

Our ref: MM:BS:227869

8 August 2013

The General Manager
Adjudication Branch
Australian Competition and Consumer Commission
Level 35, The Tower
Melbourne Central
360 Elizabeth Street
MELBOURNE VIC 3000

FILE No:
DOC: D13/109827
MARS/PRISM:

Email	adjudication@acc.gov.au
& Facsimile:	(03) 9663 3699

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Dear Sir/Madam

Exclusive Dealing Notification

We act on behalf of Peet Cranbourne Central Syndicate Limited ACN 115 141 056.

On behalf of our client, we lodge the **attached** Exclusive Dealing Notification.

A cheque in the sum of \$100.00, being the applicable fee, will be handed in at the Melbourne Office of the ACCC with the original of this letter on 1 August 2013.

If you have any queries, please do not hesitate to contact us.

Yours sincerely
HWL Ebsworth



Michael Mammen
PARTNER

Writer: Bianca Scarlett | (03) 8644 3650 |
E-mail: bscarlett@hwle.com.au
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Address: Level 26, 530 Collins Street, Melbourne, Victoria 3000
Facsimile: 1300 365 323 (Australia) | +61 3 8615 4300 (International)
DX: DX 564 Melbourne

Brisbane
Canberra
Melbourne
Norwest
Perth
Sydney

Form G

Commonwealth of Australia
Trade Practices Act 1974 — subsection 93 (1)
NOTIFICATION OF EXCLUSIVE DEALING

To the Australian Competition and Consumer Commission:

Notice is hereby given, in accordance with subsection 93 (1) of the *Competition and Consumer Act 2010*, of particulars of conduct or of proposed conduct of a kind referred to subsections 47 (2), (3), (4), (5), (6), (7), (8) or (9) of that Act in which the person giving notice engages or proposes to engage.

PLEASE FOLLOW DIRECTIONS ON BACK OF THIS FORM

1. Applicant

(a) Name of person giving notice:

(Refer to direction 2)

PEET CRANBOURNE CENTRAL SYNDICATE LIMITED
ACN 115 141 056

(b) Short description of business carried on by that person:

(Refer to direction 3)

Residential Land Construction, Development and Subdivision

(c) Address in Australia for service of documents on that person:

c/o HWL Ebsworth Lawyers

Level 26, 530 Collins Street, Melbourne VIC 3000

2. Notified arrangement

(a) Description of the goods or services in relation to the supply or acquisition of which this notice relates:

- Sale of medium density vacant subdivided land for residential use

- Construction of attached residential homes

(b) Description of the conduct or proposed conduct:

Entry into contracts of sale of vacant subdivided land for residential use, conditional upon purchasers also entering into building contracts with Boutique Homes Pty Ltd trading as Boutique Homes, for construction of attached and semi-attached residential homes choosing 4 different types of design.

(Refer to direction 4)

3. Persons, or classes of persons, affected or likely to be affected by the notified conduct

(a) Class or classes of persons to which the conduct relates:

(Refer to direction 5)

- purchasers of subdivided vacant residential land

N96907

- builders of residential homes

(b) Number of those persons:

(i) At present time:

0

(ii) Estimated within the next year:

(Refer to direction 6)

9

(c) Where number of persons stated in item 3 (b) (i) is less than 50, their names and addresses:

N/A

4. Public benefit claims

(a) Arguments in support of notification:

(Refer to direction 7)

Peet Cranbourne Central Syndicate Pty Ltd is the registered proprietor and developer of a vacant residential land estate known as Livingston Estate, Cranbourne East ('Estate').

The Estate contains a significant amount of land which is being developed for various residential, educational and other mixed-use purposes.

Within the Estate, Lots 529 to 537 (inclusive) on unregistered Plan of Subdivision PS721443T, being part of the land more particularly described in Certificate of Title Volume 11423 Folio 608, have been reserved for medium density residential use, in accordance with the Development Plan issued by Casey City Council ('Site').

This medium density residential precinct will be entirely comprised of attached and semi-attached residential housing, where dwellings will share "party walls" and common boundaries.

Because of this, Peet Cranbourne Central Syndicate Ltd has entered into detailed negotiations with a number of residential builders, with a view to nominating one single builder to construct all dwellings on the Site, to:

- ensure that attached and semi-attached housing can be constructed simultaneously by the one builder;
- avoid issues with construction timeframes and disruption which would arise if multiple builders were attempting to construct medium density housing at different times;
- avoid issues with construction timeframes and disruption which would arise if multiple builders were attempting to construct medium density housing at the same time, using different plans which may not be cohesive;
- enable the most efficient and effective construction timeframe for purchasers;
- deliver a cohesive and attractive development where purchasers can rely on the aesthetics and design controls within the development;

- provide greater amenity for potential purchasers as the 4 distinct designs maximise use of smaller lots and include access to garages and other services from a rear lane rather than using street frontage as is the case with traditional construction; and
- ensure that affordable first home buyer plans can be delivered through cost savings which a single builder can achieve on the Site.

