



Blythe & Watchorn Builders

Improving Your Home and Lifestyle

Welcome to Blythe & Watchorn Builders

Thank you for your interest in working with us. We've prepared this pack to give you a clear understanding of who we are, how we work, and what you can expect from our process.

Our focus is on high-quality residential renovations and extensions, and we've been proudly delivering exceptional homes to Tasmanian clients since 1991. We value clear communication, solid relationships, and a process that ensures every client feels informed and supported from start to finish.

What's included in this pack

We've included three documents to help you understand our approach and the level of detail we bring to every project:

- **Letter of Introduction** A brief overview of our business, who we are, and how we work.
- **Sample Estimate Costing** A real example of the kind of detailed pricing breakdown you can expect from us, offering full transparency around materials, labour, and associated project costs.
- **Sample Letter of Negotiation** This explains how we prefer to approach projects — not through competitive tendering, but through open-book negotiation where everyone benefits from a clear, collaborative process.



FINALIST 2024
HIA Tasmanian
Apprentice of the Year



FINALIST 2024
HIA Tasmanian
Apartment of the Year



FINALIST 2024
HIA Tasmanian
Renovation/Addition Project
of the Year

Why we work this way

Over the last few years, demand has been high, and like many builders, we've had to be more selective in how we engage with potential projects. We've chosen to move away from quoting competitively against multiple builders, simply because the level of detail we put into our pricing and documentation requires considerable time and care.

When a job is priced with thoughtful planning, real-world costings, and accurate specifications it often doesn't come in as the cheapest quote. But it does tend to reflect the true cost of getting the job done right.

Our process means fewer surprises, more informed decision-making, and ultimately, a better experience for everyone involved.

Is this the right fit for you?

We understand this open-book, negotiated approach may not suit everyone, but if you see the value in transparency, collaboration, and quality workmanship, we'd love to talk further.

Should you choose to move forward with us, you'll have a team who values clear communication, keeps you informed every step of the way, and genuinely cares about the final result.

Let's talk

If you're interested in sitting down to go through this process in more detail, I'd be more than happy to meet with you and answer any questions.

If, after reviewing this info pack, you feel this approach isn't quite right for your project, no problem! Just let us know ahead of our scheduled meeting.

Thank you again for considering Blythe & Watchorn Builders. We look forward to the opportunity to work together.

Regards,
Rob Watchorn

Director

Blythe & Watchorn Builders

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Accreditation # CC6580
ABN: 75 080 604 806

Client Name
Address
Suburb

Dear NAME

Blythe & Watchorn is a building company that specialises in alterations and renovations of existing homes, and we would be happy to discuss the construction of your new home. I have found over the past 37 years in the industry by negotiating contracts and operating with clients on an open book basis that the result is usually more rewarding and enjoyable for all.

This service can begin in the early stages of design and help you establish budgets for new projects, form a relationship with a builder that you can trust and depend upon from the early stages through to completion. It will enable a degree of certainty when it comes to likely cost, and we will provide you with a full breakdown of the likely costs at an early stage offering a better chance of a fruitful outcome for all.

When negotiating we like to communicate to our clients all the costs associated with their project and happily divulge all the information that we accumulate in putting together a detailed costing for their project. We have surrounded ourselves with a team of subcontractors and employees that share our core values and vision and with that knowledge feel confident that we can deliver alterations with peace of mind.

Our Purpose

To improve our clients' homes and lifestyles

Our Brand Promise

Alterations

- that meet your needs
- with clear and concise estimate
- with quality guaranteed

Our Core Values

- Getting the job right the first time
- Clients first- we do the right thing by our clients
- Open and transparent communication
- Commitment to high quality service and products
- Staying true to our word and doing what we say we will do
- Maintaining a clean safe and tidy work environment
- Working together as a team

Our Process

Design and Build

- At the first meeting we ask questions regarding scope and budget.
- We then develop a sketch plan and check the accuracy of the information provided. This may involve having a measured floor plan of the existing house prepared.
- A specification is prepared and amended to suit your requirements.
- A preliminary estimate is prepared.
- The Letter of Negotiation is signed.
- The design is fine-tuned, and we consult with our draftsman and engineer.
- Council approvals are obtained.
- A detailed quote looking at each stage of the renovation/building process is prepared. This includes the cost of materials and other trades that need to be involved. This work is negotiated and enables clients to be familiar with the allocation of all expenses and to clarify any uncertainty.
- Presentation of contract

Construction Service

- A working schedule is produced, and copies sent to all involved.
- A site file is produced for the Forman on site and includes all relevant information, laminated plans, schedules, contact lists, OH&S info, etc.
- We like to have regular meetings with clients, builder, and subcontractors (if required). I am on site at least once a week to answer questions from my staff, and to have input into the construction methods. This gives me full control of the quality of all areas of construction..

