seeded, with skin, sliced into half-moon crescents
 - 1 spring onion, cut into 4cm pieces
 - 1 Tbspn chopped coriander leaves
 - Salt and pepper to taste

- METHOD**
- Marinate the beef in red wine, soy sauce, salt and pepper, while you're chopping the ingredients. Once everything is ready, put 2 Tbspn of oil in a hot wok, add the meat and stir-fry until medium-well done (about 2 minutes).
 - Put the meat aside, keeping some of the juice in the wok. Add 1 Tbspn oil and stir-fry the red onions and white part of the spring onions with white vinegar for 1 minute, add yellow chili (or red capsicum) and garlic. Stir-fry for 30 seconds, then add the pre-cooked tenderloin strips.
 - Stir-fry for 30 seconds (use Pisco to flame the ingredients at this point). Add tomatoes, green part of spring onions and coriander. Add French fries here if you wish, with salt and pepper to taste.
 - Serve with fluffy white rice as a side dish.





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SUE HALLIWELL MEETS ARTIST PAUL DU FLOU AND LEARNS ABOUT LAYERS, LANDSCAPES AND LOOKING DEEPER

The more you look, the more you see.

The astonishing works of this 61-year-old Ngunguru artist are best digested slowly and deliberately, element by element, and then revisited often. Each takes you on a journey, in part a reflection of the journey he himself took as he painted it, through layers of understanding.

“It’s about looking deeper,” Paul says of these exquisite, vibrant, finely crafted land and sea scapes.

Standing in his lounge in the hills above Ngunguru and surrounded by his creations, I try hard to do just

that – especially with his dynamic painting *Boiling Point* (next page, right) taking centre stage in the room.

I can see the remarkable accuracy with which he has caught the form and colour of Northland’s sea life and coastal rocks, and how perfectly he has captured the frenzy of feeding gannets and their fish ball prey.

Then he shows me some of what I haven’t seen – the tiny white crosses, people and faces placed softly and cryptically into his work, transforming the real to surreal.

“Nature is five percent surrealism,” he says. “I like to profile this dreamlike quality, and people tell me it gives my paintings transcendence.”

The layers are literal as well as figurative. Paul applies up to four

levels of detail to a work to give it a three-dimensional quality, which he says is often when he finds the levels of meaning and hidden symbols appearing, almost unbidden.

The background is painted first, then left to dry for a week or two before the next layer is added. For that reason, he often has a number of paintings on the go at once. Paul uses only the finest oils and hand-makes his own canvases to ensure they are both durable and flexible.

He paints in his lounge so that he can analyse his work at night and make changes the next day. His lounge is also where he can listen to the rock music he loves to paint by, though paradoxically he says he likes his art to bring peace and stillness to the mind to allow its deeper dimensions to be accessed.

A work isn’t totally complete in Paul’s view “until a drop of my own lifeblood has gone into it”. That’s figuratively speaking, of course, but when Paul can feel his heart beating back at him from a work, he knows it is finished.

Likewise, the viewer can only claim to truly know one of his paintings when they have found each of these elements, when the hidden people and faces, the secret and secreted symbols and a translation of the painter, reveal themselves – which you would think takes decades of experience behind the paint brush to achieve.

Not so. Amazingly, Paul has only recently returned to painting after 38 years working as a builder. Though distinguishing himself as an artist during secondary school, (winning a bursary to Elam School of Fine Arts), young Paul decided the life of an impoverished painter wasn’t for him and he joined his father in the building trade.

His father was an outstanding craftsman but a hard taskmaster who taught him the importance of attention to detail and finishing projects well. These attributes have translated into Paul’s art, although his bountiful natural talent is also very obvious. It wasn’t until the death of his wife Joanne, four years ago, and the long, dark night of his soul that



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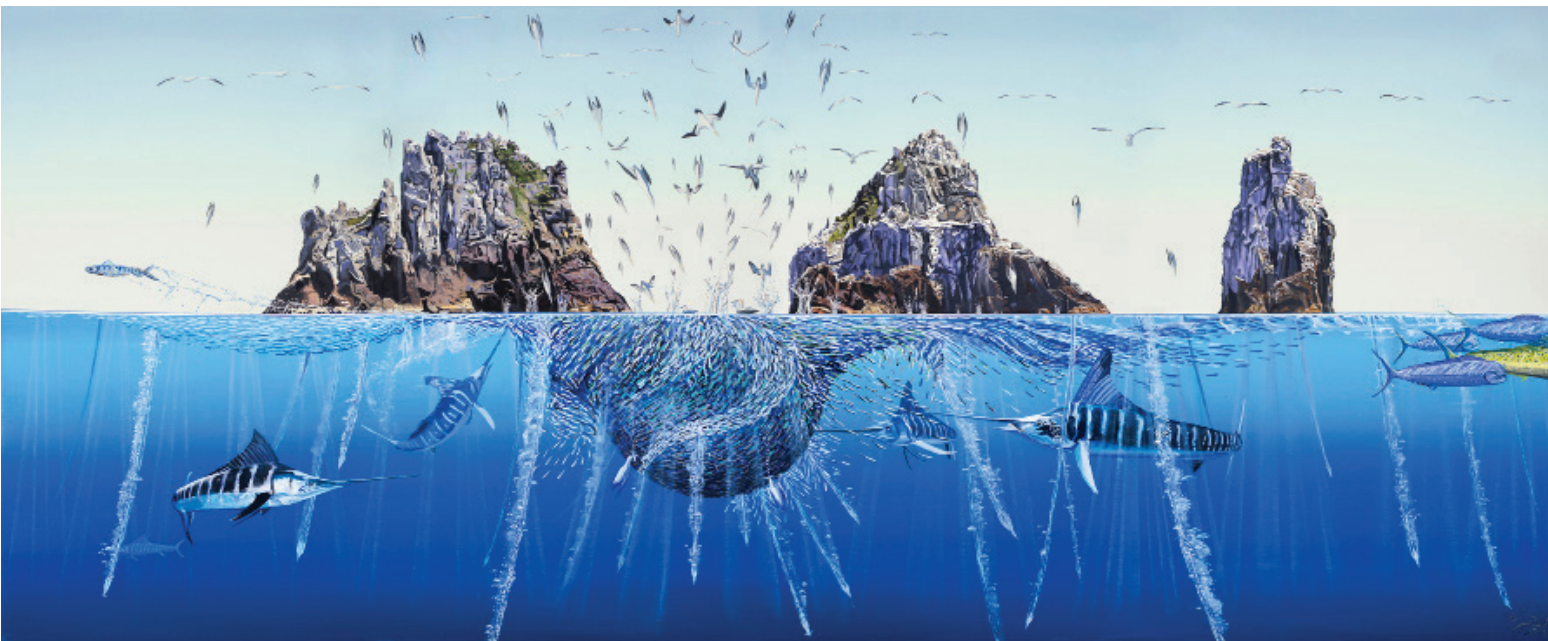
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followed, that Paul’s natural talent got the chance of renewed expression.

