

NBR Spotlight on Waikato

Special Report

While the government hopes Waikato will leverage its “untapped human and business potential” and the opposition calls the region a “ticking time-bomb,” its industry is resolutely pushing ahead. Even with low dairy prices – the industry closest to Waikato’s heart – impacting the region’s GDP, and statistics suggesting populations will decline, part of Waikato’s economy are blossoming at a rapid rate. Small business with new technologies keep the region alive, although avoiding recession will require everyone’s commitment over the last half of 2016

Leadership in 2050: What do we face?

Calida Smylie

Robots replacing humans as primary workers, food made in a laboratory rather than grown in fields, humans plugged into a pod where a manager controls their actions?

This may sound like a bad sci-fi novel and we can’t know for certain how the next 30 years will pan out but one thing’s for sure – there’s going to be significant change by 2050 and leaders will need to adapt. World Economic Forum executive chairman Klaus Schwab believes the world is about to enter the fourth industrial revolution – with the first using water and steam power to mechanise production, the second using electric power to create mass production and the third using electronics and information technology to automate production.

The fourth, which he terms cyber-phys-

ical systems, is characterised by a fusion of technologies blurring the lines between the physical, digital, and biological spheres – and the speed of breakthroughs are happening at a rate never seen before.

Leaders need to have some strategic foresight to face the challenges that come with this change, and will have to monitor the collaboration between robots and humans, University of Waikato MBA programme director Colleen Rigby says.

“We’ll have the internet of everything and a lot of technologies will be built into people’s clothing by 2050.

One theory is employees will wear a harness and plug into a pod somewhere where the manager will know what they’re thinking and control their actions, so humans to some effect will become robots. It’s fairly farfetched – but it’s a possibility.”

By 2030, it is predicted computers will



COLLEEN RIGBY: Thinks leaders will need to successfully engage their staff and robots in future

be more intelligent than humans. Already, things that sounded implausible a decade ago are becoming reality – space stations are 3D printing their own spare parts, robots are building structures in London,

and intelligence system IBM Watson can give legal advice within seconds, with 90% accuracy compared to 70% accuracy by a human lawyer.

Many commonplace jobs to disappear

This all means significant disruption to workplaces and how we do business, with many commonplace jobs likely to disappear in the next few decades.

However, this doesn’t mean humans will be redundant – and there is likely to be a rise of the blue collar technology worker. For example, a lines company will probably use drones to check power lines in future but will still need someone to control the drone and work out what the issue is.

The Waikato in particular will face many changes, being New Zealand’s effective food-bowl and an agri-tech hub.

“There is going to be significant change in the Waikato, with our agriculture sector. It’s possible a lot of food will be made in a laboratory – already eggs and steak can be made in petri dishes,” Dr Rigby says.

“This means a whole lot of our land can be freed up if we don’t have so many cows and we need to think about how we can

Continued on P24

Hamilton is an economic powerhouse

Our strong city economy is built on high value manufacturing, logistics, education, science and health. Savvy youthful people with skills in innovation and technology come here to be part of this.

Don’t miss your opportunity to actively contribute to Hamilton’s extraordinary growth. Email: investment@hcc.govt.nz

hamilton.govt.nz [/hamiltoncitycouncil](https://www.facebook.com/hamiltoncitycouncil)

Hamilton City Council
Te kaunihera o Kirikiriroa

Miscanthus: the grass with all the answers

Nathan Smith

Waikato isn’t all about cattle but dairy and meat farms certainly dominate the region with plenty of support industries growing around it. And in the case of miscanthus grass, “grow” is the operative word.

Described as a highly durable and versatile plant, miscanthus may be part of the answer to increasing dairy farm output while decreasing net carbon emissions – a dynamic as close to hitting New Zealand’s sweet spot as any technology could.

A Te Awamutu-based company, Miscanthus New Zealand, is moving to widen the appeal of miscanthus products. The company, which over the past six years has been introducing to New Zealand the sterile perennial 4 metre tall woody grass, has been active in expanding the range of the plant’s potential markets.

Managing director Peter Brown says the dairy and beef industries can directly benefit from using the plant but it also offers a new and sustainable source of renewable diesel to connect with New Zealand’s forestry industry as well.

