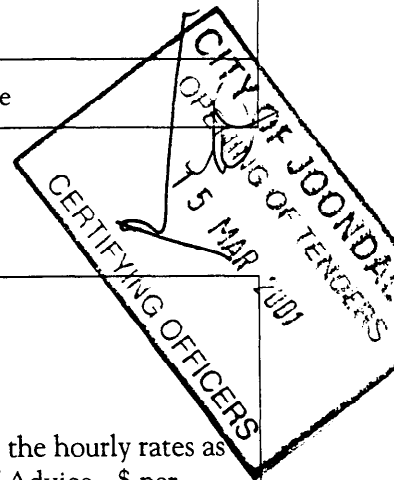


	\$1.00 per page thereafter	APPENDIX 2
Facsimile transmission	\$2.50 for page 1 \$1.00 per page thereafter	International per page
Courier	At cost	
Travel	We normally charge hourly rates for travel and waiting time, however, this is subject to arrangement with individual clients on a case by case basis. We would be happy to discuss this with you.	
Search	At cost	
Transcript fees	At cost	
OTHER		
Photocopying	30c	Per page

Standard Document Preparation (Fixed Rate 25/4/2001 to 25/4/2001)

Deed of leases	Preparation of documents will be charged at the hourly rates as specified in the table entitled 'Timeliness of Advice - \$ per hour'.
Deed of assignments	
Deed of extensions	
Deed of variations	
Deed of novation	
other	



Prosecutions

(Please specify costs associated with prosecutions):

Prosecutions will be charged at the hourly rates as specified in the table entitled 'Timeliness of Advice - \$ per hour'.

Free Services (conducting on site seminars, providing lectures if invited, conducting problem settling meetings etc.) (Please specify if any services will be supplied to the City of Joondalup free of charge).

Please refer to section (d) on pages 13 to 14 of our response.

SIGNATURE OF THE AUTHORISED SIGNATORY OF THE TENDERER..... *Graham Castleline*

PRINT NAME..... *Graham Castleline (Partner, Minter Ellison)*

ABN:..... *60886957423* DATE:..... *15 March 2001*

SCHEDULE OF RATES AND PRICE SCHEDULE
 (FAILING TO PROVIDE THIS SCHEDULE DULY SIGNED WILL MAKE A TENDER NON
 CONFORMED)
SCHEDULE 3
 (THE PRICES IN THIS SCHEDULE 3 ARE GST EXCLUSIVE)

CITY OF JOHANNESBURG
 OPENING OF TENDERS
 13 APR 2001
 AUTHORIZING OFFICERS

More to Determining Value than Comparing Rates

We do not believe that comparing the cost of legal firms is simply a matter of comparing quoted hourly rates. It is the knowledge, experience and efficiency of the lawyer that counts.

After all, there is no point in engaging a lawyer at a cheaper hourly rate who does not understand your business and takes a substantially longer period to provide advice, ultimately costing you more. It is even worse if the legal advice fails to recognise a practical solution which would have resulted in significant savings.

TIMELINESS OF ADVICE - \$ PER HOUR				
CATEGORY	YEAR 1*	YEAR 2*	YEAR 3*	YEAR 4*
Partners	\$350 hour	\$350 hour	\$385 hour	\$385 hour
Senior Associates	\$300 hour	\$300 hour	\$385 hour	\$385 hour
Associates	\$270 hour	\$270 hour	\$295 hour	\$295 hour
Solicitors	\$230 hour	\$230 hour	\$255 hour	\$255 hour
Articled Clerks	\$130 hour	\$130 hour	\$145 hour	\$145 hour
Junior Graduates	\$130 hour	\$130 hour	\$145 hour	\$145 hour
Typist	The above rates are fully inclusive of secretarial, computer and clerical (including library) support.			
Other				
Consultant	\$310 hour	\$310 hour	\$340 hour	\$340 hour

* Our rates for the City will not exceed those outlined above.

If we are appointed sole provider a 10% discount to the above rates will apply.