Follow Up Service

- Within a week of practical completion, I like to meet my client on site and write the defects list in consultation. This reinforces the level of finish provided and our commitment to a high standard of product and customer service.
- Any certified defects are attended to within an agreed time frame.
- 12 weeks after completion we are in contact again to see if there are any maintenance issues.
- At 12 months the client is contacted to check their satisfaction with the standard of product and service delivered.

I invite you to consider Blythe & Watchorn Builders for your upcoming project. If you feel that our approach could be a good fit for you, I'd be more than happy to discuss it further. Please don't hesitate to get in touch.

You can also find more information about our work, process, and values by visiting our website: www.blythewatchorn.com.au.

Thank you for taking the time to read this letter. I appreciate your consideration.

Regards,
Rob Watchorn

Director

Blythe & Watchorn Builders

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Sample Detailed Estimate

Client Name
Address
Date

Summary

	Hrs	\$
Total from Preliminaries (next page)	262.5	\$ 7,550.00
Builders Margin plus 15%		\$ 1,132.50
Total of Subcontract Quotations and Subcontract allowances		\$ 241,742.84
Builders Margin plus 15%		\$ 36,261.43
Total of Allowances		\$ -
Builders Margin plus 15%		\$ -
Provisional Amounts		\$ -
Contingency Amount		\$ -
Materials		\$ 77,178.86
Builders Margin plus 15%		\$ 11,576.83
Labour Component & Margins		
Total Labour from Tasks	1761	
Total Value Of Labour With Preliminaries @ \$96p/hr	2023.5	\$ 194,256.00
Plus 10% GST		\$ 19,425.60
Adjustments		
Total Estimate		\$ 589,124.06


Site Preparation

	Hrs	Materials
Site Preparation	43	\$ 1,483.00
Secure 4 x doors shut, screw and timber blocks	1	
Remove section of fence at rear for access for excavator	1	
General strip out of vegetation to front garden to allow for works 1 man 2 hours	2	
Install temp flooring sheets to roof in Deck 1 area for scaffold etc, 9 sheets @ \$47, 2 men 1.5 hours	3	\$ 423.00
Builders Scaffold allowance		
For works to West Elevation on Unit 1 roof		
Pickup, setup,dismantle and return	9	
Scaffold hire		\$ 300.00
For awning off deck 2		
Pickup, setup,dismantle and return	9	
Scaffold hire		\$ 300.00
Platform for painters over glazed roof to Deck 2		
Prop and support glazing, 2 men 1.5 hours + propping	3	\$ 60.00
Install carpet over and temp flooring,(reused)	2	
For Entry 2 construction		
Pickup, setup,dismantle and return	6	
Scaffold hire		\$ 200.00
For internal works to dining/lounge	3	\$ 100.00
Existing deck, demo brick wall		
Pickup, setup,dismantle and return	4	
Scaffold hire		\$ 100.00



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Brickwork

	Hrs	Materials
Brickwork	47	\$ 4,785.00
Foundation walls to Entry 2		
Setout and hights	1.5	
Bricks x 420 @ \$2.2 each		\$ 924.00
Lay bricks @ \$2		\$ 840.00
Mortar + pickup	1	\$ 100.00
Accessories		\$ 30.00
Blockwork wall repair and extention		
Preparation		
Demo part of wall and tidy ready for bricklayer	6	\$ 10.00
Chemset in starters	3	\$ 66.00
N 12X 3 for repairs and extention		\$ 45.00
Block up		
Mortar		\$ 30.00
Bricklayer 4 hours		\$ 330.00
Conc fill,(mix on site + pick up materials)	3	\$ 30.00
Waterproof patch by builders	2	\$ 30.00
Backfill with 20mm + pickup	2.5	\$ 30.00
Patching of brickwork to existying house after window modifications and demolition		
Allowance for cleaning bricks for reuse, 2 days	16	
Tooth out for brickwork patching		
Hire and wear for arbotch tool		\$ 200.00
Prep 1 men 1 day total	8	
Bricklayer for 3 days		\$ 1,980.00
Mortar and accessories		\$ 100.00
Acid washing, at compeletion, 1 men 4 hours	4	\$ 40.00

The Summary, Site Preparation and Brickwork Estimate Calculations are provided as an example only.

