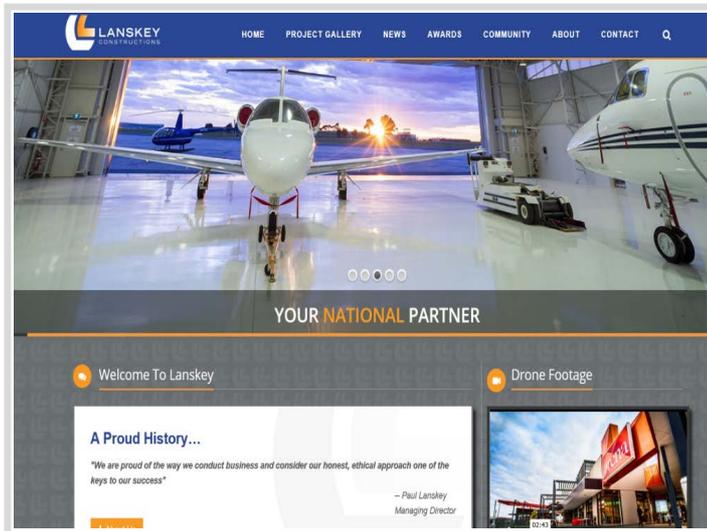


# NEWSLETTER

MARCH – MAY 2016

## WEBSITE UPDATE

Our new Website is taking place and testing on multiple mobile devices is now complete. We hope to have the new and improved website up by mid this year.



Similarly we are very close to having our new Brochures! These are currently with management for final approval prior to issue and showcase some of the great jobs we have completed in recent times.



## AWARDS SUBMITTED

Australian Institute of Building Awards have now been collated and submitted for judging. After a tough review of projects for pre-selection we finally settled on 2 Lanskey Projects:-

- Ausgrid NSW
- Coles Torquay VIC

Ausgrid was a highly complex project with multiple staging and live High Voltage Constraints. Coles was a very tight project built in the regional Victorian Surfside town of Torquay.

We will be sure to keep you updated on the progress of these awards.

The timelapse video for this project is here: <https://vimeo.com/146195833>

## NSW RELATIONSHIP SEMINAR

On the 10<sup>th</sup> of March, Sharon and the NSW team hosted the State Managers and Business Development Team for a seminar on Relationship Building by Tony Lendrum. Tony's first book and major publication on (Business) relationships, featured the very relevant BP / Lanskey model as a case study.

Tony lives in Sydney and given relationships are a cornerstone of Lanskey's philosophy, it was a great opportunity to brush up on some key points of *High Performance Relationship Management*.

**BUSINESS DEVELOPMENT** - Ralph Travato, also presented on relationships and marketing. Ralph had these thoughts:

- A lot of the time in business development the client gets to know someone through the early days of contact and then perhaps through the tender but often when the job is one, they move onto the next client.
- I always pride myself on maintaining the relationship even after the tender is won. A great example of this is the Stokehouse where we had contact with the client from early on and even though we won that job last year, I am still in touch with them regularly which is something that they really appreciate.



Ralph at the Relationships Talk



Eric Looi, Joe Lanskey, Mark Derbyshire

"From an estimating point of view our success with D & C tenders is largely around fostering our ongoing good relationships with consultants, subcontractors & suppliers and of course maintaining our great relationships with those we tender for." QLD Estimating Manager - Mark Derbyshire

## INDUSTRY UPDATES & PROJECT NEWS

### SAFETY: COLES EXPRESS KILMORE “ALL IN ONE” CANOPY LIFT



Whilst a single lift for canopy installation is not a first for Lanskey, the recent installation by the team at Kilmore was a timely reminder of some of the potential benefits with this style of installation.

Site Manager Paul Baird had these comments:

“In line with the Safety priority to Eliminate risk before reducing it with controls, this method basically eliminates the falls from heights risk associated with this work. At the same time, there is also an opportunity to pick up program by continuing with the forecourt low-level works whilst the canopy goes together.”

Meinhardts and Viva also appreciated the initiative noting that the working at heights risks are among their main concerns. Well done to the Kilmore Project Team!  
Keep an eye out for the video on our new website!

## EVENTS, AWARDS & COMMENDATIONS



### Royal Flying Doctor Service Charleville Base receives RIAA Regional Commendation Award

DM2 Architecture were awarded a Commendation at the Darling Downs / West Moreton Regional Architecture Awards hosted by the Royal Australian Institute of Architects.

“Working closely with a selected Builder (Lanskey Constructions), and selected sub-consultants the group of projects were completed to within \$5000 of the clients prescribed

SOURCE: <http://www.dm2architecture.com.au/project/royal-flying-doctor-service-charleville-base/>

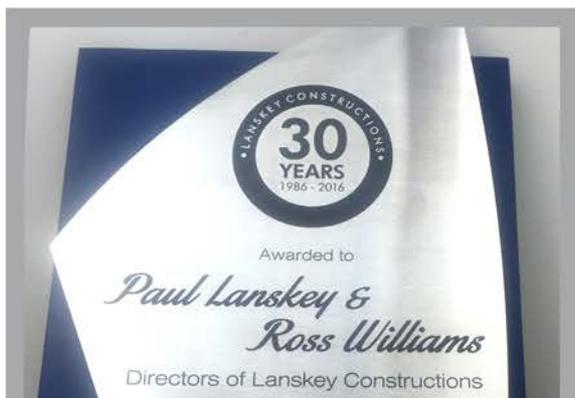




# 30 YEAR CELEBRATION



30 YEARS OF LANSKEY CONSTRUCTIONS saw the QLD office host an event to say thank you to new and long-standing employees, contractors and suppliers. In reply, directors were presented with an award:



**"Was impressed on learning about the company's origin and growth over 30 years - appreciated the opportunity to be part of the celebration."**

*Craig W Chandler - Architect*

## The Stokehouse Project Update

Initiatives Lanskey is involved with on The Stokehouse Restaurant, (Victoria), the first restaurant in the Australia to go for a greenstar (or equivalent rating):

Project Team: Gavin (CA), Julian (PM), Greg (Site Manager) & Craig (OHS)

- Achieving a 40% reduction in portland cement. Borals Envisia product is allowing us to have most of our pours at a reduction of 60% portland cement!! This product also has very high early strength, achieving strengths of 49MPa in 7 days.
- Alternative products must be used for PVC (i.e. HDPE, PE etc), the only exception is if the PVC is classified "Best Practice"
- Timber must be re-used, recycled or "best practice". We have re-used a lot of our own timber to construct temporary site sheds, steps etc
- We are on track to achieve 5kg's of waste per Gross Floor Area. This is less than 7tonnes of waste to landfill for the entire duration of the site. This will be an amazing achievement! Initiatives to ensure this happens is installing a hand dryer in the bathrooms, removing plastic cups in the kitchens, installing co-mingling bins and encouraging less lunch rubbish to be brought into site each day.
- All Steel that is sourced must be best practice
- The full read is on Howto [Greenstar Contractor Education - May 2016](#)