

# MALTBYS

DEFINING COSTS · MANAGING RISK · DELIVERING RESULTS

## CORPORATE PROFILE



DEFINING COSTS, MANAGING RISK AND DELIVERING  
RESULTS THAT ADD VALUE FOR OUR CLIENTS

# INTRODUCTION

**At Maltbys, we define costs, manage risk and deliver results that add value for our clients. It's a formula that's been working for over 88 years, and it's a formula that will work for you.**

Maltbys is a 100% New Zealand owned and operated company, and has been at the forefront of the Cost Management and Quantity Surveying profession since 1929, when Alfred Maltby commenced his Quantity Surveying business in Auckland.

Maltbys has an established reputation for delivering the highest standards in project cost planning and management. We have significant experience in a broad range of projects across virtually all sectors of the construction industry. This includes numerous landmark projects throughout New Zealand.

## Our key service areas are:

- Cost Management
- Development Management
- Project Funder Services
- Sustainability



## OFFICES AND RESOURCES

**Maltbys has offices within New Zealand in Auckland, Wellington and Queenstown.**

These locations are serviced by teams of professional Quantity Surveyors. This includes specialist cost estimators, cost analysis and feasibility advisers, value management facilitators and experts in dispute resolution and building services.

Each project has the personal involvement of a Director and a team selected for their experience and particular expertise to best suit each project circumstance.

### **AUCKLAND**

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2 Princes Street  
PO Box 2176  
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### **WELLINGTON**

Level 1, 3 Swan Lane  
PO Box 1034  
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### **QUEENSTOWN**

Level 2  
The Station  
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# SERVICES

Maltbys offers an extensive list of professional services.

Our key services cover the areas of:

## Cost Management

Cost Management is the core of what we do. Cost Management is about defining and managing costs, and coupled with defining and managing risks, will deliver real savings and add value at all stages of the project lifecycle. At Maltbys we help deliver effective, cost efficient and wherever possible, sustainable design solutions, which realise the key objectives for our Clients to the approved budget.

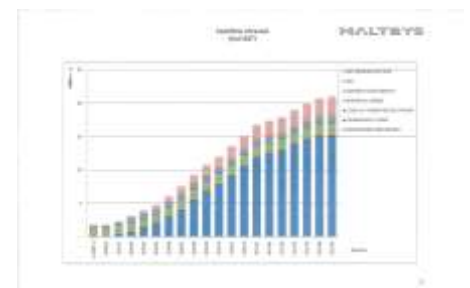
From the critical initial feasibility stage of a project through to its completion, we provide rigorous, reliable and comprehensive cost advice on all aspects of the project which enable our Clients to make informed decisions along the way. A list of our specific Cost Management services is shown below, and is divided between Pre-Contract and Post-Contract services:-

### Pre - Contract

- Project Feasibility studies and Development appraisals
- Estimating and cost planning (from initial m<sup>2</sup> rate estimates to full elemental and trade based estimates)
- Risk identification, analysis and management strategies
- Value Management and Value Engineering (optimising value for money)
- Cashflow forecasting
- Life cycle costing/sustainable solutions
- Procurement strategies and advice
- Advice on selection of Tenderers
- Contractual advice and preparation of Conditions of Tendering and Conditions of Contract
- Preparation of Schedules of Quantities and Builders Schedules
- Preparation of trade work packages for tender
- Compilation of Tender Documents
- Management of the Tender process
- Tender analysis, negotiations and recommendation of award of Contract

### Post - Contract

- Preparation of Contract Documents for signing
- Payment claim assessment and certification
- Cashflow forecast tracking and updating
- Variation claim assessment and negotiation
- Monthly project cost reporting and financial forecast cost to complete
- Reviewing document changes
- Extension Of Time claim assessments
- Final Account negotiation and settlement