As a result of these negotiations, Peet Cranbourne Central Syndicate Ltd wishes to nominate Boutique Homes Pty Ltd trading as Boutique Homes ('**Boutique**') as its preferred builder for the Site.

Boutique will provide purchasers with a choice of 4 distinct floor plans and layouts, as well as choices of fixtures and fittings to ensure that purchasers have a wide variety of options, whilst still ensuring cohesive, efficient and cost-effective construction.

Boutique has advised they will ensure that the aesthetic and design controls on the Site will be complied with in all construction (which provides more security for the value of purchasers' investments).

As noted above, this will create significant opportunities for economies of scale, in terms of marketing costs and expertise, and most importantly, will enable Boutique to offer high value building products to potential purchasers at lowered costs, due to the savings made on committing significant resources to the project, thereby reducing input, material and labour costs, and being able to transfer these benefits to purchasers.

This will lead to affordable quality homes being constructed for what is predominantly a first home buyer market, enabling purchasers to benefit from the arrangements in purchasing their own land and constructing homes.

- (b) Facts and evidence relied upon in support of these claims:
- Approved sample home designs are attached, for which Boutique will be able to construct high value residential dwellings at lowered costs due to their economies of scale. 4 alternative layouts and designs are available, as well as a choice of fixtures, fittings and internal specifications.
 - A copy of the proposed plans are attached, showing the requirement for attached and semi-attached dwellings.

5. **Market definition**

Provide a description of the market(s) in which the goods or services described at 2 (a) are supplied or acquired and other affected markets including: significant suppliers and acquirers; substitutes available for the relevant goods or services; any restriction on the supply or acquisition of the relevant goods or services (for example geographic or legal restrictions):
(Refer to direction 8)

- First Home Buyer market
- Second and subsequent Home Buyer Market
- Residential Home Builders

- Investor purchasers

6. Public detriments

- (a) Detriments to the public resulting or likely to result from the notification, in particular the likely effect of the notified conduct on the prices of the goods or services described at 2 (a) above and the prices of goods or services in other affected markets:

(Refer to direction 9)

It is likely that no detriment will flow to the public, as potential purchasers will be seeking medium density attached and semi-attached construction, and will recognise the significant cost savings to be obtained through the use of one single builder throughout the Site. Potential purchasers will also achieve further cost savings as the attached and semi-attached housing will be constructed simultaneously by one builder resulting in a saving of overheads.

Also, no material detriment will result from the notification, as the same goods and services (i.e. house and land packages, separate vacant land and also residential construction products) are available within the Estate itself and at a number of alternative residential developments adjacent to and surrounding the development for which the notification is made. Therefore, the notification will not materially affect the available options comprising an approximate amount of 750 lots for purchasers in this area in the Estate, let alone other alternatives available in the local area.

The notification will also not materially affect potential builders, as vacant land options exist within the Estate and at nearby developments, with significant levels of stock already available, or about to become available. Builders such as Simonds Homes, Burbank, Porter Davis and Henley are available for selection to construct on other lots.

Therefore, because the public has significant choices in this segment of the market, in this geographic region, the potential detriment is minimised.

- (b) Facts and evidence relevant to these detriments:

As set out above, the Estate itself offers other vacant land opportunities and other developments in the area offer vacant land to purchasers with an unlimited choice of residential builders, as well as house and land packages with a choice of nominated builders.

7. Further information

- (a) Name, postal address and contact telephone details of the person authorised to provide additional information in relation to this notification:

Michael Mammen

HWL Ebsworth Lawyers

Level 26, 530 Collins Street, Melbourne VIC 3000

(03) 8644 3500

mmammen@hwle.com.au

Dated..... 8/8/13

Signed by/on behalf of the applicant

..... *Michael Mammen* (Signature)

..... MICHAEL MAMMEN (Full Name)

..... HWL ECGWORTH LAWYERS (Organisation)

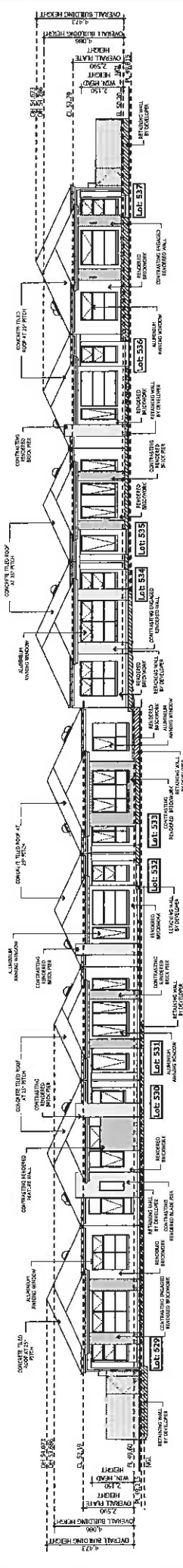
..... PARTNER (Position in Organisation)

DIRECTIONS

1. In lodging this form, applicants must include all information, including supporting evidence that they wish the Commission to take into account in assessing their notification.

