



# MALTBYS

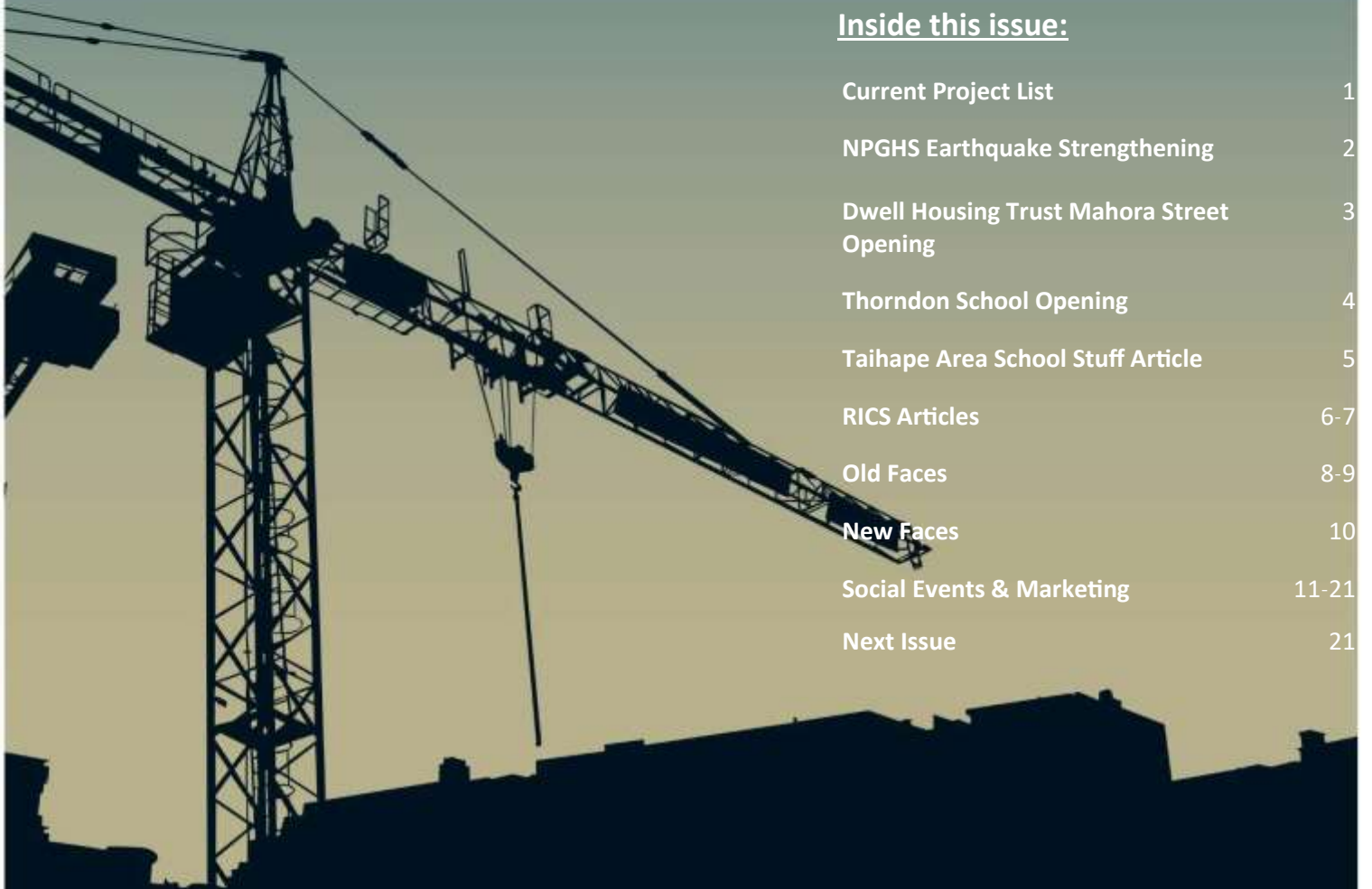
DEFINING COSTS · MANAGING RISK · DELIVERING RESULTS

## THE FULL MEASURE

ISSUE: JUNE 2019

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# Current Project List

## Wellington Office

Kapiti College Performing Arts Centre	HNZ Naenae
Aotea College	Manawatu Prison
Taranaki Schools Cluster A and Cluster B	Hutt Valley Medical Centre
Linwood Avenue School	Te Aro School Blocks B and C
Brooklyn School Refurbishment and Extension	Naumi Hotel
Churton Park School Redevelopment	18 Oriental Terrace
HNZ Castor Loop	Northland School
Whites Line East Redevelopment	Levin Medical Centre
Te Papa Museum of New Zealand Roof HVAC	HNZ Hamilton Tranche 2
Department of Corrections Rapid Deployment of Prison Accommodation	Bishop Sneddon Retirement Village
54 Webb Street Apartments	MoE Hawke's Bay School Bundle
Trent Street Townhouses	Manukura
NPD Projects	Palmerston North City Council Square East 2
Napier Boys High School	HNZ Seddon Street
Seatoun Heights Development	HNZ White Lines East
HNZ Strathmore	Maidstone Intermediate
	Aspiring Enliven Care Centre

## Queenstown Office

The Freshwater Apartments, Queenstown	M-Space Industrial Development, Frankton
Golden View Lifestyle Village, Cromwell	Domaine Thomson Winery, Cromwell
Bullendale Residential Development, Arthur's Point	Marram Trust Apartments, Queenstown
Gibbston Valley Wines Lodge & Spa Development	Forest Lines House & Amenities, Queenstown
Arrowfields Subdivision, Arrowtown	820 Frankton Road
The Heights Subdivision, Wanaka	Onsen Hot Pools
Red Cottage Drive Development, Lake Hayes Estate	

## Auckland Office

Aotea Centre Refurbishment	Hayman Park Redevelopment
Western Springs College Redevelopment	MOE Central North & East Coast Bundles
Takapuna Grammar School Redevelopment	Westgate Multipurpose Building
