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Land.

Newmarket's newest boutique showcasing a curated selection of exquisite fashion and accessories from around the world.

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COVER IMAGE: PHOTOGRAPHER: STEPHEN TILLEY, FASHION STYLIST: SAMMY SALSA.
MIA WEARS: **TRELISE COOPER** JAS-PER USUAL JACKET \$749, SWING WITH ME TOP \$549, ONE STEP AHEAD PANTS \$549 AVAILABLE AT SMITH & CAUGHEY'S, **ZOE & MORGAN** MUTIARA EARRINGS \$260. **KIKI:** **TIMBERLAND** UNISEX LIGHTWEIGHT RIPSTOP ANORAK \$300, UNISEX PRINTED WOVEN SHORTS \$150, **GARRETT LEIGHT** RETRO BIGGIE EYEWEAR \$580 AVAILABLE AT PARKER & CO. **TOP RIGHT:** **MIA:** **GESTUZ** DRESS \$329 AVAILABLE AT SUPERETTE INTERNATIONAL AND **COACH** BAG POA. **ANNA:** **CAMILLA & MARC** NEMESIS LONG SLEEVE DRESS \$780 AVAILABLE AT DAVID JONES AND **SABEN** GISELLE SHOULDER BAG \$479.

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S A B E N

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WORK *of* ART

These resplendent accessories add glamour to any outfit with their sculptural silhouettes.

1. **SILK & STEEL** NAUTICA NECKLACE \$299 AVAILABLE AT SMITH & CAUGHEY'S. 2. **ZOE & MORGAN** BLOSSOM EARRINGS \$410. 3. **MICHAEL HILL** BAGUETTE BRACELET \$11599. 4. **STOLEN GIRLFRIENDS CLUB** THORNED HEART NECKLACE \$579. 5. **MICHAEL HILL** LONDON BLUE TOPAZ RING \$949. 6. **LOEFFLER RANDALL** WILLA MINI CINCH CLUTCH \$529 AVAILABLE AT SUPERETTE. 7. **MEADOWLARK** ANEMONE PEARL DROP EARRINGS \$2279 AVAILABLE AT WALKER & HALL. 8. **COS** GOLD EARRINGS \$60. 9. **STELLA MCCARTNEY** KATHERINE BAG \$1490 AVAILABLE AT SCARPA. 10. **BY CHARLOTTE** CONNECT TO THE UNIVERSE CUFF \$319 AVAILABLE AT SUPERETTE. 11. **SABEN** CLEO CROSSBODY BAG \$399. 12. **AIMAI** TASSEL EAR HOOK \$399.99. 13. **AJE** COSMOS WAVE CROSSBODY BAG \$340. 14. **ISABEL MARANT** DISCO RING EARRINGS \$498 AVAILABLE AT WORKSHOP. 15. **DEADLY PONIES** MINI VERNE CANDY APPLE \$649. 16. **MICHAEL HILL** 3 STONE MARQUISE STUD EARRINGS \$799. 17. **DIESEL** 1DR SHOULDER BAG \$1199.90 AVAILABLE AT BRAVE. 18. **KAREN WALKER** SURREALIST RING \$669. 19. **ZOE & MORGAN** HYACINTH NECKLACE \$460. 20. **YU MEI** SCRUNCHIE VI BAG \$619. 21. **KATHRYN WILSON** BRADSHAW BAG \$349. 22. **LISA HOSKIN** STARLIGHT DOME RING \$155.



DOUBLE DOWN *on denim*

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These pieces look amazing worn
together or separately.

1. **LOUIS VUITTON X YK** FACES PATCHES BUSTIER \$4100. 2. **LEVI'S** ICONIC JUMPSUIT \$219.90. 3. **DECJUBA** MIA DENIM SKIRT \$99.90. 4. **TIBI** STONE WASH DENIM SLEEVELESS EASY SHIRT \$675 AVAILABLE AT MUSE. 5. **ISABEL MARANT** PACIANE CARGO JEANS \$1349 AVAILABLE AT WORKSHOP. 6. **AJE** ENIGMA DENIM MIDI DRESS \$570. 7. **TIBI** CLASSIC WASH SID JEANS \$895 AVAILABLE AT MUSE. 8. **ALEXANDER WANG** W LEGACY SMALL HOB0 \$1129 AVAILABLE AT SUPERETTE. 9. **SAMSOE SAMSOE** SHELLY JEANS \$429 AVAILABLE AT SUPERETTE. 10. **COS** ZIP-UP DENIM SHIRT DRESS POA. 11. **ONE TEASPOON** BAY BLUE QUILTED CRYSTAL STUDDED JACKET \$459 AVAILABLE AT FLO & FRANKIE. 12. **AS COLOUR** DENIM TOTE \$28. 13. **LEVI'S** ARCHIVE WESTERN T1 MT SHIRT \$249.90. 14. **BARKERS** PARISIAN DENIM BOW \$49.99. 15. **STOLEN GIRLFRIENDS CLUB** SEARCH AND DESTROY OVERSHIRT \$299. 16. **CONVERSE** CHUCK TAYLOR DENIM HIGH TOP \$140 AVAILABLE AT KAREN WALKER. 17. **RB SELLARS** GIBB RIVER RUGGER SHORTS \$59.95. 18. **ADER ERROR** TENIT JEANS \$530 AVAILABLE AT SUBTYPE. 19. **R.M.WILLIAMS** KULKAWARRA JACKET \$429. 20. **ROLLA'S** NORM JEANS \$179.99 AVAILABLE AT SERVICE DENIM.



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With the FLOW

The return of fluid, goddess-inspired draped pieces steal the show with a truly romantic look.

1. **AJE** EDITH TOP \$340. 2. **JULIETTE HOGAN** ALICE BLOUSE \$459. 3. **TAYLOR** DRAPED CODA TOP \$337. 4. **ACLER** QUINCY SKIRT \$325 AVAILABLE AT DAVID JONES. 5. **MICHAEL HILL** GOLD HERRINGBONE SNAKE CHAIN \$2099. 6. **CAMILLA AND MARC** NICCOLO TOP \$480 AVAILABLE AT DAVID JONES. 7. **LIAM** CURTIS MIDI DRESS \$329. 8. **TWENTY-SEVEN NAMES** SHELL BLOUSE \$490. 9. **AJE** ADELIA RUFFLE MIDI DRESS \$685. 10. **WITCHERY** OFF SHOULDER TOP \$89.90. 11. **MOOCHI** AXEL SKIRT \$329.99. 12. **RUBY** SOLAR SATIN MINI DRESS \$219. 13. **SAINT LAURENT** HOODED DRESS IN CREPE JERSEY \$10,855. 14. **ACLER** ASHCROFT DRESS \$515 AVAILABLE AT DAVID JONES. 15. **COS** ASYMMETRIC DRAPED MINI DRESS \$215. 16. **TAYLOR** EDIFICE DRESS \$547. 17. **HELMUT LANG** STRETCH COWL NECK TOP \$569 AVAILABLE AT SUPERETTE.

STYLE

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STYLE



Nip & Tuck



1. KOWTOW ELLIS SHIRT \$269. 2. MOOCHI MILITANT JACKET \$549.99. 3. DECJUBA BRIDGETTE TEXTURED BLAZER \$209.90. 4. KATHRYN WILSON CLASSIC BELT \$99. 5. MOOCHI EXPEND PANT \$329.99. 6. AJE PRIMA PLEAT TRENCH COAT \$720. 7. ACLER DAVIES TOP \$389 AVAILABLE AT SUPERETTE. 8. JULIETTE HOGAN ARTY VEST \$799. 9. TWENTY-SEVEN NAMES LEONARDO SHIRT \$430. 10. HELEN CHERRY LONDON WAISTCOAT \$479. 11. SASS & BIDE MORNING FLIGHT SKIRT \$320. 12. MAGGIE MARILYN TAILORED TROUSER \$450. 13. KOOKAI ARIEL CURVED CORSET \$120. 14. AJE REALM WRAP FRONT MINI SKIRT \$340. 15. RUBY COMET SHIRT DRESS \$289. 16. AS COLOUR MEN'S OXFORD SHIRT \$65. 17. 3 WISE MEN KARLA TIE \$60. 18. REMBRANDT EVANS LIGHT GRAY DOGSTOOTH TROUSER \$299. 19. 13DE MARZO PALDA BEAR ZIPPER SUIT \$757 AVAILABLE AT LAND. 20. WALKER & HALL 9CT YELLOW GOLD CUFFLINKS \$1580. 21. A.P.C RENATO PANTS \$449 AVAILABLE AT SUPERETTE. 22. JUST ANOTHER FISHERMAN ANCHORAGE SHIRT \$129.99.

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Q + A

After the devastating floods earlier this year destroyed their flagship Newmarket store, Superette founders Rickie Dee and James Rigden reflect on growing their iconic brand, having a strong team and their return to Newmarket.

NEWMARKET. Can you tell us about the Superette brand story and how the concept came to be?

RICKIE. We started 21 years ago when we were 21 years old. We initially found inspiration for the concept from the international market, seeing a combination of fashion stores mixed with lifestyle elements and in some cases, coffee shops. We loved this idea of curating exciting and interesting products together in one space, and at the time felt that there wasn't something already like this within New Zealand.

JAMES. When we first sought out to find products for our store, we made it as far as Melbourne Fashion Week and we had already spent the budget, we found a number of products that we wanted to bring back and sell. Initially the brands we brought back were often small, 'one-man band' kind of brands and this

really started that process of understanding how to build brands and market them to our customers.

N. You are celebrating 21 years this year which is a fantastic milestone. What are some of the key learnings?

R. There's so many. Despite being 21 years in, every year there's new challenges that we have to look at and find solutions for. We must be open to keep changing and evolving. Not only to the market, but to our customers – which is ultimately the most important part of our business.

J. We really have built our business on being customer centric and it's something that we will continue to be really focused on. It really needs to be at the forefront of every single decision we

make as a company. It can be challenging as you grow, as you have so many other needs within the business, but the customer has to be at the heart of all decisions.

N. What advice would give to someone who is looking to start out in your industry?

R. Be prepared to work hard. It's not a business that will come easily and you've got to keep working at it. Fashion is tough and changes so frequently. You need to keep adapting to those changes and keep pushing to constantly innovate and look at what's next. You certainly can't launch something and then be done with it.

J. This industry in particular is really about being adaptable. Fashion changes every season, sometimes four times a season. You have to be agile, adaptable and pretty relentless.



SUPERETTE

N. What do you love most about your job?

R. For me, 21 years in, it still doesn't feel like work. I think that's due to the changing nature of our business, it is constantly new and exciting. I work across so many parts of the business. No two days are the same. We're always viewing new products which keeps it feeling fresh. We always have something interesting to talk about and launch.

J. I agree, evolving and growing are two things that I still really enjoy. It's one of the challenges of this business, but it's also one of the things that I love about it.

N. Team plays a vital role in the smooth running of any business, how do you manage your team across your brands and platforms and keep them motivated?

R. This is an interesting one and is something we've thought about a lot. We realised we have to look at ways to simplify our message and our vision to keep our team all on the same path. It's important also to have great people and great managers to share the load and help drive those people and deliver the same message.

J. Communication and clarity become the two most important things. It's so important that the entire team is all on the same mission. We want our team to walk into work each day and understand that our job is to inspire our customers. Sometimes simplification and a singular vision really is the best thing, as it ensures we are all working towards the same goal together.

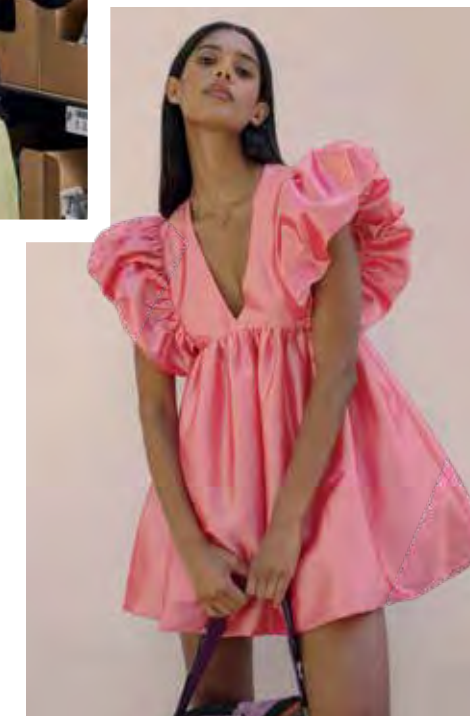
N. The Newmarket Nuffield Street store was badly affected in the flooding earlier this year, what was the biggest challenge that came from that?

J. This was a really testing time for us, but we also had to step back and understand that there were many people that were affected a lot more than us within their personal lives too. Certainly for the business however, it was one of our most testing times. Obviously not having a store for such a large portion of this year has really affected our trade. That certainly was one of the largest challenges, as well as diverting teams and diverting stock. But, like anything, with all challenges come opportunities.

N. Can you talk us through the key differences between Superette and Superette International?

R. The idea behind Superette International was to be able to offer more brands to our customers. By doing this we were able to really curate and refine the product mix for every store location. We are currently undergoing a branding exercise for these two concepts and looking at merging the best parts of both concepts into one single minded brand and therefore message.

J. This means that we can take the best parts of our Superette International concept and bring that experience to our other stores throughout the country and vice versa with bringing the



PICTURED CLOCKWISE FROM TOP: JAMES RIGDEN AND RICKIE DEE, FOUNDERS OF SUPERETTE. HANSEN AND GRETEL, NEW SEASON AT SUPERETTE NEWMARKET.

best parts of Superette into our Superette International store. The underlying reason and intention behind this really is to serve our customers and bring the best brands to all stores throughout New Zealand.

N. Tell us more about your new Superette space

R. We are beyond excited to be opening back up in Newmarket and in a new site on Morrow St that is more than double the size of our Nuffield Street store. Although we are sad to be moving on from that location as a result of the flooding, we are excited for the new chapter ahead with more space to showcase what Superette has to offer.

J. It's also really nice that we are going back to our roots by having a cafe within the retail space - having fashion and food and lifestyle all under one roof. We're really lucky that Daily Bread is sharing the same site as us and we feel it's such a nice addition that will really add to the store experience. We've always wanted Superette to be a space that people want to come and hang out and enjoy and be inspired by so this is a really exciting move for us.

N. Will the new Superette store be launching any new brands with the opening?

R. Yes for sure. We are always on the lookout for

the best brands that we can bring to our stores. Some are exclusive to Morrow St and others will also be available in some of our other Superette doors. A few of the new brands we'll be welcoming include: Friends with Frank, Marle, Hansel and Gretel, Sunset Lover, Anna Quan and Silk Laundry.

N. What's next for Superette?

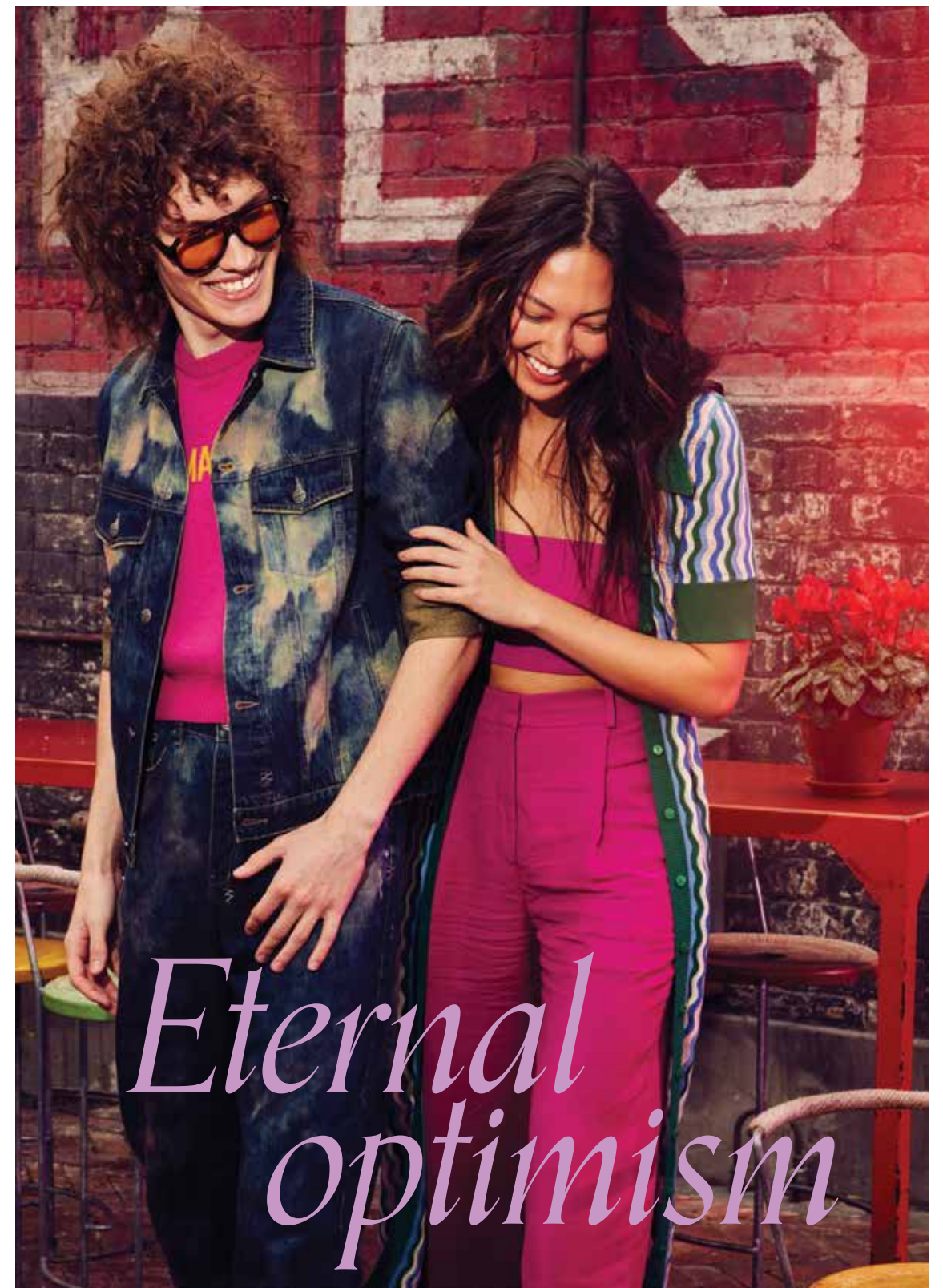
R. The launch of our Newmarket store is a real highlight for us as well as the opening of our new Merivale store, our second store in Christchurch, towards the end of the year. Also as mentioned, we're looking at what the next few years look like for Superette and how we can continue to be the go-to destination for fashion and lifestyle in New Zealand. Refining what that looks like in terms of bringing the best of our Superette and Superette International concepts together and fine tuning that to cater to our customer's needs and wants.

