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## THE FULL MEASURE



### SPCA Project Re-home



Maltbys Wellington are pleased to be involved with Wellington SPCA's relocation to the former Fever Hospital. Wellington City Council have undertaken to strengthen the existing buildings and the SPCA will be responsible for the internal fit-out to suit their needs including a Veterinary Theatre and Education Facilities. In addition to this will be the construction of a new Kennel Building and a Loading Dock. Hawkins have been appointed main contractor on a P&G and margin basis. The project has just been given the go-ahead to enter the detailed design phase with trade packages being tendered during April this year. All being well, the project will start in May with completion before the end of the year.



### Current Projects

#### Wellington Office

Strathmore Community School  
Queen Margaret College  
Ronald McDonald House  
Wellington Zoo The Hub  
Oban Crescent  
Newlands New World  
Island Bay New World  
New World Whitby  
Stoddard Road  
Foodstuffs Kiln Street Fitout  
DOC- Christchurch  
DOC- Wellington  
Wise Street, Wainuiomata  
Wairoa Hospital  
Te Papa Museum

#### Auckland Office

Rotorua Police Station  
Alpha Labs  
New Lynn TC Gt Nth Rd  
Sunnyside Special School  
Sir Keith Park Special School  
The Gardens School  
MOE Kura Redevelopments  
Holy Trinity Cathedral  
Westhaven Cycle & Walkway  
Pasadena Beach House  
Kelston Deaf Education Centre  
Cruise Terminal Shed  
Aotea Centre Weathertightness  
Marsden Cross Trust Board

#### Queenstown Office

Barley Station  
Ardmore Street  
Zed Zed 2  
Peacock House  
Berkshire Street  
Fong Gabler House  
Hallenstein Street

#### Christchurch Office

Ashburton Museum & Art Gallery  
Methodist Church  
Idris Road

## Wellington Zoo -Meet the Locals



The next proposed major project will be a New Zealand precinct, with the working title 'Meet the Locals.'

Meet the Locals will encompass diverse areas of New Zealand's natural landscape and ecosystems, from alpine mountains to riverbeds and sea shores. Meet the Locals will also celebrate the legacy of agriculture in New Zealand and highlight the close relationship we have with domestic animals alongside the conservation impacts of agricultural life.

There will be a strong emphasis on sustainability and environmental practice. Meet the Locals will leave visitors with a greater understanding of the natural world around them and the small steps they can take to help protect it.

Meet the Locals is also the perfect place to showcase Wellington Zoo's main conservation messages:

1. Responsible pet ownership – cats in at night, dogs on leads
2. Buy sustainable wood from an FSC (Forest Stewardship Council) source
3. Reduce, reuse and recycle

Maltbys are proud to be part of this team and look forward to the completion of this exciting new development.



**MALTBYS**

## RICS Extract July 2012 Edition

### Getting Back To Normal

Consulting in construction is changing, says Edward Haigh, and is driven not only by economic factors but what clients now want from their professional advisors.

Like any other sector, consulting has had its fair share of ups and downs over the last few years, including those firms operating in construction. Buffeted first by the storm in the financial service sector and then by cutbacks in the public sector consulting expenditure, the question on the lips of most consulting practitioners has been 'when do we get back to normal'?

Most, quite reasonably, expected the recovery to be as short and sharp as the crash - **that's certainly what recent history** would have taught them. But a stalled recovery in Europe, combined with a re-appraisal by many organisations of how they use consultants, has given rise to different question: is this the new normal?

The answer to both yes, and no. Yes, in that's there is no apparent let up in the pressure clients are putting on their consultants expenditure, and in the almost complete absence of any visibility about what's coming next. But No to two important ways: firstly in that recovery must lie somewhere out there in the fog of uncertainty, supported by a growing body of evidence suggesting that when things do finally clear the line between internal and external resources will have been redrawn in favour of consultants. But No, also, in a far more profound sense - because there may, quite simply, be no 'normal' in consulting any more.

#### Client Understanding

Discussions about the size of the consulting industry fail to address a more important point which is that clients are fundamentally reappraising what they understand consulting to be. We recently heard from more than 400 end-users of consulting services in private sector organisations across Europe and the Middle east as part of research for our 2012 Client Research Programme - it told us that clients have increasingly sophisticated views about how they want to use consultants.