Hotel One, Dominion Road	HNZC Various sites
Salvation Army Royal Oak Housing Development	46-48 Cryers Road Industrial Park
OKLA (Kingsman) Apartments	Golden Sands School Stage 4
Arvida Copper Crest Village, Tauranga	Massey University Wetlands 1
Arvida Cascades Village, Hamilton	Massey University Carpark
Papamoa College Stage 3	Westlake Boys' School Language Block
Waiheke Island Primary & High Schools	Lloyd Elsmore Park Multi-purpose Facility
Diocesan School for Girls' Stage 2 Performing Arts Centre	Pakuranga College New Classroom Block
Dilworth Junior School New Gymnasium	Arvida Mary Doyle Village
The Northern Club, Bankside Extension	Windsor Park Multisport Facility
Aotea Centre Shared Services Building	Manukau Station Road Streetscape
Otara Park Redevelopment	Te Wharekura Nga Purupara
	Cedar Ridge Development

# NPGHS Earthquake Strengthening



Maltbys is involved with a number of school projects and one school, as part of the Taranaki Cluster project, was featured in a [Stuff article](#) in January earlier this year. The Block B school building at New Plymouth Girls' High School, which was originally built in 1926, is undergoing earthquake strengthening and re-roofing.

Block B is just one of a few different projects that will be undertaken at New Plymouth Girls High School from now until approximately 2021.



Developed Design of the finished structure, courtesy of Designgroup Stapleton Elliot



# Dwell Housing Mahora Street Opening



The Dwell Housing Trust project at Mahora Street is now complete and Maltbys were invited along to the opening on Wednesday the 19th of June.

The project will supply 14 affordable and quality homes for those in need and of low income in the Wellington region. Maltbys was proud to support this project with both Project and Bank Quantity Surveying services.