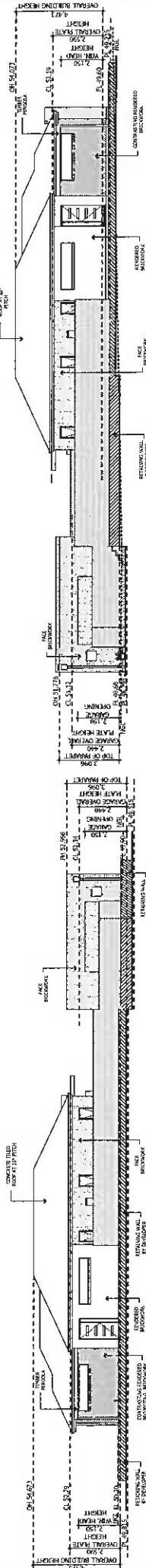
Where there is insufficient space on this form to furnish the required information, the information is to be shown on separate sheets, numbered consecutively and signed by or on behalf of the applicant.

2. If the notice is given by or on behalf of a corporation, the name of the corporation is to be inserted in item 1 (a), not the name of the person signing the notice, and the notice is to be signed by a person authorised by the corporation to do so.
3. Describe that part of the business of the person giving the notice in the course of the which the conduct is engaged in.
4. If particulars of a condition or of a reason of the type referred to in section 47 of the *Competition and Consumer Act 2010* have been reduced in whole or in part to writing, a copy of the writing is to be provided with the notice.
5. Describe the business or consumers likely to be affected by the conduct.
6. State an estimate of the highest number of persons with whom the entity giving the notice is likely to deal in the course of engaging in the conduct at any time during the next year.
7. Provide details of those public benefits claimed to result or to be likely to result from the proposed conduct including quantification of those benefits where possible.
8. Provide details of the market(s) likely to be affected by the notified conduct, in particular having regard to goods or services that may be substitutes for the good or service that is the subject matter of the notification.
9. Provide details of the detriments to the public which may result from the proposed conduct including quantification of those detriments where possible.



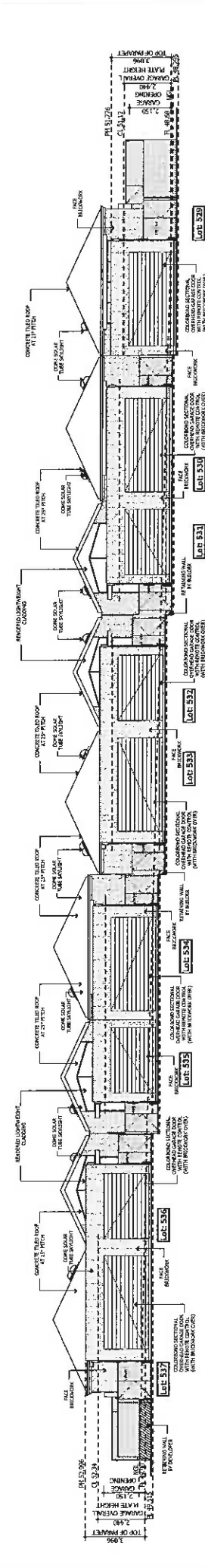
A Front Elevation
1:200

**NOTE: ALL FINISHED
SURFACE LEVELS TO AHD**



B Side Elevation
1:200

D Side Elevation
1:200



C Rear Elevation
1:200

Homebuyers Centre
81 LORIMER STREET
DOCKLANDS VIC. 3068
PH: (03) 9674-8500 FAX: (03) 9643-5218

REVISIONS:

A	TP Submission	07/03/13	SH
B	Change Amendments	29/04/13	SH
C	TP of Amendments	10/07/13	SH
D	TP SUBMITTED - SHOWN ABOVE & NOT CHANGED	10/07/13	SH
E			
F			
G			

CLIENT: LIVINGSTON ESTATE
CHANCERY LANE
STAGE 5A

GENERAL NOTES:
- WRITTEN DIMENSIONS TAKE PRECEDENCE OVER SCALE
- WINDOW SIZES AND LOCATIONS ARE NOMINAL AND MAY VARY TO MANUFACTURERS FRAME SIZES
- CONSTRUCTION SHALL BE IN ACCORDANCE WITH THE REQUIREMENTS OF THE BCA, THE RESIDENTIAL SLABS & FOOTING CODE AS 2810 - SECTION 6 AND THE B-LAW AND ORDINANCES OF RELEVANT BUILDING AUTHORITY.

