



Newsletter December 2015

New Zealand

PRESIDENT'S REPORT

Hi Folks

Here we are in December already. I am sure that the years go quicker the older you get.

The prediction for this summer is for very hot dry weather so for us installers it is what we will be looking forward to as it should increase inquiries and sales, not only for flat glass but vehicle tinting also.

We held our AGM and Conference in Wellington this year and we were a bit disappointed by the number of Association Members that didn't attend which left it up to the Executive to decide the future direction of WFAANZ.

The conference was a full on day, including discussions regarding the outcome of the BRANZ report on low E films. As we don't have any of the major distributors being members of the Association, this also means we don't have their support if we are talking to any government agencies.

Other items that were decided were that we would reduce the cost of the VLT stickers for RMT and create an "Associate

Membership" which will be suitable for Distributors, with lower fees as well.

One decision made was that next year, to reduce cost, we would have an AGM only, that being in the Bay of Plenty area so we hope it will encourage more to attend being only a half day.

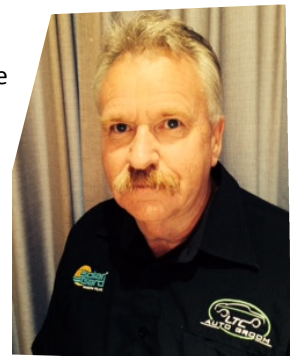
We would like to thank Wayne Anstis for his involvement and drive over many years to ensure the success of the Association.

I would also like to thank Ed for his work throughout the year to ensure that WFAANZ is still showing its face in the industry.

All the best for the New Year

David Hargood

President



*Wishing all Members
and Families a Joyous
Christmas and
Prosperous 2016*



BENEFITS OF BEING A MEMBER OF WFAANZ

1. Networking

The number one benefit for members has always been the opportunity to network with supplier and applicator professionals. Information gained at meetings, conventions and by phone gives members a chance to gain useful knowledge from peers and industry experts.

2. Website

The WFAANZ website at www.wfaanz.org.nz contains information for members, the general public and specifiers on topics that include industry news, specifications, and contractor stories. Members are listed in the online, searchable membership directory. This is another valuable marketing tool.

3. Referrals

General contractors and the general public looking for window film services often contact WFAANZ for referrals. Inquiries are directed to the member directory on the WFAANZ website.

4. Newsletter & Website

Members can have their job stories published in the Newsletter and on the Website on application and approval from the Executive. This is a valuable marketing tool and a great way to promote your experience.

5. Registered Master Tinter

The rmt Trade Mark was a major project of the Association's and it was undertaken for the benefit of all members. This is the most valuable marketing tool available to members if used and promoted effectively.

6. 35% VLT Stickers & VLT Cards

The VLT stickers are a statement of guaranteed compliance for auto tinters, and a valuable add-on for members. Also, our VLT Cards are used by NZTA and this promotes awareness of WFAANZ.

7. The Building Code

There are ongoing issues being dealt with by WFAANZ through MBIE, BRANZ and Standards NZ. Without WFAANZ it is doubtful that the industry would be heard or consulted with on various compliance regulations.

8. Site Safe Membership

Members receive a discount on their subscription to Site Safe due to WFAANZ being an Association Member. Information from Site Safe is relayed onto members via our Newsletter.

9. Credibility

Membership of WFAANZ provides credibility as business owners. The general public recognises the value of a Trade Association and they acknowledge that members generally provide higher levels of service than those not associated with an industry body. Assurances and peace of mind are important factors when a person is choosing a service provider.

**Promote your WFAANZ membership
and show your customers that you
really care about your chosen trade!**



What issues has WFAANZ been involved in on your behalf in the last 12 months?

- 1) The NZ Building Code problem regarding Protection from Fire, where window film was effectively non-compliant until WFAANZ resolved the problem.
- 2) Safety Glass markings (transparent stickers) and compliance with the NZ Building Code through the industry Standards, NZS 4223 and AS/NZS 2208 (ongoing but nearing a solution).
- 3) Low E window film and accusations of increased condensation issues with Low E film applied (ongoing and not resolved).
- 4) Redesigned and reproduced 35% VLT Cards for use by Members, NZ Police and WOF Issuers.
- 5) Investigate and report on issues between vehicle window tinting and subsequent insurance claims (in this newsletter).