A friend suggested he was born to paint and that it might help him navigate the tortuous grieving process. His return to the easel marked a turning point in his grief and life, though at first he could only concentrate for a few hours at a time.

Today he paints whenever his busy life as a solo Dad of three allows, and he can be happily immersed for an entire day.

“It has been the best therapy,” Paul says. “Each painting picks me up and takes me for a ride, telling me what I can do with it. I also feel a deep connection with something bigger than myself, that I’m not doing this alone.”

Connection is also important when choosing the subject matter. Paul likes the clean lines of nature and a well-balanced vista, but it is often his immediate 'sense' of a place that is the decider. In many cases this is an historical link with a section of coast that evokes strong childhood memories, or where he has spent a lot of time. At other times he gets

"Each painting picks me up and takes me for a ride, telling me what I can do with it. I also feel a deep connection with something bigger than myself, that I’m not doing this alone."

the vibe of a place straight away, often returning to it time and again until he can capture what he sees and senses there in a photograph, from which he can paint.

In the last year, that process has produced 11 new works and 31 new prints, most profiling the beautiful Tutukaka Coast. Helena Bay Gallery, Tutukaka Art Gallery and the Orewa Framing Studio now exhibit and sell his paintings.

“I’ve also had strong interest from a gallery in Matakana,” Paul adds, “which may mean I start painting coastal scenes from that area, too”.

He likes a challenge; this year’s will be to take his very intricate work to an even more detailed level and see where that takes him. He hopes it leads to increasing happiness.

Paul sees art as a spiritual as well as a therapeutic journey, neither with a fixed destination and both bringing increasing contentment.

“I have definitely gained through loss and I now feel very fortunate to be making a living as an artist as a result of it. My experience has helped me to look more deeply at life, at places, at people and then to express what I have found there – the things that often can’t be seen – in my art.”

Then he needs to share it. Paul believes he has been given the gift of art so that he can pass it on, and says his new mission in life as an artist father-mother is to help people in any way he can, but especially through his painting.

With Paul’s own journey, through his art, perhaps its highest recommendation. ■



IMAGES: Paul Du Flou
Facing page, top to bottom: *Whananaki*; detail from *Guardian Angel*.
This page, from top: *Boiling Point*; Paul Du Flou in his studio in the hills above Ngunguru; *Time and Space*.





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SCULPTURED GARDEN ART



WHANGAREI QUARRY GARDENS IS A SUBTROPICAL MASTERPIECE, WRITES **LINDY DAVIS**

Blending stunning subtropical gardens with creative sculptural art is without doubt a winning combination.

The fifth Sculpture Northland exhibition at Whangarei Quarry Gardens in Kensington last November once again impressed visitors, featuring the clever work of 43 Northland-based artists.

The idea of combining art within the gardens was first mooted 10 years ago. Local resident and psychologist Laughton King, who initiated the original Whangarei Quarry Gardens project in the early 1990s, says the concept grew from a health and wellbeing perspective.

Laughton believes that plants and water exude positive energy and that there is an overall improvement in mental health through association with plants.

“It was mainly about converting wasteland into something beautiful, an opportunity to breathe life back into the area and create a connection for the community.”

The garden’s wide pathways were designed specifically to be motor-vehicle friendly. (Visitors unable to walk around the gardens themselves have the option to use an electric vehicle.)

Laughton says public gardens are vital to the overall health of communities and the space lends itself perfectly to having stunning sculptural art. He’d like to see some of the sculptures become permanent fixtures.

Whangarei Quarry Gardens manager

David McDermott says the 24-hectare property is still a work in progress. With approximately 500 hundred different species (mainly subtropical plants), there is ongoing upgrading and maintenance.

He says many of the trees have matured over the past 20 years to become living, growing ‘sculptures’ themselves.

“With our warm micro-climate, we have subtropical plants growing here that you won’t find anywhere else in the country.”