J. We want to become laser focused with the aim of getting our team and systems prepared for that next round of growth. This means refining our goals and messaging so we're prepared for the next chapter for Superette and so we continue to put our best foot forward.

To read the full interview, visit newmarket.co.nz



Photographer: Stephen Tilley
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Fashion Assistant: Chrissy Vaega
Make-up: Lochie Stonehouse
Hair Stylists: Stephen Marr
 Creative Team
Producer: Caroline Brown at
 Studio Space



Eternal optimism

LEFT: KIKI: KOWTOW CHECKERBOARD KNIT TEE \$259, **COS** COTTON TROUSERS \$150, VINTAGE SCARF \$20 FROM RECYCLE BOUTIQUE. **ANNA: GESTUZ** MILIAGZ ROLL NECK \$189 FROM SUPERETTE INTERNATIONAL, **KSUBI** BUSTIER EBONY LACED TOP \$199.95 AND SOHO EBONY LACED PANTS \$284.95 AVAILABLE AT GENERAL PANTS. **ELLIOT: KOWTOW** REFLECTION CREW \$329, **STOLEN GIRLFRIENDS CLUB** DRUM SOLO LEATHER PANTS \$649. **ABOVE: ELLIOT: KSUBI** CLASSIC DENIM JACKET, \$309.95 AND ANTI K JEANS, \$284.95 AVAILABLE AT GENERAL PANTS, **TWENTY SEVEN NAMES** URBAN ANGEL VEST \$395, **STOLEN GIRLFRIENDS CLUB** NEVADA EYEWEAR \$359. **ANNA: COS** LINEN BUSTIER \$115 AND LINEN PANTS \$190, **COOPER** KNIT WITH US DRESS \$399 AVAILABLE AT SMITH & CAUGHEY'S.



ABOVE: MIA: GESTUZ DRESS \$329 AVAILABLE AT SUPERETTE INTERNATIONAL AND **COACH** BAG POA. **ANNA: CAMILLA & MARC** NEMESIS LONG SLEEVE DRESS \$780 AVAILABLE AT DAVID JONES AND **SABEN** GISELLE SHOULDER BAG \$479. **RIGHT: ELLIOT: BARKERS** GRADY BLAZER \$349.99, FLORAL FABLE LIBERTY PRINT SHIRT \$199.99, MERINO TOP \$159 AND CHINOS \$139.99, **CONVERSE** ONE STAR PRO SUEDE LOW TOP \$152.67 AVAILABLE AT PLATYPUS. **ANNA: COOPER** BLAZER OF GLORY JACKET \$579 AND WALK WITH ME PANTS \$429 AVAILABLE AT SMITH & CAUGHEY'S, **KATHRYN WILSON** HANA HEELS \$329. **KIKI: SAMSOE SAMSOE** LIAM FP SHIRT \$219, **RAG AND BONE** SHORTS \$379 AVAILABLE AT SUPERETTE INTERNATIONAL, **COS** LEATHER SLIP-ON SHOES \$215. **MIA: COS** DOUBLE BREASTED CROPPED BLAZER \$250 AND LINEN-BLEND SHORTS \$150, **CAMILLA & MARC** AVANI TRIANGLE BRALETTE \$240, AVAILABLE AT DAVID JONES, **STOLEN GIRLFRIENDS CLUB** KNEE HIGH WESTERN BOOTS \$749.





LEFT: **KIKI:** **COS** LINEN BLAZER \$290 AND LINEN SHIRT \$115, **KOWTOW** WANDER DUNGAREES OVERALLS \$339, **TRELISE COOPER** HAT-TRICK HAT (FRUIT VERSION) \$129 AVAILABLE AT SMITH & CAUGHEY'S, **COS** CANVAS LACE-UP TRAINERS \$180. ABOVE: **KIKI:** **TIMBERLAND** UNISEX LIGHTWEIGHT RIPSTOP ANORAK \$300 AND UNISEX PRINTED WOVEN SHORTS \$150, **GARRETT LEIGHT** RETRO BIGGIE EYEWEAR \$580 AVAILABLE AT PARKER & CO. **MIA:** **TRELISE COOPER** JAS-PER USUAL JACKET \$749, SWING WITH ME TOP \$549, ONE STEP AHEAD PANTS \$549 AVAILABLE AT SMITH & CAUGHEY'S, **ZOE & MORGAN** MUTIARA EARRINGS \$260.

KIKI: COS DENIM UTILITY JACKET \$190 AND DENIM SHORTS, \$89. **MIA:** LEVIS LILOU DENIM VEST \$139 AND LEVIS 501 JEANS, \$219. **ELLIOT:** LEVIS ESSENTIAL WESTERN SHIRT \$159.90 AND R.M.WILLIAMS LOXTON JEANS \$289. **ANNA:** R.M.WILLIAMS NORAH SHIRT \$229 AND LEVIS LONG ICON SKIRT \$189.90.





ABOVE: MIA: ONE TEASPOON STELLAR ALL STAR HAND BEADED SLIP DRESS \$359 AVAILABLE AT SUPERETTE, **ZOE & MORGAN** TASA HOOPS \$289. **RIGHT: ELLIOT: STOLEN GIRLFRIENDS CLUB** POWER OF LOVE MOTO TOP \$199, RACING HEARTS MOTO PANTS \$399 AND LAST RESORT EYEWEAR \$329, **TIMBERLAND** PREMIUM WATERPROOF BOOTS \$360. **KIKI: KSUBI** AUTOGRAPH BOMBER \$429.95, IKONIK SHIRT \$199.95 AND IKONIK BOARD SHORTS \$129.95 AVAILABLE AT GENERAL PANTS, **TIMBERLAND** PREMIUM WATERPROOF BOOTS \$360.



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Spring Thoughts

by Mark Knoff-Thomas

I saw some daffodils (the ones I planted by stealth in a council park last year) make a very early appearance in June. They must have been wondering what the hell was happening as it was bitterly cold. The chills of winter start to fade away and Spring is soon to burst forth, bringing with it the annual top up of optimism. (Must be nice being a season with such a good rep). Spring by name, spring by nature is also a golden opportunity for renewed business energy to capitalise on all the good vibes – that summer BBQ doesn't feel all that far away. There have been a few softer months this year trade-wise, households are starting to feel the pinch, and confidence has had a few wobbles. We did however have our best trading year in history, hitting a staggering \$840m spend through merchant terminals. Which is impressive considering through winter it felt like half of our consumer base were in Santorini or the Amalfi Coast.

Coming up in October we have the election. We all know elections are a notorious downer when it comes to decision making - hearing this a lot from the commercial sector. So, it will be good to get that out of the way and let the positive times resume. This is going to be one of the most interesting MMP battles in recent times. What has become very apparent is that in broad terms New Zealand is a very centrist country politically. Both major parties are doing their best to have sufficient wide appeal to "take" the centre, all the while doing enough to keep their respective hard left, and hard right, supporters happy. There are some things that frustrate me, and really need a pan-parliament alignment – especially around law and order. It has been well reported

that we have some obvious issues to be nipped in the bud, but rather than the 3-yearly ping pong of ideology, it would be far better for the country if we could get universal alignment, that will provide tangible and lasting results, as well as fix some of our immediate problems, and stick to them. Too often the words baby and bath water come to mind.

Very soon we'll be celebrating the Newmarket Business Awards – our annual black-tie get together. We are so blessed with such an impressive pedigree of businesses in every sector. Local, national and international household names battling it out across 14 categories. Keep a look out for the winners' announcement. On a not so good note there will be no Festival Italiano held in Newmarket this year. Due to challenges with sponsorship, and funding cuts, we just can't make the numbers work. We are doing our best to bring it back in late 2024.

As always, we thank you for your ongoing support of NEWMARKET. Make sure you're following us on social media @newmarketnz to keep up to date, and also subscribe to our fortnightly email The Edit, to hear all the latest news.

Enough from me, we hope you love this issue as much as we did putting it together.

See you here soon,
Mark Knoff-Thomas
CEO

Q + A

Olivia Cashmore launched her eponymous label in 2021. The creative mind behind the contemporary brand is a fashion lover at heart with a desire to bring her considered designs and careful construction to the world. We chat to Olivia about inspiration, the power of connection and wearing many hats.

NEWMARKET. *How did you get into the fashion industry?*

OLIVIA CASHMORE. For as long as I can remember, I have always loved clothes. My parents tell me that as a young girl I would lay their clothes out for them in the mornings and would even include their accessories and undergarments. Always detail orientated.

I started sewing when I was 11 years old and from there my passion grew and grew. During my studies at university, I worked for New Zealand label Taylor Boutique gaining knowledge in sales, customer service, production and sampling. After graduating, I worked at Maggie Marilyn, starting off in production and ending in design and sampling.

I had always dreamed of having my own business one day (although I didn't think it would be this soon), and so here I am today. It's not without it's fair share of challenges, but I am having lots of fun seeing it grow.



N. *Can you tell us about your latest collection?*

OC. For winter this year I decided to keep it small. I have recently launched a double breasted coat and my signature trousers in two colours. These styles have been very popular for me. It's been two years since I launched and during that time I have honed in on my direction and vision. I will be launching my summer 23/24 collection in September, and it is a real confirmation of the OC aesthetic.

N. *Your contemporary style seems to be the underlying strength of the brand, where do you find inspiration?*

OC. Inspiration comes from many places. History, films, art, feelings, colours etc. It's very hard to be original as most things have already been done, but as an individual I have my own voice to bring to the table. I think my personality and the way I perceive things are portrayed in the clothes. I design what I want to wear.

N. *The brand has a distinct focus on sustainability and ethical manufacturing, can you tell us a bit more about this and why it is a key pillar of your brand ethos?*

OC. I conduct my business in a way that feels honouring of peoples' worth and work. I don't use certain fabrics and practices because it's sustainable, I do it because I think there is a right and a wrong way to do business. I have a heart for people and treating people fairly. I do the best I can, and I hope to find work partners who value and share the same ethics.

N. *Fabric choice is another key player in your brand ethos, what is your process around fabric selection?*

OC. When I design a garment, I know what kind of fabric will suit. The cut and fabric must work in perfect harmony to get the desired outcome. Weight, texture, feel and colour are all considered and thought through to ensure the garment is successful.

N. *Olivia Cashmore has also extended into the Bridal space, how did this come about?*

OC. The first wedding dress I made was for my sister-in-law in 2016. Since then, just by word of mouth I would commit to one a year. I've always admired couture and been fascinated by it, somehow intrigued by the hours put in. Bridal is another creative outlet and gives me the opportunity to create a truly impeccable piece which I find rewarding and challenging. I allocate a small portion of time each year for bridal.

N. *What are your top three pieces from your collection/s?*
OC. Double breasted coat, Orchid dress and the Manfred pants.

N. *Are there any trends you are loving for the warmer months?*

OC. Summer dressing is when my aesthetic is really put to the test. When it's hot we want less fuss and easy-to-wash pieces. I'm currently sampling some beautiful lightweight fabrics with texture which I am excited about. Effortless silhouettes that make you feel 'put together' but carefree.

N. *Your Kent Street store is a beautiful retail space that also doubles as a workroom, was this a key component when looking for your brick & mortar space?*



ABOVE: THE MANFRED PANT
IN ESPRESSO. **RIGHT:** THE
ORCHID DRESS IN PEONY



OC. I wasn't actually looking for another space at all, so it hadn't crossed my mind. When I launched the brand, the flat I was living in at the time had a garage space that I ended up occupying (shoutout to my flatmates who welcomed the idea). At the end of 2021 when we came out of the last lockdown, I decided to do a pop-up shop as I thought it would be great to grow the brand's awareness. I loved the space and after a few months of negotiations I was able to stay.

My workspace is open to the showroom so I can look after my customers personally. It's a great conversation starter and people are so interested in the behind the scenes. I think it helps people understand the process of designing a garment.

N. *In a world that is so digitally driven, was it important for you to have a physical space?*

OC. For me it's the people. Although we are all familiar doing things online, nothing beats an in-person conversation or a smile. It means I can build relationships with my customers and my customers can also know me.

N. *What is one thing you love about your Newmarket customers?*

OC. There is a great cross section of people and I love meeting them! It's really special and



important to me to know and serve people. Face to face interaction is so crucial and something that is missed online. If a piece isn't fitting well or it's not right, I can get that feedback straight away and make amendments.

Customer service is a non-negotiable for me. Every customer who walks through my doors is welcomed with a smile and treated like a client should be - respectfully and politely. I also offer an alterations service so ensure the garments fit beautifully (the first alteration is also complimentary), so it's great so let my customers know about this.

N. *The collections balance casual and formal so beautifully, does this play into your personal style or does it change with each collection?*

OC. This is very much my personal style. I've always dressed like this. I want to feel put together but comfortable, elegant but also tomboyish. I also think it shows my customer

LEFT AND BELOW: SPECIAL MOTHERS DAY CAMPAIGN SHOWCASING THE DOUBLE BREASTED COAT FEATURING OLIVIA'S OWN MOTHER, THERESA (SHOWN LEFT)



that they don't need to buy the whole look, they can get the shirt and most likely will have something similar in their existing wardrobe that will work.

N. *Creating pieces that stand the test of time both style-wise and within the physical construction of the garments is key to your collections, how do you ensure your pieces will last?*

OC. This is when construction, fabrication and design all need to work in harmony, one cannot be without the other. For example, a blazer is going to last longer if it's been made in the correct fabric with the correct techniques. Of course, there will always be pieces that are on the more delicate side, you might have a silk dress in your wardrobe that you don't wear often but it can be taken care of.

I do my best to wear and wash test fabrics and styles to ensure longevity and durability. Part of the garment lasting longer also comes down to the wearer and how they care for the garment.

N. *Can you describe a typical working day? Do you have any favourite spots in Newmarket for lunch/coffee/inspiration?*

OC. It can vary, but generally speaking manufacturing in New Zealand means you do a lot of driving! Pattern making, sample sewing, textile research, forward planning, social media planning etc. Currently wearing many hats like my fellow small business friends.

You can never go wrong with the fried chicken from Candy Shop.

N. *What is the most loved piece in your wardrobe?*

OC. My most loved is The Orchid Dress from my summer 22/23 collection. This piece took a few iterations and it's so elegant to wear. My most worn piece are the Manfred Pants. I have to try hard not to wear these every day. Finally, my double-breasted coat in black tweed is exquisite. The fabric, subtle shaping and classic silhouette means it pairs back with anything.