“Nowhere else is miscanthus the main feedstock for production of renewable diesel – something that is close to happening in New Zealand, using proven US technology. To make things even better, one of the by-products of this process is biochar [charcoal made from wood].

“So we’re putting together the costing for a trial with a large New Zealand veterinary company to assess the effect of adding small quantities of miscanthus biochar into animal feed,” he says.

Research conducted by Australian scientists suggests adding 0.5% of biochar to stockfeed results in between 22% or 28% reduction in total methane emissions from stock. At the same time, it results in an approximately 25% increase in animal

growth. The planned trial will include feeding small quantities of biochar in feed to a few hundred young dairy cattle, and if the presumed growth can be achieved Mr Brown says the grass could have a large commercial benefit across the industries.

The plant is an introduced species but New Zealand authorities confirm its genetics makes it sterile and biologically unlikely to spread uncontrolled into native flora. The Environmental Protection Authority said in its report on the grass there is “no risk of spread.” Miscanthus lacks both ova and pollen for making seeds, although it makes beautiful flowers, Mr Brown says.

Miscanthus is endemic to a small area in Japan. The breed used in New Zealand is a hybrid between two species because one of the species is a diploid while the other is a tetraploid (diploid organisms have two paired sets of chromosomes and tetraploids have four sets). In the case of his hybrid, Mr Brown explains the miscanthus becomes a triploid. Since it possesses an odd number of chromosomes, it is essentially sterile in the same way as a mule – an evolutionary



CLOSE TO THE ACTION: Miscanthus energy crop in March and adjoining energy user. Ready to harvest in four months

dead-end.

Lincoln University professor of ecology Dr Stephen Wratten says his research on the plant suggests a full 15 different areas of ecosystem service on dairy and other farms. It provides superb shelter for livestock, sorely needed in many Waikato paddocks, and is durable but flexible enough for pivot irrigators and cattle to pass through without ruining the plant.

“Studies also show a



SURROUNDED BY PRODUCT: Miscanthus New Zealand managing director Peter Brown with the grass

14% increase in pasture yield downwind of miscanthus plantations due to its sheltering effect. And, because the wind is blocked, the moisture levels in the soil are higher downwind, which increases the amount of earthworms and therefore topsoil.

“It is now adding crucial biodiversity back to farms. And increasing numbers of farmers are choosing to use the grass throughout Waikato and beyond. However, miscanthus is still expensive at about 40c to 60c each. But whole paddocks don’t need to be filled though, only the strips around the paddocks. So the initial price is affordable, even while

first renewable diesel plant, which could be in operation by the end of 2018.

“The feedstock for the diesel plant will be initially based on radiata pine forestry industry processing residues, simply because they’re available now. But it also sets the scene for renewable diesel using dried miscanthus, whether by itself or a mixture with forestry residue. It’s encouraging to know things are heading in the right direction.

“Forestry plantations in the southern North Island that don’t have market outlets for lower-quality logs are prime candidates for this. It is an opportunity for the forestry industry to become more efficient, and will probably result in more forestry planting. And, of course, extra jobs will come with it,” Mr Brown says.

Messrs Wratten and Brown report a lot of people are interested in renewable diesel. But it is difficult to get some government agencies, such as NZTE, enthusiastic because they

tend to focus on export industries. However, funding the industries that substitute for imports such as renewable diesel is better in the long term for New Zealand because they defend against volatile international exchange rate fluctuations – a constant worry for New Zealand’s export-heavy economy.

“More adventurous agencies such as Callaghan Innovation do understand this and are starting to head in the right direction. The only thing that is preventing the company from reaching its proven potential as a viable enterprise is a lack of investment capital,” Mr Brown says.

Miscanthus NZ is in discussion with interested investors for capital raising. He also says one or more investors with business expertise would be beneficial. New investment will help make the enterprise a commercially viable and environmentally sustainable land management business.

nsmith@nbr.co.nz

Connecting Waikato with the world through Auckland’s world-class port

Voted
Best Seaport in Oceania
2016 Asian Freight, Logistics and Supply Chain Awards

Find out what we can do for you by calling
Reinhold Goeschl – 029 770 1298



www.poal.co.nz

Waikato construction: building the foundations

Campbell Gibson

Construction has become a key impetus of GDP growth and, while Auckland and Christchurch are underpinning it, the Waikato continues to be a quiet achiever.