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Health & Safety Reform Bill Update

The Health and Safety Reform Bill has been passed by Parliament and it will come into force on 4th April 2016.

The new law will be called the **Health and Safety at Work Act**.

A series of regulations are being developed to support the new Act.

These include:

- General risk and workplace management
- Major Hazard Facilities
- Asbestos
- Engagement, worker participation and representation (available shortly for public consultation)

Once the regulations are finalised, guidance to support the Act and regulations will be available through WorkSafe NZ (<http://www.business.govt.nz/worksafe>). This formal guidance will begin to be available in 2016. In the meantime WorkSafe will develop general information on the new legislation to help people prepare.

This general information will help explain your responsibilities under the new Act, and will provide examples and case studies to assist you. This will not however, provide specific guidance for every business activity in New Zealand.

Until the new Act comes into effect in April 2016, the current Health and Safety in Employment Act 1992 remains in force.

Things you can do to prepare.

The new law comes into effect on 4 April 2016. In the meantime here are five things you can do now:

- Familiarise yourself with the key concepts of the legislation
- Review your health and safety practices
- Identify health and safety risks in your business and take steps to prevent these from causing harm
- Lead by example
- Make health and safety part of your workplace culture

This will affect all members! Are you ready for it?

Site Safe

**WFAANZ is a Trade Association Member of Site Safe.
and we will be receiving health and safety Information
by way of Newsletters and Emails. Vital updates will
be passed onto our members as received.**

**Also, as a member of WFAANZ, you are entitled to a
discount on your annual subscription to Site Safe.**



SITE SAFE
MEMBER

Registered Master Tinter (rmt)



SAMPLE

Certificate of Achievement

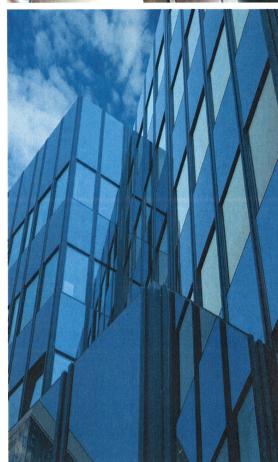
this is to certify that

being a member of the
WINDOW FILM ASSOCIATION
of Australia and New Zealand
has achieved the status of
Registered Master Tinter in Automotive/Flat Glass
under the terms of use of the Trade Mark
This Certificate is valid for 2 years.
Renewal Date 30th June 2014

SAMPLE

President

Secretary



This is the most valuable marketing and promotional tool the Association has developed for members in recent times. It provides your customers with an assurance that you are an experienced and professional tinter who is serious about providing excellent service and workmanship.

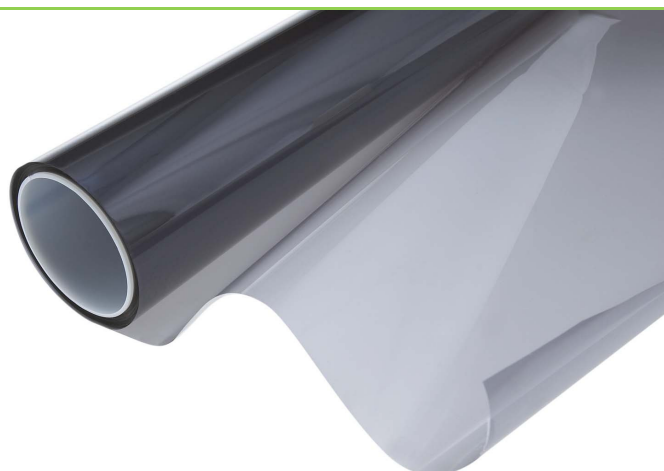
Don't underestimate the value of promoting this as a point-of-difference and quality assurance to your customers.

Being a Registered Master Tinter offers you a unique advantage which is only available to members of WFAANZ. It is in your best interest to pursue this qualification and use it to your best advantage.