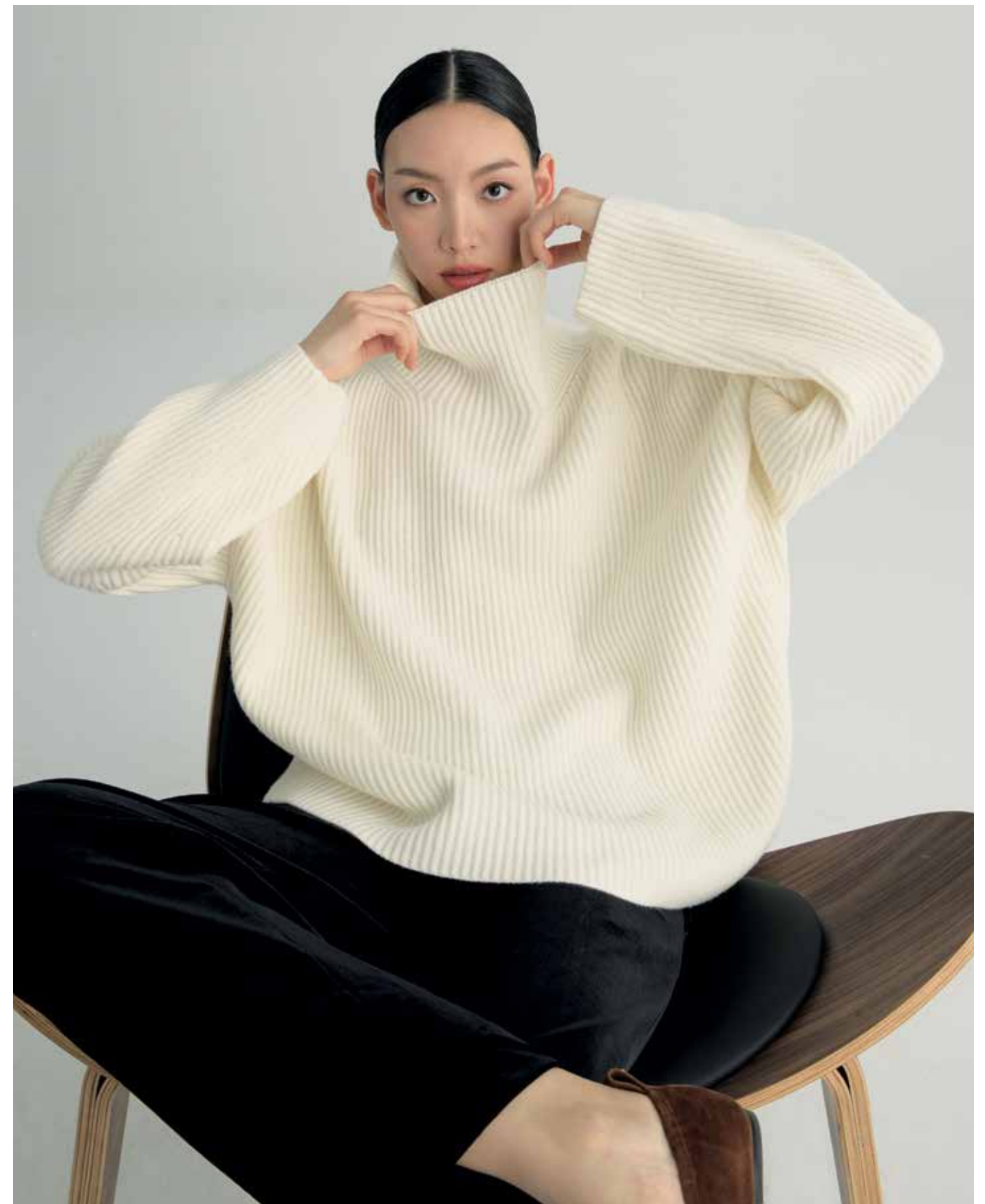
N. *What has been the highlight of your career so far?*

OC. This might be sound silly, but the highlight is actually the fact that people buy clothes I have designed! Every time I get a sale I smile, it's so exciting. I keep my head down and work hard on what I love and what I believe others also will. So, when I see a positive response it's incredibly rewarding.

N. *What's next for Olivia Cashmore?*

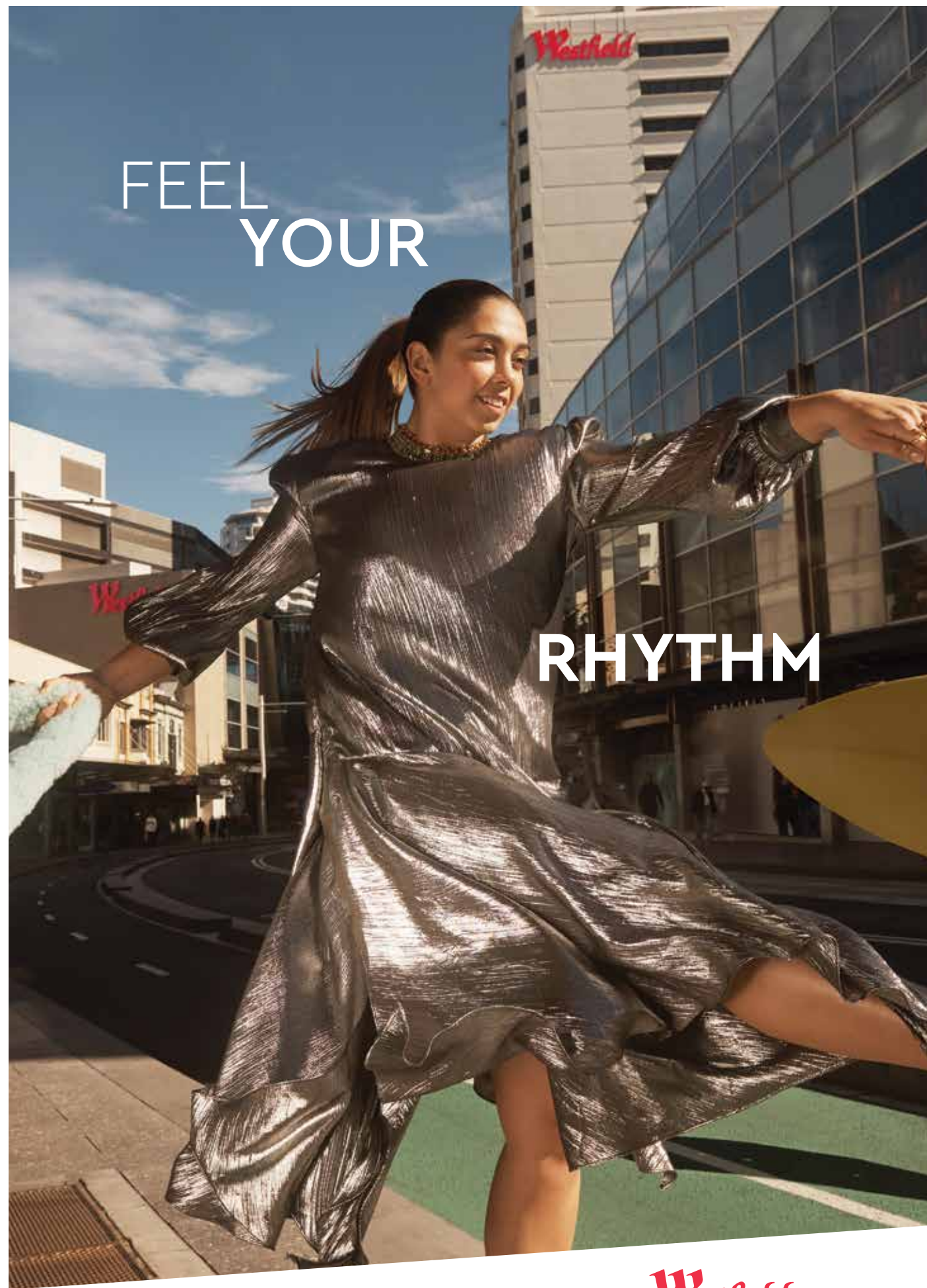
OC. I am looking forward to wholesaling the brand at the right time. Seeing my pieces in boutiques as well as sitting alongside other incredible designers would be a thrill. In the meantime I am continuing to grow trusting relationships with my customers and partners.

OLIVIA CASHMORE, 15 KENT STREET,
NEWMARKET @OLIVIA CASHMORE



À I M A I

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Westfield Newmarket



Finding Financial Confidence

by Leanne Lazarus, CEO Heartland Bank

I am proud to lead a local bank with deep roots in New Zealand. I've been at Heartland Bank since August 2022 and, like many of our people who are based here, I'm enjoying being part of the local Newmarket business community.

Since I started in this role, I've been impressed by the refreshing thinking that comes from our young and diverse workforce. I'm particularly proud of their ability to embrace the challenges we face as a growing bank, demonstrating great mahi in supporting our customers and each other. Especially at a time where New Zealanders and New Zealand businesses are feeling the impact of the increased cost of living. Adding to this burden, many are still recovering from the disruption caused by the extreme weather events we experienced earlier this year.

I think it's fair to say, we're living through a post pandemic phase where we're changing the way we think about money. One of the biggest challenges in an economic environment like this is how to find the extra money to put aside and save.

There are definitely signs that our economy will turn. The question is when. And how do we take control of our hard-earned money in the meantime.

This may be especially true for younger generations who have never lived through such tough times before. Some may not know what it feels like to be financially independent.

I wish I knew in my 20s what I knew in my 30s when I was saving for my first home. About putting away a portion of my salary each week, having great ambition and a long-term plan.

If I could give my younger self some advice, it would be to not be afraid of what my financial future might look like. But to embrace it and to take the time to set long-term goals to invest wisely for the future and be financially independent earlier.

I like to think I've instilled some resounding personal finance behaviours in my son. First, to plan your household budget and expenses. Then, to put some funds into a savings account each pay day, to give a little to those in need, and reward yourself on occasion. It's about knowing how to live within your means, spending what you can afford and thinking carefully about the advantages of compounding interest.

And for women, I believe it's important to have more confidence with money. No matter how much we earn, we need to be bold about investing in ourselves and our future and learn how to maximise our earnings potential. It's about having the confidence to set personal career goals, regularly examining our expenses, thinking about the return we'll get from tucking money away, and planning for if we, or our partners, need to take time out to raise and support our family. It's also very important we're having those tough conversations with our employers - to ensure we're compensated fairly.

In a high interest rate environment, now is a good time to teach ourselves, and the younger generation, how to be smarter with money. To budget, plan, be disciplined about spending, and embrace the opportunity to invest, so we can watch our hard-earned savings and investments grow.

Heartland Bank Limited is a niche New Zealand bank that has a clear strategy to provide products that are the best or only of their kind, and to offer customers a frictionless service through digital optimisation.

Recently awarded Canstar's Outstanding Value – Home Lender for 2023, Heartland Bank has also just this month been awarded Canstar's Bank of the Year – Savings, for the sixth consecutive year.

FOR MORE VISIT [HEARTLAND.CO.NZ](https://heartland.co.nz)

LISA HOSKIN

JEWELLERY



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CHAN LUU, WILDTHINGS, WANDERLUST & CO.
ELIZABETH STONE, LOVE IS PROJECT
AND LISA HOSKIN RANGES.

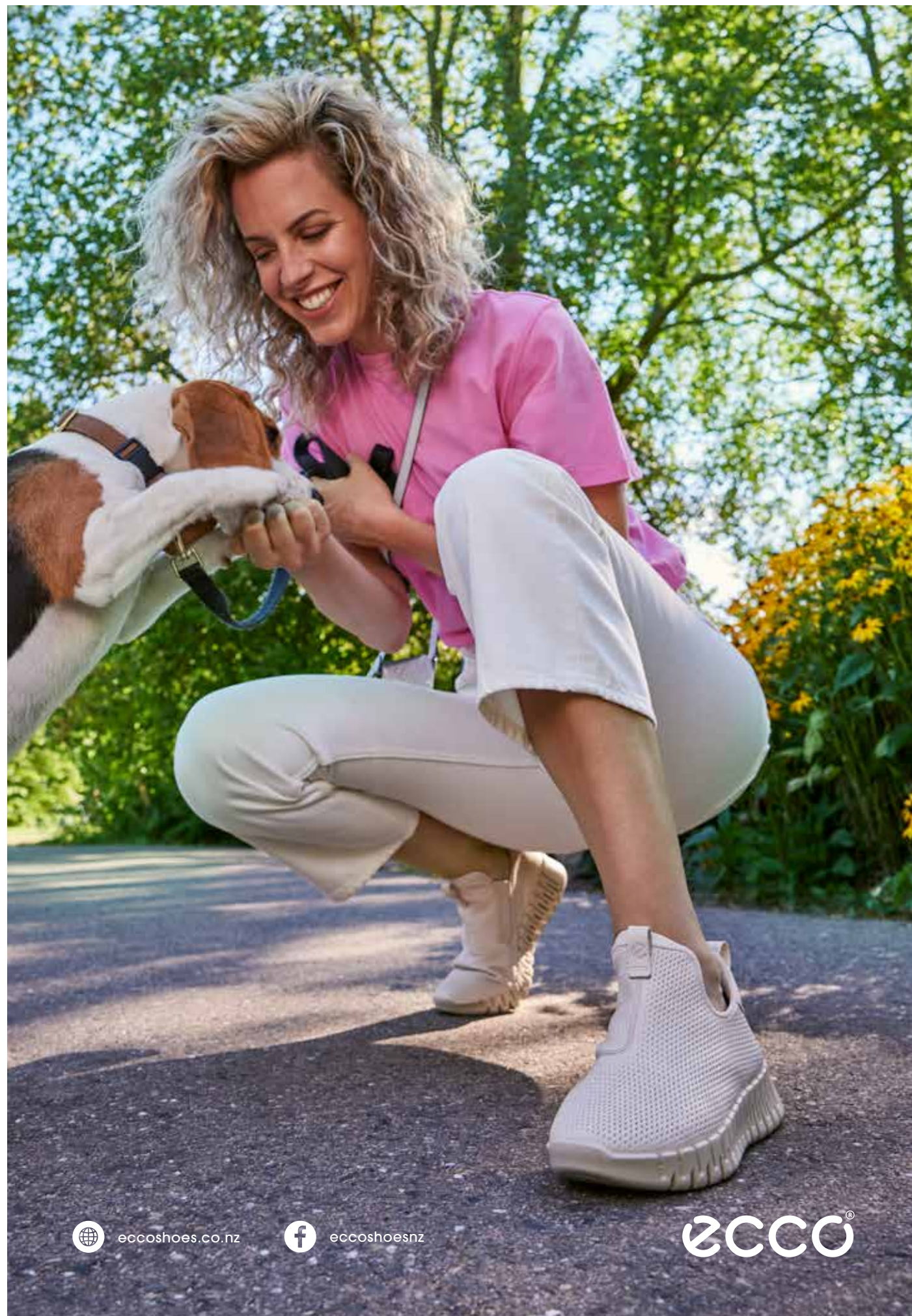
LEVEL ONE, 2-8 OSBORNE STREET, NEWMARKET, PH 021 861941
@lisahoskinjewellery or visit www.lisahoskin.co.nz

STYLE

Pocketful of sunshine

Get the little ones warm-weather ready
with some bright new season picks.

- VILAC DELTA KITE WITH DOUBLE HANDLE** \$64 AVAILABLE AT SMITH & CAUGHEY'S.
- LIVING & CO KIDS BOUCLE CUSHION** \$15 AVAILABLE AT THE WAREHOUSE.
- NATURE BABY BUCKET SUNHAT** \$39.95.
- MAC & ELLIE FLOWER HEART LONG SLEEVE TEE** \$24.99 AVAILABLE AT FARMERS.
- SEED DAISY CORD SNAP** \$9.90.
- ROCK YOUR KID GODZILLA FIRE KNIT CARDIGAN** \$84.99 AVAILABLE AT KID REPUBLIC.
- LITTLE BEE BY DIMPLES PERFECT PETAL BODYSUIT** \$49.99.
- SEED CHECKED JEAN** \$54.90.
- BAND OF BOYS ORANGE TIE DYE TEE** \$49.90 AVAILABLE AT KID REPUBLIC.
- MAC & ELLIE PAPERBAG WAIST CORD SKIRT** \$34.99 AVAILABLE AT FARMERS.
- TOSHI ORGANIC TIGHTS** \$24.99 AVAILABLE AT KID REPUBLIC.
- NATURE BABY ORCHARD OVERALLS** \$69.95.
- PUMA INFANT SLIPSTREAM** \$79.99 AVAILABLE AT PLATYPUS.
- BY BILLIE I LOVE THIS PLACE OVERALLS** \$105 AVAILABLE AT SUPERETTE.
- GORMAN MUSICAL BEARS SHORTS** \$49.
- GUCCI CHILDREN'S ORIGINAL 1921 T-SHIRT** \$340.
- SEED MAMMOTH SWEAT** \$49.90.
- GORMAN HAPPY CHAP EMBROIDERED PANT** \$89.
- LITTLE PEOPLE BIG DREAMS DWAYNE JOHNSON** \$22.99 AVAILABLE AT WHITCOULLS.
- GUCCI CHILDREN'S INTERLOCKING G SOCKS** \$160.



BEAUTY

BRIGHT BEAUTY

Set aside the nude shades and opt for a bright pop of colour this spring.

1. **TOO FACED** ITALIAN SPRITZ PALETTE \$98 AVAILABLE AT MECCA.

2. **MAC** SQUIRT PLUMPING LIP GLOSS STICK \$39 AVAILABLE AT FARMERS.