There are some areas of consensus: in general, the movement is towards using specialists rather than the more generalist type of consultant that has become associated with the big-firm, pyramid-based consulting model. On the surface, that's **good news for those quantity surveying and project management specialists reading this. But it doesn't automatically** imply a wholesale shift in expenditure from big firms to small ones.

Indeed, another area of agreement is around the use of consultants to validate internal thinking: that's something which, our research found, represents a significant proportion (perhaps about 15%) of all consulting that is bought and with **which clients tend to be remarkably comfortable. It's also the preserve of the big, global consulting brands whose name** carries weight and reassurance for all the stakeholders in a project.

**The most diverse views concern the question of implementation. It's a recognised fact that clients have become** increasingly interested not only in getting advise from consultants, but in using them to implement that advise - witness the number of firms which now lay claim to an unique ability to bridge the gap between one and the other. But most clients remain unconvinced that consulting firms really understand what they mean where implementation is concerned.

#### Cultural Fit?

Some do, indeed, want a consultant who will come in and get their hands dirty. But others want to use consultants either to train and motivate their own staff as these get their hands dirty, or simple to bring their knowledge and experience to bear in a supervisory capacity. For some, the cultural fit between consultant and client is of paramount importance, for **others it doesn't matter.**

The point is that what clients now really value in a consulting firm is an ability to play different roles - to tear up the old **consulting business model in favour of one that's more flexible and more finely tuned to their needs. Of course, not every** consultant works for a firm; many chartered surveyors consult as individuals and for them the challenge are subtly different. While effortlessly ticking the specialism box, the challenge is now about their ability either to play more than one role themselves (the advisor and the implementer, for example) or to partner with people who can do what they **can't.**

Either way, the ability to approach every new project with deep experience, brilliant ideas and a blank sheet of paper, is likely to be critical. Perhaps that should have been normal all along.

Edward Haigh is a Director at Sourceforconsulting.com

## New / Old Faces

### Tony Dawson

It is with sadness that we say farewell to Tony Dawson. When Tony started with Maltbys in 1996 it was for a temporary stint while he was here on his OE from Britain—he never got to go back home. He was hijacked by a New Zealand woman. Tony became a Principal in 2001 and then went on to become a Director of Maltbys Ltd in 2007.

Tony was first based in Wellington and then moved to the Queenstown office where later he also set up the company office in Christchurch. Tony moved back to Wellington in 2011 to help David Morriss run the Wellington office.

Unfortunately, the call of the deep south was too strong and the family missed Arrowtown.

Tony has continued to work on contract, particularly in Christchurch.

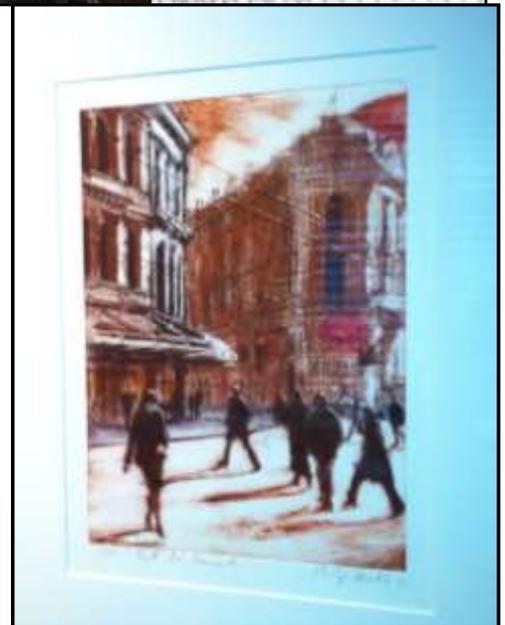
David and Tony have a wonderful history of serious debates on matters of contract, matters of principal and matters of consequences, and David will miss that interaction.

We have had a lot of laughs over the years with Tony and Christina, with their high energy levels and lively spirit, both in work and socially.

David stayed a weekend with the family recently in Arrowtown and was treated to true southern hospitality with slow cooked lamb shoulder. Hopefully there are more to come. We wish Tony, Christina and Sarah all the best in Arrowtown.



This picture is of the Wellington Railway Station, it was one of Maltbys first jobs.