Disbursements (Fixed Rate 25/4/2001 to 25/4/2005) \$

DISBURSEMENTS	Fixed rate 25/4/2001 to 25/4/2005	Unit
Phone calls	No charge	Local
Phone calls	For time on call	Std
Phone calls	For time on call	Isd
Facsimile transmission	\$2.50 for page 1 \$1.00 per page thereafter	WA per page
Facsimile transmission	\$2.50 for page 1	Interstate per page

SCHEDULE OF RATES AND PRICE SCHEDULE
(FAILING TO PROVIDE THIS SCHEDULE DULY SIGNED WILL MAKE A TENDER NON
CONFORMED)

SCHEDULE 3
(THE PRICES IN THIS SCHEDULE 3 ARE GST EXCLUSIVE)

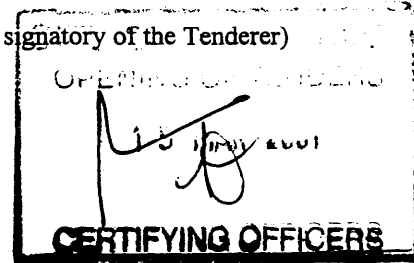
PLEASE REFER TO
 THE FOLLOWING
 PAGE

TIMELINESS OF ADVICE - \$ PER HOUR				
CATEGORY	YEAR 1	YEAR 2	YEAR 3	YEAR 4
Partners				
Senior Associates				
Associates				
Solicitors				
Articled Clerks				
Junior Graduates				
Typist				
Other (provide additional sheets)				

Disbursements (Fixed Rate 25/4/2001 to 25/4/2005) \$

(If required please provide separate sheets – duly signed by the authorised signatory of the Tenderer)

- telephone (local, interstate and international)
- facsimile (local, interstate and international)
- courier
- travel
- search
- transcript fees
- other (please specify)



Standard Document Preparation (Fixed Rate 25/4/2001 to 25/4/2005) \$

- Deed of leases
- Deed of assignments
- Deed of extensions
- Deed of variations
- Deed of novation
- other (please specify)

Prosecutions

(Please specify costs associated with prosecutions):

Free Services (such as conducting on site seminars, providing lectures if invited, conducting problem settling meetings etc.) (Please specify if any services will be supplied to the City of Joondalup free of charge).

SIGNATURE OF THE AUTHORISED SIGNATORY OF THE TENDERER: *[Signature]*

PRINT NAME: *Graham Castledine (Partner, Member Ellison)*

ABN: *60886957423* DATE: *15-03-01*

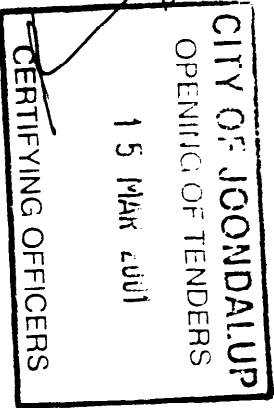
SCHEDULE OF RATES AND PRICE SCHEDULE
 (FAILING TO PROVIDE THIS SCHEDULE DULY SIGNED WILL MAKE A TENDER NON
 CONFORMED)
 SCHEDULE 3
 (THE PRICES IN THIS SCHEDULE 3 ARE GST EXCLUSIVE)

CITY OF JOONDALUP
 OPENING OF TENDERS
 15 MAR 2001
 CERTIFYING OFFICERS

TIMELINESS OF ADVICE - \$ PER HOUR				
CATEGORY	YEAR 1	YEAR 2	YEAR 3	YEAR 4
Partners	PER HOUR	PER HOUR	PER HOUR	PER HOUR
Denis McLeod	\$300.00	\$300.00	\$300.00	\$300.00
Geoff Owen	\$230.00	\$230.00	\$240.00	\$240.00
Linda Rowley	\$230.00	\$230.00	\$240.00	\$240.00
Craig Clarke	\$210.00	\$210.00	\$220.00	\$220.00
Peter Wittkuhn	\$210.00	\$210.00	\$220.00	\$220.00
Senior Associates	\$200.00	\$200.00	\$210.00	\$210.00
Associates	\$190.00	\$190.00	\$200.00	\$200.00
Solicitors	\$160-\$180	\$180.00	\$190.00	\$190.00
Articled Clerks	\$130.00	\$130.00	\$130.00	\$130.00
Junior Graduates (<i>Paralegal</i>)	\$80.00	\$80.00	\$80.00	\$80.00
Typist	NIL	NIL	NIL	NIL
Other - Legally Qualified (No Practice Certificate)	\$160.00	\$160.00	\$160.00	\$160.00

