

HAWKINS SOUTH ISLAND

PROFILE



HAWKINS

SOUTH ISLAND REGIONAL PROFILE

Hawkins South Island

Hawkins Construction is a 100% New Zealand, family owned, national business, a unique feature amongst New Zealand's top tier construction firms. We are recognised as being one of the leading providers of construction services in the South Island with over 23 years experience working locally.

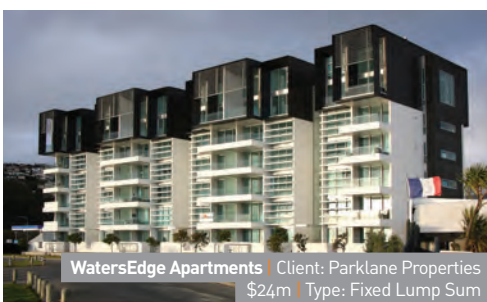
Our growth in the South Island region has been driven by strong leadership and a depth of experienced construction professionals who pride themselves on delivering outstanding project results for clients and project stakeholders. With our regional head office based in Christchurch, Hawkins delivers projects all across the South Island from Blenheim to Bluff.

Who we work for

Our clients include several of New Zealand's commercial, public and institutional organisations. Hawkins South Island portfolio includes a number of quality fit out and specialised smaller projects from both existing and emerging clients.

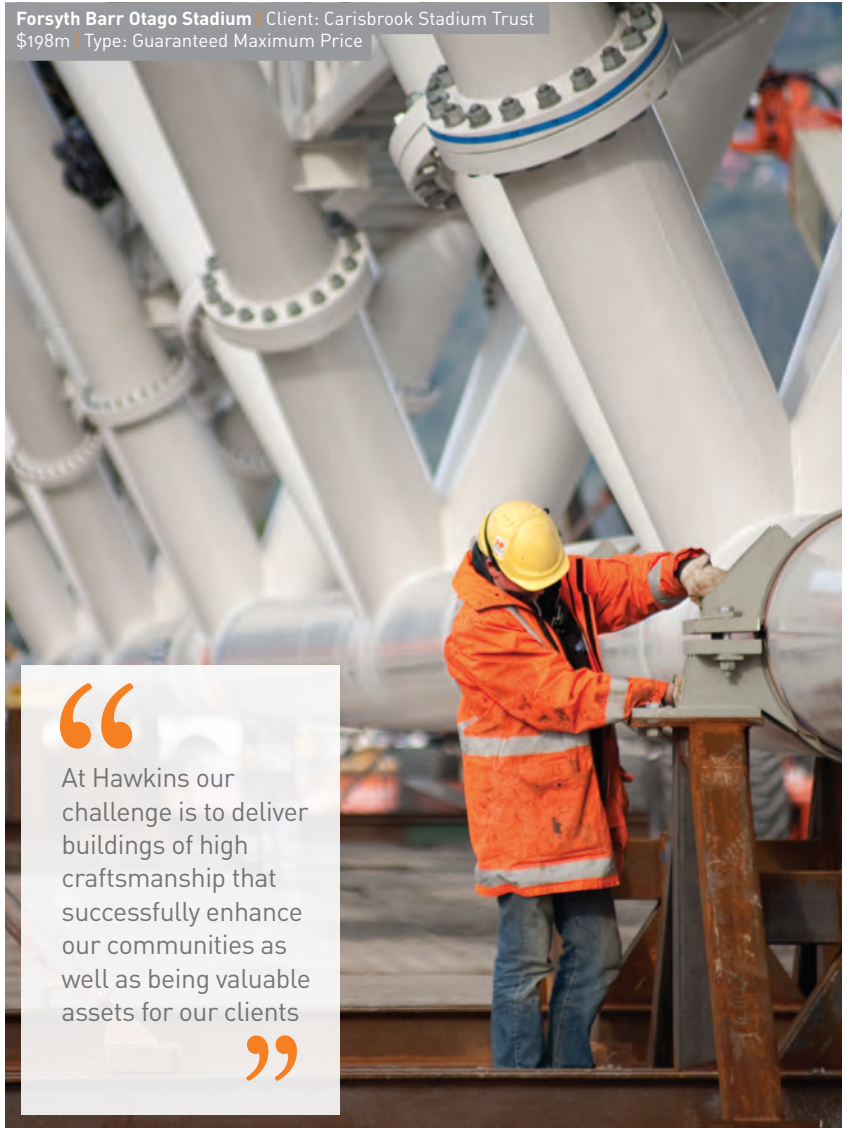
In order to grow sustainably in the South Island, we have identified the need for diversity in the types of clients we work with. We have engineered our business to be able to provide the sort of scalability and flexibility in the services clients require, no matter where in the South Island the project is located.

