

mainsite |

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COO's Comment

2008 is 40 years since Mainzeal started trading as a New Zealand registered company. It is a year of celebration and evidence of our ability to ride out the market cycles that inevitably occur, and be known as a sustainable business in a sometimes challenging, unstable business environment.

With the many successful achievements of the past 40 years, the bed-rock for our future has been created. It is now incumbent upon our team to use that legacy wisely and shape the Mainzeal of the future.

This year will be a year of change and already investment has been made in a new

documentation management system that is best-of-breed and will be the corner stone of our ERP system moving forward. The system will improve our productivity and will be of value to our clients as we will be in a position to offer the system on our projects free of charge.

The change to our software capability is timely as we face an uncertain 2008 with a major change to the financial sector's availability of funds to roll over term loans. The effect on the banks now having to absorb losses from previously believed secured loans will be less appetite for advancing loans other than for quality, well structured projects.

So what does this mean for Mainzeal? More competition, as construction companies that have relied more on the apartment and housing sector

will be experiencing significantly less demand for their services and will turn their attention to our core commercial and industrial sectors. These two sectors will also be tightening as the businesses looking for more space are faced with increasing costs arising from fuel, labour etc and servicing their interest payments as the banks will continue to increase the cost of loans.

Our projections for 2008 are therefore being tempered and although we are well placed with our present order book, we must be mindful of securing replacement business. This makes it even more important for Mainzeal to be known as a competitive provider of value-added construction services and to continue to develop our Client focus. We have a quality order book across the country with many reputable clients

entrusting the delivery of their projects to us.

We are demonstrating in the situations where we have early contractor involvement, the value we add to the project outcome. It is also evident that the major project issues arise where we are joining the project team after much of the project decision making on finished design and material selections has been completed.

The use of the Integrated Project Team delivery model with all stakeholders at the table once the business case has been signed off by the 'Investment Decision Maker' has proven to be very cost effective in other parts of the world. With the need to provide greater certainty of outcome to the funding institutions perhaps this will see greater use of this model in New Zealand. Mainzeal is well placed to add value in this forum,

particularly with our planning and procurement skills and access to both local and international supply chain options.

Thank you to all our employees in your continuing commitment to Mainzeal, it will be a year of challenge for us all due to the financial markets, but as we have demonstrated in previous cycles, this where Mainzeal performs at our best.



Peter Gomm
Chief Operating Officer

new venue for a night at the trots

As one of the city's oldest and most enduring institutions, the Auckland Trotting Club at Alexandra Park Raceway has seen many exciting racing days and high-profile evening events. But although the club has been around for over 100 years, its organisers realise the need to keep its facilities up to date.

Mainzeal won the tender to complete a renovation of the Tasman Ballroom on the second floor of the function centre, which involved the partial demolition of the second level while the ground floor was still in use. Work then began on the construction of a new 1200m² ballroom space with the capacity to hold 1000 patrons, a commercial kitchen, separate bar, and an external 200m² viewing terrace. The original project value was \$2.1 million with a six-month construction period.

Mainzeal established and maintained good relationships with trotting club representatives and staff for the duration of the project. Auckland Trotting Club chief executive officer Graeme Running says that aside from the restaurant and kitchen on the lower level, there were also function rooms and areas that continued to be used above the ballroom and around the site.

"Mainzeal worked around the times when these areas were occupied to ensure only minimal disruption to the occupants. The site was always vacated early – and tidily – on race nights, as required."

Divisional curtains within the ballroom mean the space can be adjusted to suit any size function. Panoramic views of the racecourse can be seen through imported 15mm glass. Due to its thickness, this glass does not require bracing, which meant a reduction in costs compared to the originally proposed 12mm glass.

As with many large projects, the scope of the project grew and developed during construction, but Mainzeal recovered time through increased site resources, achieving the original completion date.



blueprint for the future

Calming aesthetics highlight the refurbished interior fit-out of Wellington's Blueprint Centre for Learning. Blueprint is a national private training establishment best known for its comprehensive mental health workforce training. It is also recognised as a hub of sector expertise, undertaking workforce research and evaluation projects for a range of organisations and agencies.