ELEVATIONS: A, B, C & D

DESIGN: 7.5m & 5.65m Flutes
SCALE: 1:200
DATE: 07/03/13
TYP HGT: 25

DRAWN BY: LHM
REVISION NO.:
JOB NO.:
MSD_DT:

DRAWING NO.: 2 of 12

Homebuyers Centre
81 LORIMER STREET
DOCKLANDS VIC. 3068
PH: (03) 9674-8500 FAX: (03) 9643-5218

REVISIONS:

A	TP Submission	07/03/13	SH
B	Change Amendments	29/04/13	SH
C	TP of Amendments	10/07/13	SH
D	TP SUBMITTED - SHOWN ABOVE & NOT CHANGED	10/07/13	SH
E			
F			
G			

CLIENT: LIVINGSTON ESTATE
CHANCERY LANE
STAGE 5A

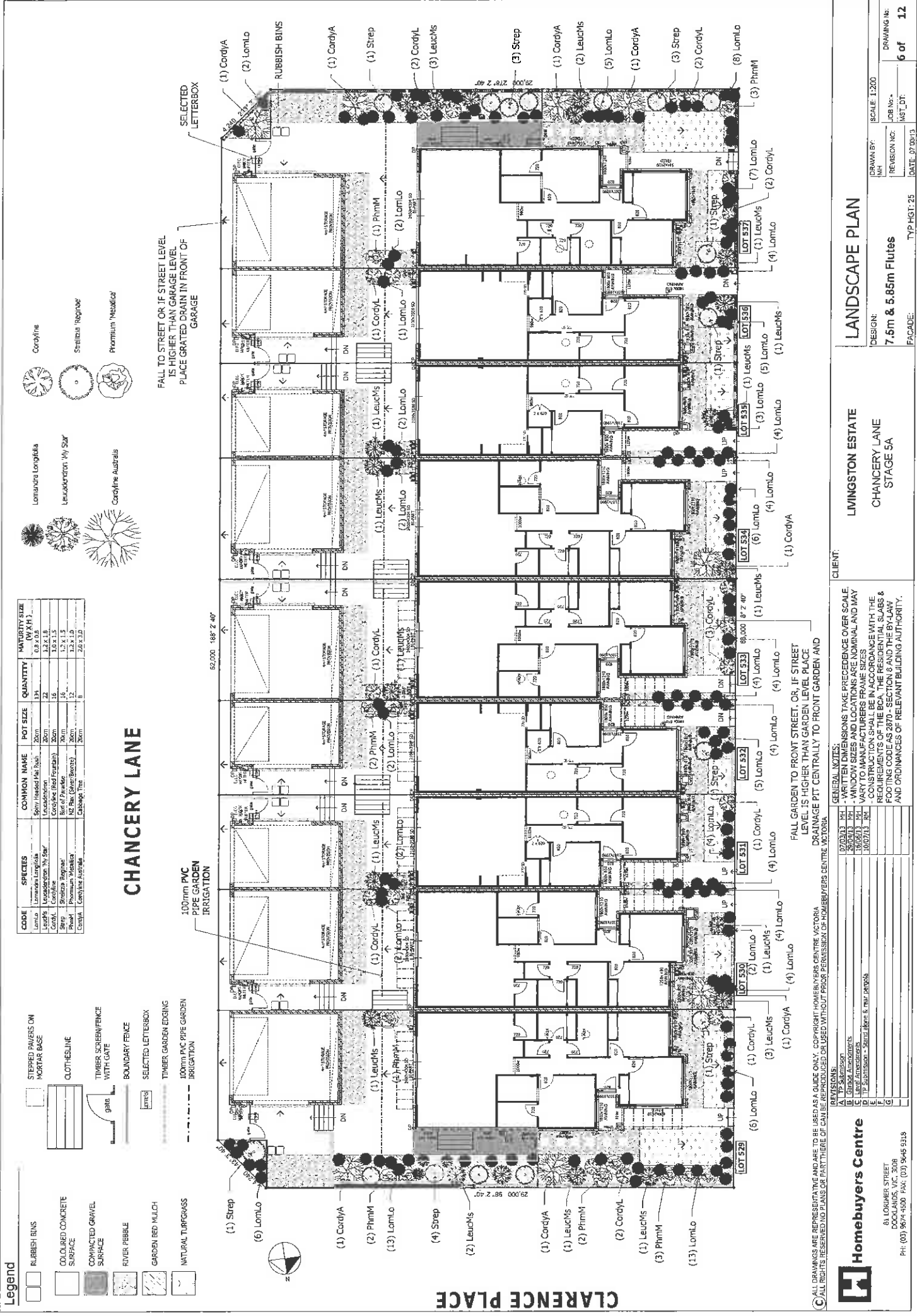
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ELEVATIONS: A, B, C & D

DESIGN: 7.5m & 5.65m Flutes
SCALE: 1:200
DATE: 07/03/13
TYP HGT: 25

DRAWN BY: LHM
REVISION NO.:
JOB NO.:
MSD_DT:

DRAWING NO.: 2 of 12



CODE	SPECIES	COMMON NAME	POT SIZE	QUANTITY	MATURITY SIZE (W X H)
LomLo	Lomatium Longifolia	Spine Wooded Mahoe	20cm	32	0.3 x 0.8
LeucMs	Leucadendron 'My Star'	Leucadendron	20cm	15	1.2 x 1.8
CordYL	Cordia	Cordoba (Red Foratini)	20cm	16	1.2 x 1.5
PhmM	Phormium tenax	Phormium Tenax	20cm	12	2.2 x 1.0
Strep	Strephele Reginae	Strephele Reginae	20cm	8	2.0 x 1.0
LeucMs	Leucadendron 'My Star'	Leucadendron 'My Star'	20cm	12	1.2 x 1.5
CordYL	Cordia	Cordia	20cm	8	2.0 x 1.0

CHANCERY LANE

CLARENCE PLACE

LANDSCAPE PLAN

LIVINGSTON ESTATE
CHANCERY LANE
STAGE 5A

CLIENT:

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REVISIONS:	DATE	DESCRIPTION
A	10/03/13	TP Submission
B	20/03/13	Client Amendments
C	19/05/13	TP Amendments
D	10/07/13	TP Submission - Stage 5A & 6, near network
E		
F		
G		

Homebuyers Centre
 61 LOVELER STREET
 DOCKLANDS, VIC. 3008
 PH: (03) 9674-6500 FAX: (03) 9645-6318

DESIGN: **7.5m & 5.85m Flutes**

SCALE: 1:200

DATE: 07/03/13

TYP. HGT: 25

FACE:

DRAWN BY: MH

REVISION NO:

JOB NO.:

NET DT.

DRAWING NO: **6 of 12**

Retaining Legend

- CONCRETE SLEEPER RETAINING WALL 3 SLEEPERS HIGH (0.6m) (BY DEVELOPER)
- CONCRETE SLEEPER RETAINING WALL 2 SLEEPERS HIGH (0.4m) (BY DEVELOPER)

RETAINING WALL (BY BUILDER)

RETAINING WALL (0.9m) (BY BUILDER)

CHANCERY LANE

RETAINING WALL (0.4m) (BY BUILDER)

