





Celebrating 25 years of Westroads

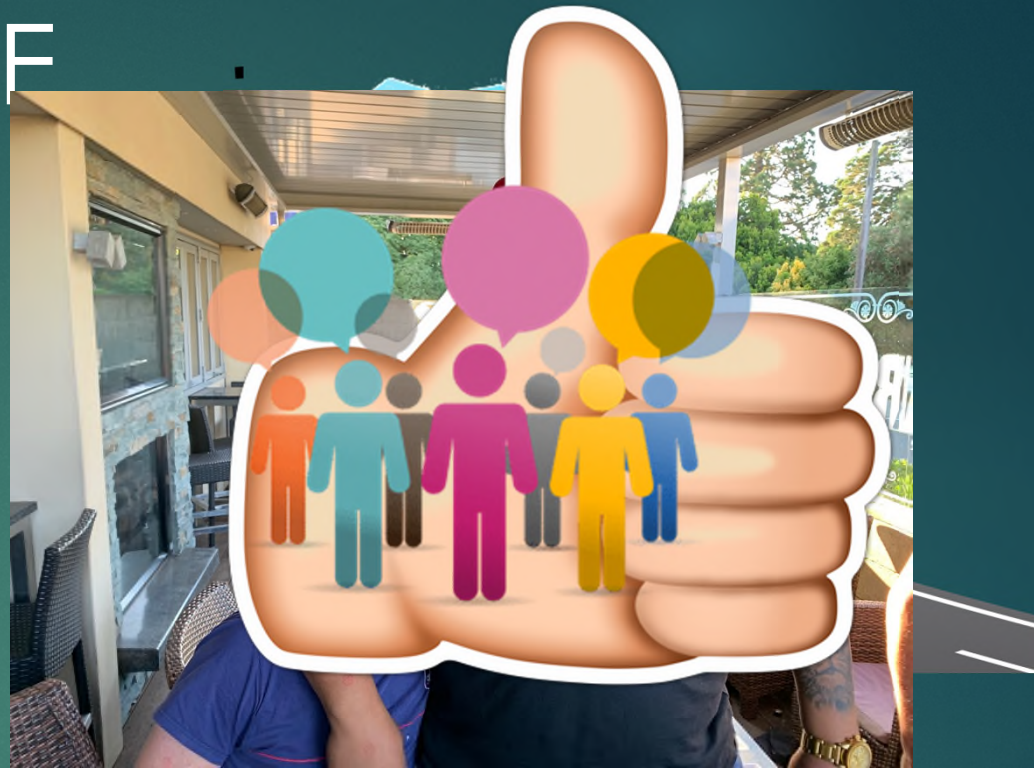


Evolution

Evolution

- ▶ **Evolved from**
 - ▶ **Westland District Council – Private works company**
 - ▶ **Westland District Roading Ltd – Commenced Oct 91**
- ▶ **Establishment Unit / Plan**
- ▶ **Westroads Ltd commenced on 1 January 1995**
 - ▶ **Original shareholder investment \$1.4m**
 - ▶ **32 Staff**

TIMELINE



1995 1997 2001 2006 2014 2015 2017 2020

STARTED BUSINESS WITH 100% OWNERSHIP CONTRACTS



People

Originals

► Original employee list:

A. Weaver

J. Mehrtens

J. Fahey

P. Tinely

A. Booth

G. Sadler

G. Bennett

W. Ironside

J. Friend

C. Growcott

G. Coyle

G. Cannan

T. Baker

J. Dowell

R. Jones

J. Craig

R. Third

D. Lemon

P. Pooley

K. Tomlinson

W. Bill

G. Booth

B. McLeod

J. Aitken

M. Schist

H. Thorpe

P. Davidson

A. Coleman

R. Hansbury

M. Muir

R. Clarke

C. Tinetti

M. Bell

A. Langridge

Originals

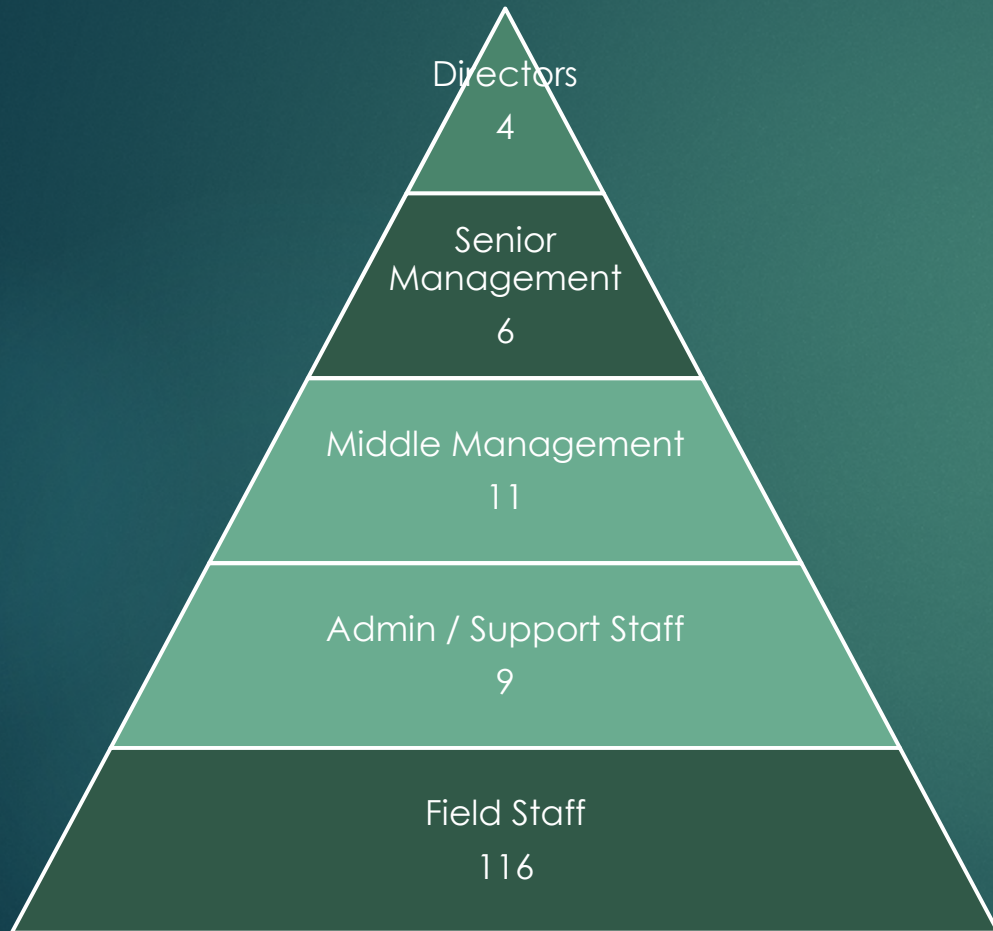
- ▶ Originals still about today:

W. Ironside

P. Pooley

R. Clarke

People (146 FTE's)



Branches	Employees
Christchurch	36
Greymouth	33
Westland	66
Corporate	11
Total	146

