



THE AUSTRALIAN LEBANESE
CHAMBER OF COMMERCE

Chamber
NEWS

OCTOBER 2014

AUSTRALIAN LEBANESE CHAMBER OF COMMERCE

www.alcc.com.au

PARRAMATTA ON THE MOVE





Hanson is a world leading building materials company

With a broad range of aggregate, concrete and pre-cast concrete products, supported by our global strength, national coverage and local presence, if you need the job done - **we'll make it happen.**

- Deliveries to all areas
- Quarry products
- Decorative concrete
- Driveways and house slabs

Orders and enquiries:

Concrete 132 662

Aggregates 133 666

Activate Parramatta	4
Annual Luncheon 2014	6
St George Bank Lebanese Film Festival	8
You Get What You Pay For	10
Australia - Gulf FTA	12
Seven Hidden Lanes In Parramatta	14
Byblos: A City of Heritage	14
The Dekwaneh Trade Delegation's	16
The Port of Tripoli's New Infrastructure	16
Arab Bank CEO Visits Lebanon	17

A WORD FROM THE PRESIDENT



The Australian Lebanese Chamber of Commerce

Linked in

Name	Title	Name	Title
Joe Khattar	President	Joe Rizk	Director
Michael Rizk	Head of Trade Relations	Michael Symond	Director
	Australia - Lebanon	Adam Malouf	Director
Michael Murr	Treasurer	Fouad Deiri	Director
Nadia Obeid	Secretary	Dany Nicolas	Director
Dr Anthony Hasham	1st Vice President	Danny Arraj	Director
Salim Nicolas	2nd Vice President	Elie Touma	Director
		Peter Semaan	Director
		Peter Bader	Director

ACTIVATE PARRAMATTA!

Parramatta has Australia's fastest-growing night time economy according to independent research by a National Local Government Committee.

Parramatta was recently ranked as NSW's 'most liveable' suburb by the Urban Development Institute of Australia.

The 2013 winning 'Good Café Guide' award went to a Parramatta café.

Now, Parramatta City Council has launched an exciting and unique program, 'Activate Parramatta' to bring to life innovative and creative business ideas that will continue to activate key areas of Parramatta's CBD.

The 'Activate Parramatta' program is an incentive for businesses to present ideas to activate key areas including the new Centenary Square, Town Hall, Laneways and Parramatta River foreshore, day and night.

The program is about government stepping out of the way, reducing red tape and creating opportunities for innovative ventures. The best business ideas will be in the running for grants of up to \$10,000 to get started in Parramatta.

Businesses may propose their ideas for trial periods, with the view to implementing long term, if demonstrated to be sustainable.

key objectives of 'Activate Parramatta' are to:

- To engage, grow, develop and support entrepreneurial ideas in the CBD.
- To activate the public domain and vacant commercial and retail spaces in the CBD.
- To support and assist businesses that have innovative ideas that promote activation and demonstrate market potential and a sound business model.
- To encourage new and emerging enterprises to grow and enhance Parramatta's reputation as a smart and creative city.



Parramatta's new Centenary Square

Parramatta's Lanes

Parramatta's lane system is extensive and the biggest in Sydney after that of the Sydney CBD.

Laneway activation is an untapped opportunity with the potential to enhance and refresh existing activity in the Parramatta CBD. In particular, activities that complement the existing nightlife are highly encouraged.

Lanes offer residents and workers with shortcuts through the city to their destination and are often characterised by high pedestrian traffic.

Pedestrian-only lanes can act as pocket parks, providing much needed small areas for stopping, pausing, socialising, snacking and waiting, all the activities that humanise the city.



Red Cow Lane. Possible activation ideas: short term shops, coffee cart.

Case Study: 'Twilight Friday Nights'

With the support of Activate Parramatta, a local business was able to trial a pop-up bar in one of Council's unique CBD pocket parks at Erby Place.

The bar served ciders and craft beers from local breweries. The green space beneath a canopy of jacaranda trees was activated with a beer tent and live musicians, as well as food trucks visiting each week.

The initiative received coverage in Sydney's metropolitan press.