According to Statistics NZ, the value of building work in Waikato for the March quarter was \$421 million. Seasonally adjusted, the value the work increased 15.7% on the previous quarter, more than any other region.

Bayleys' latest Marketbeat report says Hamilton's economy is benefiting from a surge in residential and non-



GOLDEN TRIANGLE: Tainui Group Holdings says the Ruakura inland port will link Auckland, Hamilton and Tauranga

residential construction, with building consents up 57% and 67% respectively	over the past 12 months to March. In May, a total of 317
--	---

building consents were issued, 12.5% of New Zealand's total with a value of \$104 million.

And momentum won't slow down anytime soon thanks to the Ruakura development, a new inland port being built by the intergenerational investor arm of Maori tribe Waikato-Tainui, Tainui Group Holdings.

In March, TGH was granted three key resource consents by Hamilton City Council to build the East Hamilton project, which is expected to be 480ha – as large as Auckland's central business district.

It incorporates a 33ha inland port and 84ha logistics zone plus housing. TGH's vision is for the development to link the upper North Island's "golden triangle" of Auckland, Hamilton and Tauranga.

This week, the company announced it is seeking expressions of interests from a range of port operators.

TGH chief executive Chris Joblin says construction will begin later this year.

Ports of Auckland is also planning a freight hub at Horituu.

Mr Joblin says TGH is seeking a world class port operator who shares our vision to shake up the freight economics in the upper North Island and change the game from plant to port for the region's rapidly growing importers and exporters

as well as increased movement of domestic cargoes.

He says TGH has already been approached by export and import companies, which are attracted by Ruakura's scale and quality of transport linkages. The link includes a full diamond interchange to the Waikato Expressway and a proposed four track rail siding for the efficient turnaround of trains to the seaports at Ports of Auckland and Port of Tauranga.

"Port neutrality – providing the flexibility for

importers and exporters to access both seaports so they can get the best deals and manage risks is a key part of the Ruakura proposition," Mr Joblin says.

Foster Develop director Leonard Gardner says a massive volume of construction will be required for Ruakura when things get under way.

Ms Gardner, whose company is pitching for the construction of Ruakura's sheds and some offices, says the development will help drive the trend of companies consolidating operations in Hamilton because large portions of land are available, unlike in Auckland.

"It's an opportunity for some big scale businesses to come down here and take big land holdings in order to consolidate activities on to one site. In terms of a distribution hub, that interaction between the railway and State Highway 1 will create efficiencies," he says.

Bayleys' Marketbeat says the port will support the requirements of a range of freight users, which are expected to locate within the adjacent logistics hub.

"Major investment going into road and rail connections will see Ruakura act as an enabler of freight flows, which are expected to double over the next 20 years," Bayleys says.

cgibson@nbr.co.nz

Explore the Open

WAIKATO
DISTRICT



WAIKATO WELCOMES PORTS OF AUCKLAND... WHEN IS YOUR BUSINESS COMING?

THE WAIKATO DISTRICT IS BOOMING!

Ports of Auckland recognise the opportunities and are developing a **Waikato freight hub at Northgate Business Park** just north of Hamilton.

The Waikato district offers major transport links both road and rail, and sits strategically between Auckland and Tauranga and New Zealand's busiest international airport. Rich in natural resources and with vital infrastructure in place, we offer a lifestyle second to none, including competitive land and housing prices.

WAIKATO IS OPEN FOR BUSINESS

For information on opportunities for your business in the Waikato call Open Waikato on 0800 492 452

www.openwaikato.co.nz

Challenging times for Hamilton CBD office market

Bayleys' Marketbeat report says the move of 500 Inland Revenue staff from Hamilton's CBD to Te Rapa is a "major blow" to the heart of the city.

"A dearth of large tenants looking for space will push already elevated office vacancies higher and set back plans for the revitalisation of the CBD," the real estate company says.

However, 500 Waikato District Health Board staff moving to occupy the old Farmers building will help offset this.

Also, demand from smaller tenants for high quality and refurbished office spaces remains "solid."