The above are our retainer client rates which are linked to an annual retainer fee described at Part 8(b) on page 22 of the Additional Tender Submissions.

DISBURSEMENTS	Fixed rate 1/5/2001 to 30/4/2005	Unit
Telephone	\$1 (both local and mobile)	local
Telephone	\$1	std
Telephone	\$1	isd
Facsimile transmission	\$1.50	W.A. per fax
Facsimile transmission	.50c (min. \$1.50)	interstate per page
Facsimile transmission	\$1 (min. \$2)	international per page
Courier	Cost only (no percentage added)	N/A
Travel	Nil in each case for prosecutions. In each case for civil actions and appeals, normal fee earner rates.	
Search fees	One unit of fee earner time. The rate therefore is \$8-\$30 depending on the fee earner.	
Transcript fees	Cost only	
(Other) Photocopying	.50c	per page



Standard Document Preparation (Fixed Rate 25/4/2001 To 25/4/2005) \$

- Deed of leases - at hourly rates shown above
- Deed of assignments - at hourly rates shown above
- Deed of extensions- - at hourly rates shown above
- Deed of variations - at hourly rates shown above
- Deed of novation - at hourly rates shown above
- other (please specify) - at hourly rates shown above.

We have a dedicated conveyancing section which has reached a high degree of proficiency with regard to standard documentation which is provided at a reasonable cost.

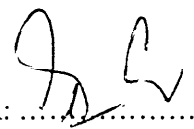
Prosecutions

This firm endeavours to conduct prosecutions on the basis that the costs charged by the firm are the costs ordered by the Court and any fine imposed is thereby additional revenue to the City. This is normally possible on undefended or uncomplicated matters but there will be occasions when prosecutions are charged for at the hourly rates shown above.

Free Services to the City

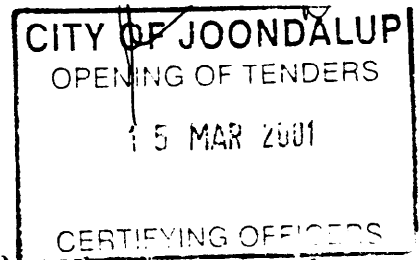
Under the Firm's normal Retainer Fee arrangement, which has operated with the City for a number of years, the following additional free services are provided:

- (a) **Client Information Bulletins** - Regular bulletins of advice on current issues of interest or concern to local governments.
- (b) **Seminars, Lectures and Training Services** - Provided to Councillors and employees on issues such as Conflict of Interest and Bias; Duties under Codes of Conduct; Duties and Liabilities of Councillors; Formulating Approvals and Conditions; Prosecution Procedures; Evidence Gathering; Formalities for Easements, Restrictive Covenants and Agreements under Conditions; and other topics as required.
- (c) **Free Advices** - To CEO or Head of Department (Executive) on matters of general principle without files.
- (d) **Free Advices** - Where informal advices are otherwise required, or initial direction is sought on a matter not subject to existing instructions, or on matters of general principle.

SIGNATURE OF THE AUTHORISED SIGNATORY OF THE TENDERER: 

PRINT NAME: Geoffrey Owen

ABN: 61 792 539 313 DATE: 14.3.01



8(b) RETAINER

- 8.7 There are advantages to clients in establishing a retainer. Note the comments under the heading PREFERRED CLIENT set out above.
- 8.8 The retainer fee is generally modest. Existing retainers range from \$2,500.00 to \$6,500.00 and are set on a rough estimate from time to time of the value of the retainer service for the preceding financial year. The fee for the City of Joondalup for years one and two would be \$4,000 and thereafter it would increase to \$4,500 for years three and four of the contract. The relationships between retainer fees and the value of retainer services is generally heavily weighted in favour of the retainer client. The principal benefit to the firm is derived from the certainty of legal representation in areas of exclusive practice for the firm.