Alison Cadman had this to say about Maltbys: "This was a highly successful project that came in on time and just under budget. The Maltbys team were a key part of this success and a very important part of what was a great project team. Matt and David were always very organized, approachable and supportive, always giving good advice. Bring on the next project!"



For more information about this project, you can watch the video Dwell created [here](#).

Left: David Morriss and Matt Kotsifakis chat to Alison Cadman who runs the Dwell Housing Trust during the opening of the Mahora Street housing project.

# Thorndon School Opening

Maltbys Wellington were invited to celebrate the opening of Thorndon School



Maltbys Wellington were happy to be invited to the opening of the Thorndon School Project. The project involved creating Innovative Learning Environments for the students and teachers while keeping the school's aim of "Developing independent and creative thinkers and learners" in mind.

Maltbys staff were treated to the Te Aroha and Tiaho mai ra waitata, student speeches, an address from the principal and another from the Minister of Education, Chris Hipkins as well as presentations, a band and the ribbon cutting ceremony. All of this was then followed by a tour of the school.



Top: One of the completed buildings of Thorndon School.

Above: The architect, Mckenzie Higham's, rendering of the school.

Left: Chris Hipkins, the Minister of Education, gives a speech at the school's opening.



# Taihape Area School Stuff Article

One of the Maltbys Wellington projects was recently featured in a Stuff article.



One of Maltbys Wellington's projects for the Ministry of Education, Taihape Area School, recently had an article on [Stuff.co.nz](https://www.stuff.co.nz).

The school is undergoing a \$10m rebuild after issues such as water leakage and issues with heating were discovered. The rebuild is of the main building which houses administration rooms as well as classrooms so Maltbys will work to ensure that students and staff alike are kept cool in summer and warm in winter, providing an environment for peak learning.

Above: The entrance of Taihape Area School and outside of the building

Right: An inside shot showing the unique art of the school.





A copy of an article titled 'Procurement on a sound footing' written by John Nielsen in the February/March 2019 edition of RICS Construction Journal



Mark Farmer's 2016 review of the UK construction labour model was given the incredibly apt title *Modernise or die*. This root-and-branch review of the industry challenges all involved in construction to ensure a sustainable future.

The construction industry is at a major juncture, where old processes and practices are becoming more and more unsuitable for the modern world. Ridiculously low profit margins, a race towards cheaper and cheaper tenders, adversarial contracts and a disparate industry are together finally taking a toll. We must act now. The industry will not disappear, but to make it sustainable we must change it both internally and externally.

One key area is procurement: basic problems always arise with this, yet have never been addressed. Poor procurement processes and a desperate lack of understanding as to what value means still cause the sustainability of our industry to be questioned. The race to the bottom is inexorable and dangerous. This runs through the whole industry, from clients to consultants to contractors to manufacturers. The industry is following a blueprint that seems to have pervaded all sectors: equating a fair price with the cheapest, which

is certainly not always the case. We must develop a standard, intelligent procurement system. Clients must look at what they actually want, and the industry must be truthful about what it can actually provide.

One of the main issues in procurement is the overcomplicated tender process and repetitive documentation we have to complete. For decades we have used various tender processes: single-stage, two-stage, design and build, traditional or competitive. Each has its place but each also has its issues. The money and time expended by the industry on tender processes is not proportional to the work undertaken.

For instance, we are often required to complete large tender questionnaires when having a Constructionline membership with all of our details is meant to be enough to confirm we are achieving acceptable standards. Why? Questionnaires often differ just enough so that standard replies cannot be used, and ask for in-depth responses that cover the quality assurance and construction processes to be used. Invariably, these responses are never reviewed, and the price is the only element that is considered. It's not hard to see why the usual tender processes are vilified.



