

CurrentAffairs

News and views from Ergo Consulting Ltd

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It's all about influence

By the time you're reading this, the outcome of the Election should be known and we will have a better idea of the policies that the Government will be pursuing over the next three years. Whatever the outcome, the need for infrastructure renewal and development looks set to continue for the next few years, if not longer.

The Election campaign and the subsequent negotiations have been an interesting study of influence. Changes in parties' leadership seemed to influence voters, even though policies didn't change; and the minor parties' influence during the post-election negotiations will surely have contained some surprises. Experience and track record; communication style; personality; clarity of message; willingness to compromise; and adopting a resolute stance have probably all played a part.

Influence is the "capacity or power to be a compelling force on the actions, behaviour or opinion of others". As consultants, our role is often to influence our clients; to convince them that our advice, assessments or designs are safe, efficient, economic and sustainable. Often our "influence" appears unremarkable, as our clients may already hold similar views. But in other cases, we may feel justified in promoting a solution that was unexpected, even counter-intuitive; and this requires influence and persuasion. Sometimes we're successful, sometimes we're not.

At Ergo, we are genuine about our beliefs and the advice that we offer. We stand our ground if we believe that we're right, which can be challenging. When that happens, we try to look at how we've sought to influence and what we could have done better. Were our proposals a surprise? Did we carry our client with us from day one? Were they receptive to a different view? Were our drawings unambiguous and well presented? Was our report clearly written?



All of these are important; but probably the critical ingredient of influence is trust. Political parties get our backing if we trust them to deliver the best outcomes for our country. Ergo gets clients' backing if they trust us to deliver solutions that are good for their business and their customers. Winning that trust takes time. Influence comes from building track record and relationships over many years.

Richard Cuthbert
Chairman

Project picks

Watercare selects Ergo

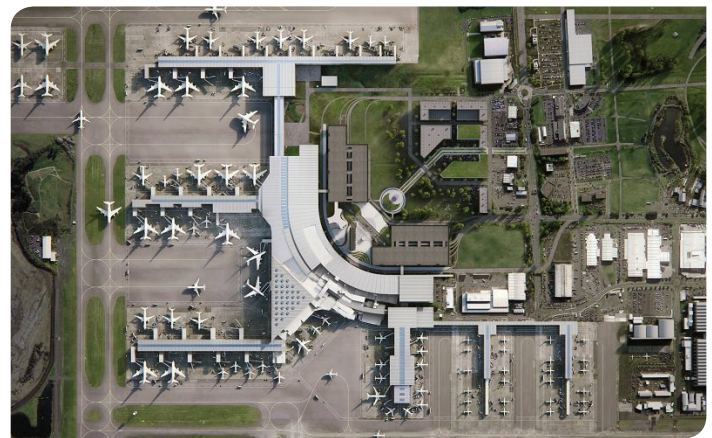
Ergo has secured two positions on Watercare's recently appointed Professional Engineering Services Consultancy Panel, confirming our place as the CCO's preferred specialist electrical engineering consultant. Four consortia are on the panel – we will be working with GHD/Opus and with Stantec/Mott McDonald over the next few years to assist the delivery of Watercare's Capital Works Programme, supporting the growth and the economy of the Auckland city region.





Hobson Street substation upgrade

Vector has appointed Ergo to undertake the primary and secondary electrical design, building design and protection settings for the upgrade of the 11kV switchboard at Hobson substation in central Auckland. The existing Vector site currently houses 110kV, 22kV and 11kV switchboards, four transformers and a Transpower 220kV GXP. Due to space limitation, the existing 22kV switchroom will be extended to accommodate new switchgear. Calibre Consulting is our civil and structural sub-consultant for the project.



Asset management planning for Auckland Airport

Auckland International Airport Limited has appointed Ergo to review high voltage electrical infrastructure and supply for the entire airport site. Forecast growth in passenger numbers and freight volumes will lead to significant increases in power demand and AIAL wants to prepare a ten year investment profile and construction schedule to support their overall strategic plan. This assignment follows our similar recent study for the Port of Tauranga.

Making progress in the South Island

Working out of our new office in Christchurch, Ergo has secured several commissions in the South Island, including conceptual and detailed engineering design contracts for Powernet and most recently for Alpine Energy.

Joining our team in Auckland

Greg Balski

Engineer - Control Systems

Greg joined Ergo in September, having migrated from South Africa. He is an electrical engineer with seven years' automation engineering experience in the maize/wheat milling sector. His experience includes hardware engineering design of Motor Control Centre (MCC) panels, project management and electrical Installation planning for industrial plant control systems. In his spare time, Greg enjoys hiking and the occasional fishing trip.



Paul Bancroft

Engineer - Control Systems

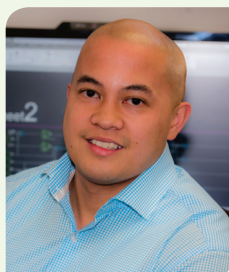
Paul joins us from Just Switchboards Ltd. Paul has over 30 years' experience in the electrical industry in NZ and the UK, from apprentice through to engineer and working on diverse projects from super yachts to conveyor systems. Paul enjoys spending time with family and friends and, depending on the season, can be found on the mountain or on the water, and if time permits, busy DIY-ing or tinkering in his garage on classic VWs.



John Esnaola

*Senior CAD Designer
- Power Systems*

John is an experienced CAD Designer having worked for engineering consultancies in New Zealand (Tesla Consultants) and Australia (Beca, Melbourne). John has returned recently from Australia to be closer with family in Auckland. Outside work he likes to go to the gym and spend quality time with his wife and son.



It's that time of the year again...

Ergo's not-to-be-missed annual informal get-together is from 5pm on Thursday 2nd November and is again being held at the Wintergarden Pavilion in Auckland's Domain. Good company, lively chat, plenty to eat and drink and a great venue in the heart of the city. Please join us to celebrate another successful year for Ergo Consulting.



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