CORPORATE PROFILE

DEFINING COSTS, MANAGING RISK AND DELIVERING RESULTS THAT ADD VALUE FOR OUR CLIENTS
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 us now celebrating our 90 year anniversary, 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
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
Level 2, Princes Court
2 Princes Street
PO Box 2176
Auckland 1140
Ph: 09 303 4394
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WELLINGTON
Level 1, 3 Swan Lane
PO Box 1034
Wellington 6140
Ph: 04 499 1468

QUEENSTOWN
Level 1
311 Hawthorne Drive
Frankton
PO Box 975
Queenstown 9348
Ph: 03 442 5965
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 m² 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 MALTBYS MANAGEMENT TEAM

- Gary Townsend  Managing Director (Auckland)
- David Morriss  Director (Wellington)
- Philip Molineux  Associate Director (Auckland)
- Phillip McCamish  Associate Director (Auckland)
- Geoff Hay  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
Email:  admin@maltbys.co.nz

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www.maltbys.co.nz
Gary Townsend

Managing Director Auckland
Email gtownsend@maltbys.co.nz
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
- Pridelands Development, Auckland Zoo
- Holy Trinity Cathedral, Bishop Selwyn’s Chapel
- Diocesan School Performing Arts Centre, Auckland
- Diocesan School Aquatic Centre, Auckland
- Dilworth Junior School New Gymnasium
- Rototuna Junior & Senior High Schools, Hamilton
- Endeavour Primary School, Hamilton
- Tarawera High School Redevelopment, Kawerau
- Murupara Area School Redevelopment
- Kelston Deaf Education Centre
- Shed 10 Cruise Terminal, Auckland
- Rotorua Police Station Redevelopment
- Manukau and Manurewa Police Stations, Auckland
- Hotel One Development, 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
- Summerset Retirement Villages, Warkworth & Manukau
- The Links Apartments, Hibiscus Coast Retirement Village, Auckland
- Kaitaia Hospital Redevelopment
- Te Puia, Rotorua
- Te Rerenga Wairua, toilet block and civils 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

1996 – Present
Director Maltbys

1993 - 1996
Associate Director, Maltbys

1983 - 1993
Director, Rider Hunt

1972 - 1983
Cadet to Partner, Hallam-Eames & Partners

Specialist Expertise


Sample of Project Experience

- Engineer to the Contract on four current Housing New Zealand Projects and numerous other Engineer to the Contract Roles, including but not limited to Aotea College, Fernridge School, Alpha Apartments and Bankot Terraces.
- Schools including but not limited to – Twenty-Five Taranaki Schools, Aotea College, Thorndon School, Leburn School, Khandallah School. Rāwhiti School D&B GMP new build, Avonhead School Relocatable, Avonhead School, Papanui School and Shirley Primary, Christchurch Boys High School, Thorndon School, Queen Margaret College, Ridgway School, Karori Normal School, St Marys College, New Plymouth Boys High Schools, New Plymouth Girls High School.
- Numerous leaky building remediation’s as Expert Witness.
- Numerous insurance settlements - recently including Amora Hotel, Methodist Churches Christchurch, Housing New Zealand Christchurch, MoE Schools Christchurch, Kiwirail Christchurch.
- Numerous and varied building disputes as Expert Witness - Most recent Palmerston North Cosmopolitan Club
- Wellington Zoo Trust - Numerous projects – ‘Engineer to the Contract’ and project manager for Meet The Locals
- Ronald McDonald House – Funder’s quantity surveyor and project quantity surveyor.
- Summerset Retirement Villages - Numerous projects over twelve years as Funder’s quantity surveyor and project quantity surveyor
- Numerous Foodstuffs projects over fourteen years - New World, Four Square, & Pak ‘n’ Save
- Numerous earthquake remediation’s and Strengthening
- New Zealand Film Archive – Numerous projects Wellington Waterfront Ltd - Numerous projects as ‘Engineer to the Contract’ and project quantity surveyor, currently Clyde Quay Open Spaces - ‘Engineer to the Contract’
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  
Royal Institute of Chartered Surveyors  

Employment Summary

2015—Present  Associate Director, Maltby’s Ltd, Auckland  
2007 - 2015  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