Current employee location by branch

Board of directors & GM's

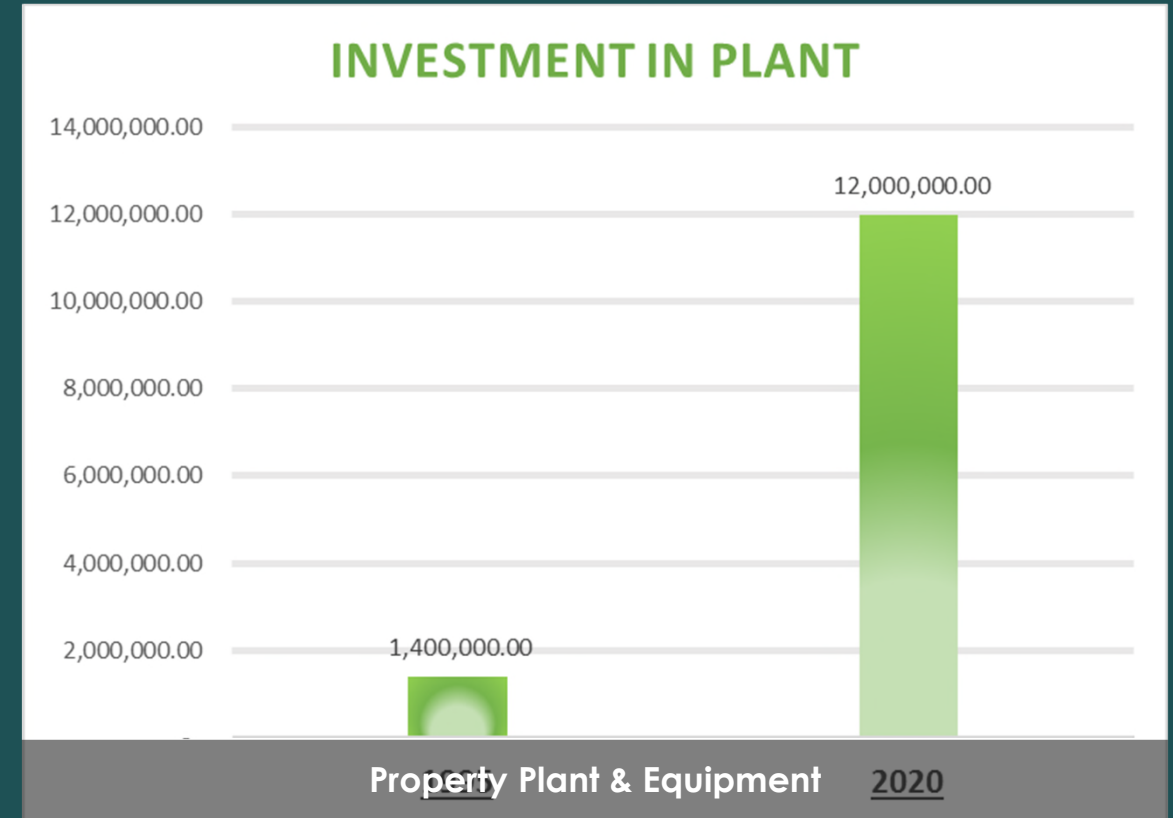
- ▶ **Original BOD**
 - ▶ Peter Kerr (1995-2001)
 - ▶ Durham Havill- Chairman (1995-2019)
 - ▶ Peter Cuff (1995- current) (Chairman 2016- Current)
- ▶ **Original GM**
 - ▶ Jacko Fahey (1995-2005), Board member (2005- 2017)
- ▶ **Current BOD**
 - ▶ Peter Cuff- Chairman (2016- current)
 - ▶ Bryce Thompson (1998- current)
 - ▶ Ross Pickworth (2017- current)
 - ▶ Mark Rogers (2019- current)
- ▶ **Current GM**
 - ▶ Graeme Kelly (2005-current), (1996-2005 assistant manager/branch manager)



Plant & Machinery

Major Plant Items

- ▶ 4 Graders
- ▶ 28 Excavators
- ▶ 16 6x4 Tipper Trucks
- ▶ 30 4x2 Trucks
- ▶ 20 Wheel Loaders
- ▶ 2 Mobile Double Deck Gravel Screens
- ▶ 1 Mobile Jaw Crusher
- ▶ 1 Mobile Cone Crusher
- ▶ 2 Hydro Excavation Trucks
- ▶ 67 Utes and light vehicles
- ▶ 17 Gravel or Transport Trailers