## Development Management

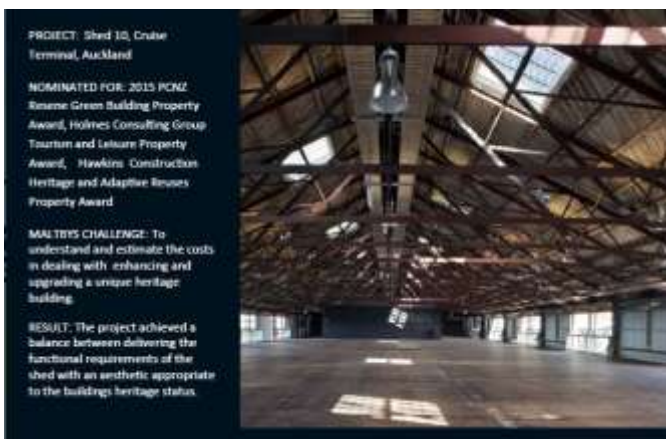
Maltbys can assist by managing the whole development process. Typically this can be by acting as the Client Representative, able to represent our Clients interests to help manage and drive the development process and provide advice throughout the development to ensure the appropriate balance of time, cost and quality to suit the objectives. We can assist, advise and engage a team of Consultants and selection of Contractors who are best placed to help define and meet the objectives and deliver the right result.

- Client Representation
- Engineer To The Contract
- Due diligence
- Project audit and verification service
- Partnering
- Dispute resolution and expert witness

## Project Funder Services

Maltbys delivers a reliable, independent and realistic evaluation of all of the components of a project for a project funder. Maltbys also provides a comprehensive review of the project from inception to completion, helping manage risk by independently maximising the predictability of time and final cost.

- Preparation of development budgets
- Development budget review
- Design and contract documentation review
- Contract review
- Risk identification
- Contingency assessment
- Review of Consent approvals
- Pre-condition certificate report
- Cost to complete reports
- Cashflow analysis
- Programme progress assessment



## Sustainability

The marketability and value of property assets is strongly influenced by sustainability credentials. At Maltbys we have a clear understanding of the issues and opportunities that need to be addressed in any new or refurbishment building project in order to maximise the 'green' potential. Maltbys is a member of the NZ Green Building Council and has a number of NZ Greenstar Accredited Professionals in our team.

- Capital cost advice
- Whole of life and life cycle costing and appraisal
- Cost advice on sustainable solutions/material choices
- Engineering services cost and design review
- Value management facilitation



## Other Services

In addition to our core services, at Maltbys we have the capability, expertise and experience to offer a wide range of other ancillary services that ensure we are able to support our Clients in every possible way.

- Reinstatement estimates for insurance purposes
- Insurance valuations
- Dispute resolution and expert witness
- Due diligence (e.g. for a property purchase)
- Independent project peer reviews/audits
- Building condition surveys
- Asset management advice
- Fire damage reports
- Tax depreciation schedules



# THE MALTBY'S MANAGEMENT TEAM

- Gary Townsend      Managing Director (Auckland)
- David Morriss      Director (Wellington)
- Jeff Turner      Director (Queenstown)
- Philip Molineux      Associate Director (Auckland)
- Phillip McCamish      Associate Director (Auckland)
- Geoff Hayr      Associate Director (Wellington)
- Bernard Chapman      Associate Director (Wellington)

**Solicitors:**                      Snedden and Associates  
**Accountants:**                DFK Oswin Griffiths  
**Bankers:**                      Westpac Banking Corporation  
**PI Insurance:**                \$5,000,000.00

**Website:**                      [www.maltbys.co.nz](http://www.maltbys.co.nz)  
**Email:**                         [admin@maltbys.co.nz](mailto:admin@maltbys.co.nz)



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## AUCKLAND

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# Gary Townsend

**Managing Director** Auckland

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**Phone (DDI)** 09 303 9412

**Mobile** 021 453 014



## Qualifications/Affiliations

Member of the Royal Institution of Chartered Surveyors (MRICS)  
Fellow of The New Zealand Institute of Quantity Surveying (FNZIQS)  
NZIQS Registered Quantity Surveyor (Reg.QS)  
BSc (Hons) Degree Quantity Surveying