[Click here to view a complete estimate.](#)



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Date

Dear NAME

Blythe & Watchorn Builders are pricing this work on the understanding that you are negotiating this work with Blythe & Watchorn Builders, and no other parties.

When Blythe & Watchorn Builders enter a negotiation process, you will firstly have the opportunity to discuss your needs and budget. We will then develop a sketch plan (if documentation is not already provided), check the accuracy of that information and confirm your approval.

We will then provide you with a preliminary estimate for the works. There will be no charge for this service. Unless expenses are incurred.

If the preliminary estimate is acceptable, we will progress to planning approval stage.

- A draftsman will be engaged to complete your planning drawings.
- The builder will then organise and submit your planning application.

Once a planning permit has been granted, we can move to the building documentation stage.

- The draftsman will further your drawings to a construction stage, with input and certification from the engineer.
- Your plans will then be submitted to the building surveyor to obtain a Certificate of likely Compliance.
- Your application will then be made to the council for building and plumbing approvals.

Formal pricing and contract.

Now that we have full working drawings the formal pricing stage can also commence. This process will usually start while your application is with the council.

This will include a detailed summary of the costs/allowances for:

- Labour and materials
- Subcontractor quotes
- Preliminary expenses (e.g., council fees, surveying costs, supervision by foreman, cleaning costs)
- Builder's margins on materials and subcontractor's expenses
- Prime costs and provisional sums (e.g., tiles fixtures, hardware, floor coverings)

Once you have familiarised yourself with the allocation of expenses, we can then discuss any changes to better suit your needs and budget. If changes are made, Blythe & Watchorn Builders will happily re-estimate the job and provide you with an amended, detailed summary and breakdown of costs.

With your approval a contract will then be prepared. Upon signing we will prepare, a schedule of works. The works are then ready to proceed. We are now undertaking all of our contracts on a cost plus basis. I have attached an information sheet outlining the difference between cost plus and lump sum contracts.

If the work does not proceed, an invoice for all expenses incurred + 14% and 50% of the builder's time, and will be issued, to be payable by the owner.

If the work does proceed, an invoice for all expenses incurred + 14% will be produced and be payable by the owner. There will be no cost for the builder's time spent working on design, applications, and costings etc.

Signed:

Owner 1 _____

Owner 2 _____

Builder _____

We believe the best way to understand what it's like to work with Blythe & Watchorn is to hear from the people who know us best, our clients. Below, you'll find recent testimonials from clients who've trusted us with their homes, some for the second or third time. Their words speak to the quality, care, and craftsmanship we bring to every project.

To see examples of our work, [we invite you to explore our portfolio online](#).

We're proud of the work we do, and even prouder of the relationships we've built along the way.

We recently had the pleasure of working with Blythe & Watchorn Builders on the renovation of our townhouse in Sandy Bay. Rob Watchorn and his project manager, David P, made the entire process smooth and stress-free right from the start. Rob's initial meeting with us outlined the process, the costs and the timeline – which were adhered to the end.

“

Rob demonstrated a strong commitment to quality at every step and Dave's attention to detail and dedication to the project were evident, with the final result exceeding our expectations. Dave was an incredible asset throughout the project. He kept us updated regularly, managed timelines efficiently, and was always quick to address any questions or concerns we had. The professionalism and proactive approach helped ensure everything stayed on track, and it was clear that the company genuinely cared about the success of the project.

We are incredibly satisfied with the work, and would highly recommend Blythe & Watchorn Builders to anyone looking for a reliable and skilled team for their construction needs.

Jo Dumergue

The entire project was well co-ordinated and ran to time. Rob and the whole team worked well to ensure the project was stress free from planning to completion. Dave the site foreman, kept me well informed of any changes or problems and offered suggestions and solutions, whilst leaving me to make well informed decisions.

”

Lindy Mackay

We chose Blythe & Watchorn after reading the testimonials and we're so glad that we chose this excellent company.

Our project involved rebuilding a derelict room and adding a deck and Rob and his team were completely professional from start to finish, with great attention to detail, excellent communication and superb craftsmanship.

“

Foreman David H and the team (Mitch, Reuben and Ollie) were a delight to have on-site and their work is top quality. David kept us fully informed on the work schedule, and the crew treated our property with respect - they are the tidiest builders we have ever dealt with!

Rob Watchorn was superb at keeping an overall eye on the project and coordinating the various subcontractors who, again, were all top-notch. You may find cheaper builders, but you won't find better, so it's without hesitation that we highly recommend Blythe & Watchorn.

Carol Altmann