Sculpture Northland curator Dorothy McHattie says the annual exhibition brings the arts community together.

“Everyone was so enthusiastic about the event and we’ve had huge local support. We put a call out to all the artists we knew of, and half of them were new this year.”

Well-established and experienced artists offered helpful advice for the

newcomers. Dorothy’s own background experience assisting with NZ Sculpture on the Shore has given her an eye for positioning art sensitively within the landscape. The installation of Sculpture



IMAGES: Kerry Marinkovich

This page: Aaron Ellis-Smith’s ‘Dragon’ – voted the winner in the Creative Northland People’s Choice Award; Ralph and Violet Riegel’s ‘Heaven’s Gate’, 2nd in the PCA; Trish Clarke with her copper Kina; Stacy Morrison’s figure ‘With Life comes Death’. Winners of the Creative Northland People’s Choice Award (from left to right) – Aaron Ellis-Smith, Wendy Cunliffe, curator Dorothy McHattie, Ralph and Violet Riegel; Oodee Eilat’s figures ‘Donnal’ and ‘Eric’.

Facing page: Trish Clark’s copper Nikau grove; Malcolm Ford’s copper plane ‘Jetsam’; Rod Cunliffe’s towering Grey Heron ‘Kotuku’; Wendy Cunliffe’s cheeky cats lined up as ‘The Terracotta Army’ – voted 3rd in the Creative Northland People’s Choice Award.



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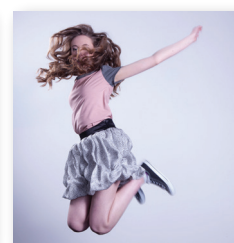
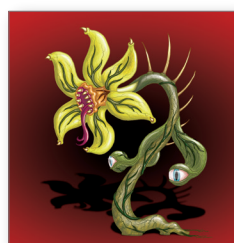
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Northland was completed in four days, and gave her time to consider various options and make any changes.

“These gardens are so amazing, which makes the job of deciding where the art should go in such a beautiful setting very easy ... it all works.”

Northland artist Oodee Eilat’s tiny glazed ceramic figurines found their place hanging out in several nooks and crevices of an impressive limestone boulder. Artist and sculptor Trish Clarke’s three copper Nikau palms were perfectly positioned by the lake. The 1.6-metre high structures, crafted from copper and steel with a verdigris finish, are an example of her focus on contemporary metal sculpture featuring native New Zealand flora and fauna.

“I draw inspiration from the environment, and my free-standing sculptures will often reflect that,” says Trish. I’ve used palm trees, dandelions, thistles, arum lilies and bear’s paw in various designs.”



A graduate of NorthTec with a Bachelor of Applied Arts, Trish attributes her renewed interest in sculpture to a mid-life crisis.

“I suppose you could put it down to post-divorce inspiration. I just threw myself at various projects, particularly anything involving spatial concepts, patterns and design.”

She particularly enjoys working in large scale with copper, steel, aluminium and corten, to create something that will last.

Some of the larger works require technical assistance to ensure they are stable; for that she consults Whangarei engineer and craftsman Glen Crawford at Croule Custom Engineering.

“I usually make a model or design of something and then run it past Glen, especially if it’s going into a high wind environment.” Glen ensures the armature is secure and can endure the ever-changing weather conditions.

Trish has submitted a piece for the Kaipara Coast Sculpture Gardens exhibition and is now engrossed in the Camera Obscura project, a giant 8m x 8m corten steel sculpture that will house a camera obscura using CCTV technology to connect the world via the web. The interactive structure will face out to Whangarei’s Te Matau ā Pohe Bridge, positioned on the Hatea Loop walk.

Newcomers to Sculpture Northland, Ralph and Violet Riegel entered their collaboration ‘Heavens Gate’, a hand-made gate crafted from iron and Manuka wood combines man-made and natural elements.

Self described “creatives”, Violet says the idea for the gate came about by chance.



“Ralph wanted to make a large ball out of iron. I asked him what the use of a ball on its own was, and that we really needed a gate for the chooks. He said he didn’t know why, but he just wanted to make a ball.”

They compromised. The gate was designed around a central sphere Ralph crafted from reinforcing steel. The timber posts were made from Tea tree branches; the polystyrene ball at the top was waterproofed and painted gold to resemble an orb.



“It needed something else to balance things and by chance I stumbled on a couple of bowling balls in a second-hand shop. Ralph positioned them at the top on either side of the gate. Somehow it just worked.” ■

COMING UP FOR ART LOVERS

➤ OTP Art and Craft Working Exhibition, Marsden Cove Marina, Rauiri Drive. Sat 27 and Sun 28 January, 10am-4pm.

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WHANGAREI ENDLESS SUMMER FESTIVAL

THE ENDLESS SUMMER FESTIVAL IS A SERIES OF OVER 100 EVENTS ACROSS OUR DISTRICT FROM JANUARY THROUGH MARCH – FROM PERFORMANCES AND FESTIVALS TO ART EXHIBITIONS AND RECREATIONAL EVENTS. AMONG THIS YEAR'S FEATURES ARE THE NGĀPUHI FESTIVAL, ARTBEAT, ICC U-19 CRICKET WORLD CUP AND THE VERY POPULAR FRITTER FESTIVAL.

RACHEL O'GORMAN EXPLAINS



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NGĀPUHI FESTIVAL

Excitement is building as we count down to the first big cultural event of the year in Whangarei – the Ngāpuhi Festival 2018, Northland's largest free music, arts, community and cultural celebration, on Saturday 27 January.