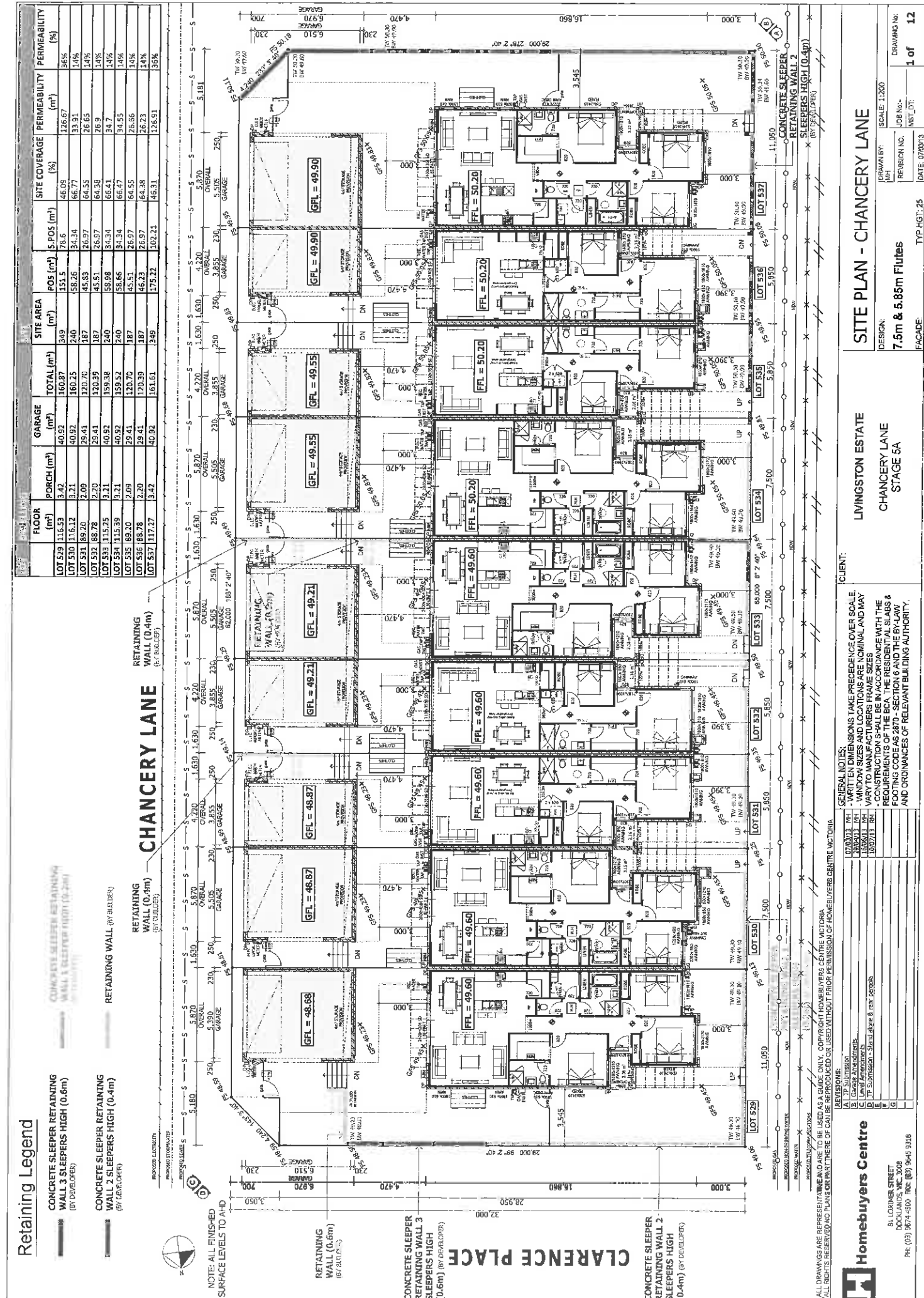
CHANCERY LANE

RETAINING WALL (0.4m) (BY BUILDER)

CHANCERY LANE

RETAINING WALL (0.4m) (BY BUILDER)

NOTE: ALL FINISHED SURFACE LEVELS TO AHD



FLOOR	PORCH (m ²)	GARAGE (m ²)	TOTAL (m ²)	SITE AREA (m ²)	S.POS (m ²)	SITE COVERAGE (%)	PERMEABILITY (m ²)	PERMEABILITY (%)
LOT 529	116.53	40.92	157.45	349	76.6	21.95	126.67	36%
LOT 530	116.12	40.92	157.04	349	76.6	21.95	126.67	36%
LOT 531	89.20	29.41	118.61	240	58.26	24.27	33.91	14%
LOT 532	88.78	29.41	118.19	240	58.26	24.27	33.91	14%
LOT 533	115.25	31.1	146.35	317	45.51	14.33	26.65	14%
LOT 534	115.59	31.21	146.80	317	45.51	14.33	26.65	14%
LOT 535	89.20	29.41	118.61	240	58.26	24.27	33.91	14%
LOT 536	88.78	29.41	118.19	240	58.26	24.27	33.91	14%
LOT 537	117.27	34.2	151.47	349	75.22	21.24	126.51	36%

SITE PLAN - CHANCERY LANE

LIVINGSTON ESTATE
CHANCERY LANE
STAGE 5A

DESIGN:
7.5m & 5.85m Flutes

SCALE: 1:200
JOB NO.:
REVISION NO.:
DATE: 07/03/13

DRAWN BY:
TYP. HGT: 25

1 of 12

CLIENT:

- GENERAL NOTES:
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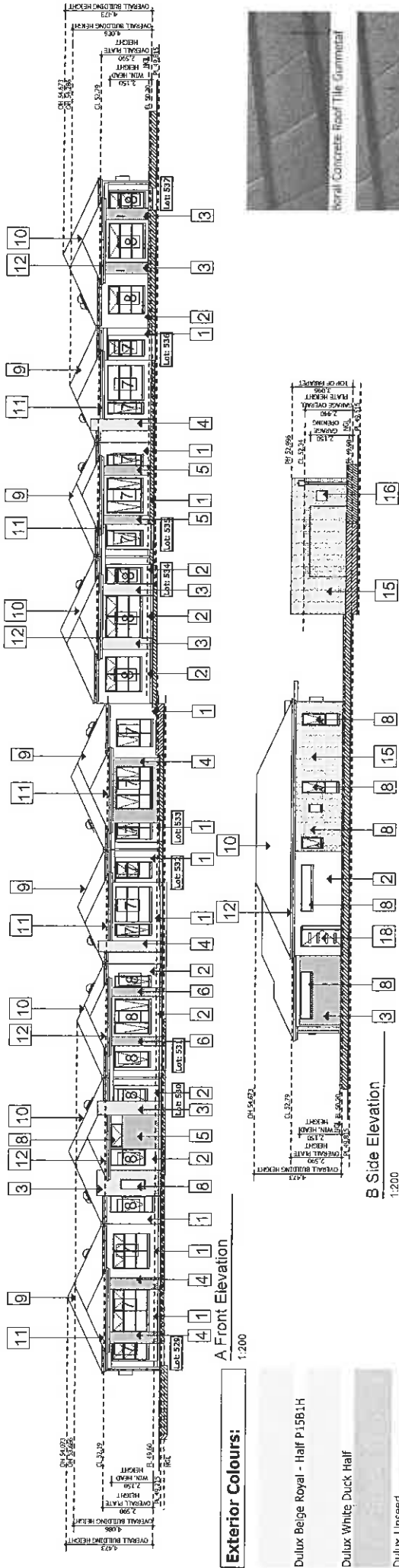
REVISIONS:	DATE	BY	DESCRIPTION
A	07/03/13	MH	INITIALS
B	29/04/13	MH	REVISIONS
C	10/07/13	RA	REVISIONS
D	10/07/13	RA	REVISIONS
E			
F			
G			