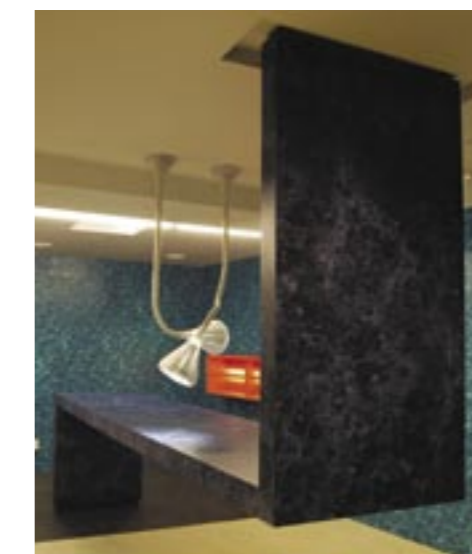
The Wellington fit-out involved the refurbishment of some offices that had been unoccupied for two years. The space was a mess, and at the time of construction, the only tenants were rogue pigeons!

Because of the potential intensity of the workshops and classes held by Blueprint, architect Guy Cleverly of Craig Craig Moller designed the break out area to provide a sense of relaxation. Mainzeal brought this into fruition through the installation of a Z-shaped water bar, designed to represent a waterfall, as well as vinyl wall coverings with aquatic patterning.

Mainzeal built two training rooms and an open-plan office for Blueprint, as well as two similar open-plan rooms for the company's

tenants, Platform and Te Pou. The entire fit-out covered 700m².

Mainzeal worked alongside service engineers Stevenson & Turner and quantity surveyors Davis & Langdon in the completion of this project. The skills and workmanship of those involved meant the job was completed to considerable acclaim, meeting both budget restrictions and deadline.



staff profile



Matt Taylor
Site Foreman

Young blood

On a busy job, it's great to have someone around who will step up to the mark and take ownership of the client's needs.

Site foreman Matt Taylor's leadership and technical skills have developed exponentially over his three and a bit years with Mainzeal. Having just completed his CMT training and finished his first solo project, the Rimutaka Prison High Security Drug Treatment Unit, he was called upon to get into the driver's seat at the Southern Cross Hospital project.

Since the construction activities were close to an operating hospital, Matt had to tread the line carefully between ensuring the project proceeded on time and being sensitive to the sanity of the nearby staff and patients. The entire project was dictated by the hospital operating timetable, so all noisy and disruptive work had to be carefully managed.

Matt was focussed on ensuring milestones were met at Southern Cross, which included finding solutions for absorbing variations to the original programme. By taking this work in his stride, Matt has proved his dedication and commitment to the job at hand.

"Mainzeal has offered me training, and then given me the opportunity to apply that training in a challenging and positive environment," says Matt. *"This has made my job a pleasure and left me eager for more."*

Matt is currently managing the Victoria University Coastal Ecology Laboratory on Wellington's south coast.

ahead of the curve

When imagining the home that would be built on this lifestyle block, the owners of the property envisaged spacious, flowing rooms that would take full advantage of the varied and extensive views.



They wanted a central courtyard area that would trap afternoon sun and provide a focal point for the living spaces. They also requested curved walls and exposed columns, and had several ideas for the surrounding landscaping.

The resulting home, designed by architectural designer Warren Sheddan, was exactly as they had imagined. But they weren't the only ones impressed – the house has also been accepted as an entry in the 2008 Registered Master Builders House of the Year award.

Mainzeal was responsible for the construction and received high accolades from the homeowners, Paul and Pauline Renwick. Having been involved in the building industry himself for many years, Paul was impressed with Mainzeal's professionalism.

"From the start of the job to the completion, regular meetings were held with us, and nothing was ever a problem," he says. "Mainzeal paid close attention to detail, photographing each stage for construction records and quality control. Site Safe procedures were also strictly adhered to, with weekly reports created and officers visiting the site on a regular basis. Co-ordination

of the teams involved was smooth and efficient, thanks to the abilities of the site manager and the contract works coordinator."

Further to the House of the Year entry, the kitchen has also been entered into the 2008 Heart of the Home kitchen award. Designer Rachel Martin worked alongside Mainzeal and Paul Renwick Joinery to create the kitchen, which called for high-end materials and refined detailing. Situated at the back of an open-plan living space, the kitchen features a curved countertop that extends into the living area and doubles as a buffet for entertaining. The cabinetry is constructed of laminated Customwood, which required seven coats of high-grade lacquer, applied over a 32-day period. Black Galaxy granite has been used on all work surfaces, with an 180° rolled edge. A light-gold metallic toe space blends with the ceramic floor tiles, and the doors are also adorned with gold knobs.

The owners say the completed home is exactly as they envisaged.

"From the spaciousness of the rooms, to the open living environment, there is nothing we would change or add to the final result."