Held once every two years, this smoke-free, alcohol-free and family-friendly day out brings communities together to experience unique Ngāpuhi entertainment, food, arts, crafts and hospitality. Toll Stadium hosts this festival for the first time on Saturday 27 January from 8am to 8pm. Whangarei District Council is very proud to be hosting this prestigious event. We are really looking forward to welcoming everyone along for what we know will be a wonderful day of celebration for everyone in Northland.

As a cornerstone and popular event of the Ngāpuhi Festival, New Zealand's premier Iwi art exhibition *Toi Ngāpuhi* will occupy Level 2 of the stadium building and showcase the best of Māori and Ngāpuhi traditional and contemporary arts and artists.

Regarded as New Zealand's leading event in its category, *Toi Ngāpuhi* has steadily built momentum since it began in 2004 and has now achieved a record

level of participation with well over 80 emerging, mid-career and well-known artists contributing work.

Exhibition curator Rhonda Halliday says she is "excited to display beautiful and high quality art pieces that articulate the artists' interpretation of the exhibition theme 'ko au te wai, ko te wai ko au – I am the water, and the water is me'. They are made from diverse mediums encompassing both the traditional and contemporary such as clay (uku), paint, print, fibre, glass, bone, silver, harakeke, pounamu, stone, wood and mixed media."

All artworks have been created for the exhibition and are available for sale. Entry to the *Toi Ngāpuhi* exhibition is free and open to the public from Thursday 25 January through Sunday 28 January.

The Ngāpuhi Festival features some of the best homegrown talent in the country, including award-winning R'n'B and soul singer Aaradhna. Roots reggae band Paua will also be in Whangarei, and the sweet melodies and humour of the *Modern Māori Quartet* will keep the crowd entertained well into the evening. There will be over 100 food, craft and information stalls, free rides for tamariki, and a new youth zone with heaps of fun and interactive games and activities.

WHANGAREI FRITTER FESTIVAL

Plans are well underway now for the sixth annual Whangarei Fritter Festival, also at Toll Stadium, on Saturday 10 March, headlined by music from Salmonella Dub, Elemeno P and Strangely Arousing. The local acts completing the line-up include Furious 3, Str8 Up, Mermaid Bait and Kyle Fury.

Mermaid Bait is a Whangarei band who have been playing together for years. Their music is an eclectic mix of genres – rock, blues, reggae, and a few fast, almost punk-rock songs and a couple of slow waltz tracks. They almost won the 2017 Live Vibes competition at the Butter Factory and supported Hollie Smith on her 'Water or Gold' acoustic gig here in Whangarei.

Fun-loving Whangarei-based trio Furious 3 play a range of classic party covers loved by all. A touch of reggae, Kiwi favourites, hip hop and soul.

Str8 Up covers band is a dynamic six-piece group of highly experienced and talented musicians who play across most genres and pride themselves on providing a highly captivating and entertaining performance every time. The band has an engaging and infectious personality that builds excitement throughout their performances.

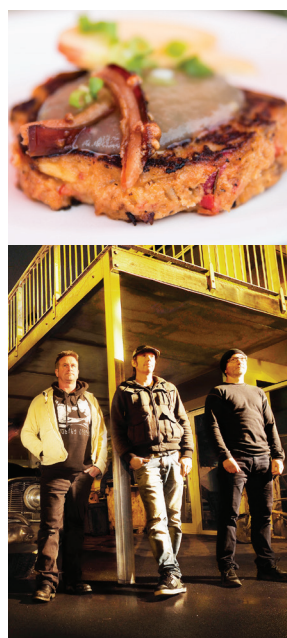
Kyle Fury is a songwriter who hails from Vancouver BC in Canada; he plays reggae/ska music as well as some roots/country. Fronting a popular nine-piece ska reggae band called *Los Furios*, Kyle Fury has toured throughout Canada, USA and Mexico extensively. Married to a Kiwi girl from Whangarei, Kyle spends a lot of his time in New Zealand and plans to expand his audience in the southern hemisphere one show at a time.

The Fritter Festival proudly showcases our local restaurants, cafés, vineyards, arts and crafts, and local musicians.

Since Fritter began in 2013, we have had many different local acts performing in front of crowds of thousands; most of those acts are still together today. Each year we try to get different entertainers as there is a pool of so many and we really want to 'share the love' and be as inclusive as possible. ■

MORE INFORMATION

- Endless Summer Festival booklets are available from: Toll Stadium, Forum North, i-Site, the Hub, or Whangarei Central Library.
- Follow us on FB or Eventfinda.co.nz



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Moving forward Together

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Making progress

Whangarei MP **Dr Shane Reti** is focused on achieving good progress for the district over the next three years

OUR CITY CONTINUES TO GROW, WITH more than 1500 people a year moving to Whangarei and steady growth projected to continue for many years.

A senior colleague visited last week and observed that he used to think of Invercargill and Whangarei as being similar – but not any more. He could see the growth and transformation that is happening as people really discover what we have to offer and move their families and their hopes to Whangarei. Auckland house prices and our proximity to New Zealand's largest city are key factors driving this and, importantly, we now have jobs to offer.

We have a new government and I will work together with them on projects that advance Whangarei and have a sound business case for taxpayer money. And I will hold the government accountable where they do not.

Over the next three years I'd like to see eight key projects progress (see box, right).