Developer Matt Stark says the demand has pushed prices for refurbished office space from \$160-\$230 a square metre to \$230. Yields are being compressed, he says.

"Businesses aren't too far removed from connecting with Auckland by basing in Waikato, and the option could be quite

attractive when coupled with the cost reductions," Mr Stark says.

"There's upward of about 1700 people who commute to Auckland from Hamilton every day."

Stark Property is developing the old Med Lab building to become high-grade office accommodation, with completion expected later this year.



The property development company is also refurbishing the historic Beggs Wiseman building after buying it from the council for \$1.05 million.

Meanwhile, Foster Construction has commenced work on the Genesis Energy redevelopment of the former Countdown building with completion due mid-2017. Approximately 600 Genesis Energy staff will move into the redeveloped building.

Fosters is also developing new premises for the Corrections Department, which will house roughly 180 staff when completed in December of this year.

THIS WAY UP

If your customers won't think twice about you moving, maybe you should. As many businesses are discovering, relocating some, or all of your operations to Hamilton will give you and your employees access to the very latest in workplace design, superior transport and ICT infrastructure, as well as significant cost reductions.

THINK	HAMILTON
 WE BEGIN WITH THE END IN MIND fosters.co.nz	 starkproperty.co.nz

Is Waikato's manufacturing boom just for the big guys?

Chelsea Armitage

Cheap land, easy access to multiple ports and cheaper labour costs than the big smoke makes Waikato the perfect breeding ground for a bustling manufacturing industry.

The region's location advantages, low cost structures and lifestyle opportunities attract a diverse range of manufacturing businesses from plastics and metals to a thriving aviation sector as well as an historic agriculture industry. Waikato is the fourth-largest contributor to the New Zealand economy and is home to 9% of the nation's total workforce.

Many varied and affordable sites exist ready for development, despite more than 2000 manufacturing businesses already operating in the region.



TOUGH TIMES: John Maisey says small manufacturers are being pushed out of the Waikato

One such example is Pacific Aerospace, the sec-

ond-biggest aircraft manufacturer in the southern hemisphere, which has manufactured more than 650 aircraft for global market in Waikato since it was

first formed more than 50 years ago.

Most Waikato manufacturers are involved in the export sector, making their contribution to the regional economy significant. According to NZTE, Hamilton produces two-thirds of the region's manufacturing exports. But what makes it, and the Waikato around it, worth setting up shop in?

"Hamilton is a great place to live – so is the Waikato in general. It's central to everything, has good rail, port and road services that are about to get better," Forlong & Maisey managing director John Maisey says.

Having relatively easy access to a cheaper rural workforce is also a bonus

“Hamilton is a great place to live – so is the Waikato in general. It's central to everything, has good rail, port and road services that are about to get better

– Forlong & Maisey managing director John Maisey

in keeping costs down. "Costs overall are certainly a lot cheaper than elsewhere. Staff-wise it's marginally cheaper to employ staff here than it would be in Auckland, as those workers have lower living costs themselves."

Celebration

Forlong & Maisey, which will celebrate its 70th birthday this year, operates several manufacturing and engineering businesses in the Waikato region including Industrial Wheels, Elite Polymers, Mouats Engineering and Precision Machining.

Most of the company's businesses are faring well but several are "well down" on what they were in the past 10 years. "I think it's all related to the downturn of agriculture in the Waikato. One of our businesses supplies tyres and feeders for the agriculture industry," Mr Maisey says.

"The sales volumes for those areas have gone down considerably, so we've gone into plastics pretty heavily."

Smaller manufacturers struggling

A strong dairy industry has provided a firm base for Waikato's manufacturing industry, according to the Ministry of Business.

The region's true manufacturing worth lies in its niche high-value manufacturers including aviation, biotechnology and agricultural technology and science sectors. However, other industries are still surviving despite revenues markedly down over the past few years.

Large manufacturing companies that have been

around for a long time and own many assets are able to carry on without taking too much of a hit, according to Mr Maisey.

"The ones that are suffering are smaller companies in rural towns. I'm not talking about one or two-man-bands, which are making a living. It's the next level up; that middle level is finding it difficult to hang on," he says.