We believe that our clients benefit from project leaders who can relate to and understand the needs of a wide variety of project stakeholders, and be able to translate their requirements into smarter thinking in delivery of the build.



WatersEdge Apartments | Client: Parklane Properties
\$24m | Type: Fixed Lump Sum

Forsyth Barr Otago Stadium | Client: Carisbrook Stadium Trust
\$198m | Type: Guaranteed Maximum Price



“

At Hawkins our challenge is to deliver buildings of high craftsmanship that successfully enhance our communities as well as being valuable assets for our clients

”

Image credit: © Graham Warman

The green edge

Our goal at Hawkins is to help our clients realise the sustainability objectives of their building projects through continual investment, improving skills and knowledge related to improved construction techniques, stakeholder management and building products.

Hawkins South Island is leading the way in the delivery of some of New Zealand's most high profile Green Star projects. Christchurch's Club Tower was the first A-Grade tower constructed in the garden city for almost 20 years and was the first building to achieve a five star Green Star rating in the South Island.

This was closely followed by the completion last year of the University of Canterbury's NZi3 Innovation Institute, which was also awarded five stars and used as the pilot for the Green Star Education tool.

Most recently, the Christchurch Civic Building has been completed; New Zealand's first completed 6 star rated building, signifying 'world leadership' standard. This building represents a significant milestone for Hawkins and our South Island business, both in terms of improving our understanding of delivering projects with high sustainability value and in developing best practice stakeholder management techniques.



Victoria Towers | Client: Victoria Square Ltd
\$21m | Type: P&G + Margin to Fixed Price

Safety first

Hawkins is recognised as the Health & Safety leader in the New Zealand construction industry. The safety of people on or near Hawkins sites is the top priority for Hawkins. It is for this reason that Hawkins is a foundation member of Site Safe New Zealand; the company is committed to a structured Health & Safety policy and Hawkins is continually striving for improvement in this area.

As a matter of policy the company recognises and accepts its responsibility to ensure that each of its employees shall be provided with a safe and healthy place in which to work. A site specific safety plan is developed for each project. Included in the plan are site induction procedures, site safety requirements and toolbox meetings, requirements and procedures for inspection and testing of equipment, hazard identification and hazard control procedures, evacuation plans, site safety audit procedures, accident investigation and reporting procedures, subcontractor safety management.

Delivering the goods

Hawkins' unique spectrum of services is also a key point of difference in the construction sector. We apply a suite of front-end planning and design-build services locally, right through to detailed interior fit outs, which is very attractive for many clients wanting a single point of accountability.

Our on-site construction skills and resources have been tested and proven time and again, but the services that Hawkins provides before the first sod is turned are where we generate the most value.

Hawkins undertake many construction projects secured by traditional tender. However, we are recognised for

having the expertise and knowledge to step beyond those parameters, undertaking a large percentage of work commissioned under non-traditional, innovative contracts to deliver significant benefit to our clients.