This is a picture of the old BNZ building before it was upgraded. Tony was the QS for the upgrade.

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## New / Old Faces

### John Clelland



It was finally time to give John Clelland the long service recognition that he deserved. John has been with the company for 47 years as employee, associate, director and finally as a contractor.

Obviously John has seen many changes in the world of Quantity Surveying and many stories were told like the time he led a team to a lunch and offered to drive. So five were sitting in the back seat and there was a race to see who could get to the venue the quickest. He won even though the car was really sitting down at the back. John has been the perfect gentleman, loyal, honest, extremely thorough. John is a car enthusiast and has had many cars over the years, at present he has five.

It is said that no-one ever really retires from Maltbys Auckland, so maybe John will still be seen in the office during the bowls off-season!

John and Annette are going to take some time out to visit the South Island in the Autumn.

### Yvonne Andrew

Yvonne first started working for Maltbys as a employee cadet approximately 40 years ago and went on to become an associate, and finally leaving us as a contractor. Yvonne was the very first Registered Female Quantity Surveyor in New Zealand and I am sure lots of young ladies look up to her. In her 40+ years in the profession you may have been taught by Yvonne as for a period of time she taught at Unitec.

Yvonne is going to enjoy a well earned retirement and be able to spend more time with her family along with her passion to paint. We will miss your thoroughness, attention to detail and ability to get the job completed on time. Skills that you have taught us all.

Best wishes Yvonne on your retirement, but from what you were telling us, you will have busy days ahead and we look forward to seeing your smiley face back in the office sometime soon.



# MALLTBYS

SOCIAL EVENTS

## Wellington Christmas Party



The Wellington Maltbys team were to venture out to sea on a fishing trip. This was abruptly brought to an end before it began with engine trouble causing the skipper to cancel the sailing. Alas, we were left hastily organizing an alternative Christmas activity. Votes were tallied and it was decided that a South Coast Seal Safari was to be undertaken!

**After a hearty meal at Joe's Café, and a few beers under our belts, we set out in search of the New Zealand Fur Seal.** Only minutes out of the city and through low cloud we ascended onto our tour guide's private farm. Suddenly before us (after being whistled to and tempted with bread) we were face to face with a stag and his mate (who are not genetically able to bare fawns, but apparently they have!). Intrigued with Mother Nature we carried on through the vast lands of Brooklyn in our trusty Land Cruiser.

The South Coast became visible the lower we got, until we finally reached the rocky base known as Sinclair Head. Our guide informed us not to get between a seal and the sea or we could be in trouble. They can move very quickly and have sharp teeth (not to mention the smell!). **It didn't take long before the first seal was spotted** – about 15 meters from where our trusty Land Cruiser was parked. Nervously we took advantage of the photo opportunities whilst a male seal relaxed on a rock. After risking life and limb to obtain photographic evidence of these creatures, our tour guide presented us with gourmet muffins and freshly made Manuka tea mixed with another herb found locally.

With afternoon tea over and felling warm and fuzzy, we saddled up once more to continue on our 4WD adventure. Parts of the track were treacherous as erosion had caused slips to make it almost impassable. However our highly experienced guide **negotiated our way through the rocky shore and over Devil's Pass onto a route known as Red Rocks.** Civilization was just around the corner as rocks became tarmac and heart rates became steadier.

Our adventure over, we returned to our starting point of Tory Street. **Joe's Garage was a welcome sight after such a perilous journey** and another beer was needed to settle the nerves.



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Auckland Christmas Party



The Auckland office started with their end of year function by quad biking in the Woodhill Forest. Four brave soles braved the conditions to get their explosive thrill on the bikes. The tide was nearly in and once they turned a corner there was no way forward except to get wet. But they all made it around the corner, a bit wet but safe. The Woodhill track takes in the forest, along with the beach, giving some amazing scenery along the track.

After this we met up with our partners for a evening at Pescado on North Wharf. Maltbys provided the Quantity Surveyor Services for this development and so it seemed fit to visit now that it was fully complete. Pescado has a very retro atmosphere with some very old furniture and plates. Nothing matches which just enhances the ambiance. We had different dishes arriving that were true Turkish. However the desert was traditional which was the capping of a wonderful evening.



Auckland Children's Christmas Party



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