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- 1. **Sherwyn Williams** - Partner, Kensington Swan • **Paul Stewart** - Area Manager, Mainzeal Waikato/Bay of Plenty
- 2. **Richard Yan** - CEO, Richina Pacific • **Rt Hon Jenny Shipley** - Chairman, Mainzeal • **Peter Gomm** - COO, Mainzeal
- 3. **Richard Yan** - CEO, Richina Pacific • **Rt Hon Jenny Shipley** - Chairman, Mainzeal • **Brett Morley** - Partner, Hesketh Henry • **Brian Richards** - Brian R Richards Ltd • **Tina Wang** - wife of Richard Yan
- 4. **Guests enjoying the festivities**
- 5. **Darren Mason** - Area Manager, Mainzeal Central • **Warren Chapman** - National Business Development Manager, Mainzeal • **Chris Sutherland** - Director, Davis Langdon
- 6. **Murray Jacobs** - Principal, Murray Jacobs Ltd • **Peter Gomm** - COO, Mainzeal
- 7. **Martin Fahey** - Area Manager, Mainzeal Auckland • **Phillip Eiszele** - National Engineer Manager, Visy Recycling
- 8. **Arthur Grant** - retiring Area Manager, Mainzeal South Island, and his wife, **Sandra**



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out and about

Mainzeal's 40th anniversary cocktail party



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Paul Blackler
South Island manager

Spreading the word down south

Further expansion of Mainzeal's presence in the south is a key objective for the company's new South Island manager, Paul Blackler. Paul, who took over his new position on January 21, will be overseeing the entire South Island operation, following the retirement of Arthur Grant.

"Growing the company in the southern region is an exciting prospect," Paul says. "As opportunities are presented, there is potential for an expansion of staff numbers. So far we have a small office in Blenheim as well as our southern headquarters in Christchurch, but our plan is to grow the current operation and to make Mainzeal's presence felt in the South Island."

Paul says that he felt immediately welcomed into his new position in Christchurch.

"It is great to come into a business, and within hours of walking through the doors, feel a part of the team. This speaks volumes for the culture of Mainzeal."

Paul comes into the position with a strong industry background, which began with an apprenticeship in carpentry at Christchurch construction company Chas S Luney Ltd back in 1981. On return to the company from a spell overseas, Paul was immediately promoted to project foreman, and eventually climbed the ladder to gain the title of chief executive officer. After his time at Chas S Luney Ltd, he moved to Armitage Williams Project Management Ltd as general manager of construction, a position that has put him in good stead for his role at Mainzeal.

Paul has been an active member of several boards and organisations within the construction industry, including roles with Site Safe New Zealand and the Canterbury chapter of Registered Master Builders, as well as a deputy chairmanship of the Building Practitioner's Board, a role he carries out still. In 1997, Paul received the NZIOB / James Hardie Award for Excellence in the Building Profession (residential).

an upgraded shopping centre for Tauranga...



...and a new HQ for Mainzeal Bay of Plenty

A design and build contract that involved the extensive upgrading of Tauranga shopping centre, Bay Central 3, had an added spinoff for Mainzeal's Bay of Plenty operation. The company took 300m2 of space for its own local operation.

Area manager Paul Stewart says the project presented several challenges, mainly due to its location and the need to work within an operating retail complex.

"Working in and around a busy retail centre, which is adjacent to a significant highway, meant we had to be considerate of retailers, customers and traffic," he says. "As the centre is

located close to Tauranga's estuary and harbour, specific attention was paid to the selection of materials. These had to be suitable for the marine environment."

The project included the refurbishment of an existing garden centre building, which now houses a Kitchen House showroom, The Chapel Café and Bathroom Base.

Two new two-storey buildings were constructed to accommodate offices for the Chamber of Commerce, Results Group and Mainzeal. Ground-floor tenancies include Lighting Direct, Noodle Canteen and Thai Basil Takeaways. The

existing Toyworld building was also extended and upgraded to add further retail space.

Additional carparking has been provided and the whole centre is now accessible from a new entry controlled by traffic lights.

The centre has excellent exposure and access to major arterial routes to Tauranga and Mt Maunganui. It will benefit further from the proposed new flyover and bridge development between central Tauranga and the Mount.

Bay Central is owned by Tauranga Retail Centre Ltd through fund manager Dominion Funds, which controlled and managed the development.



a new lease on life

MiLife Senior Lifestyle Villas come on stream

Last minute design changes can cause disruption to a construction schedule. However, this is something that Mainzeal takes in its stride. When working on the MiLife Senior Lifestyle Villas, a new retirement village opening soon in Palmerston North, Mainzeal demonstrated its adaptability throughout the build process. Interiors manager Allan Greig says that due to this being the first MiLife Lifestyle project, Mainzeal had to adapt to many design changes throughout the entire build.