Homebuyers Centre
81 LORIMER STREET
DOCKLANDS, VIC 3008
PH: (03) 9674 4800 FAX: (03) 9645 9318



Corinthian PMAD 104 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Aluminium Windows.

Corinthian PMAD 101 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Aluminium Windows.



Exterior Colours:

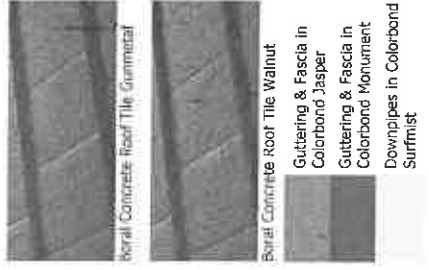
- 1 Dulux Beige Royal - Half P15B1H
- 2 Dulux White Duck Half
- 3 Dulux Linseed
- 4 Dulux Aumby
- 5 Colorbond Tristan
- 6 Colorbond Dune
- 7 Aluminium Windows in Surfmist
- 8 Aluminium Windows in Dune.

SCHEDULE OF COLOURS AND FINISHES

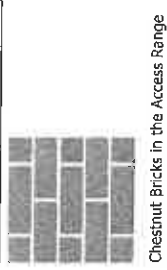
Facade Finishes:	9	10	11	12	13	14	15	16
1	Dulux Beige Royal - Half P15B1H	Boral Concrete Roof Tile in Walnut. Roof at 25° Pitch.	Boral Concrete Roof Tile in Gunmetal. Roof at 25° Pitch.	Guttering/Fascia in Colorbond Jasper.	Guttering/Fascia in Colorbond Monument.	Downpipes in Colorbond Surfmist	Downpipes in Colorbond Dune.	Chestnut Bricks in the Access Range by Austral Bricks.
2	Dulux White Duck Half							
3	Dulux Linseed P1563							
4	Dulux Aumby P1286							
5	Dulux Tristan PG2C5							
6	Dulux Colorbond Dune Render							
7	Aluminium Windows with Matching Coverplates in Dune.							
8	Aluminium Windows with Matching Coverplates in Surfmist							

17	Corinthian PMAD 101 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Colorbond Windows
18	Corinthian PMAD 104 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Colorbond Windows
19	Colorbond Sectional Garage Door Dune.
20	Colorbond Sectional Garage Door Surfmist.

Notes: All built letterboxes to be Dulux Beige Royal - Half P15B1H



Side and Rear Finishes:



Chestnut Bricks in the Access Range by Austral Bricks.

Homebuyers Centre

81 LORIMER STREET
DOCKLANDS, VIC. 3008
PH: (03) 9674 4500 FAX: (03) 9674 9318

CLIENT: LIVINGSTON ESTATE
CHANCERY LANE
STAGE 5A

COLOUR SCHEDULE A & B

DESIGN: []
DRAWN BY: [] (SCALE: 1:200)
MH
REVISION NO.: [] JOB NO.: [] DRAWING NO.: []
JUST. DT.: []
DATE: 07/09/13 TYP. LGT. 25 4 of 12

GENERAL NOTES:
- WRITTEN DIMENSIONS TAKE PRECEDENCE OVER SCALE
- WINDOW SIZES AND LOCATIONS ARE NOMINAL AND MAY VARY TO MANUFACTURERS FRAME SIZES
- CONSTRUCTION SHALL BE IN ACCORDANCE WITH THE REQUIREMENTS OF THE BCA, THE RESIDENTIAL SLABS & FOOTING CODES AS 28/01-SECTION 6 AND THE BY-LAW AND ORDINANCES OF RELEVANT BUILDING AUTHORITY.