3. **RARE BEAUTY** SOFT PINCH LIQUID BLUSH IN GRATEFUL \$43 AVAILABLE AT SEPHORA.

4. **SHISEIDO** POP POWDER GEL EYE SHADOW IN WAKU WAKU PINK \$44 AVAILABLE AT SMITH & CAUGHEY'S.

5. **UNLEASHIA** GET LOOSE GLITTER GEL \$19 AVAILABLE AT HIKOCO.

6. **MOOD** PEBBLE NAIL POLISH \$12 AVAILABLE AT THE COSMETIC STORE.

7. **SLIP** PURE SILK SCRUNCHIE SET \$59 AVAILABLE AT SUPERETTE.

8. **CLINIQUE X KATE SPADE NEW YORK** \$51 AVAILABLE AT FARMERS.

9. **KAJA** BEAUTY BENTO \$35 AVAILABLE AT THE COSMETIC STORE.

10. **PAINTLAB** PRESS ON NAILS \$34 AVAILABLE AT SEPHORA.

11. **SISLEY** PHYTO EYE TWIST IN SUNSET \$70 AVAILABLE AT DAVID JONES.

12. **STILA** CALIGRAPHY LIP STAIN YURI \$45 AVAILABLE AT MECCA.

13. **URBAN DECAY** 24/7 INK LINERS \$43 AVAILABLE AT MECCA.

14. **AMORTALS** BERRY BEAUTY POWDER PUFF SET \$18.90 AVAILABLE AT THE COSMETIC STORE.

15. **KAREN MURRELL** SEDUCTION LIPSTICK \$31.99 AVAILABLE AT LIFE PHARMACY.

16. **URBAN DECAY** 24/7 MOONDUST EYESHADOW GLITTER ROCK \$43 AVAILABLE AT MECCA.

17. **ANASTASIA BEVERLY HILLS** NORVINA PRO PIGMENT PALETTE VOL.6 \$130 AVAILABLE AT SEPHORA.

18. **NAPOLEON PERDIS** TAKING SHAPE LIP LINER \$39 AVAILABLE AT SMITH & CAUGHEY'S.

19. **MAC** COLOUR EXCESS GEL PENCIL LINER \$55 AVAILABLE AT FARMERS.

20. **LAURA MERCIER** CAVIAR STICK MATTE PEACH \$58 AVAILABLE AT MECCA.

21. **OPI** INFINITE SHINE STAY OUR ALL BRIGHT POLISH \$23.99 AVAILABLE AT DAVID JONES.

22. **ROCK & RUDDLE** WIDE TOOTH COMB \$23.99 AVAILABLE AT DAVID JONES.

A DAY IN THE LIFE OF Tanné Snowden

Tronque founder Tanné Snowden is changing the beauty landscape, eliminating toxic hidden ingredients, and creating effective, science-backed bodycare. The kiwi entrepreneur takes us through a day in her life.

6.00AM - 7.00AM

I wake up bright and early to start my day, knowing that the US is already in full swing. Today is a big day for Tronque as we're launching our products in one of the most renowned beauty retailers in the US. It's an exciting milestone, but it also means there's a lot to organise from New Zealand.

I dive right into my priority phone calls and emails, making sure everything is in order. After that, I take a moment to have breakfast, usually a green smoothie, and prepare myself for the busy day ahead.

As I sip my morning tea, I reflect on my journey of discovering the importance of wellness. I've always maintained a healthy lifestyle, but delving deeper into different aspects through my endometriosis journey has made me realise how much more I could do for my health.



TRONQUE FIRMING BUTTER, IONIC BODY BRUSH AND BODY CONTOUR MASSAGER.



8.00AM - 9.00AM

One of my daily routines revolves around skincare and body care. I begin and end my day with these rituals, ensuring my skin receives the attention it deserves.

I use our new Ionic Dry Body Brush before showering to stimulate lymphatic drainage, exfoliate dead skin cells and create negative ions to reground my energy - perfect for the day ahead. I then lather myself with Tronque's Vitamin C Body Oil and Firming Butter, which keeps my skin super soft and hydrated all day.

Over the years, I've discovered that many luxury skincare products I once used were actually filled with toxic ingredients and endocrine disruptors. Educating myself on the topic was eye-opening, and it made me realize the importance of clean and safe skin and body care. In the early stages of creating Tronque, I made the decision to throw out 53 products that I used daily, keeping only three that I felt were genuinely safe. This sobering moment fueled my determination to provide women with the best and safest body care products.

Skin is our largest organ and we've been covering this highly absorbent organ with problematic ingredients for years. My main goal is to help educate people so they can be more discerning and stay safer with what they put on their skin.

10.00AM - 11.00AM

Wellness is a significant part of my daily routine. I firmly believe in the power of supplements and the positive impact they have on my overall wellbeing. Recently, I broke my elbow, which prompted me to be even more diligent with my supplementation. I make sure to choose practitioner brands or those with high potencies. My current supplement lineup includes zinc, vitamin B, vitamin C, vitamin D, collagen, NAC, NAD, magnesium, and digestive enzymes, I make sure to take these after breakfast.

Additionally, I've found solace in guided meditation. I have a busy mind that rarely settles down, but this particular type of meditation has worked wonders for me.



12.00PM - 1.00PM

Our Tronque team operates both from home and our office in Herne Bay, depending on the week's schedule. I try to schedule most of my meetings on the same days in the afternoon, allowing me to dress up for those occasions while staying comfortable during the rest of the week.

If I'm in the office, I make sure to grab some salmon with a salad and try to make time to walk and grab a smoothie. On my desk you'll find Little Bird stashes, green tea and Honest Chocolate, if I'm having a craving.

2.00PM - 3.00PM

Staying hydrated is crucial to me, so I make it a point to drink plenty of water. My goal is to consume around 3 litres every day, including large mugs of tea and nourishing bone broth. Since I often don't have time for a sit-down lunch, I prefer to snack throughout the day, ensuring I maintain my energy levels.

My afternoons are usually filled with a diverse range of tasks across-the-board such as meetings with suppliers, face-to-face meetings with retailers, new product launch planning, working on samples, designing packaging, and US account management. Currently we are working on the final stages of products launching later this year. They've been in the works for a while and it's very exciting to see them come to life in their final form.



BEAUTY

“My main goal is to help educate people so they can be more discerning and stay safer with what they put on their skin.”

4.00PM - 5.00PM

Later in the afternoon, I enjoy immersing myself in podcasts related to beauty and entrepreneurship. Among my favorites are Fat Mascara, Founded Beauty, Glow Journal, and Beauty Talk. These podcasts provide valuable insights and inspiration. Additionally, I find myself drawn to podcasts like Joe Rogan's, How I Built This, Wisdom From The Top, and Freakonomics, which offer diverse perspectives and intriguing stories.

My deep interest in skincare and makeup ingredients began whilst recovering from my second endometriosis surgery in 2019, where I learnt about endocrine disruptors in our skincare and how they can mimic hormones. The experience motivated me to delve into understanding the composition of beauty products. The discoveries I made left me feeling disheartened. It became evident that cosmetics often contain harmful industrial chemicals, known carcinogens, phthalates, silicones, parabens, nanoparticles, and other nasties. These ingredients can disrupt the body's endocrine system and cause other biological destruction.

Staying informed about the latest beauty research is of utmost importance to me. By doing so, I can ensure we implement this in our new product developments, I finalise my last meetings and tidy up loose ends before switching off screens for the day.

6.00PM - 7.00PM

I usually prepare dinner and wind down for the evening. The team often tests out our new products, so the evenings are perfect for a self-care ritual.

I find it hard to not lather myself in Tronque's Firming Butter every evening. It's such a delicious treat for your skin, with incredible benefits and clinical studies. It's a beautiful end to the day to wrap yourself in the nourishing butter.

10PM

Winding down with some guided meditation helps me prepare for some much needed restorative sleep - ready to take on tomorrow.



POP YOUR CHERRY

The only luxury fragrance house in New Zealand has officially arrived in Newmarket, launching at Smith & Caughey's. Frater Perfumes are developed, manufactured and assembled in Wellington bringing refined luxury to our own shores. Our pick is Cherry Pop, a unisex fragrance combining wild cherries, boozy tobacco and marzipan with a floral base.

FRATER PERFUMES CHERRY POP \$449 AVAILABLE AT SMITH & CAUGHEY'S

Beauty News

The latest beauty products that you need to know about.

TO THE RESCUE

Say goodbye to sensitive skin thanks to Dermalogica's new Stabilising Repair Cream, a barrier-repairing moisturiser that works to remove skin sensitivity. The nourishing cream locks in moisture and soothing skin on contact, whilst repairing skin's lipid barrier to keep signs of sensitivity at bay with noticeable changes in just one week.

DERMALOGICA STABILISING REPAIR CREAM \$130 AVAILABLE AT FARMERS



GREEN AND CLEAN

Skin food lovers rejoice, there are three new additions to Weleda's cult status Skin Food range, and they do not disappoint. Harnessing the plant goodness of the five Skin Food key ingredients (and two new ones as well!), the new face care range includes a Nourishing Day Cream, Night Cream and our fav - the Nourishing Cleansing Balm, a unique balm to milk formulation designed to melt away makeup, dirt and pollution leaving you with perfectly clean skin, while maintaining moisture levels.

WELEDA SKIN FOOD NOURISHING CLEANSING BALM \$25.90 AVAILABLE AT FARMERS

WINK WINK

We all love a good mascara, and the latest launch from Benefit is set to be an instant fan favourite. The fanning & volumising mascara works to amplify volume and enhance your lashes for an instant eye opening effect. The custom engineered brush has a 40° curve that lifts root-to-tip with fibres that grab, define and separate lashes for a buildable, clump free mascara sure to become your new go-to.

BENEFIT FAN FEST MASCARA \$52 AVAILABLE AT LIFE PHARMACY

THE SCIENCE OF LIGHT

In the pursuit of extraordinary skin, La Prairie have unveiled their White Caviar Pearl Infusion, powered by encapsulated Lumidose™ – the most potent illuminating molecule to decrease the appearance of age spots and increase the quality of the reflective elements of the skin, both on the surface and deep within the skin's layers. As the signature caviar beads are dispensed, they melt into the skin transforming into a lightweight gel for luminous, smooth and firm skin.

LA PRAIRIE WHITE CAVIAR PEARL INFUSION \$1150 AVAILABLE AT DAVID JONES

SUPER POWER

Formulated to help supercharge your inner beauty routine, SUPERGENES is The Beauty Chef's next generation innovation. The range includes six different products including Premenstrual Support, Metabolism & Sugar Support, Menopausal Balance, Sleep Support, Stress & Mood Support and Healthy Hair & Nails.

THE BEAUTY CHEF SUPERGENES AVAILABLE AT SEPHORA



Do you want...



Hydrated skin from within?



Firm youthful feeling skin?



Improved tone and texture?

Meet globally renowned Profhilo®, a biostimulator made of Hyaluronic Acid injected into the skin to stimulate collagen and elastin. We sat down with the team at Caci to talk about their latest treatment.

How does the Profhilo® treatment differ from a surgical facelift?

Profhilo® is a non-invasive alternative to a surgical face lift. Rather than dealing with prolonged down time, pain and discomfort, we use Profhilo® which is a hyaluronic acid (HA) bio-stimulator injectable gel that tightens, plumps, and restores firmness to the skin.

How does it work?

Profhilo® contains an ultra-pure composition of HA that has been through a thermal stabilisation process to create a product that seamlessly diffuses into the skin, stimulating production of collagen and elastin, which improves skin dullness, fine lines, wrinkles, and restores hydration, and firmness.

Do you have to have specific skin concerns to see results?

Profhilo® could be called the MVP of injectable products as it can address many skin concerns such as dry or dehydrated skin, dull skin, fine lines, wrinkles, poor elasticity, texture, and tone.

Does it hurt?

Fortunately, Profhilo® have designed a ground-breaking injecting technique, called "Bio-Aesthetic Points" that requires as little as 10 injection points for the face or neck as opposed to 40+ injection points required by other similar products on the market. The needle used is almost as fine as a strand of hair and the injecting part takes less time than it would to drink a nice hot cup of tea.

Is there any downtime?

You will be able to return to normal activities almost immediately, although, as part of our aftercare we suggest that customers avoid physical strain (exercise), alcohol consumption, anti-inflammatory medications, and exposure to environments that could cause irritation or infection for at least 24 hours.

How long until you can see results?

You will need 2 treatments initially. After those 2 treatment you can see results as early as 4 weeks later, but it can take a full 12 weeks for the final result to be evident.

How long does it last?

Treatment is really quick and will usually be over and done with in as little as 15 minutes. Although our nurses like a good chat beforehand to make sure customers are suitable for treatment, this is usually another 15 minutes. Results will vary, but typically they last 6-9 months (depending on your age, skin type and metabolism). We recommend that you have maintenance treatments at least once a year to maintain your desired results.

Can you keep getting the procedure done?

We encourage customers to return for maintenance treatments so they can continue to experience the wonderful skin results, which only requires one treatment every 6-12 months. At Caci we make this easy with a payment plan option!

Who are the ideal customers?

Profhilo® is a really versatile treatment and suitable for most. If you have a desire to improve your skin tone, texture, fine lines, wrinkles, skin elasticity, and get a prolonged boost of hydration to your skin then Profhilo® is the treatment for you!

Why is Caci excited to offer Profhilo®?

The Nurses at Caci are super excited to now be offering Profhilo® to our customers. It is wonderful to offer a product that has proven success rates, is quick, seamless, with low levels of discomfort, and will help to address so many skin concerns. At Caci we are dedicated to working with our customers on their skin health journey!

Want to learn more? Visit the team at Caci Newmarket for a free 1-on-1 consultation.



Profhilo®, containing low & high molecular weight hyaluronic acid, is a Class III medical device for the treatment of the face and body for contours redefinition and laxity remodelling where skin laxity is a problem. Profhilo has risks and benefits. Do not use with treatments such as laser resurfacing or medium deep skin-peeling. Caution in people on blood thinning medicines. Do not inject into inflamed areas or intravenously or intramuscularly. Possible side effects: pain and swelling at injection site. Accelagen Pty. Ltd. Whanganui.



Merii – Made in New Zealand

www.merii.co.nz | info@merii.co.nz | 16 Osborne Street, Newmarket & 175 Queen Street, Auckland CBD

Get your glow back



After a cold winter and months spent sitting by the heater, our skin can be dull and dehydrated. Sally from Caci Newmarket takes us through the best treatments for men and women to restore skin and get that glow back.

NEWMARKET. *There seems to have been a move in recent years to focusing on skin health and having naturally glowing skin rather than disguising it with makeup. Is this something you have noticed with your customers?*

SALLY. Myself and the team at Caci Newmarket are super passionate about loving the skin you are in, helping our customers with what we call 'Skin Confidence'. When we ask customer to describe what skin confidence means to them the top answer is.... You guessed it... Going makeup free and doing this with their head held high. We're all for a bit of makeup, love some mascara and standout lips, it's fun and even more fun with an amazing canvas to start with!

N. *What is the number one treatment your customers request or biggest skin concern and why?*

S. We often see customers who want to feel 'refreshed', they feel they are looking a bit tired and want that inner glow. Our most popular treatments are cosmetic injectables – a nice subtle refreshed look! And also our skin conditioning treatments, we have a range that customers have on a regular basis customised to their skin concerns, including Microdermabrasion, our Sonophoresis Skin infusion and Peels.

N. *What is your favourite treatment for incredible results?*

S. Our most advanced skin treatments give incredible results! Fractional CO2 Laser is a total rejuvenation, working to treat lines, wrinkles, skin firmness/tightness and also scarring. Plus we're loving the long term and ongoing results from Profilo; a hyaluronic acid injectable that hydrates the skin from within, working to restore the skin from the inside, out.

N. *Our sun is so harsh in NZ, are you dealing with combating sun damage more in recent years?*

S. Sunscreen is a non negotiable, every customer

at Caci on our Reformaskin skin health membership is given our Skinsmiths sunscreen when they sign up! The best action is prevention! But yes, we love nothing more than helping customers with pigmentation due to sun damage with Photo Rejuvenation, a laser treatment plus Microneedling and also Vitamin C Skin Infusions and skincare for at home. Then to keep up the commitment to being an everyday SPF wearer to protect our treatment results and prevent further damage.

N. *Retinols and retinoids have become buzz words in skincare, should we be incorporating retinol into our skincare? Is there another product (aside from SPF) which should be top priority for skincare?*

S. Everyone's skin is unique and so we make sure that each of our customers at Caci has a personalised skincare routine. But we do all love Retinol! Retinol or Vitamin A is known to speed up skin cell turnover, boost collagen production and reduce fine lines and wrinkles – what's not to love? We have several options at Caci including Murad's award winning fast acting Youth Renewal Retinol Serum, combining three types of retinol and hyaluronic acid with a promise to reduce the appearance of lines in just two weeks. Retinol can help to minimise the signs of ageing you can see, and the ones you can't see yet.