A copy of an article titled 'Procurement on a sound footing' written by John Nielsen in the February/March 2019 edition of

Other issues include the following:

- **value engineering:** the build costs are more than envisaged and savings have to be made
- **payment terms:** while the Construction Supply Chain Payment Charter looks to ensure that payments are made within 30 days, consultants, manufacturers and contractors often have to deal with 90-day periods from invoice to payment
- **unattainable frameworks:** frameworks for construction services provision can make unreasonable and disproportionate demands on local, small or medium-sized enterprises, with which only large businesses can comply
- **retention:** the monies held by clients at the end of a contract to cover the defects period are often retained for excessive periods.

The government's *Construction 2025* industrial strategy ([bit.ly/UKCons2025](http://bit.ly/UKCons2025)) and the associated *Sector Deal* ([bit.ly/IndusStratSecDeal](http://bit.ly/IndusStratSecDeal)) have highlighted the ambition to embed a more strategic approach to procurement. The Construction Leadership Council's report *Procuring for Value* ([bit.ly/CLCProc4val](http://bit.ly/CLCProc4val)), produced in direct response to this, has begun a process that should, during 2019, see all parties in the industry sign up to a definition of value that accounts for more than just basic capital cost. This means considering quality, whole-life cost, supply chain, skills, employment, environmental sustainability and health and safety.

As an industry we must speak as one, understanding that we are all necessary and perform worthwhile duties that need a fair payment. A good starting point would be for us to all agree that reasonable profit is not a dirty concept – indeed, it is the backbone of most industries. An understanding that time and effort expended at the beginning of a project can help their subsequent completion and enhance whole-life value and user satisfaction is essential.

The Construction Industry Council North East is developing a construction strategy for the North East Local Enterprise Partnership. We believe that, in order to create a sustainable industry, we have to look at waste in the industry, whether that be time, resource, or physical construction waste, and procurement is a major factor in this. We believe in intelligent procurement, taking into account the wider regional picture. Our recommendations include the following.

- Local authorities should ensure that all local firms can tender for projects. This supports jobs and advancement in the local area.
- If you as a company know you have a body of work to be undertaken over a number of years, liaise with the industry so that it can service this. Surety of work is the basis for firms to develop staff and take on apprentices, ensuring further industry growth.

## The industry is following a blueprint that seems to have pervaded all sectors: equating a fair price with the cheapest

- Look for a fair price – tender to five contractors, remove the top- and bottom-priced submissions and take the one closest to the median of the remaining three. This would cut out those companies that simply quote cheaply and hope to increase their income on the project by other means. You can therefore quickly get to an actual fair price. The Northern Irish government is in the process of agreeing to trial this method for some government projects.

- Clients should ask to see that the price given incorporates profit and allowances for research and development. Ask for separate quality sections that cover ability and experience to undertake the work and use these to choose which submissions to assess financially. Commit to quality and work towards it.

As the UK leaves the EU and therefore may no longer have to adhere to *Official Journal of the European Union (OJEU)* rules, we may have more freedom to try some of these options, although obviously some of the rules built into UK legislation may have to change. Brexit and its effects on our industry still represent a huge unknown, but the potential to ease procurement rules may be one of the few positive aspects of the process. The government is putting plans in place in the event of a no-deal Brexit, and it has confirmed that the UK will set up its own electronic tender notification platform to replace the *OJEU* Tenders Electronic Daily platform.

How we take our industry forward rests in our hands. Fair and honest procurement processes can help us progress and ensure that the necessary modernisation is achieved and skilled individuals are attracted to our industry, in turn ensuring the sustainability of the UK construction sector. Modernise and thrive.

John Nielsen is director of CK21 Ltd, regional chair of the Construction Industry Council (CIC) North East and CIC nations and regions champion, vice-chair of Constructing Excellence North East and chair of the NE Regional BIM Hub [j.nielsen@ck21.co.uk](mailto:j.nielsen@ck21.co.uk)

**Related competencies include:** Procurement and tendering



# Old Faces



## Tom Schimanski

Tom joined Maltbys Auckland office in May 2015. He is off on a cycling adventure through Turkey, Iran, Turkmenistan and China.