REVISIONS:

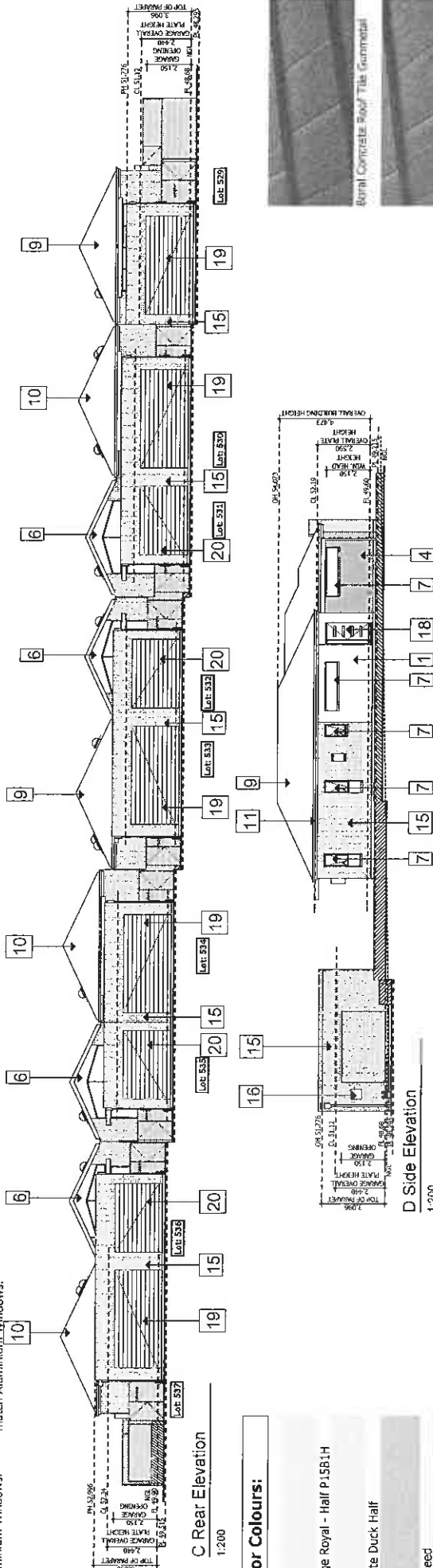
NO.	DATE	DESCRIPTION
A	10/07/13	TP Submission
B	29/08/13	Final Approval
C	10/09/13	Local Authority
D	10/09/13	TP Submission - Shop Above & Rear Porch
E		
F		

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ALL RIGHTS RESERVED AND PLANS OR PART THERE OF CAN BE REPRODUCED OR USED WITHOUT PRIOR PERMISSION OF HOMEBUYERS CENTRE VICTORIA



Corinthian PMAD 101 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Aluminium Windows.

Corinthian PMAD 104 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Aluminium Windows.



Exterior Colours:

Dulux Beige Royal - Half P15B1H

Dulux White Duck Half

Dulux Linseed

Dulux Aumby

Colorbond Tristan

Colorbond Dune

Aluminium Windows in Surfist

Aluminium Windows in Dune.

SCHEDULE OF COLOURS AND FINISHES

Facade Finishes:

1	Dulux Beige Royal - Half P15B1H	9	Boral Concrete Roof Tile in Walnut, Roof at 25° Pitch.	17	Corinthian PMAD 101 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Colorbond Windows
2	Dulux White Duck Half	10	Boral Concrete Roof Tile in Gunmetal, Roof at 25° Pitch.	18	Corinthian PMAD 104 Timber Entry Door & Sidelight with clear glazing - Paint Finish to match Colorbond Windows
3	Dulux Linseed P15B3	11	Guttering/Fascia in Colorbond Jasper.	19	Colorbond Sectional Garage Door Dune.
4	Dulux Aumby P12B6	12	Guttering/Fascia in Colorbond Monument.	20	Colorbond Sectional Garage Door Surfist.
5	Dulux Tristan PG2C5	13	Downpipes in Colorbond Surfist.		
6	Dulux Colorbond Dune Render	14	Downpipes in Colorbond Dune.		
7	Aluminium Windows with Matching Coverplates in Dune.	15	Chestnut Bricks in the Access Range by Austral Bricks.		
8	Aluminium Windows with Matching Coverplates in Surfist	16	Meter Box with Paint Finish to match same wall render colour.		

Side and Rear Finishes:



Chestnut Bricks in the Access Range by Austral Bricks.

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REVISIONS:

A	THE SUBMISSION
B	FOR APPROVAL
C	FOR APPROVAL
D	FOR APPROVAL
E	FOR APPROVAL
F	FOR APPROVAL
G	FOR APPROVAL

GENERAL NOTES:

- WRITTEN DIMENSIONS TAKE PRECEDENCE OVER SCALE.
- WINDOW SIZES AND LOCATIONS ARE NOMINAL AND MAY VARY TO MANUFACTURERS FRAME SIZES
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CLIENT:

LIVINGSTON ESTATE
 CHANCERY LANE
 STAGE 5A

COLOUR SCHEDULE C & D

DESIGN:
7.5m & 6.85m Flutes

DRAWN BY: SCALE: 1:200
 REVISION NO. JOB NO. DRAWING NO.
 DATE: 07/2013
 TYP. HGT.: 25
 5 of 12

Homebuyers Centre

81 LORIMER STREET
 DOCKLANDS, VIC. 3008
 PH: (03) 9574-4500 FAX: (03) 9445-9318