Twilight Friday Nights

To find out more, and for a list of targeted lane options, visit www.parracity.nsw.gov.au/activate or email activate@parracity.nsw.gov.au



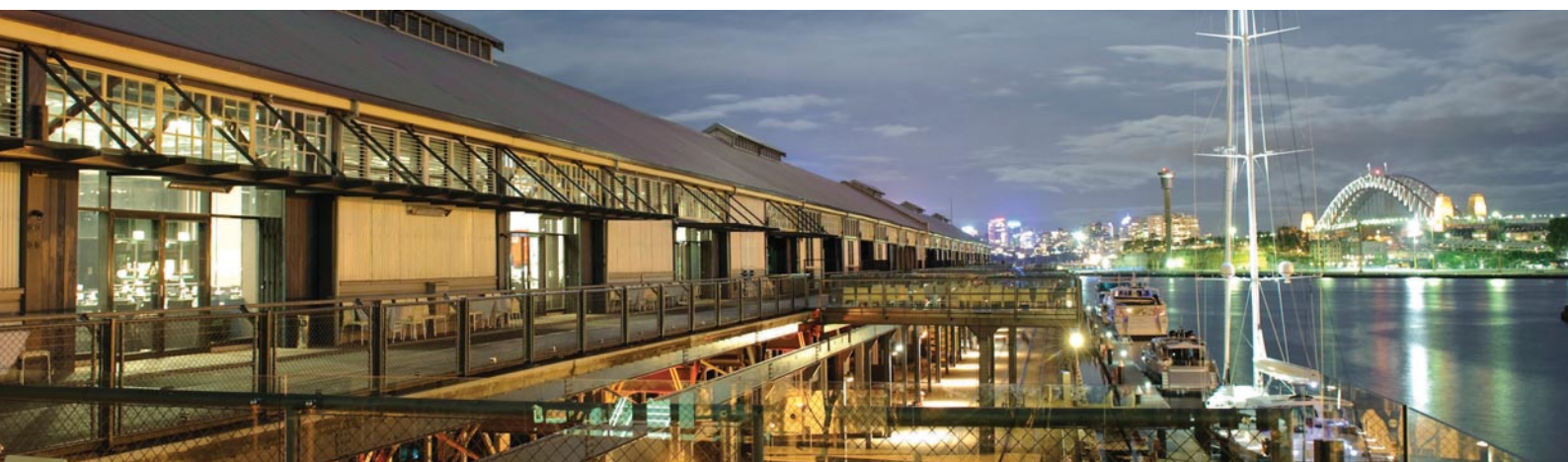

doltone house
VENUE + CATERING COLLECTION
**YOUR
perfect
VENUE**
www.doltonehouse.com.au
E: info@doltonehouse.com.au
P: 02 8571 0622

HYDE PARK |
Sydney CBD

JONES BAY WHARF |
Sydney City

DARLING ISLAND WHARF |
Sydney City

SYLVANIA WATERS
Sydney South



ANNUAL LUNCHEON 2014

Over 700 members and guests assembled at Doltone House, Jones Bay Wharf to attend the Australian Lebanese Chamber of Commerce's Annual Luncheon. 2GB's very own Ross Greenwood hosted the event and conducted a live interview with Harry Triguboff AO, founder and Managing Director of Meriton Group of Companies.

The 81 year old Harry Triguboff delighted the audience with anecdote on his success and commentary on the building market. The interview also addressed the demand for accommodation in New South Wales and also the need for more state investment in infrastructure.

Maserati exhibited the recently launch Ghibli S. The Ghibli is an attention grabbing sporty model with an emphasis on glamour and sophistication. Maserati also donated a prized to the Business Card Draw. One lucky winner walked away with a Maserati drive experience, including lunch at Jonah's Whale Beach for four guests.

Haron Robson also donated an iPad to the Business

Card Draw and the ALCC's new partner, Etihad donated two return Business Class tickets flying Etihad Airways, to any destination on the Etihad Airways online network.

Warren Jack from the Australian Institute of Training addressed the chamber about his recent trip to Lebanon. He thanked the ALCC's Head of Trade Relations, Michael Rizk for his hospitality and for facilitating the opportunity.

After the Luncheon, guests were invited to join the ALCC Directors at The Star for an extended networking opportunity.

The ALCC has hosted the Luncheon for over 10 years. It is now one of the largest networking events in Sydney spanning over multiple industries.

Thank you to our sponsors who made this event a tremendous success. We look forward to seeing on you again at The ALCC Annual Business Awards on 24 October 2014.





dyl^odam 

Established in 1969



One of the most respected names in property development & construction

DYLDAM.COM.AU

built for life **dyl^odam** 

AUDIENCES CONTINUE TO GROW FOR THE ST. GEORGE BANK LEBANESE FILM FESTIVAL

SYDNEY, 13 October 2014- Audiences continue to grow for the St. George Bank Lebanese Film Festival (LFF) with an increase of 500 people in attendance this year.



