



**NEWS RELEASE**  
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## **Mainzeal announces new collaborative business model**

Mainzeal Property and Construction Limited today announced structural improvements to its New Zealand business.

Mainzeal will move from having six localised businesses to three regional hubs and two local area offices, supporting what the company calls its 'nationally capable but acting locally' philosophy.

Internal appointments have been made for three new Regional General Manager positions, with Paul Stewart based in Auckland, Dave O'Donovan in Wellington and Paul Blackler in Christchurch, covering Mainzeal's upper North, lower North and South Island regions, respectively. Mainzeal will also retain its Waikato/Bay of Plenty office with the appointment of Finlay Irwin as Manager, while the Palmerston North office will continue to be managed by Darren Mason, serving Mainzeal's client and supply chain networks in these areas.

Chief Operating Officer, Peter Gomm says the hub structure would promote one-organisation thinking with very clear lines of communication.

"We want to be New Zealand's best national construction business and this is a key driver for the new model. The hubs will be strongly connected, working as one business," he says.

Mr Peter Gomm says Mainzeal has focused on enhancing its internal culture over the past 12 months to support the changes. "We are delighted we've been able to promote from within – these are fantastic people who have strong relationships with their local and regional customers and suppliers," he says.



Mr Peter Gomm says there is a growing demand from clients for the construction industry to be more collaborative in designing and delivering projects. He says the new structure would allow Mainzeal to explore all opportunities in the New Zealand construction and infrastructure markets.

“We aim to be business partners for our clients, to better understand the ultimate outcomes sought at an earlier point in the project definition process. This means working alongside client representatives, design consultants, quantity surveyors and specialist contractors from the construction industry supply chain, up front.”

Mr Peter Gomm says a major benefit will be budget savings to projects. “This is about risk management too, because having the construction party involved at a conceptual level means possible blowouts are recognised and addressed earlier, avoiding a redesign or re-specification too late in the project schedule. We look forward to saving our clients millions on major projects,” he says.

Mr Peter Gomm says Mainzeal’s projects will also benefit through efficient sharing of learnings and best practice processes.

“We successfully demonstrated the business model in collaborating with the design consultants and members of the industry supply chain in delivering Spring Hill Corrections Facility, and we can now confidently implement it across our projects.”

Mr Peter Gomm says the changes mark an exciting new era for Mainzeal. “While the economic conditions appear tough, we’ve always had a wide focus and mix of construction projects - the changes enhance our flexibility and capacity even further.”

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## **About Mainzeal**

Mainzeal Property and Construction Limited, has operated in New Zealand since 1968 and is one of New Zealand's largest and most successful property and construction companies specialising in commercial and industrial construction. Modern construction practices require high standards of management, technical competence and leadership to deliver successful projects. Mainzeal's staff are well trained and hard working people who enjoy the challenges that construction provides. With over 2,300 projects successfully completed, Mainzeal has a wide range of experience in all sectors of the construction industry.