## Employment Summary

2007 - Present	Director, Maltbys Ltd, Auckland
2004 - 2007	Director, Maltby & Partners Ltd, Auckland
2001 - 2004	Principal, Maltby & Partners Ltd, Auckland
1999 - 2001	Edmond Shipway, UK
1996 - 1999	Maltby & Partners Ltd, Auckland
1995 - 1996	Magnus Homes, UK
1990 - 1995	W H Wootton Builders, UK
1986 - 1990	Barber Midlands, UK

## Specialist Expertise

Feasibility studies, estimating and cost planning, conditions of contract, post contract cost control, bank reports and drawdowns, client representation and Engineer to Contract/Principal's Representative.

## Sample of Project Experience

- Various Redevelopment Projects for Housing New Zealand
- Diocesan School Performing Arts Centre, Auckland
- Pridelands Development, Auckland Zoo
- Rutland Street (Library 27) Apartments
- Holy Trinity Cathedral, Bishop Selwyn's Chapel
- Rototuna Junior & Senior High Schools, Hamilton
- Endeavour Primary School, Hamilton
- Tarawera High School Redevelopment, Kawerau
- Murupara Area School Redevelopment
- Kelston Deaf Education Centre
- McCrae Way Shared Space
- Great North Road New Lynn Town Centre
- Shed 10 Cruise Terminal, Auckland
- Rotorua Police Station Redevelopment
- Manukau and Manurewa Police Stations, Auckland
- North Wharf Buildings, Wynyard Quarter, Auckland
- Te Wao Nui, Auckland Zoo
- NZDF Papakura Regeneration Project
- Auckland Eye Oasis Surgical Clinic
- Birkenhead Library & Community Centre, Auckland
- Diocesan School Aquatic Centre, Auckland
- Summerset Retirement Villages, Warkworth & Manukau
- The Links Apartments, Hibiscus Coast Retirement Village, Auckland
- Kaitaia Hospital Redevelopment
- Te Puia, Rotorua
- HNZC Ernie Pinches Street Redevelopment, Auckland
- HNZC Development New North Road, Auckland
- Te Rerenga Wairua, toilet block and civis contract, Cape Reinga
- The New Zealand Centre for Conservation Medicine at Auckland Zoo



# David Morriss

**Director** Wellington  
**Email** davidmorriss@maltbys.co.nz  
**Phone** 04 499 1468  
**Mobile** 021 679 904



## Qualifications/Affiliations

Fellow of the NZ Institute of Quantity Surveyors (FNZIQS)

## Employment Summary

2007 - Present	Director, Maltbys Ltd, Wellington
2000 - 2007	Director, Maltby & Partners Ltd, Wellington
1996 - 2000	Director Maltby Management Ltd
1993 - 1996	Associate Director, Maltby & Partners Ltd, Wellington
1983 - 1993	Director, Rider Hunt Holmes Cook Limited
1972 - 1983	Cadet to Partner, Hallam-Eames & Partners

## Specialist Expertise

Extensive project and cost management of major construction projects, elemental cost analysis and estimating. Bank Funding and Certification, Development Management.

## Sample of Project Experience

- Ministry of Education - Numerous Schools
- Te Papa - Wellington
- Pipitea Block - Wellington Girls College (Chaired BOT and Building Committee)
- Wellington Zoo Trust - Numerous Projects
- Ronald McDonald House, Wellington
- Heretaunga College
- Numerous Foodstuffs Projects - New World & Pak 'n' Save over a twelve year period
- Numerous Leaky Building Remediations
- Numerous Earthquake Remediation and Strengthening Projects
- Todd Tower Seismic Strengthening
- Wairau Hospital
- New Zealand Film Archive - Numerous Projects
- Refurbishment Trekkers Hotel
- CentrePort Master Planning
- Wellington Waterfront Ltd - Various Projects
- Beehive Refurbishment stages 1, 2 & 3
- Lambton Tower, Wellington
- Wakefield Hospital Redevelopment, Wellington - Numerous Projects
- Athletic Park Retirement Villages, Wellington
- Summerset Retirement Villages - Numerous Villages
- Oriental Parade Apartments, Wellington