Having attracted close to 1400 people, the annual event took place 22 August through to 6 September. Lebanese Film Festival Director, Mr Camille Lattouf, says, "This is an amazing achievement for the Lebanese Film Festival and this clearly shows audiences are interested in what Lebanese cinema and Western Sydney in particular has to offer."

Set up as a not-for-profit organisation, one of the objectives of the Lebanese Film Festival Association is to ensure all communities, particularly those without direct access to foreign film and premier arts and cultural events are provided the opportunity to engage.

The Lebanese Film Festival has received major support with St. George Bank securing naming rights sponsorship as well as sponsorship from Bankstown City Council, Screen NSW, the Community Relations Commission and various local and national organisations.

St. George Chief Executive, Mr George Frazis says, "I am excited about this partnership. St. George Bank particularly supports initiatives to make arts accessible right across Sydney and is proud to support the Lebanese Film Festival which has a strong Western Sydney presence. Events like this help in a better understanding of culture and community".

Australian cinema icon, Bryan Brown, is patron of the Lebanese Film Festival, supporting the association since its inception.

Celebrating the work of Lebanese film makers across the world, a total of 28 films were showcased this year, ranging between features, shorts and documentaries.

Of these films, two in particular were a highlight this year. 'Stable, Unstable', a feature film directed by Mahmoud Hojeij was awarded Film of the Year and feature film, 'Bordering on Bad Behaviour', directed by Jac Mulder, was awarded Team Choice.

The newly constructed Bryan Brown Theatre in Bankstown hosted the opening night event and screenings took place at Hoyts Cinema Bankstown and Chatswood.

Preparations are already underway for the 2015 with the event officially opening 21 August.

The St. George Bank Lebanese Film Festival is under the patronage of legendary Australian actor, Bryan Brown, and is the world's largest festival of Lebanese Film.

For more press information, contact the Lebanese Film Festival Public Relations Coordinator, Julia Lattouf at Julia.lattouf@lebanesefilmfestival.com.au or on +61 422 408 399



BEST CHOICE



PIA

DEVELOPER

THE FUTURE WAY TO MARKET
YOUR APARTMENTS

1800

PROPERTIES SOLD BY PIA
IN THE LAST TEN MONTHS
JAN 2014 – OCT 2014



PIA

THE PROPERTY
INVESTORS ALLIANCE

7000⁺ Loyal Clients

100% Settlement Rate

TALK TO US AT PIA. Phone. 02 9745 1900 SMS. 0449 669 989

www.pia.com.au

YOU GET WHAT YOU PAY FOR



Danny Arraj

Managing Partner
Blackstone Waterhouse Lawyers



Venio Panicker

Partner, Construction & Major Projects
Blackstone Waterhouse Lawyers

The High Court limits the scope of a builder's liability for latent defects

Brookfield Multiplex Ltd v Owners Corporation Strata Plan 61288 [2014] HCA 36

The Brookfield decision affects who is responsible for defects arising from building works – and can be addressed by amending terms in development agreements, building contracts and sale agreements. This is a major decision for all industry participants to understand.

Certainty on post completion liability

You get what you pay for. A builder prices its works based on risk, including risk of future liability to successors in title to a property.

So why did it take a High Court decision to find that a builder's liability is usually limited by its contract with a developer?

In a unanimous decision delivered on 8 October 2014 the High Court overturned a decision of the New South Wales Court of Appeal which had otherwise caused considerable concern for builders and developers with respect to their liability in negligence for latent defects. All 7 judges heard the appeal and agreed that it should be allowed.

This landmark decision will provide considerable comfort for the industry.

The Facts

The case concerned the construction of a mixed use retail, residential and serviced apartment complex in Chatswood, New South Wales pursuant to a contract between a developer and Brookfield Multiplex.

The subject works were completed in 1999.

In 2008, the Owners Corporation of the serviced apartments, as successor in title to the developer, commenced proceedings against Brookfield alleging latent defects and, relevantly, claiming damages in negligence.

Court of Appeal

At trial, his Honour Justice McDougall held that it was not appropriate for him to find what he considered a novel duty of care as between the Owners Corporation and Brookfield.

In the Court of Appeal, this finding was overturned. A critical plank in finding for the Owners Corporation was that they were 'vulnerable' as purchasers of the properties, i.e., that they were unable to protect themselves from a builder's failure to exercise reasonable care giving rise to latent defects.