I want to especially touch on my last point – local cancer radiotherapy. There are currently 30 Northland people a day who receive cancer radiotherapy in Auckland.

A radiotherapy programme can take six weeks to complete, yet the actual time under radiotherapy is around five minutes or less each day. Six weeks away from family and work is substantial and I want to acknowledge the Cancer Society and Domain Lodge (beside Auckland Hospital) who have served Northland well for cancer treatment and accommodation for years.

Imagine, though, if that five minutes of radiotherapy treatment a day could be done in Whangarei.

We know people heal better in their homes and communities and with families close by. Many can still work and maintain their social networks during treatment.

KEY PROJECTS 2018-20

- Increased trades training and apprenticeships
- Coastal barging of logs – trucks off our roads
- Four lane highway from Whangarei to Auckland
- Marine reserve for the Whangarei Heads
- Establishing a Rangitahi Youth Court for youth crime
- New classrooms for a growing population
- Suicide and methamphetamine support
- Local cancer radiotherapy treatment



We know the cost is \$4m, about the same as the new Kensington roundabout beside the ASB Sport Centre. I believe we can work together with government, Northland District Health Board and local stakeholders to get a radiotherapy machine for Northland.

I am excited for Whangarei and I think we will all look back in years to come and see pockets of activity where visible growth happened, where there were jobs and new buildings were built – like the nearly completed \$7m school buildings at Whangarei Girls High and the announced \$50m redevelopment of Whangarei Boys High School. We are in one of those growth spurts now and I'd like to see us together maintain that momentum.

With economic growth and surpluses also comes the ability to better address some of the social challenges we have – a privilege and a responsibility for us all.

I believe we are all part of Whangarei history in the making, a game-changing period when New Zealand woke up and noticed us for all the right reasons. It is my privilege to be a part of that, as your hard-working MP in Wellington. Stay up to date with events and legislation on my FB page. ■

More information

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We travel not to escape life, but to ensure life does not escape us

Stephen Gillingham, Owner Operator of House of Travel Whangarei, explains why people choose to travel so often and so far – and why real travel agents are still preferred in an online world

FOR NEARLY 30 YEARS OUR TEAM AT House of Travel Whangarei has been helping thousands of Northlanders with their travel plans. So we've got a pretty good 'handle' on why people like to travel and why, in this Age of Information and the Internet, people still use travel agents.

I write this from the vantage point of being a traveller, too. Last July, Julie and I enjoyed an amazing six-week journey through Europe, starting with a river cruise taking in many unique experiences and amazing vistas along the Danube, followed by a coach tour of central Europe, then by train and rental car through France. Trains and boats and planes, indeed – different ways of exploring new places (or revisiting old favourites) give you different sights, sounds, smells, tastes and perspectives.

As individuals we all have different tastes, of course – different things we like to see and do. Some like hot climates, spicy foods, rustic accommodation; others prefer the security of organised tours and upmarket accommodation in foreign places.

Apart from visiting family and friends or doing business overseas, one of the most popular reasons for travelling is to attend sporting and cultural events and festivals. Enjoying the local cuisine and meeting people from different countries and cultures is a rewarding experience and really enhances your journey.



Mention you are from New Zealand and the response is always positive. People you meet who have travelled to NZ give high praise, not just for our scenery but equally for the friendly way we engage with visitors. Kiwis have a great reputation overseas! Our team of very experienced and insightful consultants – Jan Crisp, Jan Cook, Anne Millard, Melanie Schonewille, Sharon Waipouri, Emily Johnston, Amy Veit, Rachael Smith and Andrew Phillips – are frequent travellers too, and use their experiences and expertise to full advantage for each and every one of their clients.

I am sometimes asked why people still book with 'real' travel agents when you can book everything yourself online these days.

There are lots of reasons – including our experience, knowledge and customer service – but perhaps the most important is security and peace of mind for the client.

Remember the aviation fuel crisis at Auckland Airport last year after the fuel pipeline leaked at Ruakaka? We received numerous calls from concerned people who had booked online but were frustrated by not getting any answers from online travel company call centres. I guess it gets down to accountability and trust in a relationship!

Did you know that last year an official report from the European Commission (the legislative body for the EU) slammed online travel sites after finding that two out



... it gets down to accountability and trust in a relationship ...

of every three websites they surveyed in October 2016 displayed misleading prices. The survey checked 352 websites and found 235 of them gave prices that were unreliable. In 20% of cases, promotional fares and prices displayed up front were not available at all. In other words, people searching online were deliberately misled.

For peace of mind, and for your own protection, I strongly advise that you check that you are booking with a bonded member of the Travel Agents Association of New Zealand (TAANZ). At House of Travel Whangarei we have been fully bonded to TAANZ since 1990 and we take pride that when you book with us we are there for you every step of the way, providing back up 24/7 wherever you are.

In most cases it costs no more – and in some cases less – to book with a travel agent rather than online, particularly on more complex travel arrangements. We are constantly updated on travel deals and packages from all the major operators. For example, cruising is the fastest growing category and House of Travel is leading the way with worldwide cruise specials.

We also have a great promo on for the duration of the January summer holidays. Call in for details or go online via this link: <http://cruisefactory.hotcruising.co.nz>

The big advantage is definitely the trust relationship that underpins all of our engagement with customers. A great travel consultant will be very intuitive to a client's travel needs, requirements and preferences, ensuring your time away is not only great value, but tailor-made uniquely for you. ■

TOP RIGHT: Cinque Terre, Italian Riviera.

