

HORIZONS



A foundation for success

Galvin Construction, which was established in 1956 by Alan Galvin, experienced turbulent times during the “Recession we had to have” shortly after current managing director Steve Sweeney assumed control of the company in 1991. “It was certainly tough in the early ‘90s, but with our dedicated and loyal workforce plus a commitment to delivering a high quality product to our clients we turned things around and the company has flourished over the ensuing years.” Galvin Construction takes great pride in the fact that its employee ranks include family members who have joined their fathers, brothers or sisters in the company. “This strong family orientation and the pride our people take in their work are major factors that contribute to our continuing success in such a highly competitive industry,” Steve said. The fact that Galvin Construction manages the industrial relations scene so effectively is testament to both the close-knit staff and company’s commitment to maintaining harmonious relations on and off-site. Highly experienced in design and construct projects in the multi-dwelling apartment sector, Galvin

Construction establishes partnerships with developers to provide advice on buildability issues and cost containment to add value to each development. In addition to its wealth of construction know-how and experience, Galvin Construction is in the unique position of having an in-house architect who assists clients with feasibility studies, offers advice on a range of issues and provides suggestions for improving existing designs. “There have been instances where developers have not been satisfied with the design team and we’ve been asked to provide architectural services to complete the project.” Logie-Smith Lanyon assisted Galvin Construction with the legal formalities associated with a joint-venture apartment development in Melbourne’s northern suburbs as well as dispute resolution. Michael Lanyon acts as an advisor to Galvin’s executive management group on strategy, direction and planning. “Michael’s vision and knowledge of business operations and company structures are invaluable and streets ahead of any other lawyer we have been involved with in the past,” Steve added.



An impressive bayside landmark

Sandringham Yacht Club (SYC), which dates back to the early 1900s, was the venue for the 1956 Olympic Games Finn Class sailing event and was visited by his Royal Highness Prince Phillip, a keen sailor who later became the club's Commodore in Chief. Regarded as one of Melbourne's premier sailing clubs, Sandringham offers world-class sailing facilities, year-round sporting and social events, a 340-berth floating marina, boating academy, waterfront support facilities and 237 car parking spaces. Thousands of students across Melbourne's south-eastern suburbs stand to benefit from the new SYC sailing academy with more than 2,000 children from local schools expected to participate in Learn to Sail classes each year.

The contemporary \$12.75 million clubhouse, designed by Richard Mabin and Associates, was officially opened in October this year and features the latest in amenities for members and their guests including a training auditorium and meeting rooms, restaurant, dining rooms and function venues, casual lounge, outdoor eating areas and bar facilities. At the relaxed, stylish Harbour View Restaurant guests can select from the extensive menu and wine list while enjoying spectacular views of Port Phillip Bay. Although some of the amenities are exclusively for the use of members and their guests, the public is welcome at the Harbour View restaurant and the elegant function rooms are available for hire. The club's auditorium, a dedicated training facility part-funded by a Federal Government grant, can be booked for conferences, training seminars and board meetings. Logie-Smith Lanyon assisted SYC with internal and external finance documentation and provided advice on the standard building contract. More recently, the firm has been involved with documenting SYC's negotiations with the builder. Rear Commodore Chris Carlile, who was responsible for the funding arrangements for the clubhouse and car park, said, "Logie-Smith Lanyon attended to the legal matters in an extremely professional manner and were particularly helpful with the funding procedures and documentation."



A rewarding experience

The prospect of spending several days in the remote Zimbabwean village of Nzenza may not be everyone's cup of tea but Logie-Smith Lanyon general manager Nick Lucas found his experience there in September both humbling and rewarding. "The accommodation was very primitive and there was no running water but the villagers were warm and friendly." Nick was asked by journalist Adam Shand, whose former wife is Zimbabwean, to join a small not-for-profit group whose objective is to rehabilitate Nzenza, a village devastated by AIDS and poverty. The village's Jeche school is in a state of disrepair, has no feeding program and has no water supply; children are forced to carry water in dirty bottles to school. The school can accommodate 300 children from years one to seven, but only an enrollment of 230 because many families cannot afford the \$US4.50 per term for fees. The primary function of the trip was to identify the needs of the Nzenza community. The cost of the rehabilitation program - known locally as Simukai which means "rise up" in the Shona language - has been put at \$US1 million and includes:

- sinking bores to provide uncontaminated water for drinking, washing and agricultural purposes
- purchase of a grinding mill where local residents can grind maize for their staple food
- rebuild and/or refurbish the school
- establish primary health care at the school serviced by a resident nurse and visiting medicos

"We will be approaching the Gates and Clinton Foundations in the US, the United Nations, NGOs in Zimbabwe and solicit private donations in Australia to raise the necessary funding." Logie-Smith Lanyon has been very supportive of the project. The firm's senior tax counsel George Koliou is providing legal services pro bono to establish the project as a Deductible Gift Recipient with the Tax Office.

Zimbabwe, Nick says, suffers from rampant inflation, corruption, limited food supplies and widespread poverty. "Going into Nzenza I was "fined" \$US3 at a police checkpoint for wearing a seatbelt, on our return I hastily undid my seatbelt at the same checkpoint only to be "fined" the same amount for not having it fastened."