N. *As we move towards the warmer weather, are there specific treatments or products we should be adding in now, to prioritise skin health and get our skin summer ready?*

S. We recommend a spring clean!

• Get your glow back post winter with a Hydradermabrasion – this treatment deeply hydrates and also exfoliates resulting in soft, healthy, glowing skin.

CACI 53 DAVIS CRESCENT, NEWMARKET. BOOK A FREE CONSULTATION AT [HTTPS://CACI.CO.NZ/PAGES/NEWMARKET](https://caci.co.nz/pages/newmarket) OR BY CALLING THE TEAM ON 09 524 2784.



BEAUTY

- Review your skincare – moving to a warmer climate we want to add in more antioxidants (think Vitamin C) and move to a lighter moisturiser during the day.
- Generally do a tidy up, check expiry dates, use by dates and look at any gaps in your routine.

N. *Are you seeing more men in clinic for treatments in recent years? What are the top treatments for men?*

S. Yes! We see lots of lovely faces at Caci. All kinds of beautiful! Our male customers love cosmetic injectables for lines and wrinkles, advanced skin treatments, Microneedling for acne scarring and laser hair removal.

N. *And what about skincare, do you find more males are wanting to use the correct skincare alongside their treatments?*

S. At Caci this is a given for all of our customers! It is important to maintain and support your amazing in clinic treatment results with skincare that is working to help you with your skin concerns and goals.

N. *What do we do to get started?*

S. At Caci Newmarket we offer free consultations, you can come along to chat about the concerns you may have, goals and results you would like to see. We can then make a personalised recommendation of treatment options as well as our membership and payment plans too! Our memberships at Caci are just like joining a gym but for your skin health, these are much more relaxing and less sweaty! We're making sure your skin is getting the workout it needs. Members also get extra perks such as savings on treatments and skincare plus rewards.



1. **ALLIUM THREAD DESIGN**
FRANKLIN STRIPE DUVET \$259.
2. **PAPINELLE** ORGANIC COTTON
CHERI BLOSSOM SLEEPWEAR
\$134.99. 3. **WALLACE COTTON**
LOFT LINEN FLAT SHEET \$179.90 4.
MORGAN & FINCH PLATINUM DUCK
DOWN SURROUND PILLOW \$149.95
AVAILABLE AT BED BATH N' TABLE.
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Essential slumber

Sleep is a vital component of our overall well-being and plays a crucial role in maintaining optimal physical and mental health.

Yet, in today's fast-paced world, quality sleep often eludes us. Fortunately, there are strategies that can help us achieve the best sleep possible. We have some practical tips to enhance the quality of your sleep, ensuring you wake up refreshed and ready to conquer the day. According to researchers from the University of Cambridge and Fudan University, seven hours is the ideal amount of sleep, with too little or too much sleep associated with poorer cognitive performance and mental health.

Sleep is not merely a state of rest; it is a complex physiological process that allows our bodies and minds to rejuvenate. During sleep, the brain consolidates memories, repairs tissues, and regulates hormones. Furthermore, a good night's sleep is linked to improved cognitive function, immune system strength, mood regulation, and overall physical well-being.

ESTABLISH A CONSISTENT SLEEP SCHEDULE
Maintaining a regular sleep schedule is key to optimizing sleep quality. Aim to go to bed and wake up at the same time every day, even on weekends. That's not to say you should cancel all social engagements, or skip the odd sleep in, but maintaining a regular sleep schedule will help regulate your body's internal clock, promoting better sleep efficiency. Try creating a calming pre-sleep routine, such as reading a book (steering clear of screens), taking a warm bath or doing some slow mindful stretching signals to your body that it's time to unwind and prepare for sleep.

CREATE THE IDEAL ENVIRONMENT
Transform your bedroom into a sleep sanctuary by eliminating distractions and optimising comfort. Keep your bedroom dark, and quiet to promote deep sleep. Invest in a supportive mattress and comfortable pillows, these should be suited to your sleep preference; there are different pillows for side, back and tummy sleepers, and pillows should be replaced or deep cleaned every 12 months. Wearing the right sleepwear, and having the appropriate weight bedding can also impact our sleep. Being too hot or cold will keep you tossing and turning, and different fabrics play a role in this. In spring, opt for natural fibres that are breathable and soft. Reduce exposure to electronic devices before bedtime, as the blue light emitted by screens can interfere with melatonin production (the sleep hormone which

plays a crucial role in our sleep-wake cycle), making it harder to fall asleep. Consider using blackout curtains, earplugs, or a white noise machine to further enhance your sleep environment.

BRUSH UP YOUR LIFESTYLE HABITS
Certain lifestyle habits can significantly impact your sleep quality. Regular exercise during the day promotes better sleep at night. However, avoid intense exercise close to bedtime, as it can increase alertness and make it harder to fall asleep. Additionally, limit your caffeine intake from mid-afternoon but especially in the evening, as caffeine is a stimulant that will interfere with sleep. If you love a hot drink in the evening, try a chamomile tea or switch to a decaf coffee.

REDUCE STRESS
Stress and anxiety can interfere with sleep, making it essential to find effective ways to manage them. Engage in relaxation techniques before bed, such as deep breathing exercises, meditation, or gentle stretching. Keeping a notebook close by to jot down any worries or concerns will help to clear your mind.

In a world that often glorifies productivity (looking at you, hustle culture) and constant activity, it is crucial to our health and wellbeing to prioritize sleep. By establishing a consistent schedule, creating a sleep-friendly environment, adopting healthy lifestyle habits, and minimising stress, we can maximise the quality of sleep and reap the countless benefits it offers.



5.

Autumn Winter 23

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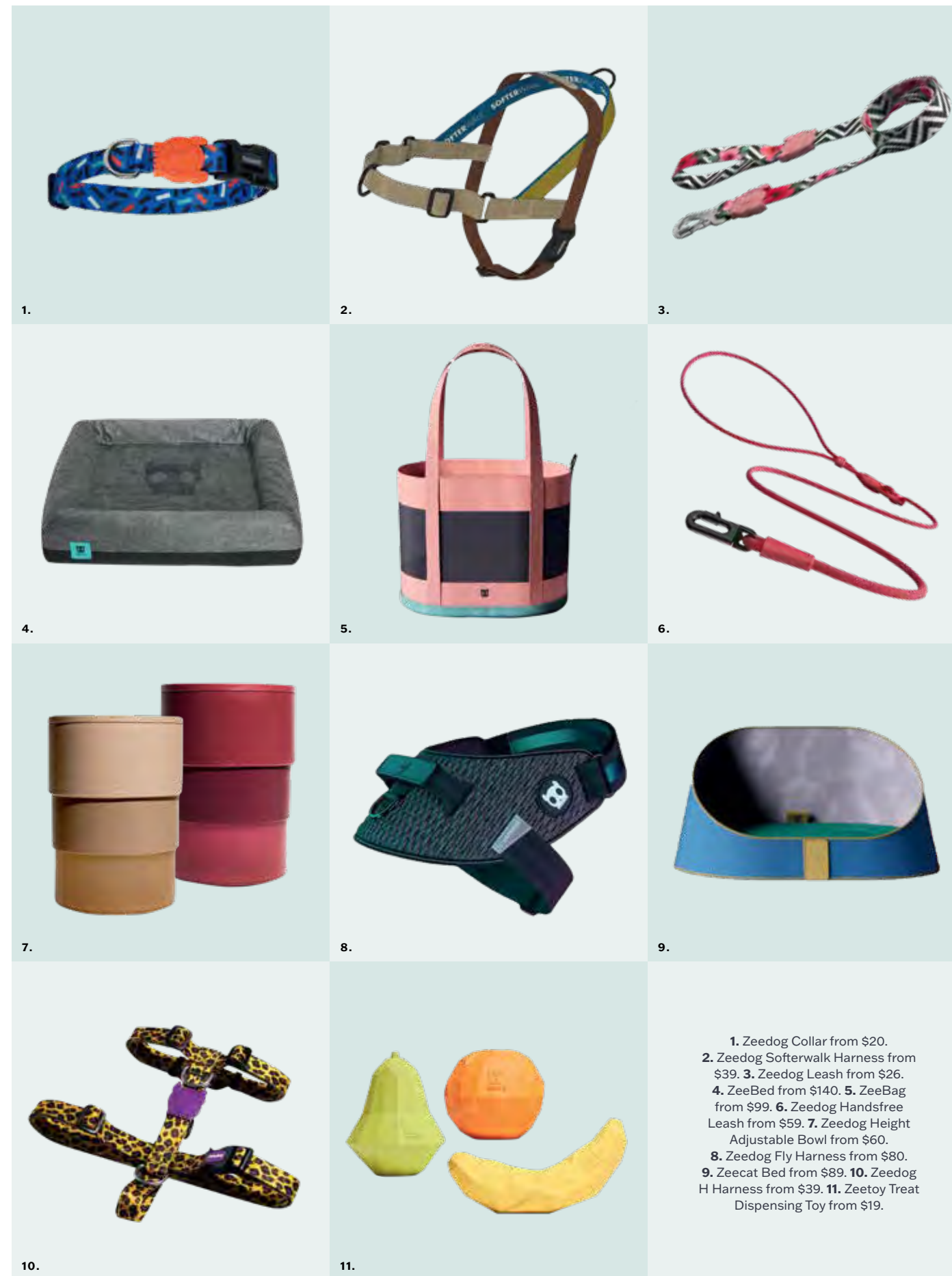
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BRING THE OUTSIDE IN

Inspired by iron skies and smooth beach stones, the new collection from Le Creuset encapsulates the elegance of nature. Each piece features a beautiful ombre grey tone and sophisticated classic Le Creuset style. The collection is available in a range of enamelled cast iron cookware, oven-to-table stoneware and accessories with quality you can trust.

LE CREUSET FLINT COLLECTION



The Spotlight

From openings, events, new collections and more, here's what's on our radar in Newmarket.

JET SETTER

Travel in style with the return of the much-loved dusky rose luggage from Saben, and this time, they have brought along some friends for the trip. The beautiful hue means your precious cargo won't be lost in a sea of black suitcases and alongside the three suitcase sizes are extras to upgrade your set including a Roma or Milan carryall, luggage tags, luggage straps and passport holders for the perfect polished finish.

SABEN DUSKY ROSE LUGGAGE



MAKING MOVES

Newmarket based business everblue has partnered with supermarket giant Coles to expand their offering to our friends across the ditch. The locally owned, run and made brand is shaking up the natural hair and body care industry and are the first climate positive liquid hair and body care brand in supermarkets. They have also revealed a new sleek look, continuing to deliver on aesthetics as well as delivering incredible results.



EVERBLUE HAIR AND BODY CARE AVAILABLE AT COUNTDOWN

ESCAPISM

The latest collection from ECOYA celebrates the hidden gems and secret getaways of Australasia. The team partnered with Isaac Sinclair to create three new limited-edition scents which are reminiscent of our favourite holiday memories, from coastal hideaways to warm breezes, these are the perfect addition to enjoy at home. Frangipani & Sea Salt, Yuzu & Sandalwood or Wild Coconut & Gardenia are available in the classic Madison candle, Mini Madison Candle and Reed Diffuser.

ECOYA SENSORY ESCAPES COLLECTION AVAILABLE AT RETREAT



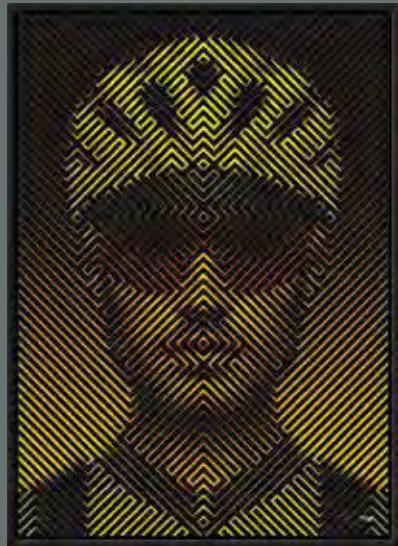
GONE FISHIN'

Functional and fashionable menswear brand Just Another Fisherman has opened its flagship store on Kent Street, bringing its well-made and cleverly designed pieces to Newmarket. The lifestyle brand bridges the gap between functional and durable outdoor attire and fashionable streetwear. The store offers everything from T-shirts and caps, through to knitwear, tailored shirts and jackets as well as all the fishing accessories and tech any angler could dream of.

JUST ANOTHER FISHERMAN, 1A KENT STREET



the poi room



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Finishing Touches

The final details to polish up your space.

1. AREAWARE MEDIUM TOTEM CANDLE \$34.95 AVAILABLE AT SMITH & CAUGHEY'S.
2. FREEDOM REMY WHITE WINE GLASS SET OF 4 \$44.95.
3. OYOY INKA VASE \$129.90 AVAILABLE AT ALLIUM INTERIORS.
4. COLE & MASON MADLEY CERAMIC PINCH POTS \$44.99 AVAILABLE AT THE HOMESTORE.
5. MAY TIME BUTLER'S LARGE SERVING TRAY \$165 AVAILABLE AT SMITH & CAUGHEY'S.
6. GEORGE NELSON LANTERN PENDANT \$1550 AVAILABLE AT KARAKTER.
7. TOM DIXON STONE SPICE GRINDER \$248 AVAILABLE AT SIMON JAMES.
8. NOOD AMARA MUG OLIVE \$17.99 EACH.
9. CAM MUNROE LOOKING UP ORIGINAL PAINTING \$2500 AVAILABLE AT THE POI ROOM.
10. FREEDOM STUDIO TUMBLER \$29.
11. ALESSI SALIF CITRUS SQUEEZER \$186 AVAILABLE AT SIMON JAMES.
12. LE CRUSET PEPPER MILL \$85 AVAILABLE AT THE HOMESTORE.
13. FATHER RABBIT FOG LINEN TEA TOWEL \$39.
14. COUNTRY ROAD NOLAN SALAD SERVERS \$54.90.
15. ROSENTHAL FAST ABYSS VASE \$489 AVAILABLE AT SMITH & CAUGHEY'S.
16. MASON CASH IN THE FOREST MIXING BOWL \$72.99 AVAILABLE AT THE HOMESTORE.
17. ALLIUM INTERIORS WEAVE THROW \$395.
18. BROSTE COPENHAGEN FARRI CANDLESTICK \$210 AVAILABLE AT SMITH & CAUGHEY'S.
19. FATHER RABBIT RIBBED JUTE PLACEMAT \$23.
20. NOOD LUNA GLASS FOOTED BOWL \$89.99.

COLD CRAFT

Iced coffee lovers rejoice – Nespresso has recently launched its first ever cold brew style coffee capsule, making it even easier to enjoy a high-quality espresso in cold brew style at home. The capsules are compatible with their Vertuo system, allowing the coffee to go through a short burst of hot extraction before finishing with cooled water keeping the coffee balanced. *Nespresso Cold Brew Style Intense \$13.65 for a sleeve of 7 capsules.*

**THE PERFECT PAIR**

Homegrown heroes Pic's Peanut Butter and Blue Frog have come together creating a crunchalicious way to start the day. The new granola is infused with freshly roasted Pic's Peanut Butter, a flavour packed, perfectly crunchy breakfast or topping for greek yoghurt. *Blue Frog Pic's Peanut Butter Crunch Granola RRP\$9.99 Available at Countdown*

**BLITZ & GO**

The morning rush just got a whole lot easier thanks to Bowl & Arrow's ready-to-blend smoothie packs! These clever smoothie pouches are a fuss-free way to add in extra fruit, nutrients, and antioxidants. Simply defrost the pouch for 10 minutes, tip into the blender with milk and blitz till smooth. The starter pack comes with five smoothie packs in three different flavours.

Bowl & Arrow Good Morning's Ready to blend smoothie packs \$30

**SNEAKY SNACK**

New Zealand's first snap-frozen chocolate covered berries have launched in supermarkets and these guilt-free frozen treats are the answer to those 3pm sweet cravings. Covered in a layer of smooth, dark, vegan chocolate, the strawberries, cherries and blueberries will have you reaching into the freezer time and time again. *Goodness Kitchen Choc Bites \$7.99 Available at New World*

The Gastronomer

Delight your tastebuds with the latest in food and drink.

**USE YOUR NOODLE**

The second iteration of highly popular Aigo Noodle bar opened on Osborne Lane at the end of May, merging Korean flavours with Italian classics for a taste like no other. The Newmarket Aigo offers a larger dining space, hand made fresh pasta, and an extensive drinks list. *Aigo Noodle Bar, 2/8 Osborne Street Newmarket*



ARTSELECT GALLERY A



We cannot believe that we've passed the half-way mark of the year already and have an exciting range of exhibitions for the second half, some of which are listed here.

1. A joint exhibition on the 8th of August showcasing a new artist to the ArtSelect Gallery portfolio, Judy Curnow, with colourful botanical landscapes paintings add a much-needed splash of colour to any home just in time for Spring.