# Jeff Turner

**Director** Queenstown  
**Email** jeffturner@maltbys.co.nz  
**Phone** 03 442 5965  
**Mobile** 021 627 433



## Qualifications/Affiliations

Member of the New Zealand Institute of Quantity Surveyors (MNZIQS)

## Employment Summary

2007 - Present	Director, Maltbys Ltd, Queenstown
2000 - 2007	Director, Maltby & Partners Ltd, Queenstown
1997 - 2000	Associate Director, Maltby & Partners Ltd, Queenstown
1990 - 1996	Associate Director, Maltby & Partners Ltd, Auckland
1978 - 1990	Maltby & Partners Ltd, Auckland

## Specialist Expertise

Cost Estimating, Planning and Control, Quantitative Analysis and Contract Administration.

## Sample of Project Experience

- The Station Development Stage 2, Queenstown
- Queenstown Primary and Wakatipu High Schools Classroom Blocks
- Sofitel, Queenstown
- Commonage Close Development, Queenstown
- Eichardts Hotel Redevelopment, Cottages and Stage 2 Extensions, Queenstown
- The Hermitage Hotel Extensions/Refurbishment and Edmund Hillary Centre, Mt Cook
- Queenstown Memorial Hall Renovations
- Golden View Lifestyle Village, Cromwell
- Aspiring Lifestyle Retirement Village, Wanaka
- Aspiring Enliven Care Centre, Wanaka
- Dairy Corner Redevelopment, Queenstown
- Coronet Peak Base Building Redevelopment
- Remarkables Ski Area Base Building
- Millbrook Resort, Reidhaven Developments, Streamside, Coronet Square, Taramea Square, The Pioneers and Mica Ridge
- Terrace Junction, Queenstown
- The Landing, Queenstown
- Lakeshore Spring Apartments, Wanaka
- The Heritage Hotel Conference Centre, Queenstown
- Barley Station, Crown Terrace, Arrowtown
- Queenstown Airport Corporation Noise Plan Change
- Millennium and Copthorne Hotels, Queenstown
- Hulbert House Restoration, Queenstown
- Residence Du Lac Apartments
- Lot 6 Mill Green, Millbrook
- Jucy Backpackers, Queenstown
- Beachlands Junction Development, Auckland
- Development Bank Funding Certification

# Philip Molineux

**Associate Director** Auckland

**Email** pmolineux@maltbys.co.nz

**Phone (DDI)** 09 303 9418

**Mobile** 021 234 3196



## Qualifications/Affiliations

Member of the NZ Institute of Quantity Surveyors (MNZIQS)  
Green Building Council New Zealand, Accredited Professional, GSNZAP  
Bachelor of Science in Quantity Surveying (UK)  
Member of the NZIQS BIM Committee

## Employment Summary

2007 - Present	Maltbys Ltd, Auckland
2005 - 2007	Maltby & Partners Ltd, Auckland
1994 - 2005	Derek Evans and Partners, Walsall, UK
1987 - 1994	Cyril Orchard and Partners, Telford, UK

## Specialist Expertise

Cost Planning/Estimating, Post Contract Cost Control, Lender and Bank funding certification, Employers Agent, Defects Management Service, Green Star NZ Accredited Professional, CostX and computer measurement systems.