In the circumstances, the Court of Appeal held that the builder owed the Owners Corporation a duty of care to avoid latent defects causing pure economic loss arising from:

- structural defects;
- defects which constitute a danger to persons or property in the vicinity of the building; or
- defects which otherwise render a building uninhabitable.

Perversely, albeit in obiter, the Court of Appeal went on to recognise the potential for:

- a concurrent duty as between the developer and Brookfield beyond that anticipated by the building contract (in the absence of clauses limiting liability for latent defects); and
- a subsequent purchaser being entitled to rights against Brookfield which were not rights held by the developer (effectively passing on better title than it held!)

The High Court Appeal

Following the grant of special leave earlier this year, in four separate judgments, the High Court overturned the decision of the Court of Appeal.

The High Court held that Brookfield, the builder of the strata titled serviced apartment complex did not owe a duty of care to the Owners Corporation, the successor in title to the developer, to avoid causing it pure economic loss arising from latent defects in the common property.

The High Court emphasised that there is no general duty of care to avoid pure economic loss and the exceptions to that should be confined to cases where the plaintiff was vulnerable, i.e. unable to protect itself.

The High Court did not accept that the Owners Corporation was vulnerable as:

- the design and construct contract between Brookfield and the developer contained detailed provisions with respect to the quality of the works to be completed, including a defects liability regime during a prescribed effects liability period; and
- the standard form sale contract to purchasers annexed the design and construct contract and additionally provided rights in relation to defects in the property.

There was no duty of care in respect of pure economic loss flowing from latent defects owed by Brookfield to the developer – nor could such a duty be imposed on Brookfield with respect to subsequent purchasers.

This is not to say that in certain circumstances a builder could not be held to owe a duty of care to a subsequent purchaser – as was the case in *Bryan v Maloney* with respect to a simple building contract relating to a single residential dwelling. Of note, Gageler J reinforced that the

implicit assumption of vulnerability by the Court in Bryan is no longer appropriate and the question of whether a plaintiff was vulnerable was a matter of fact to be established by evidence.

The decision means that, carefully drafted, the risk for such liability has been significantly curtailed.

The decision also highlighted the Court's recognition of the importance of commercial certainty in this area of law.

Impact of the decision

If a developer wishes to pass on the benefits of warranties for latent defects for aspects of a project to successors in title, such as an Owners Corporation, it can do so and a builder will price and be paid accordingly.

Whilst the decision is close, it does not absolutely preclude a finding that in other circumstances, there may be a risk of a duty of care being imposed.

The Court will continue to assess such matters on a case by case basis. Accordingly, out of an abundance of caution, despite the decision, consideration should continue to carefully be given to:

- express provisions in contracts limiting liability in negligence with respect to a developer;
- express provisions in contracts limiting liability for latent defects;
- revision of sale contracts to limit or exclude liability in negligence to subsequent purchasers;
- long term subcontractor warranties, assignable to successors in title, particularly for items prone to latent defect claims (structural items, waterproofing, corrosion etc); and
- long term subcontractor indemnities for latent defects which may constitute a danger to persons or property.

The decision should be borne in mind when purchasing a property – caveat emptor!

How we can help you

If you a developer, builder or purchaser of a property, you need to understand:

- what you are covered for under your agreements;
- who is responsible for defects; and
- what risks you are assuming yourself in a transaction.

We can tailor property development, building contracts and sale documents to minimise your exposure to such liability.

Our litigation team also has considerable experience in the resolution of claims relating to defects.

Blackstone Waterhouse will be also presenting a seminar on this decision soon. Please contact Danny Arraj or Veno Panicker if you are interested in attending.

Blackstone Waterhouse

Designers of legal solutions.

At Blackstone Waterhouse we specialise in providing legal services to the development and construction industry.

Our services include:

- property development and planning advice;
- construction contracting and dispute resolution;
- tendering and subcontracting;
- contract review and negotiation; and
- commercial and retail leasing.



BLACKSTONE WATERHOUSE
LAWYERS

Blackstone Waterhouse Lawyers are happy to provide you with legal advice on the matters or comments contained in this article.