REGISTERED MASTER TINTER



WINDOW FILM ASSOCIATION
OF AUSTRALIA AND NEW ZEALAND



Applicator Members as at 30 November 2015

A1 Tinting Ltd
AUCKLAND
0800 221 846

Automint 1997 Ltd
HAMILTON
07 846 1681

Automotive Interiors Ltd
PALMERSTON NORTH
06 357 1294

Bay Window Tinting
PAPAMOA
0800 229 846
Registered Master Tinter



Big Noise Group Ltd
HASTINGS
06 876 9661

Central Glass Ltd
WANGANUI
06 347 7808

Cool Reflections Ltd
AUCKLAND
09 448 2331

David Hickman
LIFE MEMBER

Filmworx
AUCKLAND
027 272 2677

Glass Shield Wellington Ltd
WELLINGTON
04 234 1219
Registered Master Tinter



GlassProtech Auckland
AUCKLAND
0800 452 777
Registered Master Tinter



GlassProtech Central North Island
KERIKERI
027 626 2231

GlassProtech Christchurch
CHRISTCHURCH
0274 341 614

GlassProtech Taupo
TAUPO
07 378 0761
Registered Master Tinter



Glassways Ltd
PUKEKOHE
09 238 9999
Registered Master Tinter



Glazing Films
DUNEDIN
03 473 9221

Hyper 2 Ltd
AUCKLAND
09 580 2403

In Sign Out Ltd
HAMILTON
07 849 2828

Just Tints
MT MAUNGANUI
07 575 8758

Kevin Hollis Glass Ltd
GISBORNE
06 867 9600

KK Auto Accessories Centre
AUCKLAND
021 629 163

Kooltintz
MASTERTON
06 377 5773
Registered Master Tinter



MS Ford
NELSON
03 548 9189
Registered Master Tinter



NuView Solar & Security Films
MANUKAU CITY
09 535 0071

Price Glazing Ltd
ROTORUA
07 348 1065

Peter Arthurs
LIFE MEMBER

Solar Control Ltd
CHRISTCHURCH
03 365 0595

Tiger Tint NZ Ltd
CHRISTCHURCH
03 348 1148

Tint-A-Window Manawatu
PALMERSTON NORTH
06 354 7552
Registered Master Tinter



Tint-A-Car Christchurch
CHRISTCHURCH
03 377 7717
Registered Master Tinter



Tint-A-Window Ltd
CHRISTCHURCH
021 368 468

Tint Pro NZ Ltd
AUCKLAND
09 636 0413

Tint Wise
AUCKLAND
09 424 1846

Tint Tech
HAMILTON
09 959 1950
Registered Master Tinter



Top Glass Ltd
LEVIN
06 368 5191

Unlimited Signs
TOKOROA
07 886 0867

Window Tint South
INVERCARGILL
03 215 6841

Window Film and Insurance Policies

A Herald on Sunday article earlier this year warned motorists of the risks they take of a failed insurance claim due to undisclosed vehicle modifications. Insurance and Savings Ombudsman, Karen Stevens, said in the article that undisclosed modifications, including window tints, are one of the most common reasons insurance companies turn down claims in New Zealand.

The Insurance Council of New Zealand (ICNZ) states on their website that the vehicle owner's duty of disclosure for motor insurances includes:

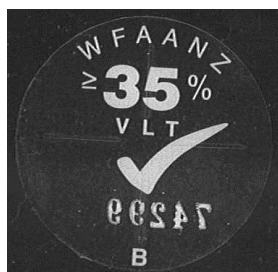
- Driving offences and infringements (for motor insurance)
- Any use of the vehicle for business purposes
- **Any modifications to the vehicle**
- Details of the drivers

This applies at the time of insuring the vehicle **and** any subsequent changes in conditions or circumstances.

We contacted ICNZ and they advised that: "As a general rule, any modifications to a motor vehicle including window tints, should be disclosed to an insurer. Insurers do not have specific requirements on window tinting. They would be reliant on the WOF standards as outlined in the Vehicle Inspection Requirement Manual (VIRM) or if an exemption is able to be given, the Low Volume Vehicle Certification Association."

Our advice to members is:

- **Always** advise your customers to inform their insurer when having their car windows tinted.
- **Always** tint to a legal level.
- **Always** use the WFAANZ approved VLT stickers.



- **Always** display the WFAANZ "Why We Tint Legally" Poster.
- **Always** follow these recommendations.

Why We Tint Legally!




Because It's The Law!

- You/We could be subject to substantial fines by tinting illegally!
- Possible Drivers Licence Demerit Points!
- You/We could be subject to legal action!
- Your insurance company could refuse any claim if your vehicle is illegally modified!
- Because it's the right thing to do and our reputation is a valuable asset to us!



Window Film Association of Australia and New Zealand Inc.



By applying these simple suggestions, you could save your customer (and yourself) from having to deal with some very serious insurance issues in the future.



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