“

Hawkins' longevity is a testament to the continuous development of our services to meet the changing demands of the modern built environment, as well as the increasingly complex process of delivering a building on programme and at the expected cost

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Contract Types

Negotiated
P&G + Margin
Guaranteed Maximum Price
Alliance & Partnering
PPP / BOOT
Design & Build
Early Contractor Involvement

Value Added Services

Risk Management
Value Engineering
Design Management
Stakeholder Management
Procurement Advice
Cost Planning
GreenStar Accreditation Management



Christchurch Civic Building | Client: Ngai Tahu Properties & Christchurch City Council
\$60m | Type: P&G + Margin | Green Star Rating: 6



Club Tower Café Fitout | Client: Club Tower Café
\$300k | Type: Fixed Lump Sum/Integrated Fit-Out



Duty Free Fitout | Client: JR Duty Free
600K | Type: Negotiated



Club Tower | Client: Lattitude Group | \$21m
Type: Design & Build | Green Star Rating: 5



CIAL - Integrated Terminal Redevelopment Project
Client: Christchurch International Airport Ltd
\$101m | Type: Fixed Lump Sum



Gallery Apartments
Client: Southern Apartments
\$12m | Type: Fixed Lump Sum



Air NZ International Koru Lounge, CHCH
Client: Air New Zealand | \$1.2m | Type: Fixed Lump Sum



CHCH Hospital Emergency Department | Client: CDHB
\$2.8m | Type: Fixed Lump Sum



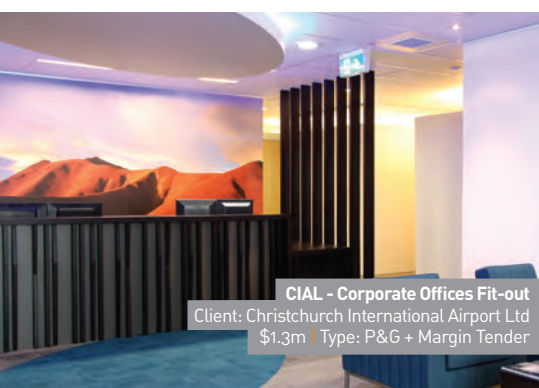
Simes Fitout | Client: Simes Ltd
\$350k | Type: Fixed Lump Sum/Integrated Fit-Out



Otago Regional Corrections Facility
Client: Department of Corrections | \$176m
Type: Collaborative Working Arrangement



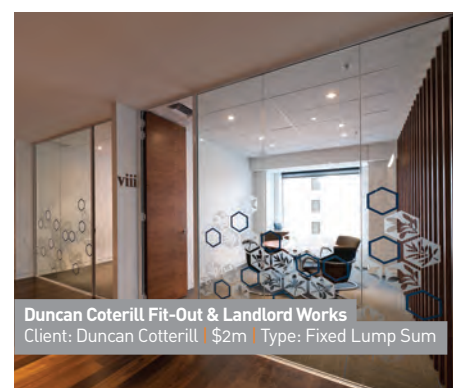
Dress Smart (Stages 3 & 4) | Client: Prime Retail Ltd
12.6m | Type: Fixed Lump Sum



CIAL - Corporate Offices Fit-out
Client: Christchurch International Airport Ltd
\$1.3m | Type: P&G + Margin Tender



Boise Distribution Centre | Client: Boise NZ
\$6m | Type: Lump Sum Tender



Duncan Cotterill Fit-Out & Landlord Works
Client: Duncan Cotterill | \$2m | Type: Fixed Lump Sum

“ We aim to provide not only construction excellence on all of our projects but we strive to ensure that our clients and other project stakeholders enjoy working with us ”



NZi3 | Client: University of Canterbury | \$10m
Type: Lump Sum Tender | Green Star Rating: 5



Ibis Hotel | Client: Accor
\$15m | Type: Design & Build



Christchurch Womens Hospital
Client: Canterbury District Health Board
\$50m | Type: Fixed Lump Sum