If you have any queries in relation to any aspect of this article please contact Danny Arraj (Managing Partner) or Veno Panicker (Partner) on +612 9279 0288

WE HAVE RE-BRANDED
RM GREGORY
PROMOPRiNT EST. 1954

- OFFSET + DIGITAL PRINTING
- PROMOTIONAL PRODUCTS
- BANNERS + DISPLAYS
- GRAPHIC + WEB DESIGN
- SOCIAL MEDIA + MARKETING
- SAFETY PRODUCTS

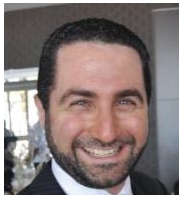
P (02) 9744 8979 F (02) 9744 8032
A 227-231 Georges River Rd, Croydon Park NSW
E print@rmgregory.com.au W www.rmggregory.com.au



Present this voucher & receive
10% OFF all Print & Promotional Products

*Conditions apply

THE CASE FOR AN AUSTRALIA - GULF COOPERATION COUNCIL FREE TRADE AGREEMENT



Australia has a long history in terms of trade and investment with the Middle East and North Africa (MENA) region, dating back to the 19th century. However, it is a relationship that has never realised its full potential, given our historical relationship with the UK and Europe, more recent growth in trade and investment between Australia and Asia, particularly China, and the political and socio-economic problems that have beset the Middle East since just after World War II. This is despite the fact that, currently, Australia's two-way trade and investment with the MENA region is larger than its two-way trade and investment with China.

The traditional focus has been on the export of goods to the MENA region from Australia (particularly livestock and foodstuffs), and investment by MENA companies and individuals in agriculture (wheat, grain). However, in recent times, Australia has increasingly exported its services and expertise, particularly in the areas of education, construction, healthcare, transportation, courier/freight services, oil field services, financial services and professional services (for example, legal, accounting, architecture, design). Conversely, MENA companies and individuals are looking to invest significantly in Australia (and have already done so) in areas where foreign capital is sorely needed, namely, infrastructure, property, agriculture (along the entire supply chain) and, to a lesser extent, manufacturing. It is against this backdrop that an Australia-Gulf Cooperation Council (GCC) free trade agreement (FTA) is timely.

The GCC countries, and in particular the United Arab Emirates (UAE) and the Kingdom of Saudi Arabia (KSA), represent Australia's largest trading and investment partners in the MENA region: two-way merchandise trade with the UAE is \$6.4 billion and two-way investment is \$18.6 billion; with regards KSA, two-way merchandise trade is \$2.5 billion and two-way investment is \$4.5 billion.

Negotiations with regards the FTA have continued on and off since 2005; the most recent development, in March 2014, is that the GCC Ministerial Council approved the resumption of FTA negotiations, but no specific timing has been disclosed in this regard. The FTA would be the first such agreement between Australia and the Middle East, with the aim of securing a substantial and comprehensive

agreement covering goods, services and investment, and one that is consistent with World Trade Organisation rules and principles.

The FTA would provide a number of benefits, such as streamlining of project approvals and encouraging structured investment into Australia (particularly in infrastructure). The FTA would also tackle any existing bilateral impediments in areas such as: tariff and non-tariff barriers related to Australia's food exports; market access barriers related to the provision of services; industrial and technical standards; sanitary and phytosanitary issues; movement of natural persons; tourism and education exchanges and government procurement.

FTA negotiations are a natural step forward in cementing Australia's longstanding relationship with the GCC, which currently encompasses more than 16,000 expatriate Australians and over 400 Australian companies in the region across a variety of industries. This relationship will only grow, particularly with plans for significant infrastructure and property development across all asset classes in Australia, and with similar plans in the GCC in terms of social infrastructure (education, healthcare, housing and public works) and specific international events such as the 2020 World Expo in Dubai and the 2022 World Cup in Qatar.

Adam Malouf is the Chief Executive Officer of Austrak Capital, a boutique advisory firm focused on two-way trade and investment between Australia and the Middle East, and prior to that spent 10 years working in the Middle East in C-Level positions in financial services, real estate, funds management and private equity. He is a qualified company director, a Fellow of the Australian Institute of Company Directors, and sits on the board of the Australian Lebanese Chamber of Commerce, and the NSW management committee of the Australia Arab Chamber of Commerce and Industry.

Adam can be contacted on +61 450 314 222 or adam@austrakcapital.com.



Connecting the world, infinite possibilities



Harkola

foodworldwide



Supplier of the finest local and international foods
Especially from Lebanon



Chiclets

3 – 7 Highgate Street Auburn NSW
Ph: (02) 9737 8883
www.harkola.com

THOUSANDS EXPLORE SEVEN HIDDEN LANES IN PARRAMATTA

Parramatta's hidden lanes were filled with art, music and flavours from around as part of the annual Parramatta Lanes festival, which attracted up to 20,000 people over four days from 7-10 October.