Though Tom will be sadly missed, we wish him a happy, safe and injury free journey and look forward to welcoming back to the Queenstown office upon his return.





# Old Faces



## Alex Boyle

Alex joined Maltbys in July 2014 and will be greatly missed as a member of the Auckland team.

In his time at Maltbys, Alex has married, become a father to baby Malo, completed his Masters of Construction Management, moved to Japan and bought a house.

Alex will be working remotely for Maltbys on contract.





Hi, I'm Kathryn and I joined the Maltbys team in May 2019. I've been working as a QS in Auckland for a little over 2 years now and was with a large contractor before that.

Most of my experience to date has been Ministry of Education work, high end residential estimating and leaky build remediations. I completed the Diploma in Construction through Unitec in 2017 and have been working away at the Degree in Quantity Surveying ever since with Massey University.

Outside of work, I love exploring New Zealand as much as possible (when I'm not stuck in the Uni library). I try to get out on the boat fishing whenever the weather permits and am slowly trying to tick off all the Great Walks.

It's been awesome getting to know everyone in the Auckland office and I look forward to meeting others in the Maltbys team soon.



**Kathryn Sheehan**  
Quantity Surveyor  
Auckland

Hi, I'm Nathan and I joined the Maltbys team in May 2019. I've been a QS for just over four years, working as a PQS and a Contractors QS.

Previously I worked as a structural draftsman for over five years. I have had varied experience from Remediation and new build projects along with historic structural strengthening upgrades. I completed the Diploma in Architectural Technology through Unitec in 2009 and have completed Bachelor in Construction majoring in Property Development and Construction Economics in 2015.

Outside of the office I am passionate about the outdoors and try to get out fishing and diving every opportunity I am given (weather permitting). It has been great joining the team at Maltbys.



**Nathan Pont**  
Quantity Surveyor  
Auckland

## SOCIAL EVENTS & MARKETING

1. NZIOB Golf Day
2. Wellington Office 90th Anniversary Trip
3. Auckland Office Midwinter Event
4. Wellington Office Rangitikei Midwinter Christmas
5. Property Council Golf Day
6. Wellington Office Quote Competition
7. NZIQS Maltbys Monday
8. Wellington Office Temporary Member
9. Nuri Kaya's 21st Birthday



# NZIOB Golf Day



Maltbys Wellington sponsored another golf hole at the NZIOB Central Chapter Golf Day in March earlier this year.

This annual event comes with a twist, each hole tweaks the usual ball-into-ground premise of golf and adds onto it. Maltbys Wellington decided they would grab a couple remote control cars and a blindfold, creating a course in which blindfolded person had to trust their partner to guide the car they were controlling through a course that ended by successfully guiding the car and golf ball through the legs of their partner.





# Wellington Office 90th Anniversary Trip



The Wellington team went on a team bonding exercise which consisted of a quad bike Adventure!

Kitted out in wet weather gear to fend off whatever the foreboding grey clouds threatened them with, the team greatly enjoyed their time outdoors, dashing through rivers, rumbling through mud and relaxing at the views on a hilltop overlooking rolling green landscape with the ocean beyond.

A team dinner at The Butcher and Brewer afterwards in Petone filled up bellies and cool beverages relaxed overworked muscles. It was a fantastic outing that we look forward to again.





# Auckland Office Midwinter Event



The Auckland office held their internal Midwinter event celebration at a variety of places.

Some of the team participated in paintball, while others went to mini golf, congratulations going to Lily Zhou who managed to get a hole-in-one!

The team then dined at Kawau Kitchen at Auckland Airport and were lucky enough to have the entire venue all to themselves. The food and service were excellent as were the many tales from the paintballers.





# Auckland Office Midwinter Event



The Auckland team are wrapped in overalls and strapped up with paint guns ready to pummel each other.