## Sample of Project Experience

- Western Springs College Redevelopment
- Otahuhu College Library Remediation
- Papatoetoe School ESOL Remediation
- HNZC Maroa Rd/Tuata St
- Nga Taitea Wharekura
- Reremoana School
- Anzac Avenue Apartments Auckland
- VSA Veterinary Clinic , Auckland
- Te Wharekura Rakaumangamanga
- Reddy Group/Tanoa Hotels — Tanoa Plaza, Tusitala Resort
- Whangaparaoa School
- Shed 10, Queens Wharf, Auckland
- Mataatua Wharenui Marae Development, Te Runanga O Ngati Awa, Whakatane
- Kelly Tarltons Underwater World Redevelopment
- Dilworth Trust Board—Various Maintenance Reports and Insurance Valuations
- HNZC Ladies Mile Apartments, Auckland
- ANZ - Project Bank Funding Certification, Various Projects
- Bank of New Zealand - Project Bank Funding Certification, Various Projects
- Westpac Bank - Project Bank Funding Certification - Various Projects
- Alfriston College, Staged Development of New School
- Various Executive Dwellings
- Various EQ Strengthening works including churches and heritage buildings

# Phillip McCamish

Associate Director Auckland

Email pmccamish@maltbys.co.nz

Phone (DDI) 09 303 9417

Mobile 021 222 9280



## Qualifications/Affiliations

Affiliate Member of the NZ Institute of Quantity Surveyors (NZIQS-Affil)  
Bachelor of Construction Degree in Construction Economics (BCon)  
National Diploma in Quantity Surveying (NZ)

## Employment Summary

2005 - Present	Maltbys Ltd, Auckland
1998 - 2005	Fletcher Construction Building, Auckland

## Specialist Expertise

Estimating & cost planning, value engineering, schedules of quantities, procurement and contract negotiation, post contract cost control.

## Sample of Project Experience

- Te Hururi Primary and Waiheke High Schools
- Upper Queen St Apartments
- Northland College Redevelopment
- Westgate Multipurpose Facility
- Le Roys Bush lookout
- Birkenhead Mainstreet
- Takapuna Grammar School, Block N and Main Block Redevelopment
- Holy Trinity Cathedral Completion Project
- Kelston Deaf Education Centre
- Westhaven Promenade
- Oasis Surgical Clinic at Auckland Eye
- Northern Arena Swim School, Silverdale
- Manurewa Police Station Redevelopment
- North Wharf Buildings at Wynyard Quarter
- BNZ Tower Mall Redevelopment
- Birkenhead Library and Community Centre
- Summerset Retirement Village, Manukau
- Links Apartments, Hibiscus Coast Retirement Village
- New Zealand Centre for Conservation Medicine, AKL Zoo
- Birkenhead Ferry Terminal, ARTA
- University of Auckland Engineering Library Refurbishment
- Auckland University of Technology Business School
- Mount St Student Accommodation Apartment Building
- Kindercare Head Office Building
- Auckland Hospital Radiotherapy Bunker
- The Royal and Sun Alliance Centre (Vero Building)
- Auckland University of Technology, Blocks B & C Refurb

# Geoff Hayr

Associate Director Wellington

Email geoffhayr@maltbys.co.nz

Phone (DDI) 04 499 1468

Mobile 027 320 8042



## Qualifications/Affiliations

Affiliate Member of the NZ Institute of Quantity Surveyors (NZIQS-Affil)

Bachelor of Building Science (BBSc)

Green Star NZ Level One (NZGBC)

Member of the NZ Society of Construction Law Inc.

## Employment Summary

Oct 2015 - Current	Associate Director, Maltbys Ltd
Feb 2015 - Oct 2015	Senior Quantity Surveyor Maltbys Limited
Jan 2012 - Dec 2014	Project Manager, Bilfinger RE Asset Management, Darwin, Australia
May 2011 - Dec 2011	Quantity Surveyor, QS Services, Darwin, Australia
July 2008 - May 2011	Intermediate Quantity Surveyor, Maltbys Limited
Aug 2005 - July 2008	Assistant Project Manager, Octa Associates Ltd
Oct 2004 - Aug 2005	Cadet Quantity Surveyor, Brown & Watson Ltd

## Specialist Expertise

Estimating, Cost Management/Contract Administration, Project Management, and an in depth knowledge of Ministry of Education Guidelines & Processes, and of Corrections projects.