TOP LEFT: Stephen and Julie Gillingham in gorgeous Venice last Summer.

BELOW: Our team of experienced travel consultants is committed to exceeding customer expectations in every respect.

More information

House Of Travel Whangarei
Cnr Rathbone & Robert Streets, Whangarei
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www.hot.co.nz/whangarei



The Lazy Man's Guide to buying the perfect business ...



RUDY KOKX SCENE COLUMNIST

Business broker **Rudy Kokx** from Link Northland explains there is no such thing as the perfect business to buy, but there are great opportunities

WE HAVE MADE IT! 2018 IS HERE AND BY now you will have made those New Year's resolutions again. What are yours? Maybe you always had a dream to take control of your own destiny? Like buying a business, living the dream of self-employment, with all its freedom and increased income?

As business brokers, we like to believe that there is a buyer for every business if it makes a profit. How long it would take to find a buyer and how much they are prepared to pay for it depends entirely on how the business is presented, how the business is marketed, and how the business is valued.

Most potential business buyers are looking for the perfect business when they start their journey of purchasing a business. Let me be straight up. You will be looking for a long time and eventually give up on your dream of owning a business! There is no such thing as the perfect business to buy.

What to look for?

Any business has pros and cons in buying, mostly defined in the risk involved. Some attributes make the business more valuable and there will be aspects of the business that carry more risk. This could be when you have only been in business for a short period of time, meaning that the performance hasn't been tested over time. This could be an added risk to a purchaser.

A good business purchase with minimum risk will have at least one, and probably more, of the following attributes;

1. Skilled or well-trained staff
2. Written supply agreements and/or exclusive distribution rights
3. Run under management or minimal input of an owner (and still profitable)
4. The owner operator earns significantly more than comparable employment in that industry

There is a risk of buying a business that has all of the above (arguably deemed 'the perfect business').

Some of these businesses already have all the systems and processes in place and therefore probably run at the peak of their performance. Paying a premium could be risky if there are limited possibilities to improve the business.

The beauty of the current market is that there are lots of businesses for sale that are run by the baby-boomer generation. Typically, these businesses are run a little old school and there is lots of room to implement new technologies that will make systems faster and processes easier. Now is a good time to find a business with a solid history, strong bones and with plenty of opportunity to grow without significant risk.

How can I identify an opportunity?

To find your perfect business you are best to shortlist criteria's important to you. For some this is whether there are good schools in the area and for others it may be the preference of being close to the beach, so they can enjoy their fishing in the weekend. Maybe you want to be closer to family in a certain area.

Once you have identified these personal preferences, these are the most important criteria you need to identify before you make a purchasing decision:

- Geographical location
- Preferred industries and what

industries you certainly DON'T want to be in

- How much income you need (or what income are you replacing)
- Price range to purchase a business

It is important to set a budget. Engage with your bank manager to see what you can borrow and ask him for a realistic amount you'd have access to.

Once purchased, you can shape it the way you want; a business to suit your lifestyle, to give you an income to enable you to achieve your financial goals, a business to be passionate about and one you can be proud of.

A business perfect for you! ■

Rudy Kokx is a professional business broker in Whangarei. For more articles, go online to: www.BusinessSalesHUB.co.nz



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I.T. and Computing Student of the Year excited to enter a thriving industry

Carly Lammers from award-winning education provider People Potential outlines some of the enormous career opportunities currently available in the high-demand Information Technology (I.T.) industry and says young Northlanders like Milton Paul are showing outstanding ability in this field.



I.T. PROFESSIONALS CAN EARN FROM \$55,000 a year for a junior web developer to \$170,000 for programme managers.

This is the industry People Potential I.T. and Computing ‘Student of the Year’ Milton Paul has his sights focused on. For Milton, information technology (I.T.) is the key to growing and sustaining jobs in Northland due to the global demand for the profession.

He is one of a growing number of people studying I.T. to work in the vast array of fields within the industry; roles such as web developers, system analysts and computer programmers.

The latest short-term employment forecasts report from the Ministry of Business, Innovation and Employment (MBIE) says an estimated 3530 more jobs would be created in Northland in the next three years.

In Northland, demand will be the strongest for system analysts and programmers, and information and communications technology (I.C.T.) managers, with 1989 more jobs in this sector likely in the next three years.

Mr Paul studied I.T. at People Potential in Whangarei and said knowledge of digital technology is a must in this day and age of automated systems and centralised office management.



"I see I.T. as an industry that can grow rapidly and I want to be a part of that change. I.T. is so diverse, there's so much you can learn. Ten years ago I.T. wasn't that advanced. In the last five years we've gone from flip-phones to iPads and iPhones and it's amazing," he says.

Mr Paul completed his NZ Certificate in IT Server Administration and Network Administration Level 6 and graduated as People Potential's 2017 I.T. and Computing ‘Student of the Year’.

"Milton is an outstanding learner who has truly gone above and beyond," says Department Manager Toni Cunningham.

"He has been progressing through I.T. industry training with us for some time. He has overcome some gigantic barriers and is working on a solid plan for his future. Milton Paul, you are an absolute rock star!" ■

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What do People Potential students have to say about the I.T. programmes?

Very modern, using high quality computer-based education programs and textbooks that do their best to make the information consumable.

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It's an awesome course aimed at getting national and international qualifications.



Intimate organization where you can easily be on a first name basis with multiple staff members, and the upper management takes an active interest in your wellbeing and progress.