No fewer than 12 small manufacturing businesses were up for sale on Trade Me at press time. These included "an exciting business opportunity to manufacture and distribute a one-of-a-kind builder's tool used for the transportation and installation of sheet materials," as well as printing, agriculture, cabinetmaking and food manufacturing businesses.

"It's quite sad to see what some of their spending power was two years ago compared to this year. It's markedly different – probably 60% down."

But are the companies doing better than if they had set up in Auckland, with a more expensive workforce and higher overheads?

"It's the opposite. Auckland is generally the last to feel any recessions."

"When Auckland starts to feel it, the whole world knows and something has to be done but in the meantime nobody listens to the smaller cities until it's too late," Mr Maisey says.

Despite its few shortfalls, he would still never move out of the region. "No definitely not. We're committed to the Waikato. We're not moving any part of our business anywhere."

camitaga@nbc.co.nz

Waikato not a 'one trick pony'

Jason Walls

Although it is one of the country's strongest players in the dairy sector, the Waikato is more economically diverse than many believe.

But the region has fallen upon tough times, largely due to low milk prices, according to ASB's regional scoreboard.

"The weight of low milk prices has taken its toll.

Consumer confidence has taken a noticeable hit, moving retail sales growth lower in tandem. Jobs were also down compared with a year ago," the report says.

Westpac's regional roundup paints a similar picture.

"Regional economic confidence slumped in March 2016 on the back of weak dairy auction results. Similarly, although regional employment confidence actually rose, it appears pessimists outnumber optimists."

But both banks indicate the region is strengthening in other areas.

Westpac says tourism is performing particularly well.

"Guest nights, despite dipping slightly in the latest quarter, are growing strongly, highlighting another area of opportunity for the region."

ASB Bank says the strong housing market and tourism boom continues to partly offset the



CLIVE MORGAN: Manufacturing and construction is starting to pick-up and population growth is helping the services sector develop

“There is quite a remarkable story in how Waikato is quietly taking its natural advantage and turning that into a range of other really exciting industries

– Harvey Brookes

dairy sector's struggles.

Harvey Brookes, project manager at Waikato's economic development team Waikato Means Business, says although there is no doubt dairy and agriculture are significant for the region, the economy is diversifying.

Fonterra's forecast farmgate milk price for the 2016/17 season is \$4.25/kgMS, with the milk futures contracts for 2017/18 trading at \$5.60 – just above the breakeven price for farmers.

"If you look at the sectors of the economy that are growing strongly, it's in areas such as services, IT,

health, and tourism."

He says these industries are expanding at a much faster rate than dairy and probably faster than they have been for a "considerable period of time."

He says the region is also increasing its population – "especially the northern Waikato because of the influence from Auckland."

Although the dairy downturn is hurting farmers, Mr Brookes says dairy is "not just squeezing milk out of a cow, it's an industry with a whole supply chain."

"Think about what's involved with creating milk powder and dairy products. There is a lot of elaborate transformation and manufacturing which goes into that."

"The Waikato has a real basis of excellence in high-value manufacturing, especially around stainless steel and stainless steel design."

Open Waikato economic development man-

ager Clive Morgan says although many farmers are struggling, economic diversity is improving.

"The region certainly is not a one-trick pony," he says.

"Manufacturing and construction are starting to pick up and population growth is helping the services sector develop," he says.