## Sample of Project Experience

- McLean's Mansion - Expert Witness to the Environment Court
- Kelburn Normal School - Redevelopment Project
- Ganges Road, Khandallah - Residential and retail development
- Christchurch Men's Prison - Enhancement and Seismic Upgrade Project
- Christchurch Schools Cluster - Avonhead, Papanui, Shirley, Waltham, Little River & Wharenui Schools
- Coastlands Shoppingtown - Bridge Foodcourt Extension and Takiri Building
- Numerous residential insurance reinstatement estimates/expect witness engagements - Christchurch
- Numerous residential leaky building remediation estimates - Wellington
- Northern Territory Secure Facilities PPP Project (\$495m)
- Numerous other MOE masterplan, refurbishment, remediation and new build projects. Including Heretaunga College redevelopment, Porirua College redevelopment, Hutt Valley Activity Centre.
- Wellington Waterfront Ltd - Taranaki Street Wharf Public Space
- Broadway New World - Alterations & Extensions
- Palmerston North Pak'N Save - Two Stage Extension & Refurbishment
- Summerset Villages Aotea, Hastings, Napier & Wanganui - Contract Administration
- New Zealand Post, Retail & Kiwibank - Estimating, Cost Management

# Bernard Chapman

Associate Director Wellington

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Phone (DDI) 04 499 1468

Mobile 021 246 3176



## Qualifications/Affiliations

Member of the NZ Institute of Quantity Surveyors (MNZIQS)

Member of Quantity Surveyors International (MQSi)

Member Society of Construction Law – NZ Branch

NDQS Quantity Surveying, Unitec, Auckland - NDQS

## Employment Summary

May 12 - Current	Maltbys Limited, Wellington NZ
July 09 - April 12	Rider Levett Bucknall Limited, Auckland NZ
Jan 08 - May 09	Intermediate QS Potter Raper Partnership, London UK
Feb 05 - Dec 07	Junior QS Mallard Cooke & Brown Ltd, Auckland NZ

## Specialist Expertise

Cost Management, Contract Administration, Contractual Issues, Estimating, Scheduling, Insurance claim settlement, insurance valuations, and earthquake strengthening & repair work including Mediations and Expert Witness.

## Sample of Project Experience

- Te Papa – TOI ART Exhibition, Completed, Natural History Refresh, Ongoing, Chiller & Cooling tower replacement, Ongoing
- Makara Road Development
- Bulls Community Centre – ongoing
- Kiwibank Fitout at 20 Customhouse Quay
- Kapiti College, New Performing Arts Centre
- Christchurch Schools past 12 months; Christchurch Boys High School New Build Hall, Wharenui School, Waltham School, Rawhiti School D&B GMP new build.
- Wellington Schools last 12 months; Aotea College Rebuild, Khandallah School, Wellington Girls College, QMC.
- Insurance claim reviews, valuations and resolutions, residential and commercial small and large scale, including expert witness and mediation work, clients including Vero, Southern Response, MAS, Cunningham Lindsey, Crawfords, homeowners and others
- Newtown Fire Station Refurbishment
- Wellington Zoo – Meet the Locals (PM and QS Roles – Full Service), Chimp Enclosure Refresh
- Wellington City Council – Discovery Garden, Botanical Gardens, Full Service
- MOE Schools Christchurch Earthquake settlement, lead QS for the Insurer
- MCH – Redevelopment of Dominion Museums Building, Business Case, Wellington
- MCH – The Great War Exhibition, Dominion War Museum, Wellington
- Dunsandel Community Centre New Build, Selwyn District Council
- Foodstuffs Auckland & Wellington – New World & Pak N Save Supermarkets Various

# CLIENTS AND CHARITIES

A selection of our valued clients.



At Maltbys, we have a strong people focus and we are proud to support the following Charities.

