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May 19, 1972

Bruce Hyland, Esq.,

C/- Centre for Housing, Building & Planning,

United Nations,

185 Lexington Avenue,

NEW YORK. . . N. Y.

U. S. A.            10017

Dear Bruce,

I have just come back from a few glorious days in Perth where we presented our final draft report and revision of the 1966 Residential Development Codes to a public symposium organised by the AIUS. I also spent a day working with John Flower, Ralph Stanton and Max Hipkins on the final report on the Yanchep "Sun City" - a 200,000 acre development. We also had a lot of fun working on the urban design and architectural design of the two first stage major harbour, marina and quayside commercial centres. Alan Bond is now really in high gear for full speed on Yanchep. He has secured finance on low (7% - 9%) interest rates and has a budget for spending \$9½ million during the 12 months from July 1st this year. He already has about \$4 million invested in holiday homes, chalets, caravan parks, swimming pools and subdivisions. He is tying in his Americas Cup Challenge with the Yanchep Development Project so that all his expenses will be tax deductible. He has commissioned us to do overall planning of detailed planning and architectural design for pretty well everything. As you can imagine, the fees coming to us for this are very high indeed and yet it is all being done very economically by the boys in Perth, with only relatively small in-puts from me in Sydney. Yesterday we sat down and designed the quayside village, immediately fronting the \$million dollar artificial harbour that is already under construction at Two Rocks. This harbour will contain a marina for 400-500 boats. The quayside village is being modelled on the Mediterranean type fishing village with narrow and irregular pedestrian malls, etc.

Another wonderful job that we are well into now is the Flinders Gate Project - the development of 30 acres of space on top of the Flinders Street Railway Station and the Jolimont Railway Yards with 3000' of frontage to the Yarra River and a similar frontage to Flinders Street. We have done an overall concept plans which have been passed by Dusseldorf and which now have been presented to the Victorian Government. We are now working on a stage development of a giant megga-

structure in ziggurat form, rather like the A-Frame section of the 1000 bedroom hotel in Florida for Disneyworld.

Next week we are going back to Dusseldorf with a major presentation on our proposals for Campbelltown. We will be outlining the detailed plans for community facilities, child care centres, parks, minimum density housing and landscaping, in order to get approval from "Duss" himself to approve a further 12 month work programme, carrying with it \$166,000 in fees.

Lend Lease is also proposing to send Neil Ingham and one of their people on a 6 weeks tour of the States to have a look at the most advanced forms of residential development, and in particular, to investigate practical techniques of organizing Home Owners Associations. We would be pleased if you could nominate those new developments that you think worth looking at and if you could give us the names and addresses of people Neil ought to call on.

The City Council has gone ahead and commissioned us for \$90,000 worth of Action Planning and work on this has just gotten underway.

The Clarke Gazzard Vorhees joint venture is also now getting into high gear with something like \$300,000 worth of contracts in hand, including a major public transportation study for Canberra and a major task of detailed planning for a section of Melbourne's freeway system. This latter job involves the use of urban design, sociological, landscaping and political skills in association with traffic, transportation highway planning skills, in order to fit a particular freeway into the urban environment with the least amount of disruption and opposition.

Ian Breden and Ron Devine are currently having a very tough trot with Sid Landish's fantasy for Waterloo. The "Sydney Morning Herald" is full of letters attacking the scheme. Ron and Ian got a rubbing today at a real estate institute luncheon and they had to admit that 1.2 million sq. feet of retailing in Waterloo just was not on. I do not know of them having any other work or clients except Sid.

Peter Casey is taking 6 weeks overseas leave in June and July and will be visiting the Vorhees headquarters in Washington.

With full order books we have all been so busy that we have not been putting in too much time chasing overseas work, but Doug March has done a port cost-benefit study for the Asian Development Bank in the Philippines. Joe Womble has been to Indonesia and Saigon several times recently on odd jobs for Clarke Gazzard Vorhees. Doug is negotiating a big job in Ethiopia at the moment and we have made submissions to UNIDO to do an industrial park job - again in the Philippines. I still have not had any reply from my friend at METRA regarding the South Korea job. What is the latest news you've heard on this?