8. BASIS OF FEE STRUCTURE
(INCLUDING TELEPHONE ADVICE)

5 MAR 2001

CERTIFYING OFFICERS

- 8.1 For private and corporate clients, and non-retainer local government clients the following charge rates are applied:

D McLeod	\$350.00 per hour
G Owen	\$260.00 per hour
L Rowley	\$260.00 per hour
P Wittkuhn	\$240.00 per hour
C Slarke	\$240.00 per hour
B Callanan	\$220.00 per hour
F Grgich	\$210.00 per hour
M Spillane	\$180.00 - \$230.00 per hour
M Matthews	\$180.00 - \$220.00 per hour
K Spillane	\$160.00 - \$200.00 per hour
P Mishra (Articled Clerk)	\$100.00 - \$150.00 per hour
T Whelan (Articled Clerk)	\$100.00 - \$150.00 per hour

- 8.2 For Retainer Clients:

D McLeod	\$300.00 per hour
G Owen	\$230.00 per hour
L Rowley	\$230.00 per hour
P Wittkuhn	\$210.00 per hour
C Slarke	\$210.00 per hour
B Callanan	\$200.00 per hour
F Grgich	\$190.00 per hour
M Spillane	\$160.00 - \$180.00 per hour
M Matthews	\$160.00 - \$180.00 per hour
K Spillane	\$140.00 - \$160.00 per hour
P Mishra (Articled Clerk)	\$80.00 - \$130.00 per hour
T Whelan (Articled Clerk)	\$80.00 - \$130.00 per hour

- 8.3 By reason of the regularity of work done for Retainer Clients the firm is able to reduce its hourly rates. If the firm was engaged on a retainer, or exclusive service basis for the City of Joondalup, it would adopt the Retainer Client hourly rate.

Those rates would be subject to the increase indicated in Schedule 1 after 2 years if there has in the meantime been a review of the Supreme Court and other scales applicable to the legal profession.

SCHEDULE OF RATES AND PRICE SCHEDULE

PRICE SCHEDULE 3

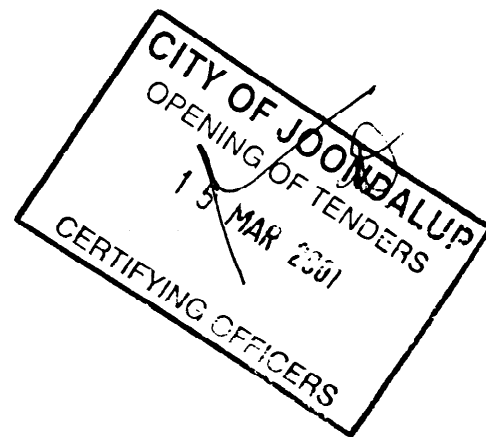
TIMELINESS OF ADVICE - \$ PER HOUR				
	YEAR 1	YEAR 2	YEAR 3	YEAR 4
Partner	\$250 - \$275	\$250 - \$275	*	*
Senior Associates	\$200	\$200	*	*
Associates	N.A.	N.A.	N.A.	N.A.
Solicitors	\$150 to \$170	\$150 to \$170	*	*
Articled Clerks	\$110	\$110	*	*
Junior Graduates	N.A.	N.A.	N.A.	N.A.
Typist	Kott Gunning does not charge fees for secretarial services which form part of the normal word processing functions associated with a matter.			
Paralegals	\$80 to \$150	\$80 to \$150	*	*

We offer to fix our fees for our professional services for the first and second years of this contract until 30 April 2003.