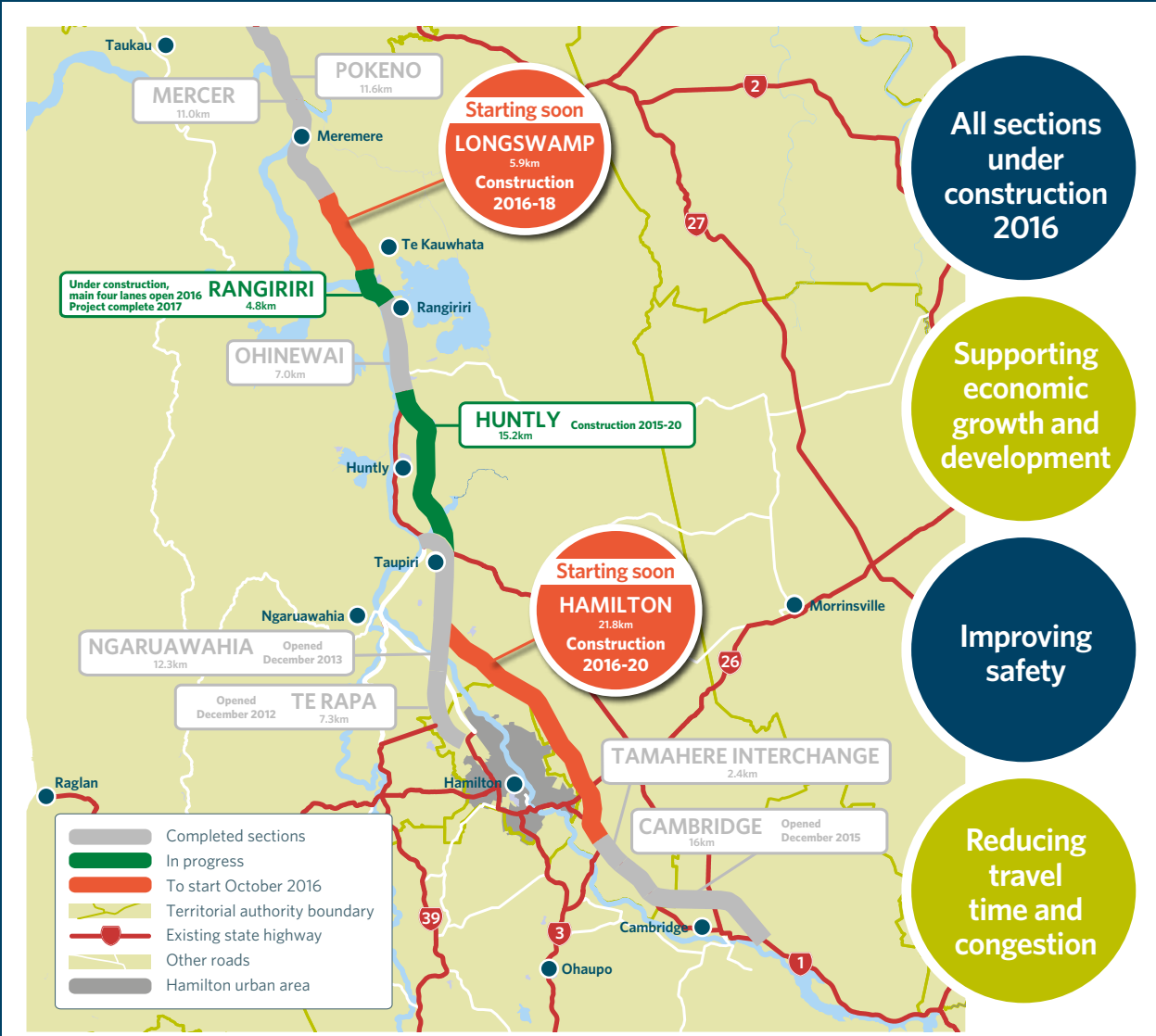
"The real estate market is robust and construction and manufacturing are looking pretty good at the moment."

He says Waikato has attracted "significant business development" recently and expects the number of businesses moving into the region to continue.

Mr Brookes is also optimistic about Waikato's future. "There is quite a remarkable story in how Waikato is quietly taking its natural advantage and turning that into a range of other really exciting industries."

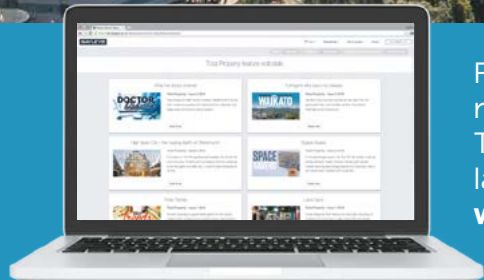
jwalls@nbc.co.nz

1 Delivering the Waikato Expressway



PUTTING THE WHY BACK INTO THE WAIKATO

NEW ZEALAND'S FOURTH LARGEST CITY, HAMILTON, HAS TENDED TO LIVE IN THE SHADOW OF ITS LARGER AND HIGHER-PROFILE COUSINS. TOTAL PROPERTY CHECKS IN TO SEE HOW HAMILTON IS FARING ON THE COMMERCIAL AND INDUSTRIAL PROPERTY FRONT.