Niels Meyer-Westfeld's amazing bird drawings celebrate, amongst others, the uniquely New Zealand yellow-eyed penguins, "Hoiho mates", highlighting the life-long commitment these wonderful penguins make to raise their families by mating for life.

This exhibition commences on the 8th of August until the 5th of September

2. Maico Camilo makes another splash of vibrant colour with the return of his second solo exhibition from the 8th of September until the 7th of October.

3. We are very excited to have Ruth Phipps back with a long-awaited solo exhibition from the 10th of October until the 4th of November. Keep an eye on our web site and social media for more information on this exhibition.

4. We finish the year with a solo exhibition by Alicja Gear in November before the group Christmas exhibition in December.

Contact me, Ngaire, to register your interest early or to arrange a preview of any available works of art in the gallery at 19A Osborne Street, Newmarket.

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C'est parfait

Martini's are a classic cocktail that evoke the feeling of sitting by the bar, feeling all types of James Bond. This French Martini recipe is light, fruity, and refreshing, the perfect twist on a classic. Made with fresh pineapple juice and black raspberry liqueur. Add this to your repertoire for an evening with friends, or a refreshing tippie on a warm afternoon.

French Martini

Makes two cocktails

120ml premium vodka
160ml fresh pineapple juice
40ml Chambord liqueur
Splash of champagne
Small pinch of fine grain sea salt
Ice

Garnish

Fresh raspberries
Cocktail stick

1. Chill two martini or highball glasses.
2. Make your garnish by threading 2-3 fresh raspberries onto a stick.
3. Fill a cocktail shaker with ice until it's about ½ full.
4. Pour the vodka, fresh pineapple juice and Chambord liqueur to the shaker, and sprinkle over the salt.
5. Shake vigorously for 5-10 seconds, you want to get the mixture to a frothy consistency.
6. Pour into a chilled martini or highball glass, top with a splash of champagne and garnish with your fresh raspberries.



Dreaming of a FRENCH SUMMER

Maison Vauron is the authority on all things French, in particular, French wine and cheese. Jean-Christophe explains the Apéro, and how to best enjoy this French tradition.



ENJOY THE APÉRO LIFESTYLE:

- Host your first French Apéro? Find our Apéro beginners guide on our blog.
- Already an Apéro-afficionado? Check out our diverse range of unique French products to broaden your palette.
- Want to enjoy an Apéro without the struggle of inviting people over? Just grab a seat at our cafe and choose one of our platters, wines and aperitifs of the week.

It's summer in France. People are enjoying their holidays, travelling and having Apéro every day. Feel French, dream about summer and enjoy an Apéro with us!

You probably have heard about Apéro, but do you know what it is exactly?

Apéro is a pillar in French culture. It is a drink, a time of the day and a type of meal. The word is short for "apéritif" and comes from the Latin "aperire" which means "to open". It started as a drink to "open" your appetite. Later, Apéro has become the time before a meal, when you enjoy a drink, complete with some amuse-bouches. Now, you can see why the French are famous for their four hour-long+ meals! We like to savour and enjoy our food and wine. Over the years, the Apéro's amuse-bouche got bigger, longer and more diverse, and people were no longer hungry for a meal afterwards. Now, younger generations

meet for an Apéro, a light meal, similar to tapas from Spain.

The great thing about Apéro is you can enjoy it everywhere. In the mountains, at the beach, by the river or at home. The perfect way to bring a slice of France to your home.

To prepare the perfect Apéro, bring together a selection of small plates, something for everyone. The essentials are cheese and cured meat platters. There is cheese produced in almost every region of France, so be adventurous! For the cured meat, the delicious classics are ham - called "jambon" in French - and saucisson. And never forget the bread - ensure its fresh and crunchy! To pair with this feast, everyone has their drink of choice: pastis, rinququin, vermouth - the choice is yours.

Make it an occasion by inviting people over, Apéro is a sharing experience!

At Maison Vauron and L'Atelier du Fromage, there is absolutely everything you need to prepare the perfect Apéro. All our products are French and our team is always happy to share their culture and advice. First, start at the déli: pick some cheese and cured meat, grab some crackers and a baguette. Then, take the stairs to Newmarket's best kept secret, our wine cellar where we'll help you find the perfect pairing for your food. Take everything home and enjoy a genuine experience of the French lifestyle right here in New Zealand.

The best thing about Apéro? You can enjoy it anytime, even if it is not the holidays or summer!



OUI, OUI, PARIS!

Often referred to as the City of Light or City of Love, Paris holds a special place in many hearts. Full of grand boulevards and monuments, Grant Bevin, Managing Director of ATPI Travel takes us through the best places to sip, shop and savour.

For most of our ATPI Travel clients it's their favourite city and if you haven't been there for a while, Paris is flourishing with new stores, restaurants and galleries and many refreshed old favourites. Unlike other international destinations where we might suggest sightseeing to a museum or gallery, legendary monuments, or to see a vista or local market or charming neighbourhood, for Paris, which has all of these in abundance, we also add in 'shopping' as a complete sightseeing and local cultural experience on its own! All you need to do is assign the time because shopping Paris - style will involve a day or two to shop, sip, and savour and you won't have stepped outside the store!

There are stylish new looks for the city's iconic department store La Samaritaine and not to be outshone, Galeries Lafayette Haussmann has refurbished its iconic soaring glass-dome ceiling. And for those who want to catch more than next season's looks, Palais Galliera joined the makeover trend, doubling its space to showcase its 200,000-piece collection of French fashion. Paris, as the displays in the new vaulted rooms show, never goes out of style.

Samaritaine Paris Pont-Neuf – one of the city's oldest department stores began its life in 1870 as a small stall, stocked with everything from fashion to flowers, keeping Parisians



in designer dresses and trend-setting styles for generations. Since 1870, the Right Bank grand magasin (department store) was the place to people watch. So when the "Samar," as Parisians call it, shut its doors in 2005 due to structural concerns, it left a significant gap in the fashion capital. After a 16-year closure and five-year renovation, the grande dame has now reopened, restored to its former glory as an art nouveau- and art deco-inspired landmark with twenty-first-century touches. It's worth visiting for the striking architecture and history alone (Architecture fans can join a 90-minute guided tour that points out all the fascinating historical details). Today, the expansive store's 600 brands range from Balmain to Isabelle Marant, interspersed with sustenance in the form of casual French street fare and fine dining. Relaxing breaks take place at the Cinq Mondes full-service spa, the Samaritaine Beauty Studio, and the adjacent 72-room Cheval Blanc Paris hotel.

For serious shoppers why not start with your personal shopping experience. Personal stylists will have a curated selection of outfits waiting on racks for shoppers when they arrive at one of the four private lounges that together make up L'Appartement, which sits between the store's Pont-Neuf and Rivoli sides. There are stylists waiting to get you red carpet-ready for a special occasion, or a pro who can advise you on how to revamp your wardrobe or redefine your personal style. Shoppers sink into sofas and sip complimentary coffee or Champagne while nibbling macarons as stylists work their magic.

The entire basement level of Samaritaine – bathed in natural sunshine under the building's glass roof and atrium-style interior – is Europe's largest space to shop for beauty products. The open floor plan highlights more than 200 brands, including Grasse-based Fragonard perfumes and Korean Sulwhasoo skincare, plus a section dedicated to green-beauty names such as Pai and Susanne Kaufmann.

The Cinq Mondes spa, offers weekly yoga classes,

ABOVE; THE BREATHTAKING INTERIOR OF THE GALERIES LAFAYETTE HAUSSMANN. **BELOW;** SHOPPING AT THE SAMARITAINE IS A MUST DO IN PARIS, FOLLOWED BY SOME PAMPERING AT THE BEAUTIFUL CINQ MONDES FULL-SERVICE SPA



Photos: Creative Lab / Shutterstock.com, UlyssesPixel / Shutterstock.com.



LEFT; THE CHAMPS ÉLYSÉES IS ONE OF THE MOST WELL-KNOWN STREETS IN PARIS, CATERING TO THE BUDGETS OF EVERY SHOPPER. SOAK IN SOME HISTORY WHILE YOU'RE THERE BY VISITING THE MAGNIFICENT ARC DE TRIOMPHE WHICH IS WITHIN WALKING DISTANCE. **BELOW;** ENJOY A DAY IN REIMS, VISITING CHAMPAGNE HOUSES SUCH AS THE RENOWNED VEUVE CLICQUOT HOUSE



multiday detoxifying or revitalizing programs with Ayurvedic massages, 20-minute express back massages, and hammam rituals.

To keep your strength up for shopping and spa'ing you won't go hungry either as restaurants dot nearly every corner of the department store. Bakers at ground-floor Ernest boulangerie conjure fresh croissants from as early as 7 a.m., while French dessert champion Jérémy Del Val crafts oversize eclairs and praline-wrapped pastries at Pâtisserie l'Exclusive by Dalloyau. Top-floor restaurant Voyage sets a modern aesthetic with geometric decor in black and gold.

Unlike most of the retail in Paris, La Samaritaine is open on Sundays and yes they'll have the Champagne waiting.



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- Access to the Prestige lounge with a complimentary drink and snack
- Personal stylist session (by appointment)
- A gift from Samaritaine
- Delivery of purchases to your hotel in Paris
- Transfer from the store to your hotel in Paris after your shopping
- Assistance with Tax Refund for international shoppers

LA MARAIS

By contrast and considerably more 'shabby chic' is the area Le Marais which is set on the right bank of the Seine. The Marais' narrow streets wind through the city's third and fourth arrondissements in a manner that invites meandering and roaming. There are no grand, sweeping boulevards here; the Marais looks like Paris as it was centuries ago, with a remarkable collection of medieval and Renaissance-style buildings. Paris' oldest food market, Les Enfants Rouges, is still open here, and after the royals left the neighborhood following the French Revolution, the Marais became an enclave for bohemian artists. Today, it's home to some of the city's most beloved museums, including the Centre Pompidou, the Musée Picasso, and the Musée Carnavalet. Le Marais is renowned as the place to be for trendsetters and young professionals, cool Parisians convene in the neighborhood at some of the city's best craft cocktail dens, bars, and vintage

boutiques. Sundays are often car-free in the Marais so its easy to explore. Dive into the Marais on ATPI's four hour private walking tour – history lessons, pastry stops, place des Vosges detours and wine tastings are all on the agenda. Ask our ATPI Travel Advisor to book you.

VISIT CHAMPAGNE

If you have a few days in Paris, then it's worth a day trip east of the city to the Champagne region. Starting in Reims (2-hour drive) which is often considered the capital of Champagne. You may wish to visit the Cathedral classified as a UNESCO World Heritage Site. It is a 13th-century masterpiece, with 2,500 statues of great interest and quality, including the famous smiling angel. During the morning you can visit the Veuve Clicquot House and hear the fascinating story of how Madame Clicquot revolutionised the making of champagne. Most importantly you will discover the pleasure of experiencing champagne in the perfect environment. The day is complete with a ride in the North of Epernay in the Montagne de Reims and enjoying a visit of Taittinger caves. You'll discover the art of champagne making, at the heart of a unique place that links 4th century chalk mines with the vestiges of a 13th century Abbey.

Words by Grant Bevin, Managing Director ATPI. ATPI Travel in Newmarket and is a member of luxury travel network Virtuoso.

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How Hybrid Working Supports People, Profits and the Planet

*Now closer to home in Newmarket, by Alexander Sykes,
Spaces Country Manager - New Zealand.*

During the last two-and-a-half years, the pandemic has forced the world of work to change profoundly. The global Covid-19 lockdowns meant that businesses across the world were forced to adapt to a remote set-up almost overnight, regardless of their size and scale. But they also created a significant opportunity for companies to reassess outdated and impractical working habits and bring in new long-term flexible strategies that are better for them, their employees and the planet. What's more, thanks to global flex space provided by IWG brands, professionals have access to an unrivalled choice of locations to work from both in Auckland and across the world.

THE BENEFITS OF THE HYBRID WORK MODEL

Hybrid work – which enables millions of employees to divide their time between a company headquarters, a local flexible workspace and home — is now the default way of operating for many people. It's what employees want because it allows them to achieve a better work-life balance and to have more autonomy. In fact, a recent IWG survey found that 72% of staff would prefer a hybrid way of working, even if going into a dedicated company office five days a week meant earning more money.

What other benefits does hybrid working offer? As many countries face the effects of the global economic downturn, savvy businesses are wising up to the merits of running a lean operation with minimal overheads. Research by Global Workplace Analytics has found that businesses can save up to NZD \$18,000 by adopting the hybrid work model, because they do not have to pay for a large office with an expensive lease, as well as the energy bills and other costs that come with it.

Allowing employees to work from any location means hybrid working is also empowering, which boosts morale, productivity, well-being and staff retention. Additionally,

by eliminating the expectation for entire teams to travel to a central head office five days a week, there is less time wasted on commuting — lowering a company's carbon footprint, which has a positive impact on the planet.

CATERING TO THE DIFFERENT FLEX SPACE NEEDS IN AUCKLAND

Whether a company is a big multinational or a small or medium-sized enterprise (SME), IWG operates two brands in Auckland (Regus and Spaces) to cater to all the different types of flex space needs. Spaces, opening soon at 110 Carlton Gore, Newmarket, embodies a more boutique coworking concept, offering a vibrant working environment, inspiring productivity and creativity among forward-thinkers, along with the opportunity to network with like-minded individuals.

IWG currently helps more than eight million people work the hybrid way, in more than 3,500 locations worldwide.

Members have full access to IWG's global network, encompassing additional unique brands, to give customers unparalleled choice in more than 120 countries. Coworking desks, meeting rooms and private offices can be booked for any number of hours, days or months via the handy Spaces app.

Hybrid working is opening a world of opportunity, as people and businesses across the globe recognize the benefits it brings to people, profits and the planet. As Mark Dixon, IWG Founder and CEO puts it: "it gives us a future where companies can attract and retain the best talent, productivity and profits can be boosted, carbon emissions will fall and where people and communities will thrive as investment soars."

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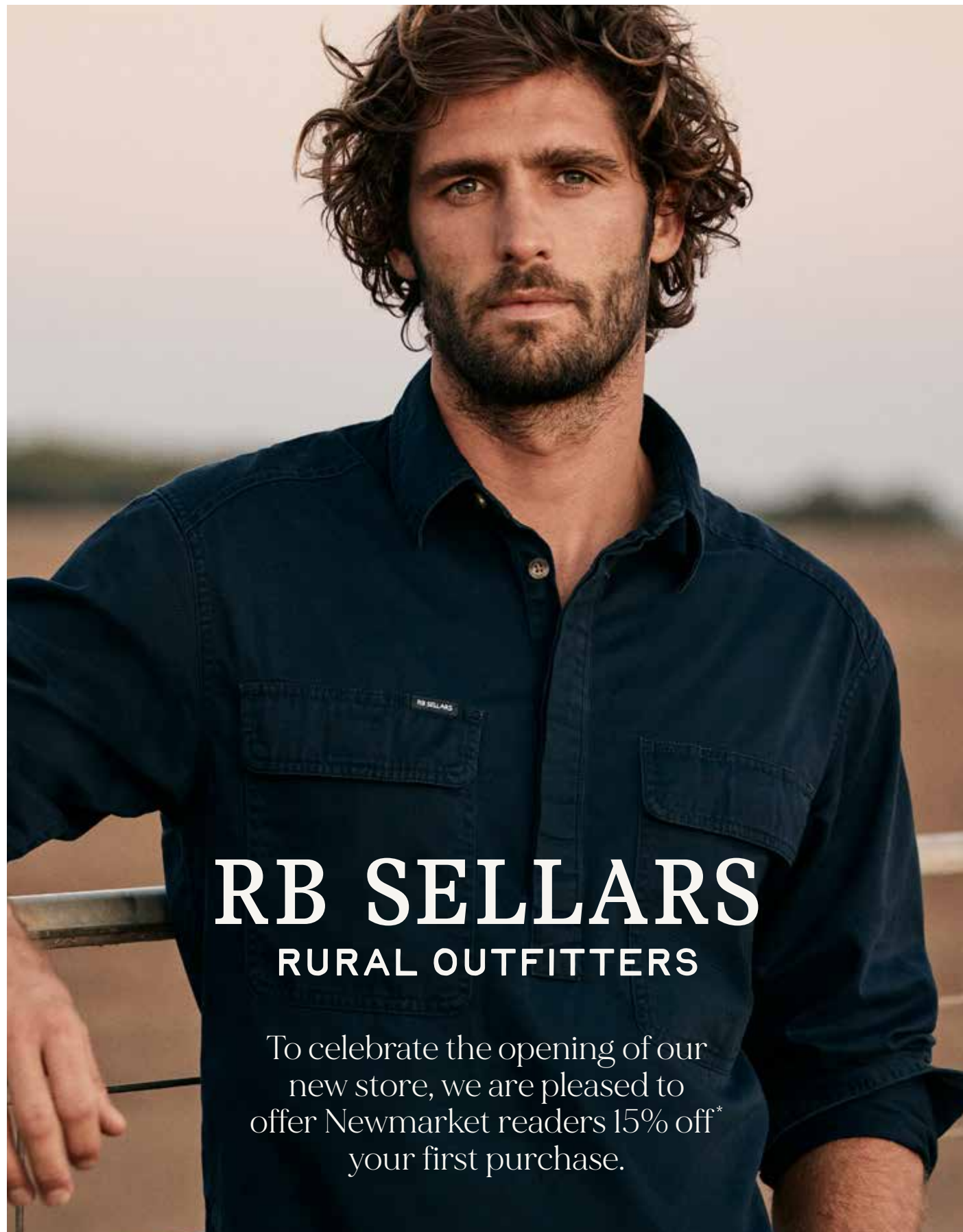
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Clive Matthew-Wilson reviews the new Honda ZR-V

The Honda ZR-V is worth a look; it's a compact SUV based around the Honda Civic. It's the best of mainstream Honda design, nicely thought-out, well built, practical, economic and likely to be very reliable.