As well as competing to see who had the highest strike rate, a Battle of the Bruises commenced soon afterwards!





# Wellington Office Rangitikei Midwinter Christmas



Maltbys Wellington celebrated the Midwinter Yuletide with their annual Rangitikei trip.

This year the team headed to Awastone for some outdoor fun, braving the winter waters and thankful that the sun was shining.



There were options to kayak or raft and the Awastone instructor helped our team learn how to do both.





# Wellington Office Rangitikei Midwinter Christmas



The Ruth Pretty Catering Company travelled up from Wellington to create a stunning meal for the Wellington team.

Featuring fabulous table service, chef-prepared food and a five-course meal, the team were well-taken care of.

Afterwards banter around the glorious fire kept spirits alive... and flowing into receptacles.





# Property Council Golf Day



The sun was shining bright this year for the Property Council Golf Day.

We continued with our remote control car idea for this golf hole and though the weather was as bright and sunny, meaning cold beverages were ubiquitous around the course.



The beverage, snacks and unique course design meant smiles were aplenty around the Maltbys sponsored golf hole. Everyone had a great day.



Photos clockwise from top:

The Maltbys team cool off in the shade.

A beautiful shot of the course and the summers day in Wellington.

Maltbys staff member, Wayne, poses with his partner, ready to guide the car to victory.

Two participants ready themselves to complete the Maltbys course.

# Wellington Office Quote Competition



Maltbys Wellington decided to try something different for a bit of fun around the office with a Quote Competition.

The brainchild of Bruce Kerr, the idea was that we would each submit quotes that we felt pertained to our lives in some way. The competition aspect was to guess who's quote matched with each participant. The person most often matched with one of their quotes was the winner but there was also a prize for the person who matched the most quotes correctly.

The winning matched quote was "Stay sane inside insanity" submitted by Office Administrator Laura from *Rocky Horror Picture Show*. The winner who matched the most quotes was Matt Kotsifakis. Each one a \$100 voucher to the Wellington Social Club.

Below are a couple of our favourite quotes submitted.

*"Don't pray when it rains if you don't pray when the sun shines."*

- Satchel Paige

(Submitted by Bruce Kerr)

**"Don't take life too seriously, you will never get out of it alive"**

**- Elbert Hubbard**

(Submitted by Wayne Muuren)



# NZIQS Maltbys Monday



In association with NZIQS, Maltbys Wellington will be sponsoring in series of networking and CPD events as part of NZIQS' new Quantity Surveying Emerging Professional programme.

These events are open to anyone under the age of 36 as well as student members and those who are in their first ten years in the industry. The aim is to provide a support network and promote the interest of emerging QS members.

On the left, Matt Kotsifakis welcome everyone with a speech at the first Maltbys Monday.

## Wellington Office Temporary Member



Maltbys Wellington welcomed Associate Director, Geoff's lovely dog Scout into the office for a while earlier in the year.

Scout was a little wary of the office at first, but soon grew to love it and began taking up her own space.

Scout was taken on lots of lunchtime walks and provided a lot of smiles for us like how protective she would get if anyone sat in Geoff's chair or the cute way she would wait watching the door when Geoff went to a meeting. It was a pleasure having her.



# Nuri Kaya's 21st Birthday



One of the Maltbys Wellington team, Nuri Kaya, recently celebrated his 21st birthday and many of the office attended.

It was a night of revelry, speeches, family and friends.

Happy Birthday Nuri and we wish you continued success in the future.

Pictured at top from left: Nuri's Grandfather, Nuri Kaya and David Morriss.

Pictured below: Matt Kotsifakis and Nuri Kaya.



## Coming Up in The Full Measure December 2019

### **What you can look forward to in the next issue of The Full Measure:**

- More information about upcoming projects
- 90th Anniversary Celebrations
- Christmas Parties

We look forward to seeing you then!