Gourmet street foods, craft beers, cocktails, live music and art installations filled seven uniquely themed lanes throughout Parramatta CBD as part of the annual event.

"This vibrant event is a great way to breathe life into Parramatta's hidden lanes, and a wonderful way to showcase the great food culture that we have in our city," Lord Mayor of Parramatta Cr Scott Lloyd said.

"Parramatta's typically quiet lanes were transformed into themed spaces, from a Middle Eastern bazaar to a

chic French inspired eatery, and even a Tokyo neon playground with an array of Asian street food."

Event attractions included an art installation called Love TV, which saw a huge van transformed into a television set and revellers were entertained with live discussions as 'Aphrodite the goddess of love' interviewed eager festival-goers.

There was also plenty of live music and roaming entertainment on offer and a huge selection of food ranging from fresh dumplings, to a modern Australian spit roast lamb burgers and an outdoor bar serving craft beers and cocktails.

BYBLOS: A CITY OF HERITAGE PAR EXCELLENCE BUT CAN ITS CRUMBLING ICONS BE SAVED BY THE CASH-STRAPPED GOVERNMENT IN BEIRUT?



After being chosen as the Best Tourist City in the Arab World in 2013, and after winning the Golden Apple award by FIJET (or World Federation of Travel Journalists and Writers), the Lebanese city Byblos or Jbeil reached newspaper headlines once again recently for being the second oldest continuously-inhabited city in the world.

In September The Telegraph website ran a feature on the 20 oldest continuously-inhabited cities in the world and mentioned that Byblos has been inhabited since 5000 BC. The president of the municipality Ziad Hawat told An Nahar in an interview that "the projects [in Byblos] are numerous but the primary concern is to preserve the archaeological sites and the touristic sites in the old city of Jbeil and that constitutes a great treasure, and a great and majestic history."

One of these cites is the old house with the red roof near the citadel. The house which is older than 160

years is reported to be in bad condition and needs proper renovation.

Hawat assured An Nahar that the municipality will "demand from the authorities and ministries to cooperate with us to restore it, because it is the image of Jbeil, it's from the history of Lebanon, and the history of this whole region and the majesty of Lebanon. We are keen to not only keep it, but restore it, fix it, and turn it into a museum."

Another museum is said to be opened in Birds Nest Armenian Orphanage in Byblos, according to some locals, and will feature Armenian Genocide- and Armenian culture-related items. Renovations are already taking place. Hawat said the orphanage and its cultural significance will be preserved "because this is also from the history of Armenians in Jbeil and a specimen of coexistence in Jbeil that is consisted of citizens with different affiliations, and from different sects, religions and races."

The orphanage was first established by the American near East relief organization during WWI, and then was transferred to Danish missionary Maria Jacobson, and is currently under the direction of the Armenian Catholicosate of Cilicia.

Hawat said that the municipality will keep working hard to preserve the entire city's archeological sites so "Jbeil stays a historical and cultural city, a city of heritage par excellence."

ONE *Love...* MANY CHOICES

WEDDINGS



YOU KNOW YOU LOVE HER, NOW IT'S TIME TO SHOW IT.

Nothing does it better than a wedding ring and our online store features a large selection of Diamond Jewelry Masterpieces to help you find the most suitable one.

Buy it Online, Save Money & Time and we will ship them to you worldwide for free.



ANTOINE SALIBA
WORLD OF JEWELRY

antoinesaliba.com | Free Worldwide Shipping
NEW SHOWROOM OPENING SOON - ZOUK HIGHWAY



THE DEKWANEH TRADE DELEGATION'S SECOND SYDNEY VISIT



The recent visit of the Dekwaneh Trade Delegation to Sydney headed by the Mayor of Dekwaneh Mr Antoine Chakhtoura, Deputy Mayor George Sader, Mr Joseph Chakhtoura and Mr. Elie Serghani and which is the second such visit within two years, has further strengthened the ongoing relationship between the chamber and Dekwaneh. The ultimate

objective of course, is to expose what Sydney/Australia has to offer in safe investments and in trade & services to the Lebanese business community who have shown deep interest in Australia. This comes as a result of the Chamber's continuous drive and promotional activities both in Lebanon and in Australia.

Apart from official receptions and constructive discussions both at parliament house in Sydney and Parramatta City Council chambers, several meetings also took place with leaders in the business community in Sydney to discuss ways of strengthening bilateral economic relations between the two countries. The talks and outcome were of enormous interest to both parties.