Stage One of the construction consists of a community centre and 12 units, with a show home that opened on March 5. The community centre features a commercial kitchen, bar, lounge, internet access, a GP consultant room, hairdresser and outdoor courtyard. This stage will be completed in May, when Stage 2, consisting of another 51 units, will begin.

Allan Greig says Mainzeal assisted the client with construction plans and product selection.

"We also negotiated with subcontractors to achieve the best results for the client. Materials used on the project include brick veneer, Colorsteel roofing tiles, and schist feature walls. Fisher & Paykel whiteware is installed in the units and in the shared areas, where required."

For the future residents' peace of mind, all the latest communication and security systems were installed in the units. It is expected that the first residents will move into the village in June.

taking the hassle out of hospital visits

Waikato Hospital's new entry building and multi-storey car park has increased the accessibility of the hospital facilities.

The redevelopment, part of the Waikato District Health Board's \$252 million project for upgrading Thames and Waikato hospitals will be officially opened in July but is now open to the public.

Mainzeal secured the contract for the development by submitting a design-and-build tender. Project manager Allan Scott says a key feature of Mainzeal's design was the elimination of piling to the car park building which was originally seen as essential.



"Mainzeal's submission included a raft slab in place of the piles, which provided considerable savings in both cost and time," he says.

The main structure and balustrades of the car park building required a lightweight design to avoid the need for piling. The smart balustrading also needed to provide ventilation and be strong enough to withstand vehicle impact. Together the entry building and car park bring a contemporary look to the new hospital main entry.

The new 18-level car parking building has the capacity to hold more than 800 vehicles, and provides direct access to one floor of the main hospital through the adjacent entry building. Eventually, when the WDH B campus redevelopment is complete, the entry building will connect to the hospital on several floors.

Visitors to the hospital now enter the car parking building through the new Gate 1 entrance off Pembroke Street.



staff profile



Ian Cairney
Contracts Manager

25 years of good times

Muldoon was the Prime Minister, Howard Morrison was our favourite TV personality and Joe Rokocoko's mother was getting ready to give birth to a rugby legend in Fiji. This was the year 1983 – the same year that a young Ian Cairney began work at Mainzeal.

Starting as a quantity surveyor at the Wiri Oil Terminal, Ian has progressed through a number of positions in his 25 years with the company. In 1987 he was offered a job as the project manager on the telephone exchange at Mayoral Drive in Auckland. In 1995, he was transferred from Construction to Mainworks, where he took on the role of contracts manager.

Ian says it is the satisfaction gained from the work itself, as well as the culture of the company, that has kept him happy at Mainzeal. So what have been some highlights?

"I derived great satisfaction from the project we undertook to rebuild the damage caused by cyclone Martin on Manihiki in the Northern Cook Islands in 1997. Also, the Hunters Corner shopping centre comes to mind, as it was a challenging project with a 12-month construction period. On a social level, our Mainzeal team winning a bronze medal at the Auckland Harbour Dragon Boat Festival was a definite highlight."

More recently, Ian has been a part of the team working on the Auckland City Hospital project, where he assisted with tender submissions. Ian has now reduced his working week to three days – and he is enjoying his time off.

"The years to come are now firmly under the control of my wife, who is developing a long list for my retirement!" he laughs. "Looking back, my favourite part of the job has been the people in the building industry – they are a very special breed and have made the job fun for 25 years, non-stop."

lion nathan on the move

The headquarters of Lion Nathan have been situated on Khyber Pass in Newmarket long enough to gain landmark status. In fact, it is after nearly 150 years that the company is making the move to a new site in East Tamaki.

Having been awarded the construction contract for the building's new premises in early December 2007, Mainzeal is currently in the process of commencing earthworks. Project manager Mike Turner says the size, scope and significance of the construction project makes it a major contract for Mainzeal.

"The new building, on a 16ha site, will contain Lion Nathan's entire brewery production facilities and offices, and will consist of 50,000m² of

building space and 20,000m² of paved areas. It is due for completion in March 2010."

Chairman Jenny Shipley says the successful bid for this contract is the culmination of a profitable year for Mainzeal.

"Mainzeal has had a particularly strong year under the leadership of a completely revamped management team, including the appointment of new chief operating officer Peter Gomm in April. As a result of newly awarded contracts, including the contract for the Supreme Court in Wellington, Mainzeal is enjoying a strong work back-log from a diverse group of clients of the highest calibre," she says.



going for green joint venture gets it sorted

The hot topic on everyone's lips is the environment – and how we can work together to preserve it. Presently Mainzeal is involved in a major construction project that will help both Auckland and Manukau to contribute better to recycling, a major step for cleaning up our country.

