

EMIRATES AIRLINE WINS PRAISE FOR OFFICE FIT-OUT

Emirates airline is thrilled with the high standard of workmanship and finish of the fit out of its new administration centre in Melbourne.

The Sales, Service and Contact Manager for Australia and New Zealand for Emirates Airline, Alex Yacoub, told Hallmarc Business Club News the company was delighted with the work, which was carried out by Hallmarc.

Like many multinational companies, Emirates Airline wanted to maintain an exceptionally high standard of presentation in keeping with its status as one of the world's leading carriers.

Alex said the company had called for quotes on the work but because the airline's main focus was on cost and time it decided to award the contract to Hallmarc.

"We have a strong relationship with Hallmarc dating back years so when all the quotes were assessed we decided it was best to award them the contract. We saw it as an opportunity to further strengthen our ties with them," Alex said.

"We were very pleased with the way they worked alongside us while the work was being carried out. We had to juggle our everyday workloads and coordinate the project management of the fit out but they were very understanding.

"We all worked as a team, including the contractors. Their team was especially considerate about such matters as the noise levels,



which were important because our call centre was involved. They carried out the work in a professional manner without any glitches or problems."

Alex said Emirates Airline would recommend Hallmarc to other companies without hesitation.

"Results speak for themselves and we would be more than happy for people to visit our offices and see the high standard of work carried out by Hallmarc. The company should be recognised for the fine work it has done on the project."

As part of all their leasing transactions, Hallmarc offers clients assistance with fit out services, enabling a hassle free, top quality fit out on time.



The Sales, Service and Contact Manager at Emirates Airline, Alex Yacoub, second from right, and other staff members, are pleased with the high standard of the fit out carried out by Hallmarc.

How to boost your business!

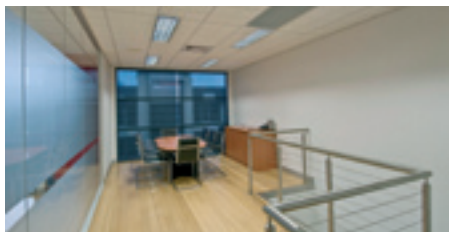
If you are looking for new offices in Melbourne's east and you can't make up your mind where to go, then you should talk to Terry Portelli, a leading estate agent. He knew exactly where to go when he wanted to relocate his business.

Terry is the Director of red23, a company that specialises in real estate marketing.

"Among other things, we offer project marketing, house and land packages, new home sales and property investment. Our directors have more than 35 years experience in the property market so I feel we are well qualified when it comes to choosing a new office location," Terry said.

"For the past three years we have been based at Glen Waverley, but we've expanded significantly and now need more space. When it came to making a decision about where to go there was no debate, no doubt, we immediately chose the Hallmarc Office Park at Mount Waverley.

"We were fortunate in that there was a unit available which was the right size for us, 180 square metres with a mezzanine floor, so we didn't hesitate. It was a matter of the right place and the right time for us," he said.



"We didn't even look at other office space. We knew the park was right for us. We've known about it since we first set up business at Glen Waverley three years ago but at the time we weren't in a position to take up such a large office."

Terry said there were several reasons why they were so impressed with the Mount Waverley office park.

"First of all, it gives us excellent access to the freeway and all arterial roads. We have projects all over Melbourne, so we need to be able to travel quickly throughout the metropolitan area. It's ideal as a central location.

"Secondly, the quality of the presentation is very high. Presentation is something we're strong on in our company. We need to have a professional image because we are constantly dealing with developers who have high expectations," Terry said.

"Not only does the park present well, for example the gardens are immaculately maintained, but there are also excellent tenants

already in place. They add to the overall image of professionalism and prestige.

"There is also a café and bistro, which gives us the opportunity to meet clients in a relaxed, friendly atmosphere or to have a break if we feel we need it. There can be a lot of pressure in our business, so it's good to take time out occasionally," he said.

Terry said another advantage of the office park for red23 was that many of the major builders had their headquarters in and around the south east.

"The Henley Properties Group is in Mount Waverley, Simonds is in Dandenong, Carlisle Homes is in Mulgrave and Porter Davis is in Berwick. So, for us the park is ideal. We couldn't ask for more."

For prestigious office space that offers only the best in amenities and presentation and that is centrally located close to the freeway and arterial roads, contact Hallmarc. As well as Mount Waverley, the company has prestigious office and business parks throughout Melbourne.

Hallmarc

is widely regarded as one of Australia's leading commercial, industrial and residential property development, construction and management companies.

Hallmarc's total property development approach encompasses the following in-house functions:

- Development Site Selection and Feasibility
- Design and Planning
- Construction (Residential and Commercial)
- Sales & Leasing (Residential and Commercial)
- Asset Management (Incl. Owners Corporation Management)

Hallmarc's unique approach of combining all divisions to offer a seamless approach to property development that ensures efficient construction and management to maximise return on investment.