I always recommend People Potential when people are looking for courses, you get more than just your qualification, People Potential also helps you with licensing etc.





AN UPDATE ON THE WORK AND ASPIRATIONS OF THE BREAM HEAD CONSERVATION TRUST. WORDS BY **SUE HALLIWELL**

One of Whangarei's best-known conservation success stories, the Bream Head Conservation Trust (BHCT), has further long term partnerships at the top of its list of New Year resolutions. To date, the trust has enjoyed strong relationships with key funders like the Department of Conservation, Refining NZ, Foundation North and our district and regional councils.

However, specific and costly upcoming projects that will take its ground-breaking habitat and species protection programmes to a new level, require the financial

backing of up to five new partners.

"Bream Head Scenic Reserve is the largest area of coastal pohutukawa-broadleaf forest remaining in Northland, but predators had made it inhospitable to the birds that once filled its trees and the dawn with their chorus," says BHCT chairman Greg Innes.

"Surrounded on three sides by sea, the reserve presented an ideal opportunity for pest control programmes, and with the nearby offshore islands being a sanctuary for the birds that once lived here, our goal was – and still is – to tempt them back again to a safe, pest-free environment."

To its ongoing pest eradication programmes, BHCT has added extensive community engagement and education programmes to create what has become an award-winning and successful formula.

Today it has a growing body of paid-up members, known as 'Friends of Bream Head', its comprehensive education programme benefits hundreds of local students every year, around 1000 native trees and shrubs are planted annually, and it boasts one full-time and two part-time rangers who oversee and execute a growing list of activities.

These monumental efforts have resulted in some equally momentous scientific and ecological developments in recent years – a new skink species has been discovered on the reserve; iconic native birds like the kaka, grey-faced petrel and bellbird are returning; and populations of the rare North Island robin and whitehead have been successfully reintroduced.

In the next five years, through its 2017-21 Restoration Plan, the Bream

Head Conservation Trust hopes to advance its species recovery and pest management programmes, expand the education resource for schools, and encourage many more people onto the reserve to support its programmes and enjoy the outstanding natural experience that 15 years of hard work have created.

They can't do this, though, without a group of solid, long-term backers. However, they can't do this without a group of solid, long-term backers.

Five partner companies are being sought to form the 'Whangarei Conservation Quintet', a powerhouse of big-hearted businesses committed to supporting the Trust's activities, growing alongside it and celebrating their successes. And the returns on the \$25,000 each of them donates every year will be significant.

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Café

Open 7 Days
(from Dec 26th - Mid Feb)
8.30am-4pm

The Tahi Café has a delicious menu (brunch and lunch), together with freshly made cakes, 'Peoples Coffee', specially made Kohu Road Manuka Honey icecream, and our Tahi Honey.

Walks

Open on Sundays
(from Dec 26th - Mid Feb)
9am-3pm

Four of Tahi's walks are open, ranging from a short 15-minute Café Walk through native plantings and a restored wetland; to the more challenging 2-hour Forest Walk that guides walkers through the stunning native forest on the lower slopes of OhuaTahi.



Go-ahead conservation Trust seeks corporate partners for stable, long-term relationship. Must enjoy happy, healthy times in the outdoors, the ‘feel good’ factor, and sharing success. Interested parties should contact the Bream Head Conservation Trust

“Partners get to promote their businesses as integral to the work of a proven conservation initiative, improve the morale and wellbeing of their staff, and show clients and employees that they care about Whangarei, its environment and people,” says Greg.

“The trust also offers partners regular engagement days, on-site visits and ‘Friend’ status for their employees, inclusion in trust events and meetings, representation on the Trust Board, and a two-day, onsite sustainability education workshop for company leaders.”

There is growing recognition in New Zealand of the value of businesses linking with conservation groups. Research findings released by Massey University associate professor Gabriel Eweje in July 2016 found an increasing number of New Zealand businesses are entering partnerships with charitable organisations to improve their image, increase access to resources and markets, and grow their social legitimacy.

Professor Eweje reported that businesses are increasingly re-examining their traditional philanthropic practices and seeking new strategies for community engagement that have greater corporate relevance and higher social impact.

Greg says that partnership with the BHCT offers each of these benefits, along with a range of specific projects that companies can ‘own’ to support their business ethos, products or services.

“It’s all about finding what works and bringing our organisations together in a way that builds a lasting spirit of unity, which leads to greater financial surety, more effective planning and improved results, over time.”

“We hope to find five businesses who also want this outcome, with whom we can team in productive, enduring and mutually rewarding partnerships that will benefit them, the Trust, the place and people well into the future.” ■

MORE INFORMATION:
www.breamheadtrust.nz
Greg Innes 0274 953382



IMAGES

Facing page: Native birds like the kaka have returned to Bream Head Scenic Reserve as a result of the BHCT's pest eradication programmes. *(Photo: John Gardiner)*; an aerial view of the Bream Head Scenic Reserve.

This page, clockwise from top centre: BHCT rangers discovered a new species of skink at the Bream Head Scenic Reserve in June 2013; BHCT members Alan Willis and Wendy Holland prepare to release rare native whiteheads onto the Bream Head Scenic Reserve in May 2017; as a result of the extensive pest eradication programmes introduced by the BHCT over the past 15 years, birds such as the North Island robin have been successfully introduced to the Bream Head Scenic Reserve *(Photo: Kiwi Coast)*; the craggy peak of Te Whara.