Sample of Project Experience

- Western Springs College Redevelopment - Budget: $75m, Completion: Due Feb 2019
- Rangitoto College English Block Remediation—Budget $7m, Completion: Due Feb 2018
- HNZC Maroa Rd/Tuata St new dwellings Budget: $4.8m, Completion: Due Sept 2018
- HNZC Tutuki St new dwellings Budget: $12m, Completion: Due 20
- Executive residence, Marine Parade Avenue—Budget: $4.5m, Completion: Feb 2018
- Executive residence and lodge, Castor Bay—Budget: $4m, Completion: Due Jan 2019
- Cloete dwelling—mediation and dispute resolution
- Weathertightness Remediation—expert witness
- Diocesan School For Girls—Performing Arts Stage 2, Budget $18m, Completion: Feb 2018
- Waiheke Executive Residence—Budget $2.5m, Completion: Jan 201
- Kaipara College Admin Remediation & Cost Peer Review—Budget $1.8m, Completion: 2016
- Nga Taitea Wharekura - Budget: $2.9m, Completed: Sept 2015
- Anzac Avenue Apartments Auckland —Budget: $10m, Completed: October 2015
- Te Wharekura Rakaumangamanga— Budget: $1.8m, Completed: July 2014
- Shed 10, Queens Wharf, Auckland - Budget: $9m, Completed: Sept 2013
- Mataatua Wharenui Marae Development, Te Runanga O Ngati Awa, Whakatane - Budget: $4m, Completed: Sept 2011
- Dilworth Trust Board – Various Maintenance Reports and Insurance Valuations
- Dilworth Trust Board—Junior School New Gym, Budget $6.4m
- 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
- Various Executive Dwellings - Budget: $3m to $18m • 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

Member of the NZ Institute of Quantity Surveyors (MNZIQS)
Bachelor of Construction Degree in Construction Economics (BCon)
National Diploma in Quantity Surveying (NZ)

Employment Summary

<table>
<thead>
<tr>
<th>Years</th>
<th>Company</th>
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</thead>
<tbody>
<tr>
<td>2005 - Present</td>
<td>Maltbys Ltd, Auckland</td>
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<tr>
<td>1998 - 2005</td>
<td>Fletcher Construction Building, Auckland</td>
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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
- OKLA apartment development, Albany
- 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**

Member of the NZ Institute of Quantity Surveyors (MNZIQS)  
Bachelor of Building Science (BBSc)  
NZIQS - CPD Accredited  
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**


**Sample of Project Experience**

- Modular Accommodation Project - Tongariro and Rolleston Prisons
- Northern Territory Secure Facilities PPP Project ($495m)
- McLean’s Mansion Christchurch - Expert Witness to the Environment Court
- 30 Kent Terrace/Alpha Apartments - Wellington
- School Redevelopment Projects - Kelburn Normal School, Thorndon School, Ngaio School, Churton Park School, NaeNae College, Northland School
- Christchurch Schools Cluster - Avonhead, Papamoa, Shirley, Waltham, Little River & Wharenu School
- Taranaki Schools Cluster - NPBHS, NPGHS, Highlands Intermediate, Spotswood College, Turuturu School, Normanby School, Hawera Intermediate, Hawera High, Waitara High, Stratford Primary
- Numerous other MOE masterplan, refurbishment, remediation and new build projects
- Ganges Road, Khandallah - Residential and retail development
- Christchurch Men’s Prison - Enhancement and seismic upgrade project
- Coastlands - Foodcourt Extension and new Takiri Building projects
- Numerous residential insurance reinstatement estimates/expect witness engagements - Christchurch
- Numerous residential leaky building remediation estimates - Wellington
- Wellington Waterfront Ltd - Taranaki Street Wharf Public Space
- Foodstuffs - Broadway New World, Palmerston North Pak’N Save, and others
- Summerset Villages Aotea, Hastings, Napier & Wanganui - Contract Administration
- New Zealand Post, Retail & Kiwibank - Estimating, Cost Management
Bernard Chapman

**Associate Director** Wellington

**Email** bernardchapman@maltbys.co.nz

**Phone (DDI)** 04 499 1468

**Mobile** 021 246 3176

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**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

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**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

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**Specialist Expertise**


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**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, Wahrenui 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
A selection of our valued clients.

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