I think I told you that some Americans from Honolulu were selected to the the Melbourne City Council job, but we are on a short list of three to do the City of Adelaide development plan. The fee for this would be about \$150,000 spread over 18 months. Adelaide is now buzzing with new ideas and very alive in many ways due to the dynamic leadership of Don Dunstan who has announced his intention to develop a city for 100-200,000 at Murray Bridge just out of Adelaide.

The Adelaide City Council is now a live-wire team, thanks in particular, to the fact that the Planning Committee contains two real estate developers and an architect who would be the clients for the study and action plans that the Council is now keen to commission. John Roach is Chairman of this Committee.

Melbourne Office is finally pulling out of the doldrums, thanks to the fact that Doug March has started to flower and also, of course, thanks to Joe Womble.

Darrel and Neil are carrying major responsibilities for a number of major projects and Sonja is now working three days a week. Andy is going great guns in Brisbane and John Mobbs is now running the Southport Office. Ron Burling left to go back into a small, private practice. It seems apparent now that he really was not the right man for us. John has already pulled a number of jobs that Ron had muddled back into shape again. Increasingly over the last 12 months, Margaret indicated that she wanted to give up office work altogether and go and teach kids. I helped her to get a job in a kindergarten, even though she did not have qualifications as a kindergarten teacher. She left recently to take up this work full time and is extremely happy in it. She still comes back and works for us during the school holidays in order to augment her income. She says she has lost half a stone around the backside since she gave up sitting in an office chair all day. She now gets lots of exercise chasing the kids.

I continue to hope that you will come back to us some time this year. I wonder if you realize just how much Australia has changed in the last 22 months since you left. The permissive society has arrived. Under Don Chipp, 'Customs Minister', censorship of books and films has pretty well gone by the board and the streets and cinemas of Sydney are getting more and more like those of New York City. Systematic Planning and Urban Design have become pretty much the most popular topics of controversy in the press and in both State and Federal Parliaments. Clients are now demanding exciting and dramatic innovations in urban design and are ready to pay fees for this kind of work as well as being ready to put money into the development construction of way-out schemes. This change has been quite marked, and in many ways one cannot expect better clients than Alan Bond or Dusseldorp in their 1972 moods. The demand for innovation and quality in urban planning and design has also got something to do with the fact that the real estate scene has changed from being a sellers market to a buyers market. This does not seem to be having any really traumatic effect on the actual rate of development. What it does, however, is eliminate

low quality rubbish and developers are having to seek new ideas and higher quality in planning and design in order to attract buyers and tenants. They are also having to provide, and are willing to provide, full ranges of community facilities in their projects - everything from sauna baths and skating rinks in office buildings, to concert halls and riverside promenades in things such as the Flinders Gate Development, child minding centres and swimming pools in residential projects, and so on. This all makes life much more interesting for us. In fact we are getting an increasing number of planning and design jobs in the field of community leisure and recreation - such as the redevelopment of Luna Park and the Lavender Bay Foreshores.

In letters last year I indicated to you the various opportunities you might like to take up with us on your return. Right now we are wondering who might be our Project Director for Adelaide. There is also, of course, tons of work in the Sydney Office to manage - more than I can cope with. I would like very much to find time for 3 to 6 months off overseas myself and I would feel more able to leave if you were here looking after a major chunk of my responsibilities. You will remember that we always planned to exploit the advantages of having a number of senior professionals, by alternating our overseas stints. Your remuneration back here would now be \$15,000 p.a., made up of \$12,000 salary and \$3,000 car and representation allowances. The present shareholders in USC are Ian Arnold, Andy Stenders, John Flower, Darrel Conybeare, Neil Ingham, Ralph Brading and Tony Simmons as well as, of course, Don and myself.

The second issue of shares will probably take place later this year and we are already thinking about who should be included in this second issue.

We would be very happy to welcome you back. Please let me know whether you will be returning, because we would like to make plans for the 1972/73 year.

Sincerely,

GEORGE CLARKE