Campus Living - Ilam
Client: Campus Living Ltd
\$30m | Type: Design & Build (BOOT)



Christchurch Airport Control Tower
Client: Airways New Zealand
\$6m | Type: Tendered Design & Build

AWARDS

NZi3

NZ Property Council 2010
Excellence, Education & Arts Category
NZ Property Council 2010
Excellence, Green Building Category

Campus Living - Ilam

RMB Commercial Project Awards 2008
Education Category Winner & Gold Award

Victoria Towers

NZIOB 2007
Winner \$15m-\$50m Category
Steve Taw

Club Tower

NZ Property Council 2008
Merit, Commercial Office Category
NZ Property Council 2008
Merit, Green Building Category

Otago Regional Corrections Facility

NZIOB 2007
Supreme Award & \$50m+ Category
Andrew Holmes

Ibis Hotel

NZIOB 2008
Highly Commended
Ivan Hatton

Image credit: © Simon Devitt

Key contacts:

Quin Henderson South Island Regional Manager

Phone: 027 489 1112 Email: q.henderson@hawkins.co.nz

Quin is passionate about the construction industry and strives to provide tailored solutions to meet the individual needs of our clients. Through his energetic and driven leadership Hawkins has seen our South Island business grow significantly. This has been achieved through enabling foundation team members to develop into senior leadership positions and introducing both experienced and emerging personnel to our South Island operation. Quin has extensive national business networks and relationships with financiers, developers, institutions, subcontractors and local councils and his extensive negotiating and business experience has resulted in establishing a wide range of projects under various contract types.

Andrew Holmes Project Director - Otago / Southland

Phone: 027 451 7249 Email: a.holmes@hawkins.co.nz

Andrew's passion, motivation and leadership skills are a key asset for Hawkins and our South Island business. He has a unique ability to deliver at a professional board level, and drink coffee with the workforce. This allows him to understand, predict and then act upon issues that could otherwise conspire to derail the 'best for project' philosophy. Andrew has exceptional stakeholder management skills and a strong focus on operational systems and risk and project planning. Andrew is currently directing the new Forsyth Barr Stadium project in Dunedin and has recently delivered a 200 bed 5-Star hotel for Hilton and the Otago Regional Correctional Facility.

Gavin Daeche Senior Estimator

Phone: 027 268 4862 Email: g.daeche@hawkins.co.nz

Gavin has worked on a wide variety of design and construction projects throughout the UK and New Zealand within the residential, commercial and institutional building sectors. With his extensive knowledge of local commercial activity and market conditions Gavin has developed a collaborative working style, building and maintaining excellent working relationships with clients, consultants and site teams. He is thorough and focused on achieving good project outcomes for all parties.

James O'Donoghue Regional Manager Interiors

Phone: 027 683 2969 Email: j.odonoghue@hawkins.co.nz

James is the leader of our South Island interiors business and has over 30 years international experience within the construction industry. James has strong interpersonal skills and is a true lateral thinker, willing to adopt non-traditional methods in order to create and identify new solutions and ideas, he has a practical approach and clearly understands the importance of a project deadline. At Hawkins we value James' exceptional ability to motivate a team to deliver on all project goals and to go the extra mile so that all project stakeholders are equally satisfied with the project outcome.

Lloyd Robison Design Manager

Phone: 027 683 2936 Email: l.robison@hawkins.co.nz

Lloyd has 30 years diverse experience gained from many challenging design and construction projects. Lloyd has enjoyed the role of architect, services consultant and contractor and that experience enables him to contribute to every aspect of the design and delivery. Lloyd promotes integrity and consistency, he is understanding, fair and honest, and will work through difficult issues maintaining team focus on constructive outcomes. Lloyd's skills in designing in sustainability, safety and considering the 'whole of life' project provides mutual benefits for all parties involved. He has experience with a range of delivery models including PPP, BOOT & Design & Build.



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