The ZR-V is part of a new range of Honda SUVs, sharing most of its DNA and skeleton with the Honda Civic, so it's sort-of a Civic on stilts, styled to look a bit more butch. For those who like to know such things, the ZR-V is 4568mm long and 1840mm wide.

The ZR-V's natural enemies are vehicles such as the Toyota RAV4, Mazda CX-5, and BYD Atto 3.

The ZR-V has two main models; a cheaper 1.5-litre petrol model and a 2.0-litre hybrid version: the e:HEV hybrid Sport. The ZR-V is priced between \$47,000 and \$55,000. The hybrid ZR-V Sport is eligible for an \$1840 Clean Air rebate.

From the front, the ZR-V looks angry, in a robotic sort of way. You'll get used to it.

The ZR-V's cabin has quality feel, especially on the more expensive models. Everything is pretty much where you expect it to be. The touchscreen infotainment system is easy to use, thanks to physical buttons and knobs. Honda has finally got the message that their customers prefer to control basic functions (such as air conditioning) using a knob rather than having to fiddle with a distracting electronic slider on a touchscreen. There are also proper buttons on the steering wheel for controlling the touchscreen and cruise control. All versions of the ZR-V get Android Auto/Apple CarPlay connectivity; upmarket versions get a wireless phone charger.

The touchscreen system is generally clear and responsive, with plenty of shortcuts between functions. Upmarket versions boast an additional 5-inch head-up display, which gives important info such as your speed, and it's right in front of your eyes.

Upmarket models get a 12-speaker Bose sound system.

For your storage needs, there's a chunky centre cubbie, two front cupholders and a tray for your phone. But the door bins are quite

FAMILY FAVOURITE



narrow and too small for many flasks. Rear occupants get either one or two storage pockets on the back of the front seats, and rather small door pockets as well as another two cupholders. But these cupholders are in the fold-down centre armrest, meaning that if you have someone sitting in the middle, you get no cupholders. It's trivial, but many cars seem to be built this way.

The heater/air conditioning is excellent, as is the seat heater.

All seats are typically Honda: very carefully worked out to give excellent comfort and space. However, large drivers may feel a bit squeezed: the door-mounted armrest and the broad centre console conspire to constrict driver space.

Rear seating space is good, but the seatbase is quite low to the ground, so an adult will have their knees slightly raised throughout the journey. This also means that your thighs lack support on longer journeys. The middle seat is mostly for kids: too compact for adults on long trips. As a plus, the almost-flat floor means that the middle-occupant's feet can rest flat also (there's normally a hump in this spot).

With all seats in use, you get just 370 litres of rear storage (about the same as the average small hatchback). Unlike previous Hondas, the rear seats don't slide back and forth to let you choose between legroom or rear storage space. With the rear seats folded flat, you get a more

impressive 1291 litres of storage, but this is still less than rival vehicles.

As a plus, it's easy to load and unload this vehicle.

The ZR-V's 1.5-litre petrol engine is okay but nothing special. It does its job and gives okay fuel economy. The e:HEV's 2.0-litre petrol engine (with its two electric motors and a small battery) feels much more impressive. Acceleration can be moderately good, but this engine still manages to give okay fuel economy (about 6.3 litres per 100 kilometres).

The seats on the ZR-V are quite low to the ground, but the dashboard is also low, so you get great forward vision. Rear vision isn't so great, thanks to the hefty rear roof pillars. Fortunately, all versions come with both reversing camera and front and rear parking sensors. Upmarket versions also get a very cool bird's-eye camera that shows you all the hazards around you. This makes inner city parking much less stressful.

On the road, the ZR-V's ride is pure mainstream Honda: utterly competent. The people who buy these vehicles have practical needs like families. These buyers will probably be very happy with the way the ZR-V looks after them.

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ON YOUR BIKE

Created in honour of elite cyclists, the new generation of Tissot T-Race Cycling comes in two special editions; Tour de France and Vuelta A Espana blending a classic look and design with cycle inspired elements. The built in tachymeter helps to measure speed while the watch is water resistant and includes an added chronograph to time any activity. The special edition watch comes for the first time with two different straps, either yellow for Tour de France, or red for Vuelta a Espana as well as a perforated black leather strap reflecting the handlebar grips of Tour bikes.

TISSOT T-RACE CYCLING AVAILABLE AT BROADWAY TIME CENTRE



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TAKE NOTE

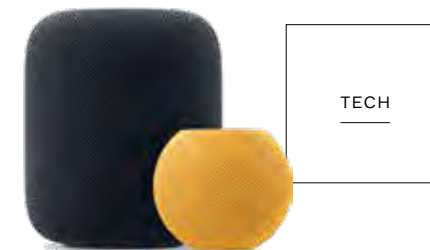
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AMAZON KINDLE SCRIBE \$619
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FOR THE MUSIC

Sony has released the newest addition to their award-winning x1000 series. The new WF-1000XM5 earbuds feature cutting-edge technology to deliver premium sound quality and offers top quality noise cancelling performance, as well as next-level immersive sound for deep bass and clear vocals. They are designed to immerse you completely in rich, detailed audio so good it feels like you're in the studio with your favourite artists!

SONY WF-1000XM5 HEADPHONES \$569.95
AVAILABLE AT PB TECH



TECH

APPLE

We have our eye on the all-new apple HomePod, this isn't your average sound system. The intelligent system works seamlessly with your Apple devices to control your smart home and make life that much easier. The sound is loud and clear, and adapts to whatever, or wherever, it's playing for an immersive sound experience. Link multiple HomePod or HomePod mini speakers together and play one song everywhere, or different music in each room, and it comes with Siri built in, so locking the door, sending a message or changing the music is just a 'Hey Siri' away.

APPLE HOMEPOD \$529 AVAILABLE AT OOB



NEXT GENERATION

OPPO has announced the launch of their new Reno10 and Reno10 Pro, the uber thin and lightweight device is packed with extras to keep you at the top of your game. The Ultra-Clear Portrait Camera system ensures a

crisp, clear photo with its industry-first Telephoto Portrait Camera, the SUPERVOOCTM flash charge means your battery is full in just 28 minutes and it comes pre-downloaded with the multi-sensory ORelax app to help you disconnect and find some zen amidst your busy days.

OPPO RENO10 \$799 AND RENO10 PRO \$1099 AVAILABLE FROM NOEL LEEMING

GETT'N STEAMY

Treat your skin to an at home facial with the new pro facial steamer from Dr. Dennis Gross. This is a professional device with micro-steam technology that

works to infuse the skin with moisture, clarifying your skin from imperfections and impurities while it works. Ideal for all skin types but particularly great for dry skin, say hello to your dewiest skin yet.

DR. DENNIS GROSS PRO FACIAL STEAMER \$488 NZD AVAILABLE AT MECCA



Tech TRIUMPHS

What are the hottest new tech products set to launch?

The Apple Vision Pro, unveiled at the beginning of June, is generating a lot of buzz. This highly anticipated product boasts cutting-edge features, including an ultra-high-res OLED display, powerful performance, ground-breaking augmented reality capabilities, and advanced biometric authentication. Its sleek design and seamless integration with the Apple ecosystem make it a game-changer in consumer electronics, and is poised to redefine technological innovation, creating an immersive experience for users. However tech lovers in NZ may have to wait to get their hands on one, with the early 2024 launch set for the US market only.

The latest launches from Apple include the MacBook Air laptop in an all new 15" screen design, the full sized Apple HomePod available for the first time in New Zealand, and 2nd generation AirPods Pro featuring better battery life and noise cancelling technology.

Can you tell us about any upcoming smartphone releases and some of the key features?

Apple will continue on with its four iPhone lineups, for 2023, debuting an iPhone 15, iPhone 15 Plus, iPhone 15 Pro, and iPhone 15 Pro Max. It is expected to feature a smaller or notch-free display, improved performance with an updated processor, enhanced camera and a refined titanium design and for the first time, USB-C port replacing the Lightning port.

Apple do a great job keeping secret new product details so we will have to wait until September for more details.

What innovative advancements in wearable technology can we look forward to?

When we think wearable technology naturally our minds wander to a smart watch or wrist band. The Apple Vision Pro is the next big thing in wearable tech. It is designed to work seamlessly with the eyes, providing a unique and immersive experience for users. Through its advanced technology, it leverages the power of gaze tracking and eye recognition to enhance user interactions. It remains to be seen what

We caught up with Oobe General Manager, Shaneel Naidu, about the latest launches and improvements in tech.

adoption rates are like but who knows in 10 years time, as the technology evolves and the form factor changes we might all be walking around wearing AR/VR headsets and communicating with each other through them!

There is another cool rumour that Apple would add health-tracking features to the AirPods, creating an earbud-based fitness monitoring system that could track temperature, heart rate, perspiration levels and more. This is just a rumour though!

Are there any recent improvements around gaming or music?

In terms of gaming, Apple has introduced Apple Arcade, a subscription-based gaming service that offers access to a library of high-quality games across various genres. The integration of features like augmented reality (AR) has opened up new possibilities for immersive and interactive gaming experiences on Apple devices.

When it comes to music, spatial audio (sometimes known as 4D audio) has significantly changed the experience of music consumption by creating an immersive 360 degree sound experience.

Apple fans can experience spatial audio through Apple's "Pro" line of devices (iPhone, iPad, Macbook, Airpods) and HomePod home speakers.

With more people in flexible or hybrid work set ups, what are the key things we should look for when purchasing a laptop?

Apple's great line up of laptops really makes it simple. We should consider price, battery life, connectivity and portability.

Set yourself a budget, from there look at the other three factors. Connectivity is very important, for example if you know you like to use an external monitor, would you like a laptop with an HDMI port built in or are you happy carrying adapters? The Macbook Air is one of the lightest laptops on the market, however for this, we sacrifice connectivity. If you need HDMI or SD card slots you need to buy extra adapters, that is the trade off for ultimate lightweight portability. Then you have Macbook



Pro which has all the ports one could need built right in, however it is heavier and more expensive. Prioritize your requirements for your workflow then go from there.

Can a tablet actually replace a laptop?

Deciding between a tablet and a laptop involves understanding their distinct features and functionalities. Both devices offer their own set of advantages, but it's important to assess your specific requirements, e.g. the iPad is where portability meets versatility. The iPad's sleek design and touch-friendly interface, will be more than enough for most simple computing tasks such as email or writing documents. There are a range of great keyboard cases available that enhance the user experience as well.

iPadOS, the operating system that iPad runs on, excels in tasks like web browsing, email management, document editing and multitasking. However, it may not provide the same level of software compatibility or advanced multitasking capabilities as a traditional laptop.

Are there any new cybersecurity solutions consumers should be aware of?

As we move away from passwords and the need to remember numerous ones there has been a rise in biometric security such as facial recognition and fingerprint scanning. Most laptops have a fingerprint scanner built in, and mobile phone / tablets are adopting facial recognition. This is a great way to not only keep your devices safe and limiting access to only you but also protects you online. For example if you're shopping online on an Apple device and use your Apple ID to make the transaction, it will not go through until it has verified you through either a fingerprint or facial scan. Apple calls it's biometric technologies FaceID and TouchID. It is important to note that Apple does not collect your biometric data and all verification is done "on device". Face and fingerprint data will never leave the Apple device.

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Ref 1. Based on a study comparing 10g Vitamin C Lipo-Sachets to 10g standard vitamin C. Ref: Maciej Lukowski (2019). Compared to standard vitamin C and D capsules. Data on file. Based on a study comparing Liposomal Ferrous Pyrophosphate to standard Ferrous salts (gluconate, sulfate & pyrophosphate). Malhotra J. et al. Oct-Dec 2017;1(4):1-6. *Contains naturally occurring sugars. Always read the label. Use only as directed. If symptoms persist consult your healthcare professional. Vitamins are supplementary to a balanced diet. AFT Pharmaceuticals Ltd, Auckland. TAPS 9235.

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OPINION



Unveiling the Dark Side of the Digital Age: The Rising Threat of Cyber Crime

by Andrew Hunt, Managing Director at Kinetics Group

Cyber criminals are more active than ever, infiltrating organisations, stealing and ransom data. It seems that every day we hear about yet another audacious hack.

Small Medium Businesses often say to us that they don't need to worry about cyber crime because they're not worth it for an attacker. Unfortunately, that's incorrect. There was 145% increase in these malicious emails targeting SMBs in 2022. Your money is as good as the next person's!

The news only gets worse. Not only is there this huge increase in the number of emails, but the open rates were staggeringly high. 28% of the emails were opened with 15% replying – more than 1 in 4 people opened the emails and more than 1 in 8 people replied! Of those that replied, the number of entry-level staff that fall victim is pause for thought, with 78% of entry level staff opening the email and replying.

THE TECHNIQUES ARE STRAIGHTFORWARD

Firstly, their emails look plausible. They will appear to come from names of people you know. The language in some of the emails is perfect, and if they use AI tools, they can even masquerade as someone you know and adopt the tone of that person. Next, they tend to add urgency to the message. They want to make it impractical for you to double check. Sometimes the email is intended to quickly trick the recipient to hand over something – typically money or a simple financial instrument, and other times it is to gain access to protected systems. Recently we have seen examples where their goal is purely to establish a relationship and build trust that they will exploit later.

THESE EMAILS ARE INCREDIBLY HARD TO STOP

They might not contain a virus or malware themselves, but

instead they might direct you to an infected website. The content can be clever, making it hard to block them without also blocking legitimate email. Even worse, with AI becoming so prevalent, they can use the cyber-crooks' equivalent of ChatGPT to keep on emailing you and your team and keep refining their attempts.

THE RISKS DON'T STOP AT WORK. THEY FOLLOW YOU HOME

We know that home networks can range from a simple shared internet connection to something more complex with smart TV, smart home lighting or sound, Alexa, or Google Home or similar, alarms, cameras, robot vacuums and so on. These devices can be less secure, with default factory passwords, and they are rarely kept up to date. That sounds like an invitation to a hacker.

The National Security Agency have released a best practices guide for securing your home network. The guide is a timely warning about staying vigilant and offers tips to keep you and your family safe. I was struck by the need to be thoughtful about microphones – they seem to be embedded with Google Home or Amazon Alexa into almost every device these days, from TVs to sound bars. They are listening in! Heaven knows how dull that must be, but in this world of speech recognition and AI, I can imagine how a compromised device could give a criminal enough information to trigger a social engineering hack.

Have a look at the guide and talk to your trusted IT professional if you need help implementing the recommendations. To download the NSA Best Practices guide for home networks, visit our website. If you're looking for help and support with cybersecurity for your home or business get in touch – we would love to help.

FOR MORE VISIT KINETICS.CO.NZ

THE ALL-NEW
ZR-V

WHAT *Dreams* ARE MADE OF



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ZR-V



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Powerful and efficient, our e:HEV Hybrid Technology is a joy to drive. It offers everyday comfort, trusted heritage, renowned Honda reliability and precise performance. Whisper quiet with class-leading economy around town and surprising acceleration on the open road, e:HEV is engineered for both the drivers and the back seat dreamers.

SLEEK AS IT IS POWERFUL

Every angle and contour has been carefully crafted to exacting standards. Crisp lines, an elegant silhouette and a wide sporty posture, means the ZR-V is an SUV without compromise. It won't just feel like a dream in the corners, it'll look like one too.

SPACE TO DREAM BIG

When it comes to space, the ZR-V is generous. It can comfortably seat 5, has a versatile 60/40 second row split and ample storage compartments. With excellent rear capacity, your sporting equipment, travel bags, camping equipment and groceries can all come along for the ride.

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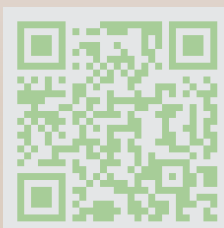
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Money talks

Cameron Bagrie is the Managing Director of Bagrie Economics and partner and director of Chaperon - helping businesses navigate banking. He offers some thoughts wearing both hats.