Find out the many reasons Hamilton and the Waikato region remain appealing to commercial investors, as well as discover Total Property's gold mine of original commercial news content, latest research, market trends and invaluable insights at www.bayleys.co.nz/totalproperty/articles

‘SiliTron Valley’ just 0.0001 seconds from Auckland CBD

Hamish McNicol

Waikato is ahead of the country after completing its ultrafast broadband rollout at the end of last year but business uptake is only now “really starting to move,” Ultrafast Fibre chief executive William Hamilton says.

And as “SiliTron Valley” continues to mature, there are expectations for a “large increase” in businesses moving to the region, particularly as it is now just 0.0001 seconds from Auckland.

Microsoft New Zealand general manager Barrie Sheers recently said the company sees the Waikato as a “really interesting technology hub.”

Microsoft has helped 31 Waikato technology start-ups through its BizSpark programme



BOLD: Ultrafast fibre chief executive William Hamilton says the ‘SiliTron Valley’ tag is bold but Waikato’s UFB network can support it

Future-proofing Waikato

WEL Networks, a strategic shareholder in Ultrafast Fibre which is responsible for delivering electricity in Waikato, sees the UFB rollout as encouragement for the uptake of other new technologies in the region.

Chief executive Garth Dibley says such technologies include electric vehicles for which it recently installed the first of five electric vehicle chargers in the region.

Furthermore, new electricity infrastructure technology has been brought in, specifically 58,000 smart meters.

“This innovation is already providing significant benefits for our customers through network management efficiencies and faster fault response.

“WEL is always open to fresh opportunities in technology and infrastructure.

“For us, it’s really about future-proofing the Waikato, so our region’s economic and social growth will continue for generations to come.”

over the past four years, dubbing it the “Silicon Valley of New Zealand.”

“There is a major opportunity for that,” he says.

The moniker has been taken a step further, combining Silicon with Hamilton’s nickname, The Tron, to produce “SiliTron Valley.”

But Ultrafast Fibre, which was established in 2010 to roll out UFB across Hamilton, Tauranga, Whanganui, New Plymouth, Tokoroa, Hawera, Cambridge and Te Awamutu believes the best is yet to come as the number of Waikato businesses taking up UFB rises.

Mr Hamilton says business uptake was “pretty poor” as recently as 2014 but by the end

Continued on facing page

Largest infrastructure project close to completion

From P24

plagued as it is with some of the country’s most notorious danger areas, resulting in hundreds of crashes over the years.

This is part of the government’s \$600 million Safer Roads and Roadsides Programme which concentrates on 90 such areas around the country, a major component being improvements along State Highway 2 near Pokeno.

Roads linking development

Ports of Auckland is taking advantage of the new growth by building an inland port to be used as a hub for goods and services.

The hub will allow Waikato’s goods to be centrally stored before being shipped to Auckland by rail, avoiding the use of

the motorway and limiting the number of trucks on the road.

POA general manager Wayne Thompson says the Waikato is expanding more impressively in its northern reaches.

He attributes this mainly to its proximity to Auckland and the new expressway’s increased ease of transporting goods between the two.

The Ngaruawahia section, which was completed in 2013, replacing State Highway 1 through the town, is already saving commuters up to 10 minutes during peak traffic.

Alongside infrastructure, thousands of new houses are being built in Pokeno by the expressway, while Hamilton’s north has attracted large enterprises hoping to take advantage of the shorter commute.

One such development is the Te Rapa Gateway. This project is taking full advantage of being situated next to the expressway and being five minutes from KiwiRail’s Crawford St transfer site.

Owner and developer Chalmers Properties sales and development manager Michael Clark says the expressway brings the Auckland market closer, creating more efficient and reliable travel journeys.

He says it is perfect for logistics companies with large volumes of traffic such as couriers and trucking businesses.

