

# The Construction Clients' Group Christchurch



**Construction  
Clients' Group**  
CONSTRUCTING EXCELLENCE



Invites Clients to join us for a panel discussion on  
Sub-contractors' experience of client relationships through the main contractor

## Clients Only Special Event

When: Wednesday 14<sup>th</sup> March 2018

Time: 4:30 – 6:30 pm with drinks and nibbles

Where: Flying South Theatre, Christchurch Airport

The Panel: Mike Sullivan, Founder - Clearwater Construction  
Tony Gallagher, General Manager Civil – Fulton Hogan  
Woody Blakely, Managing Director – Blakely Construction  
Tim Munro, Managing Consultant – Infracure

**REGISTER** 

4:30pm **Welcome**  
Liam Nolan, CCG Chair (Christchurch City Council)

4:35pm **Opening Statements**

5:00pm **Panel Discussion: Sub-contractors' experience of client relationships through the main contractor.**

The panel will discuss:

1. Increased integration vs. more secure profit margins
2. Risk transfer
3. When and why should the supply-chain get involved in delivery
4. Examples of behaviour change that has brought shared cost savings

Facilitated by Tim Warren and Liam Nolan, Construction Clients' Group

6:00pm **Networking with drinks and nibbles**

**Sharing ■ Learning ■ Innovating ■ Together**

Contact: Jo Conway: [jconway@constructing.co.nz](mailto:jconway@constructing.co.nz)

Telephone: 09 585 2218 Register: <http://www.constructing.co.nz/Events/?eventID=447>

This event may be considered for contributing to a recognised Continuing Professional Development (CPD) scheme as part of personal development. Delegates should check their individual scheme requirements.

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## Meet the panel

### Mike Sullivan - Clearwater Construction

Established in 1984 Clearwater has earned a reputation for its technical expertise, particularly in structural engineering. Their experience extends well beyond apartment buildings and multistorey commercial buildings; their roots in civil infrastructure have given them the knowledge and understanding to produce structurally sound buildings that will last. In the last ten years they have completed a significant number of projects in Christchurch including the Lichfield Carpark.



### Tony Gallagher, General Manager Civil – Fulton Hogan

Tony has successfully undertaken various senior roles for Fulton Hogan, however, none have been more challenging and rewarding than his direct involvement with the horizontal infrastructure rebuild of Christchurch following the sequence of devastating earthquakes in 2010 and 2011. Over this past 4 years Tony has been the Delivery Manager for the Stronger Christchurch Infrastructure Rebuild Team and currently responsible for Fulton Hogan's response to the Christchurch Rebuild. Tony now begins another chapter in his career with Fulton Hogan, leading the Civil business which incorporates our Heavy Civil division and Rail division nationwide, while retaining the responsibility for the successful completion of our SCIRT programme of works. Brief bio and relevant experience/projects



### Woody Blakely, Managing Director – Blakely Construction

Woody has more than 25 years construction and contracting experience within New Zealand and internationally. Building strong customer relationships is a hallmark of Woody's leadership. His focus on understanding and consistently meeting client needs has established Blakely Construction as one of Canterbury's leading contracting companies.



### Managing Consultant at Infracore Ltd.

I'm an independent procurement, supply chain and logistics consultant and contractor. I draw on my operational and general management experience to help clients reduce cost and increase value from their business partners. I work with both private and public sector clients in infrastructure, construction, health and defence. My work includes: Procurement and supply chain strategy, planning and delivery; Relationship Management including collaborative working, team facilitation and governance; Gateway reviews (NZ Treasury); Contract assurance reviews and relationship health checks; Supply chain and procurement capability training and development.



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