In a joint venture between Visy Recycling New Zealand and the Auckland and Manukau City Councils, Mainzeal is converting an old landfill in Onehunga into a state-of-the-art recycling facility, which will see Auckland and Manukau residents use a new 240L mobile bin for all household recyclables. Mainzeal project manager Greg Young explains that instead of the materials being collected and sorted at the kerbside, it will be collected and mechanically sorted in the facility.

"Similar to household refuse collections, a truck will come by fortnightly and collect the co-mingled recycling, taking it to the plant. Here, there will be a manual pre-sort function followed by a fully automated separation process. For instance, an electromagnetic

field will separate the metals, and a rotating drum will expel the paper."

Manukau's former mayor Sir Barry Curtis says the new service is expected to increase the volume of recycling by 15 to 25%.

"We are setting the standard for the future of recycling in New Zealand. The facility is innovative and forward-looking. For example it has the capacity for other councils to bring their recycling here for processing," he says.

While Mainzeal is creating the factory structure, the equipment within will be installed by Visy Recycling New Zealand. Currently, the structure of the facility is up, and the roof is in the process of being placed. Site works will begin in late April.

work in progress

NORTHERN REGION

Mainzeal Construction

Visy Recycling Materials Recovery Facility

Client: Visy Recycling (NZ) Ltd

Project Century

Client: New Zealand Breweries

8 on Nugent

Client: Neil Properties

Mainzeal Interiors

Pukekohe Intermediate School

Client: Pukekohe Intermediate School BOT

Elizabeth Knox Home & Hospital

Client: Elizabeth Knox Trust

Lumino Pearl Dental Spa

Client: Lumino Pearl Dental

Lecture Theatre Upgrades

Client: University of Auckland

Building 303 Stage 1B

Client: University of Auckland

Auckland High Court Jury Assembly

Client: Ministry of Justice

Manukau City Council Refurbishment

Client: Manukau City Council

Dilworth House Balcony

Client: Harrison Grierson Consultants Ltd

GSM Workplace Office Fitout

Client: GSM Operations Pty

QBE Insurance Fitout

Client: Creative Spaces

WAIKATO/BAY OF PLENTY

Mainzeal Construction

Hamilton Courts HR & CR

Client: Ministry of Justice

Thames Hospital Redevelopment

Client: Waikato District Health Board

New Braemar Hospital

Client: Braemar Hospital Ltd

Rotorua Art & History Museum

Client: Rotorua District Council

CENTRAL REGION

Mainzeal Construction

Foodstuffs New Distribution Centre – Earthworks

Client: Foodstuffs Properties (Wgtn) Ltd

New World Hastings

Client: Foodstuffs Properties (Wgtn) Ltd

Ohakea CYFS Hangar

Client: RNZAF

Linac 2

Client: MidCentral Health

Greenmeadows New World

Client: Foodstuffs Properties(Wgtn) Ltd

Russell St School Classroom

Client: Russell St School BOT

MiLife Stage 1

Client: MiLife Palmerston North Ltd

Takaro School Blocks 1, 2 & 3

Client: Takaro School BOT

WELLINGTON REGION

Mainzeal Construction

Supreme Court

Client: Ministry of Justice

Vogel Integrated Campus

Client: AMP Capital Investors

Airport Retail Park

Client: Wellington International Airport Ltd

Wellington Airport International Passenger Terminal

Client: Wellington International Airport Ltd

Wellington Airport Koru Club Valet

Client: Wellington International Airport Ltd

VUW Coastal Ecology Lab

Client: Victoria University of Wellington

Te Papa Spirit Store

Client: Te Papa Tongarewa

Rimutaka Utilities

Client: Department of Corrections

Mainzeal Interiors

Chaffers New World Alterations and Additions

Client: Foodstuffs Properties (Wgtn) Ltd

Stout Street

Client: AMP Capital Investors

Owhiro Bay Information Centre

Client: Wellington City Council

VUW Chemistry Lab

Client: Victoria University of Wellington

AFS Re-strengthening

Client: Wellington International Airport Ltd

SOUTHERN REGION

Mainzeal Construction

Jellie Park Aquatic Centre

Client: Christchurch City Council

Somerset Mixed Use Development

Client: Ashburton Licensing Trust

Wigram Lodge Stage II

Client: Liz Harris Accommodation Ltd

Delegats Winery

Client: Delegats Wine Estate Ltd

Mainzeal Interiors

ACP Fitout

Client: The Order of St John

Primary Data Centre

Client: University of Canterbury

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Care has been taken to assure accuracy of the information contained herein. Mainzeal cannot be held responsible for any discrepancies that may have occurred.

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