Diversification pays dividends for Knowles Group

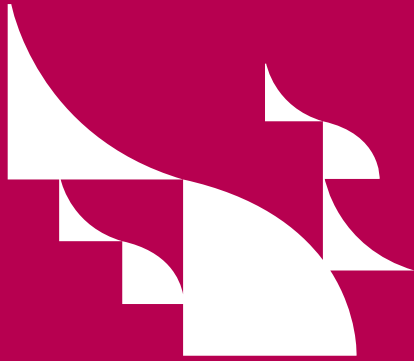
Fate works in mysterious ways: when Rod Gee worked as a builder's laborer on Knowles Group construction sites while he was a student in the 1980s, he had no inkling he would become Chief Executive Officer of the company 20 or so years later. Rod, who was appointed CEO in early 2008, was a property valuer for 20 years specialising in construction finance valuations, together with commercial offices, shopping centres, subdivisions and prestige residential properties. As a valuer, Rod was engaged by financiers from time to time to value Knowles Group assets and projects. Prior to joining Knowles Group he worked with Becton in development project acquisitions. Established in 1970, Knowles Group has been involved in a range of property sectors. A forerunner in the retirement village market, the group sold its 23 completed retirement villages to Stockland as a going concern in February 2007. Knowles Group's wholly-owned subsidiary – Arcare – provides Aged Care (nursing home accommodation) at 13 facilities with more than 1,300 beds in Victoria and Queensland. Other activities and investments of the group include multi-dwelling residential developments, retail and commercial developments, industrial estates and owner/operation of a leading Mornington Peninsula winery. Two of the group's higher profile properties are the Dendy Shopping and Cinema complex in Church Street Brighton and the recently acquired 215 Spring Street, Melbourne, a passive office investment, prudently purchased at the bottom of the market. The winery, Willow Creek Vineyard at Merricks North, produces an outstanding range of red, white and sparkling wines. The award-winning Salix Restaurant at the winery specialises in fresh local produce and offers diners an opportunity to sample Willow Creek's superb wines. Go to www.willow-creek.com.au, or better still, hop in your car and make a visit! Logie-Smith Lanyon acted for Knowles Group when it purchased the former Price Waterhouse Coopers headquarters at 215 Spring Street. "I was absolutely delighted with the manner in which Logie-Smith Lanyon completed the due diligence and handled all aspects of the settlement for this substantial purchase," said Rod.



Insulating Australia

The principal objective of the Federal Government's \$3.7 billion home insulation stimulus package is to insulate 2.9 million homes by 2012 in order to conserve energy and reduce carbon footprints. It is also designed to create employment and this has certainly been the outcome for Logie-Smith Lanyon's client Aussie Home Saver which has seen its workforce increase from four to 87 since June this year. Managing partner Steve Richardson says Aussie Home Saver is in the industry for the long haul and predicts it could have as many as 1,500 employees in the years ahead. "We're committed to becoming the trusted mainstream player in the insulation field so that we can deliver services to our customers throughout Australia." Aussie Home Saver, which has formed strategic alliances with suppliers in Australia and overseas, is heavily committed to maintaining stringent safety procedures and ensuring total compliance with the relevant industry regulations. "There has been a fairly high incidence of injury associated with the installation of ceiling insulation and we have gone to great lengths to establish strict working guidelines aimed at eliminating risk within the workplace," Steve Richardson said. Conscious of media reports of alleged malpractice and dishonesty within the insulation industry, Aussie Home Savers has a stringent sales audit system and a team of supervisors on the road to ensure each installation is fully compliant and completed entirely to the customer's satisfaction. Aussie Home Saver also has its own IT division which develops software systems to meet its specific requirements. Logie-Smith Lanyon's work for Aussie Home Savers has included drawing up sales contracts, purchase orders and supplier agreements. "We have relied heavily on Logie-Smith Lanyon to assist us with the development of our corporate infrastructure and the provision of legal advice to protect the interests of both the company and the consumer."





Logie-Smith Lanyon directory

Business and corporate

- defence contract procurement
- ASIC, ASX and regulatory requirements
- mergers and acquisitions
- takeovers
- trusts
- international trade and investment
- banking, finance and investment
- capital raising
- business structures
- franchising

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Litigation and dispute resolution

- trade practices
- debt collection
- insolvency
- securities enforcement
- professional negligence claims
- contractual disputes
- insurance claims
- corporation law disputes
- property
- ASIC enforcement actions & s 19 hearings

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Private client services

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- real estate conveyancing and leasing
- probate
- superannuation
- trusts and estates
- wills consumer law

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Employment and industrial relations

- contracts of employment

- enterprise agreements
- sexual harassment
- anti-discrimination
- occupational health and safety
- industrial disputes
- employment/IR litigation
- service, consultancy and management agreements
- rights and obligations under the Federal employment, IR and OHS legislation
- adverse actions
- unfair dismissal claims
- policy/employment manuals, documents, handbooks and training
- redundancy/restructures
- workplace codes of conduct
- workplace strategy reviews
- employment benefits
- confidentiality and restraints of trade
- conciliation and arbitration

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Property and construction

- development
- subdivisions
- leases
- tenders
- construction contracts
- project documentation
- contract administration
- claims
- dispute resolution
- planning
- environmental
- stamp duty planning
- finance
- structuring

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- liquor licensing
- venue operator licensing
- strategic advice
- sale and purchase

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Information technology and telecommunications

- IT procurement
- service contracts
- service level agreements
- technology licensing
- wholesale and resale arrangements
- regulatory compliance
- privacy law

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Taxation

- income tax
- capital gains tax
- goods and services tax (GST)
- Division 7 A loan issues
- stamp duty
- land tax
- tax effective business structuring
- tax effective succession and estate planning
- tax dispute resolution
- tax litigation
- accountants'/tax agents' registration and regulation
- superannuation

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