OUR TOTAL SERVICES APPROACH COUPLED WITH THE VAST YEARS OF COMBINED STAFF EXPERIENCE AND SKILLS BRING THE HALLMARC MISSION ALIVE.

Are you tired of hunting for the right office space?



How do you find a new office that offers everything you need? Sometimes you will find offices that provide one feature that is vital for your business, while on another occasion you might find a location that has two or even three features. But, rarely will you find commercial space that ticks all the boxes.

The Administrative Services Manager of Australian Home Care Services (AHCS), Rebecca Wright, knows the feeling. When AHCS decided to merge their Bentleigh and Blackburn offices, Rebecca was given the task of finding new premises.

“It was so frustrating. We got to the stage where we were doing drive-bys just trying to find a suitable location,” Rebecca said.

“Eventually, after inspecting four or five properties, we chose an office at the Hallmarc Corporate Centre, Brandon Park. It was much bigger than the combined size of our Bentleigh and Blackburn offices and was also on the ground floor. Both factors were most important to us. We had to have a much larger office and it needed to be on the ground floor to suit some of our clients.

“We wanted to move because we had outgrown our Bentleigh and Blackburn offices

and wanted to consolidate our teams. Our staff and clients are really important to us so it was essential the new office offered easy access to the freeway and major roads, that public transport was readily available, and there was also plenty of car parking for both staff and visitors.”

Rebecca said the Hallmarc Corporate Centre not only offered those advantages but also the added bonus of a shopping centre across the road.

“As a result, we were close to banks, the post office, supermarkets and specialty stores. On top of that it was a lovely new building which because of its size gave us the chance to develop a training room, something the other offices lacked,” she said.

“We offer in-home care and support services to people in need, such as those who have a disability or are recovering from an accident or illness. That means it’s important our staff are well trained, especially in such matters as the correct posture when doing manual work like lifting patients.”

Rebecca told Hallmarc Business Club News her company was highly impressed with the centre overall.



“The presentation was excellent and there was a café bistro which was ideal for us. The Blackburn team was used to having a coffee shop on the premises, so they certainly appreciated the fact that there was a café. It gives staff a chance to get out of the office for a while and relax which is important when you’re under pressure.

“All I can say is that we have given the Hallmarc Corporate Centre full marks as far as location and amenities are concerned.”

Rebecca said Hallmarc was easy to deal with and AHCS negotiated an excellent five year lease with a five year option.

“We dealt with Sales and Leasing Consultant, Damon Armstrong, and found him to be most helpful,” she added.

If you want your company based in a corporate centre that ticks all the boxes, contact Hallmarc. Their expert team of consultants will guide you about the most suitable location for your business.

Hallmarc

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How do you win new business?

Word of mouth advertising is the most effective!

A new tenant at the Hallmarc Office Park, Mt Waverly, has praised Hallmarc's Business Club, saying her company won one new client soon after joining the network.

Tiffany Galbraith, one of the principals of G. F. Galbraith & Associates, an accounting firm, said her company joined the club after moving to the park.

"The Hallmarc Business Club recently held a barbecue for members which we attended. It was a great opportunity to meet other tenants and showcase our services. As a result, we

won a new client and gave some work to another business operating in the centre," Tiffany said.

"I think the best advertising is word of mouth. It's far more cost effective than advertising in newspapers or magazines. Take for example our fit out here at Mount Waverley. I'm a sponsor of Essendon Football Club and I know another sponsor who does fit outs for commercial businesses. So, when the time came to do the fit out here I decided we should go with my contact at the football club.



"I think that's how your business evolves, through networking. I can see real advantages in the Business Club and there's no doubt it works."

Tiffany said her firm was very pleased with the service it had been given by Hallmarc.

"They have been most obliging at all times, not just when we were considering moving here, but even after we moved in. The Property Managers regularly contact us to see if there's anything we need and go out of their way to help."

Hallmarc Business Club offers members many benefits!

Soon to be launched, Hallmarc Business Club will be open to all the company's clients in its business parks throughout Melbourne and offers many benefits, including discounts and networking opportunities.

Hallmarc's Managing Director, Michael Loccisano, said the club had been designed to benefit all of the 175 businesses that occupied the company's centres.

"As a member of the club, businesses will have access to many offers each month from organisations both within and outside the Hallmarc network. These offers will be of real value and will benefit both the business and employees," Michael said.

"As part of this initiative, Hallmarc is dedicated to securing great new cost saving initiatives and opportunities on behalf of its tenants.

"The club will give them the opportunity to tap into Hallmarc's extensive number of clients to build relationships and network through regular functions and communications.



"Club members will be able to showcase their products or services to the diverse mix of 175 businesses and will regularly receive e-newsletters, keeping them abreast of current events, news and of course what discounts and offers are available," he said.

"It is completely free to join the Hallmarc

Business Club so if you have not already done so, join the club and enjoy all the great benefits that are available."

For more information about the club contact Melissa Koras on 9660 9000 or email mkoras@hallmarc.com.au