2020 Replacement Plant items

▶ **Normal Replacement Plant**

- ▶ 6&4 Tipper Trucks (3) \$230k each
- ▶ 4&2 Tipper Truck (with front mounted broom) \$150k
- ▶ 4&2 Tipper Truck \$45k
- ▶ 7 Tonne Wheel Loader (2) \$160k
- ▶ 14 Tonne Excavator \$195
- ▶ 7 Tonne Excavator \$136k
- ▶ 4 Axle Transport Trailer \$106k
- ▶ Ute's (4) \$40-45k
- ▶ Ride on Mower \$35k

▶ **Additional Growth Plant**

- ▶ 30m3 Refuse Waste cartage bins \$20
- ▶ 3 Rows of 8 heavy Transporter \$275k
- ▶ 500 hp Tractor Unit \$110k
- ▶ 2 Axle rock trailer \$114k
- ▶ Trench shields (2) \$35
- ▶ 6 inch Pump \$60k
- ▶ 12m & 7m Portacom office block \$185k





Current Contracts

Contracts - Hokitika

- **WDC Roothing Maintenance**
- **WDC Utilities Maintenance**
- **WDC Parks and Reserves Contracts**
- **WDC Butlers Landfill Contract**
- **DOC Glacier Roads Maintenance**
- **NOC Maintenance Contract**
- **Construction Contracts**
 - ▶ **Westland Milk Products- Ocean outfall-pipeline contract (Package1)**
 - ▶ **WDC Cycleway Projects**
 - ▶ **UFB installation small towns**
 - ▶ **WDC Old ChCh Road- Seal Extension**
 - ▶ **DOC-Cook Flat Rd shared Walkway/Cycleway Path**

