



## New and old lead to best results

### Kelly Deeks

Architect director Glenn McHardie, of award-winning Hamilton engineering and architectural design consultancy Stiles and Hooker, says the company measures its success not by the numerous awards it has won in its history of more than 30 years, but by the added value it brings to its clients.

"Our first priority is to understand our clients' organisation at a deeper level," he says.

"Their culture and their overall identity, and the

marriage between this and the solutions that lead to the best-considered built environment, ultimately leading to success for our clients."

Stiles and Hooker works on commercial, industrial, educational, civic, retail, hospitality, healthcare and high-end residential projects, throughout New Zealand and overseas.

McHardie says the company has a "creative and technically savvy" team of 18, including some long-standing "engineering characters" mixed with some "fresh blood" to balance out the energy and skill base.

As one of the 'fresh blood' members of the

Stiles and Hooker team, McHardie brings a business development approach to the architecture and engineering services the company offers.

A registered architect, he has been with Stiles and Hooker for one year, after spending three years in business development as a business coach.

"I have the ability to mix sound business development and growth principles with creating inspiring built environments as an architect."

He says Stiles and Hooker approaches its projects with a synergy between the teams of structural engineers and architects.

"We all get a huge buzz coming up with smart

design solutions that are both innovative and cost-effective.

"A lot of our customers are 'grass roots' and looking to develop a building that will help them create higher returns for their business.

"This is where we shine compared to our competition, with the close fusion between engineering and architecture."

The company's old school approach of engaging with clients, consultants and contractors early on in the design process is backed up by its internal and industry connections.

McHardie says the company is very open to



**Stiles and Hooker are Green Star approved to implement the principles of environmentally sustainable design.**

linking the client, the design team, and the builder early on with projects, allowing each to look at different ways of approaching a project, where smart design solutions reign supreme.

Stiles and Hooker also offers its clients key benefits focused around environmentally sustainable design (ESD).

McHardie says ESD principles should be a given with all buildings, and the team at Stiles and Hooker are Green Star approved.

Stiles and Hooker engineers are national leaders with expertise in designing structures for the food industry including hygiene facilities and processing plants for export dairy, meat and food production industries, dairy factories, fish processing farms, and wineries.

"These projects require some big contractor teams, and we have had some amazing experience in the design of big industrial plants," McHardie says.

He says Stiles and Hooker focuses on effective listening to its client's requirements and desires, from inception to reflecting long after the project is finished.

"We are grateful to all our valued consultants and the contractors we work with to aid creating successful buildings.

"We are an approachable group of professionals clients can chat with in confidence, right from the early stages of their project," McHardie says.