“If you can be near transport corridors such as the Waikato expressway, it cuts down overhead costs and time, because there is less need to navigate traffic off the expressway,” Mr Clark says.

ehowitt@nbr.co.nz

BOOST YOUR BUSINESS WITH FIBRE BROADBAND

CHECK OUT THESE GREAT BUSINESS BENEFITS:

Improved business functionality and performance. Less time waiting and more time doing, remote staff can be more flexible and cloud apps more efficient

Ultrafast business internet that’s affordable. Fibre broadband delivers better internet for a similar price as copper broadband

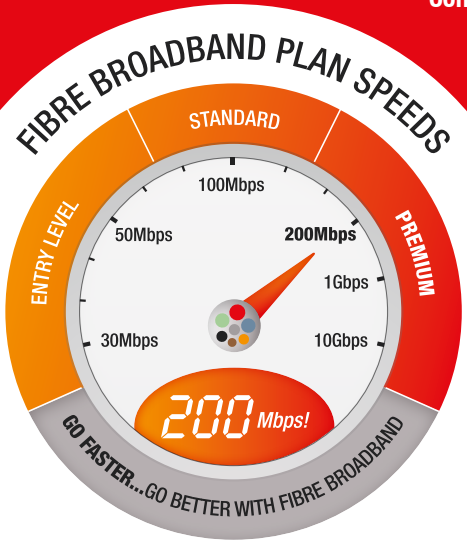
Internet speed like never before. Fibre broadband is fast enough for all your online needs

Ultrafast internet for everyone at work. With the power of fibre broadband everyone can work unhindered at the same time

Minimal disruption for maximum benefits. Our careful project planning and technical scoping minimises disruptions

Huge benefits for next to nothing. For a nominal connection charge you can get substantial benefits! Why wait to upgrade?

Consistently reliable and fast always.
Experience reliable and fast internet



Find out more at
ultrafastfibre.co.nz

**CONTACT YOUR
BROADBAND SERVICE
PROVIDER NOW!**

WEL NETWORKS LIMITED (WEL) is proud to have a 100-year heritage serving the Waikato community. We are a fully community-owned regional infrastructure provider and we continually strive to deliver the best in service and the best in safety.

REGIONAL INFRASTRUCTURE

Although our core business is electricity distribution, we are taking a wider strategic approach, becoming a more diversified multi-utility that meets the needs of the Waikato and beyond.

As a strategic shareholder of Ultrafast Fibre Limited (UFF), we were pleased to bring fibre to the regions faster. The rollout of this Ultra-Fast Broadband (UFB) network was completed on budget and six months ahead of schedule.

This \$300 million fibre network makes up around 13 per cent of the Government’s national UFB1 initiative and provides access to fibre for more than 183,000 end users across the North Island.

INNOVATIVE APPROACH

We embrace and encourage the uptake of new technologies. WEL recently installed the first of five electric vehicle fast chargers that will be placed at strategic locations across the Waikato.

Meanwhile, our Smart Network project in the Waikato Region is now complete with 58,000 smart boxes installed. This will allow for a more efficient service for our customers and provide relevant data collection to inform future improvements.



FUTURE FOCUSED

WEL is committed to its progressive approach and open to new opportunities that will benefit our customers. We look forward to continuing to work with the Government and our local Councils, particularly in regional infrastructure, and in the future direction of Telecommunications in New Zealand.

Our highest priority is always the safety of our staff and our community; we are committed to getting everyone home safely every day.

**It’s an exciting time for
Waikato and WEL.**



0800 800 935
www.wel.co.nz



Propel yourself up the corporate ladder

The business environment is continually evolving. Our two-year Master of Business Administration (MBA) will provide you with the dynamic management capabilities you need to stay ahead.

Triple Crown Accredited by AACSB, EQUIS and AMBA, at Waikato Management School you will be inspired by renowned scholars and practitioners who are at the cutting-edge of strategic management, accounting, economics, business law, marketing and finance.

For Raewyn McPhillips, International Trade Manager for Tatua Co-operative Dairy Company, the MBA programme was the perfect challenge to take her thinking processes from functional to strategic and local to global.

Our next intake for the MBA starts March 2017.

If you would like more information about the MBA, or any of our other postgraduate management qualifications, contact our Centre for Corporate & Executive Education at execed@waikato.ac.nz or on **07 838 4198**.

Alternatively, you can visit management.ac.nz/execed to explore your options.

WAIKATO MANAGEMENT SCHOOL
TE RAUPAPA
WHERE THE WORLD IS GOING