Greymouth

GDC Rooding maintenance contract



GDC Parks and Reserves maintenance contract



Screening and crushing division



Plumbing and drain laying service

Contracts - Trenching Dynamix

CCC- Conway st Water Main Renewal

CCC -North New Brighton Waste Water Renewals

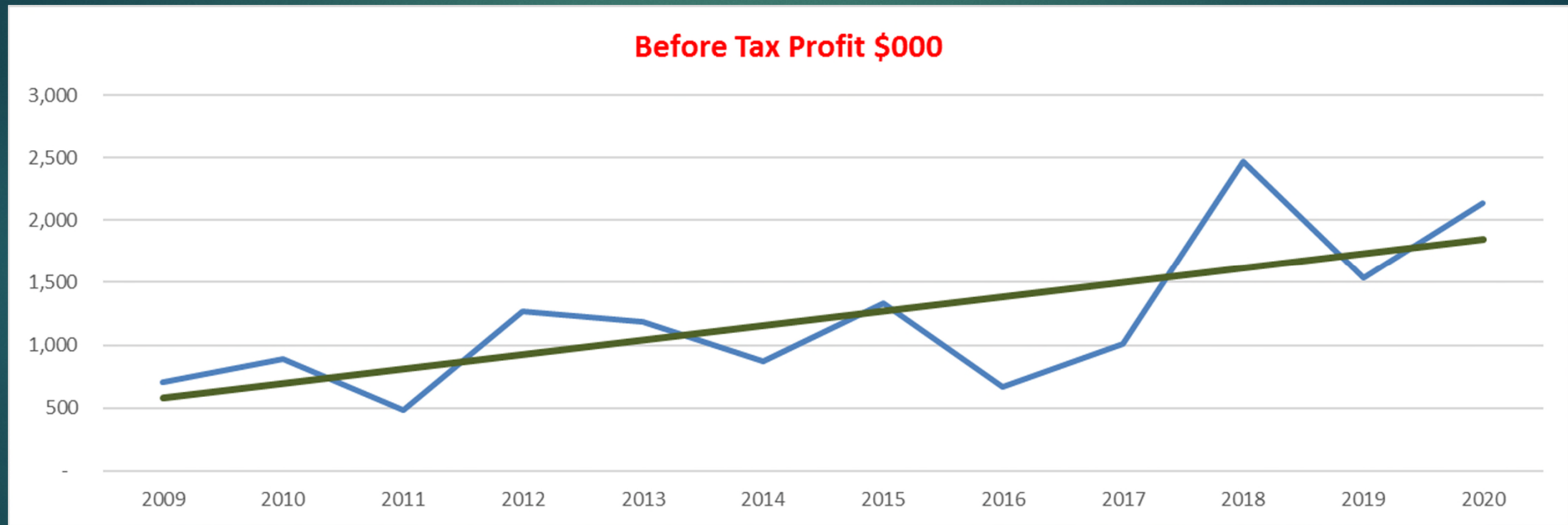
CCC- Kilmarnock st Water Main Renewal

CCC- Botanic Gardens Pressure Sewer

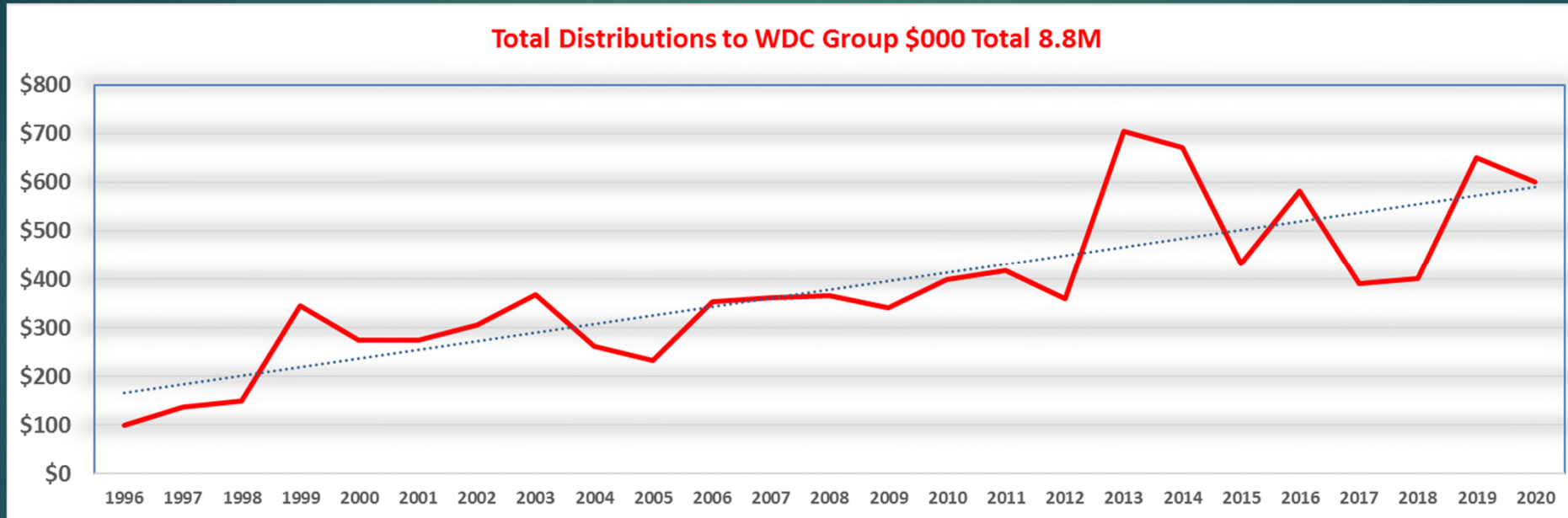
FFP- Fire Main Connection

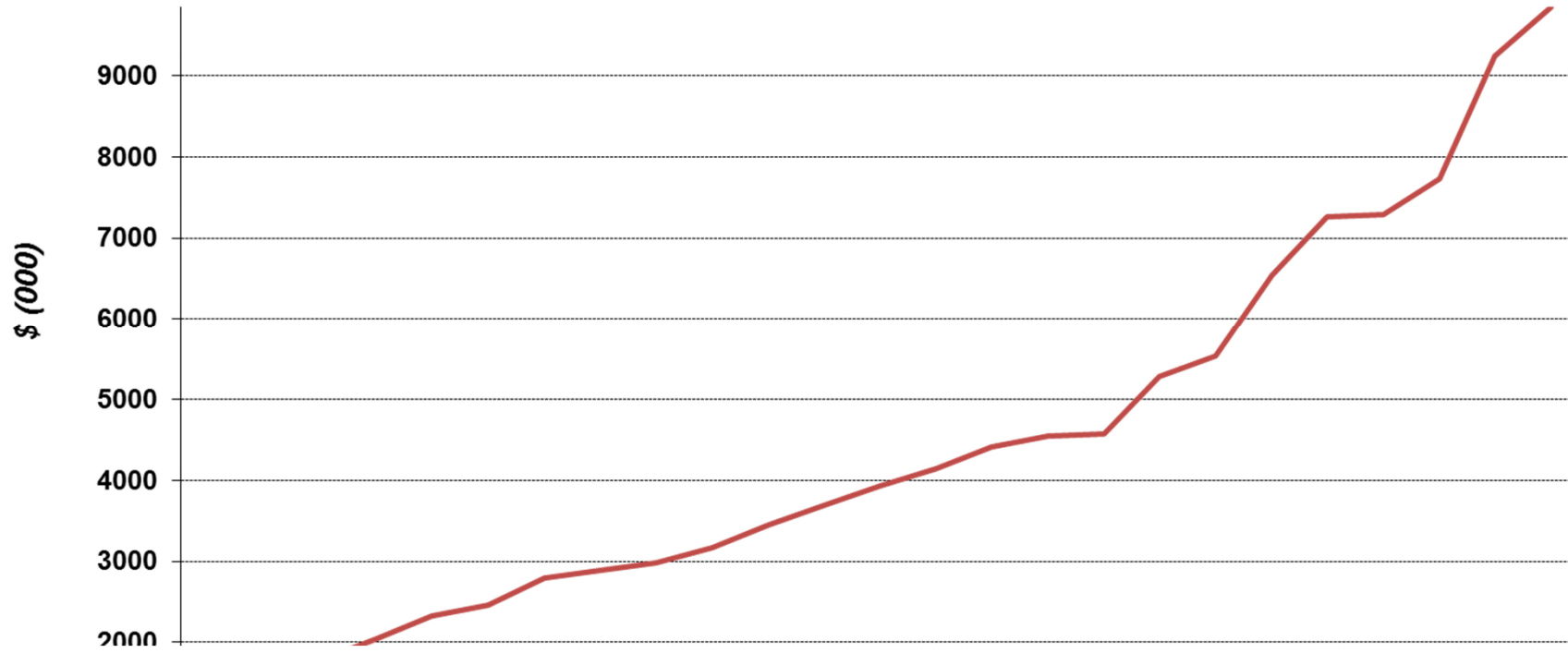
CCC- Duvauchelle Stormwater Contract

Before Tax Profit



Subvention and Dividends from the beginning of time





Westroads' Value Growth

What has changed

Our size

Our client base

Our Competitors

Work type- diversification

Health and Safety culture

Clients Requirements

- H/S
- Resource management
- Employment act
- Sustainability Plan
- Reporting/Programming requirements

Westroads future

- ▶ We must continue to adapt/develop/evolve
- ▶ Keep at the front of the pack
- ▶ Remember the past and celebrate it
- ▶ As a company we do not want to live in the past, we must:
 - ▶ Diversify
 - ▶ Innovate our work practices
 - ▶ Deliver quality work to our clients
 - ▶ Strive to be “cost effective” on all jobs
- ▶ or be left behind by our competitors

Current Matters

Roadside berms maintenance

- WDC ceased funding this function 2015/16!
- Westroads BOD decision to donate this service
- Westroads has donated this service to WDC/Rate Payers for the past 4-5 years
- Why has WR's ceased this recently due to:
 - The impact of recent Spring weather
 - Current trading concerns
 - **Looking Forward**
 - Agreement reached with WDC to start berm maintenance again
 - Review of current contract as to providing an increased level of service

Footpath Maintenance

Driveway/Entranceway Maintenance



Question Time