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A MODEL ROMANCE

DAVID MUIR FALLS IN LOVE WITH ROGER AND KATE BALLARD'S 1930 FORD MODEL A ROADSTER

My first car, back when I was still a schoolboy, was a 1930 Ford Model A sedan. So I have a soft spot for them. I suspect a similar strand of nostalgia runs through the Ballard family of Whangarei, but I reckon theirs is a touch more dedicated than mine.

You see, back in 1961, when Catherine (known as Kate) Sturtevant and Roger Ballard were both students at Massey Agricultural College – now Massey University – they went a'courting in a 1930 Ford Model A roadster.

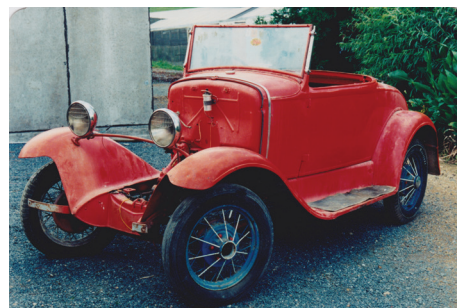
The lovebirds were married in 1962 and had many road trips and adventures in that old car. They went farming, and moved around the North Island a bit, eventually settling to farm in Northland. That first Model A roadster was sold in the mid-1960s.

IMAGES

Top, from left: Kate and the first Model A on tour, Taranaki, 1962; the rumble seat, which opened up from the rear of the regular passenger's compartment, was sometimes referred to as the 'mother-in-law seat'; the Ballards' second Model A roadster; a rather sparse and uncomplicated drivers' cabin. Bottom, anti-clockwise from upper left: the unrestored Model A as purchased in 1988; Roger Ballard and the restored rolling chassis in 1990; the Model A being pieced together, January 1991; just the Old English White paint job to do, 1991.

In 1988, Roger found another 1930 Ford Model A roadster that had been shed-stored for 30 years – the exact same model as the one they used to own, complete with removable soft top and rumble seat. Originally sold in 1930 as a 'sport roadster', this was the cheapest Model A at the time. With a twinkle in his eye, Roger purchased this car.

(A rumble seat, for anyone born since WW2, is a seat that opens up at the rear of the regular passenger compartment; effectively, out of the boot or trunk.)



It's exposed to the weather, windy, and noisy (hence 'rumble'). It's also known as 'the mother-in-law seat', but we won't delve too deeply into that – I'm sure it wasn't relevant to Kate and Roger's story. The Ford Motor Company last built rumble seats in 1939.

Roger Ballard then undertook a patient, four-year, chassis-up restoration of the car. In 1992, newly finished in Old English White paint, the car travelled to Palmerston North, where it gained second place at the Pan Pacific Rally for vintage cars.

Mechanically, the Model A roadster has a four-cylinder flathead (side valve) engine of 3.2 litres (200 cubic inches). It makes 30 kilowatts (40 horsepower), which powers it to a top speed of 109 kph (68 mph).



The Ballards have travelled some 30,000 kilometres since the restoration and, on a recent trip to Cape Reinga, Kate recorded the Model A's petrol consumption at 15 litres per 100 km. (19 miles per gallon). The car rides on 19-inch wire spoke wheels.

Roger enlightened me about the shiny grill surround on the 1930 Model A. I knew it wasn't chromium plated and had always thought it was nickel plated; but no. It's made of an early form of stainless steel known then as Allegheny steel. This material was a collaboration between Henry Ford and Allegheny Steel Corporation of Pittsburgh, and 1930 was the first time it was used on a motor vehicle.

Model A Fords, built from 1928 until 1931, are the most popular cars amongst vintage car enthusiasts. There are still quite a few of them in existence. They are easy to work on and, incredibly, every single spare part is still available. They are enduring. As is a model romance! ■

DID YOU KNOW?

In 1936, as a trial, Ford Motor Company built six four-door sedans with their entire bodies pressed out of Allegheny (stainless) steel. Eighty years later, four of those six cars still exist. All four have travelled over 200,000 miles (320,000 kilometres) and have no rust in the bodywork. Take note, car manufacturers!

"Rah rah rumble seats and running boards, them were the good old days." So sang Roger Miller in 1965 in his best-selling country song *Good Old Days*. The lyrics refer to the Model A. Hear it at: [youtube.com/watch?v=nYGHLYQ2rQk](https://www.youtube.com/watch?v=nYGHLYQ2rQk)



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Applied Arts graduate: Kat Brown
Teacher at Whangarei Intermediate School

"I established my career as a teacher at Whangarei Intermediate School because of my arts training and background. Creativity and performing arts are really appreciated here. I was relieving at W.I.S in 2013 then was offered permanent full-time work in 2014.

"I am primarily a performing artist and after doing a pre-entry Applied Arts course (drama) followed by a Diploma in Applied Arts (drama), I went overseas for nine years working in the creative arts, mostly performing as a musician but I was also involved in painting and other artistic pursuits. After returning to New Zealand as a single mum, I completed my B.A. (Bachelor of Applied Arts - Visual) at NorthTec.

"I loved it because I was in my core environment and surrounded by creativity. The course taught me professionalism and perseverance, how to take my art seriously, to market myself, and to work in collaboration with others. I also further learned how to be humble being in the presence of so much talent.

"To add value to my arts degree, I then did a post-grad course in teaching at Victoria University which fortunately led to my first relieving teacher job here. I continue to gig in town every weekend and I really love my work teaching at Whangarei Intermediate School. I think the kids enjoy the fact that I do a range of different creative things."



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