As a result of this second successful visit, there are now several projects being explored/studied both in Australia and in Lebanon and already as a follow up, recent visits were made to Lebanon to pursue these projects and how best to move forward.

Michael Rizk
Head of Trade Relations
Australia-Lebanon
The Australian Lebanese Chamber of Commerce

THE PORT OF TRIPOLI'S NEW INFRASTRUCTURE

The Port of Tripoli in North Lebanon will have a new Infrastructure on the newly constructed quay by early next year. The Tripoli Chamber of Commerce, the Tripoli Port authorities and the Business Community at large, have welcomed this long overdue project.

Once finished, it will allow the Northern Port to handle up to 400,000 containers per year and which will ultimately ease the pressure on the Port of Beirut. This will also allow importers and exporters to transact their business much more efficiently, avoiding all the delays

caused when goods have to be off loaded in the Port Beirut and then transported to the North of Lebanon.

The Quay was built about two years ago by the China Harbour Engineering company with Dar Al Handasah as Consultant. The Quay is 600m long and 16m deep which would allow large vessels to safely berth and offload their cargo. That would bring the total number of Quays in Tripoli, to nine.

Michael Rizk - ALCC

Another quality project by:



ARAB BANK CEO VISITS LEBANON

The Chairman of Arab Bank Australia, Mr Geoff Wild and Managing Director and CEO, Joseph Rizk recently visited Lebanon.

During their visit they had several meetings with clients and Arab Bank Lebanon executives to maximise ties between the two countries.

Visitation and conferences were held with a number of parties including the Dekwaneh Municipality headed by the Mayor, Antoine Chakhtora, the developers and marketers association of Lebanon, headed by Mr Eli Soma.

The level of activity and construction in Beirut and regional districts was pleasing to see. Mr Wild was most impressed with the overall positive attitude and resilience of the Lebanese business sector and understands the overall potential that exists for a country such as Lebanon in a region that will require skill sets and expertise that the Lebanese so well display.

A most rewarding trip that highlighted the great potential for business expansion between Australia and the Lebanon.



a strata manager who adds
value to your business



Strata Development Service

- Strata & Community Scheme Setup
- Preparation of levy budgets & information packs for marketing purposes
- Preparation of specialised and specific by-laws
- Arranging Strata & Community insurance quotations

- Assistance in preparing Community and Strata Management Statements
- Preparation of strata roll, minutes book and set up of all other required files
- Prompt preparation of Section 109 or Section 26 Certificates

Australian Lebanese Chamber of Commerce

Our Sponsors

OUR PARTNERS

Arab Bank Australia



DIAMOND SPONSOR

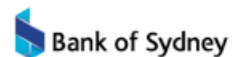
Tradelink

PLATINUM SPONSOR



CommonwealthBank

GOLD SPONSORS



SILVER SPONSORS



EVERYTHING ELSE IS JUST TRAFFIC.

INTRODUCING THE ALL-NEW GHIBLI / WWW.MASERATI.COM.AU



Nothing turns heads like a Maserati, and the sporty new Ghibli commands attention wherever you take it. Ghibli was born from a racing heritage and the Maserati designed, Ferrari built twin turbo V6 engine will help you find your voice again. It represents the perfect marriage of style and technology. From the city to the long open road the Ghibli will be unlike anything you've ever experienced. In fact, once you've taken a test drive and seen it first hand, you'll agree that everything else really is just traffic.