The economic environment is getting tougher. Inflation is 6.7 percent. Costs are still rising rapidly. Firms are being hit by eroding margins. Consumers are tightening their belts. The government's tax take is coming under pressure as businesses pay less terminal and provisional tax. Ideology (hitting businesses with costs) is now being met by reality (less tax).

There are positives, including more bums on seats (migrants) but how long that lasts is open to debate.

The big picture is simple. Taming inflation is not growth, housing, or spending friendly. The Reserve Bank is projecting unemployment to rise by around 70,000 people. Inflation is not going away unless belt tightening takes place.

LET'S GET THE LANGUAGE RIGHT

Has the past five years been normal? Or course it hasn't. Money printing, sub 3 percent borrowing rates, huge government borrowing, and supply shocks pushed the economy and spending habits into la-la land.

Inflation, an unsustainable current account position, exorbitant house prices relative to incomes, the poor state of local government finances, rising concern over law and order, poor education outcomes and school attendance are flagbearers telling us New Zealand is off track.

Welcome to the reset. There is heaps to address both economically and socially. Returning to normality is a good thing not a bad outcome. Resets offer opportunities to get things done.

BUSINESS BASICS

- A tougher economic environment means a return to basics. Margins are everything to state the obvious. Improving working capital means making the cashflow cycle as short as possible; aka high inventory turnover and collecting debtors fast. Remove unnecessary costs.
- Worry about the macroeconomic environment but focus on the microeconomic levers you can pull to enhance your business.
- Focus on market share growth not market growth. Everyone tends to look good when the economy is strong. The stars shine in tough times. Some firms, regions or

suburbs will outdo others.

- The fun to running a business is coming back. Success will be more dictated by what business owners do as opposed to relying on the market for growth.
- Rising interest rates mean taking real risk to make real money. That is a good thing not a bad one.

BEING A BETTER BANKABLE BUSINESS

Here are some things we see at Chaperon:

- A major driver of poor business performance is business acumen. That can be protected in good times but is exposed during adjustment phase such as the economy is now entering.
- If you have covenants, make sure you fully understand how they are defined and calculated. Businesses with lumpy profitability (make losses in some months), or strong seasonality who are measured on a quarterly or rolling quarterly basis can be caught in breach of interest cover or debt to earnings type covenants in quiet months or Covid impacted periods.
- Understand your sales, profitability drivers, gross margins, labour productivity and overheads so you can forecast your breakeven position along with the negative cash impact of downside performance.
- Understand where your cash is in your balance sheet and be able to explain the length of your operating cashflow cycle and the steps you take to minimise it.

THE BOTTOM LINE

The economic cycle has turned. Night follows day. There will be casualties. There always are. Businesses need to be proactive and not reactive facing the year ahead. Day invariably follows night and the sun rises in the morning.

Forget about all this recessionary talk. It's a reset and will offer opportunities.

The views expressed in this article do not represent financial advice.

FOR MORE VISIT CHAPERON.CO.NZ

Accessories obsessed and lovers of culture, fashion and all things design, FallenFront owners Stuart Young, Samuel Crabtree, and Luke Faithfull opened their first brick and mortar store in Newmarket earlier this year. The store completes the customer experience, giving life to the creativity behind the brand.

FallenFront

NEWMARKET. Can you tell us about how FallenFront came to be?

FALLENFRONT. Honestly, we kind of fell into creating and crafting our own version of FallenFront. Initially we purchased FallenFront as an online only store with a view to build brand awareness, refine the brand and product mix, and evaluate our key partner brands. We always knew we wanted to build and curate our own streetwear store, working with brands and in street culture is something we grew up loving, the opportunity came up to take over, so we decided to roll the dice and went all in.

N. The brand started as e-comm only, and now you have a brick & mortar store on Broadway, why was it important to you to have this physical store in such a digital age?

F. It's about being able to tell our FallenFront story. Being face to face with our customers and imprinting the store with our own personality. It's the importance of representing our brands in the right way and telling their stories too.

Shopping online, our customers might spend a few minutes on a brand page, whereas instore, they tend to hang out for long periods of time. Our customers are like our friends, they come in to chat to with us, talk about brand and product releases, and FallenFront has really become a space in which to engage in those conversations.

N. When you were looking for your store location, what made you choose Newmarket?

F. Getting on Broadway was key for FallenFront, we are a multi-brand level store meaning we can really have the best styles from the top brands without all the filler. We wanted a location that feels like home, a coffee hangout, or Friday beers after hours. These are the store environments that we love, and these can only really exist in a premier shopping and entertainment precinct. Plus, Broadway and Newmarket has a huge diverse culture around it, you can see it in the restaurants – where else can you get Ramen, Banh Rolls, Yum Cha, Pizza, and Pasta pretty much on the same block?

N. What's your favourite spot to grab coffee or lunch in Newmarket?

F. Morning coffee from Luna Bakery is a favourite, resisting the pastries takes some practice though. Dear Deer Coffee Roasting Bar is another favorite too, bringing that Japanese coffee culture to the area. Lunch is hard, there are so many good options. Daily Bread, Ajisen Ramen is next level, and The Lumsden does a slow cooked BBQ and Craft Beers, best save that for a Friday treat.

N. The labels you stock are a great mix of globally recognized streetwear brands; do you select the brands yourself?

F. Thanks! We are hyped on the brands we represent in FallenFront, it has been a process getting to where we are, and we will be constantly evolving. Styles and trends are moving rapidly these days and that is probably the most challenging part of brand selection and buying. We have no interest in throw away fashion, which is why we try to represent premium, lifelong and sustainable brands like Carhartt, Dickies, The North Face and the like. Inside, these brands we can play in shorter term seasonal trends, but we remain firm with the partners that support the industries they play in.

N. Have you ever considered designing your own pieces?

F. It has come up, but to be honest we know from the brands we see come and go, just how hard that is to maintain. Like any business it takes 100% of your focus to make something successful. We don't have that time, and we would be doing a disservice to all those brands that worked their asses off to get it right. We'll stay in our lane and give the store and our partner brands 100% of our focus.

N. What is one piece of advice you would give to an up-and-coming NZ brand wanting to have their range stocked in FallenFront?

F. Have a purpose, have roots in something you actually love, and have a story you believe in that needs to be told. Then give it everything you got and come in-store, hangout and show us it.

N. What would you do if you weren't in your current role?

F. I'm not actually too sure, something similar. I love street culture, fashion, and design. Perhaps something more on a brand side as opposed to the retail side.

N. Your collections cover both men's and womenswear, have you seen a move towards a more gender-neutral wardrobe?

F. I think Streetwear as a style is super gender-neutral, and separate from what I grew up as knowing as Men's or Womenswear. While we don't currently buy from specific women's ranges, we buy in size and style to suit streetwear for women. Girls have been wearing their boyfriends hoodies forever, and now they just buy the same pants, jorts and hoods for themselves, if not a couple of sizes up or down depending on the fit.



N. FallenFront encompasses a way of life, with a focus on culture and art as well as fashion, how did this direction come about?

F. What's the point of having a business if you are not having fun while working in it right? Skating, surfing, music, design, these are all ingrained in the culture of Streetwear, and they are what we do outside (and inside) of this business. We recently opened The Forum right next door to FallenFront, as a space to share in these things with like-minded talented individuals – so watch this space!

N. One fashion item you can't live without?

F. Carhartt cargo pants

N. Your homeware items are a well curated selection that work in seamlessly with the brands you stock, what made you decide to move into this space?

F. Accessories obsession? No, it's just another example of the things we love in life. We're not 'trying' to create something without purpose, this is just us, it's what we like and want to share.

N. Is there one product that has surprised you with its success?

F. Be@rbrick blind packs. They seem to have a scratchy card appeal, once you've popped you just can't stop.

N. What has been your greatest success so far?

F. I can't speak for everyone but for me it's opening a retail store in Newmarket, with zero experience, with the best crew possible. Long nights, huge days, and all hands-on deck. We crushed it and had a bloody good time doing it.

N. What's next for FallenFront?

F. Staying focused, we'll be in our lane doing our own thing, and doing it well.

FALLENFRONT 210 BROADWAY, NEWMARKET, @FALLENFRONT

Gift guide

Father's Day

1. **RODD & GUNN** SIGNATURE CAP \$49.

2. **DESIGNERS** GUILD THROW \$445 AVAILABLE AT ALLIUM. 3. **KATHMANDU** HELI R DOWN VEST \$159.98. 4. **MICHAEL HILL** MEN'S SIGNET RING \$159. 5. **LUSH** FRESH AS SHOWER GEL \$36. 6. **MICHAEL HILL** ID CURB BRACELET \$149. 7. **AS COLOUR** TRANSIT TRAVEL BAG \$130. 8. **TRENERY** FOX SOCKS \$14.90. 9. **VERSACE** MEDUSA LUMIERE WHISKEY GLASSES (SET OF 2) \$479.99 AVAILABLE AT THE HOMESTORE. 10. **TOM DIXON** TANK WHISKEY DECANTER \$280 AVAILABLE AT SIMON JAMES. 11. **RODD & GUNN** WANAKA WEAVE BELT \$199. 12. **LACOSTE** ORGANIC PIQUE BUCKET HAT \$90 AVAILABLE AT SMITH & CAUGHEY'S. 13. **GUCCI** KINGSNAKE PRINT GG SUPREME WALLET \$690. 14. **SISLEY**UM ANTI-AGE GLOBAL REVITALIZER DRY SKIN \$395 AVAILABLE AT SMITH & CAUGHEY'S. 15. **PERRIER-JOUËT** BLANC DE BLANCS \$109.99 AVAILABLE AT GLENGARRY. 16. **VERSACE** EROS PARFUM 100ML \$227 AVAILABLE AT SEPHORA. 17. **LE LABO** ALL PURPOSE BALM \$42 AVAILABLE AT MECCA. 18. **JUST ANOTHER FISHERMAN** OTL X JAF ANGLERS ESCAPE 100G CHOP \$169.99. 19. **TOI TÛ TOI ORA** \$65 AVAILABLE AT THE POI ROOM. 20. **AS COLOUR** MEN'S

SPRING 2023

GIFT GUIDE

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OPINION



Retail performance is resurging, and Newmarket's a winner

by Nilesch Patel, Head of Metro Sales & Retail Leasing, JLL New Zealand

After a lean few years through the pandemic, we're finally starting to see some green shoots appearing in the consumer spending landscape. Retail spending in Auckland's CBD increased by almost 50% on 2022 Q1 figures to start the year, according to the latest data. Despite caution being advised by the Reserve Bank, evidence suggests consumers, and tourists who are back on our shores in strong numbers, are in our shops. It's not just the city centre attracting those willing to spend, with shopping destinations playing a significant part in the resurgence of retail.

Statistics NZ data for December 2022 shows the highest number of overseas visitors to the country since January 2020. After almost 24 months in which overseas travel was significantly restricted, open borders are once more encouraging tourists into New Zealand. They are visiting in greater numbers and exploring the city and beyond.

The diverse luxury retail offering in Newmarket, for example, is drawing people further from the CBD for their retailing. The prime stores in Westfield Newmarket are particularly prevalent on the scene, with brands like Balenciaga, Gucci, and Moncler setting up shop in the 'luxury hub'. This trend is boosting the surrounding retail assets in Newmarket, with national brands committing to Broadway sites on the back of Westfield performance, and a lack of available space inside the mall.

This competition for the top-tier retail locations, combined with demand for nearby sites, is a barometer for the sector. Retail was hit as hard as any market by the pandemic, and strong competition for space as it comes to market is a clear indicator of the sector's return to health. More tourists on our shores, plus people willing to spend on

luxury items, leads to an increase in enquiries from retailers looking to move into sites that take advantage of the forecast return to pre-2019 performance.

There's an opportunity for savvy businesses in retail destinations to capitalise on what's around the corner.

Retailers looking ahead to the next few years will recognise there is room for the retail sector to rebound. Activity in Newmarket, particularly on Broadway, signals interest from national brands seeking a foothold in an expanding, important retail market. While Westfield is seen as a premier location, the surrounding blocks can capitalise on the amenities available within the mall, like parking, that attract people to visit on account of convenience. Westfield draws the crowds, and those who take space in the surrounding areas will reap the rewards as the market hits its stride.

We're seeing this already in 2023. As consumer retail gains traction in the market again, retail leasing is picking up. The latest JLL NZ data indicates average prime suburban rents rose \$25 per square metre, or 2.7%, in Q1 of 2023, with suburban vacancy decreasing to 9.4%. This uptake of around 5,000 square metres in suburban Auckland comes on the back of increased consumer spending and tourists back on our shores.

Retailers are again starting to feel confident that suburban retail destinations will be fertile ground to grow their businesses. That's shining through in the diverse range of businesses deciding to call Newmarket home and making the suburb a premier shopping destination in New Zealand.

FOR MORE VISIT [JLL.NZ](https://jll.nz)



Stretching from Newmarket across New Zealand: Metlifecare's bold sustainable vision

by Earl Gasparich, CEO Metlifecare

Running our support office in the bustling urban hub of Newmarket is a privilege Metlifecare has enjoyed for the past 10 years. With our recent move from Kent Street to our new premises in Carlton Gore Road, we've taken the opportunity to upgrade to a cleaner, greener office, so we reduce our carbon footprint and overall impact on the environment.

While our support office is in Newmarket, our retirement village network is nationwide. We are a large organisation, with around 1,700 staff supporting almost 7,000 residents who call one of our 36 villages, home.

As a significant operator of retirement villages and provider of premium aged care, we contribute to the wellbeing and enjoyment of life for a large number of New Zealand's older population. As you might imagine, we can't deliver on that without a dedicated workforce that includes nurses, caregivers, village managers, chefs, cleaners, social coordinators, and many more. We are passionate, dedicated and determined to make everyday better for our residents.

Our villages are supported by a team of around 200 people based in our Newmarket office, providing development, finance, human resources, marketing, communications, operations, clinical and information technology support services.

However, regardless of whether a Metlifecare team member is in Newmarket or at our Merivale Village in Christchurch, there's a common thread binding us and one we are proud of – our values.

As an organisation providing premium retirement living and aged care, we've unified together around our core purpose – to create extraordinary living experiences. We listen from the heart with empathy and put people ahead of everything else. We serve and support. We strive to make

every day better, we are bold, and we live and work sustainably.

This means we embrace practices like hybrid working, which helps reduce traffic congestion and emissions. We minimise waste through diversion from landfill, reduce energy consumption with LED lights, light sensors, and efficient appliances. I'm delighted that our Newmarket office provides bicycle storage, lockers, and showers so staff can get to work on two wheels, walk or use public transport.

We also restructured our bank loans into a \$1.25 billion dollar sustainability-linked loan which commits us to ambitious social and environmental goals. One such goal is the construction of six new aged care communities, each with a 6 Green Star rating (the highest level of green building certification available) as assessed by the New Zealand Green Building Council.

In February this year we were the first retirement village and aged care operator in Australasia to have our sustainability targets validated by the Science Based Targets initiative (STBi), a global body that enables businesses to set emissions reductions targets in line with the latest climate science.

Essentially, we have committed to reducing our electricity and energy use right across our business by almost half, all by 2030. External validation like this is important – it means our ambitious targets are recognised as achievable.

As one of our values proclaims, our targets are certainly bold, but more than that, as a team from our Newmarket hub and right across New Zealand, I can vouch that we are 100% committed to achieving them.

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Maggie 陳美惠
(FSP 104728)

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9. LULULEMON BACK TO LIFE SPORT BOTTLE \$69.
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11. UNDER ARMOUR HEATGEAR® NO-SLIP FULL-LENGTH LEGGINGS \$100.
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13. NEW BALANCE SHORTS \$80 AVAILABLE AT REBEL SPORT.
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22. LA MAFIA BUCKET HAT \$39.90 AVAILABLE AT WAVE FIT.
23. TOMMY JEANS LOGO RELAXED FIT TEE \$100 AVAILABLE AT STIRLING SPORTS.
24. ADIDAS ORIGINALS SUNGLASSES \$459 AVAILABLE AT SPEC SAVERS.
25. UNDER ARMOUR UA VANISH 2-IN-1 SHORTS \$90.

WHAT'S ON

Important dates to add to your calendar

August

25TH
Daffodil Day

29TH AUG – 2ND SEPT
NZ Fashion Week

GARDEN

PLANT APPLES,
APRICOTS,
BLACKBERRIES
AND BEETROOT



October

1ST
Grandparents Day

8TH
Pink Ribbon Day

9TH
Term 4 starts

23RD
Labour Day



GARDEN

PLANT
PASSIONFRUIT,
ASPARAGUS

September



2ND
Father's Day

11TH–17TH
Te Wiki o te Reo Māori

22ND
Term 3 ends

23RD SEPT–8TH OCT
Auckland Heritage Festival

25TH SEPT–1ST OCT
Chinese Language Week



GARDEN

PLANT BASIL,
BEANS AND
AVOCADO

November

3RD
Diwali

5TH
Guy Fawkes



GARDEN

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