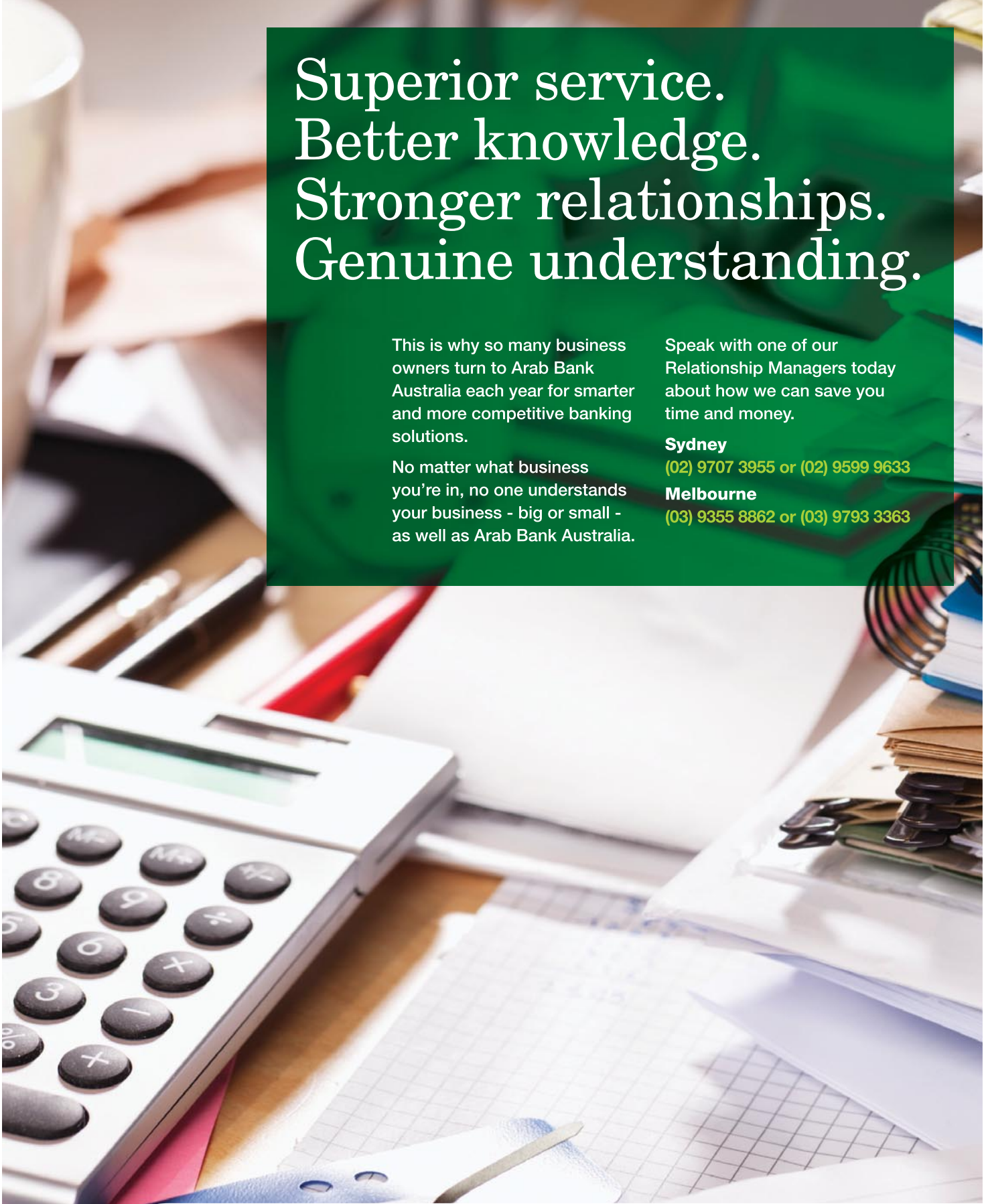
**GHIBLI S – ENGINE CAPACITY: 2979 CC / MAX POWER: 410 HP AT 5500 RPM / MAX TORQUE: 550 NM AT 1750 RPM
MAX SPEED: 285 KM/H / 0-100 KM/H: 5.0 SECS / FUEL CONSUMPTION (COMBINED): 10.4 L/100 KM***

*As per Australian Design Rule (ADR) 81/02.

Overseas model shown.



SYDNEY 1300 708 906 / **MELBOURNE** 1300 971 677 / **BRISBANE** 1300 707 147
ADELAIDE 1300 856 429 / **PERTH** 1300 795 369



Superior service. Better knowledge. Stronger relationships. Genuine understanding.

This is why so many business owners turn to Arab Bank Australia each year for smarter and more competitive banking solutions.

No matter what business you're in, no one understands your business - big or small - as well as Arab Bank Australia.

Speak with one of our Relationship Managers today about how we can save you time and money.

Sydney

(02) 9707 3955 or (02) 9599 9633

Melbourne

(03) 9355 8862 or (03) 9793 3363

Arab Bank Australia

Freecall 1800 272 222
arabbank.com.au

To the extent that any material in this advertisement could be construed as general advice, it has been prepared without taking account of your objectives, financial situation or needs. Because of this, before acting on any advice, you should consider its appropriateness, having regard to your objectives, financial situation and needs. Arab Bank Australia Limited ABN 37 002 950 745 Australian Financial Services Licence/Australian Credit Licence 234563 ABA7781