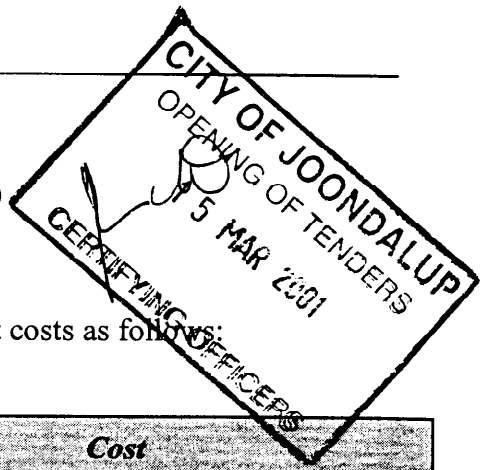
* Thereafter our fees during years 3 and 4 of the contract will be adjusted annually in accordance with the CPI or subject to agreement with the **City**.

NOTE: In accordance with the tender brief we have not included GST in our tender prices.

Where GST is payable, the City will be required to pay GST in addition to the cost of our professional services and disbursements.



PRICE SCHEDULE 3 (Continued)



Disbursement Costs

We are pleased to provide a summary of our disbursement costs as follows:

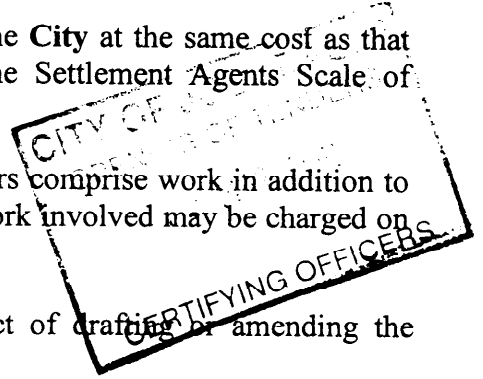
<i>Type Of Disbursement</i>	<i>Cost</i>
<i>Photocopying</i>	\$0.50 per page
<i>Facsimile transmission</i>	\$1.50 W.A. per page
<i>Facsimile transmission</i>	\$2.50 interstate per page
<i>Facsimile transmission</i>	\$4.00 international per page
<i>Phone calls</i>	Non-chargeable(local)
<i>Phone calls</i>	As per standard costing (std)
<i>Phone calls</i>	As per standard costing (isd)
<i>Courier</i>	As per standard costing (plus cost)
<i>Advertising Pursuant to Statutory or Court Requirement</i>	As charged by advertising medium
<i>Agents Fees</i>	Will vary from case to case (details of costs will be discussed with the City whenever agents services are required)
<i>Business Name and Company Search and Lodgement Fees</i>	As charged by ASIC
<i>Court Fees (Local, District, Supreme and Federal Courts, Court Of Petty Sessions)</i>	As charged by the relevant court
<i>Appeal and Tribunal Fees</i>	As charged by the relevant tribunal or authority
<i>Land Titles Office Fees</i>	As charged by the Land Titles Office from time to time
<i>Land Tax/Local Authority/Water Corporation Enquiry Fees</i>	As charged by relevant authority
<i>Other Government Department Fees</i>	As charged by relevant department
<i>Service Fees</i>	As charged by court bailiff or process server
<i>Stamp Duty</i>	As assessed by Department of State Revenue
<i>State Taxes:</i> <i>BAD</i> <i>FID</i>	As charged by the State Government on the value of the transaction

Conveyancing – Property Settlements

At Settlement Agents Scale.

Kott Gunning will complete property settlements for the City at the same cost as that charged by Settlement Agents in accordance with the Settlement Agents Scale of Charges.

These charges are on the basis that the following matters comprise work in addition to acting at settlement and depending on the amount of work involved may be charged on a time basis or as agreed with the client:



- Any service performed or rendered in respect of drafting or amending the contract of sale.
- The perusal of any document other than the contract of sale.
- The preparation of any document other than the transfer.
- Requisitions on title or answers to those requisitions.
- Correspondence or attendances as may be rendered necessary by the amendment to or the preparation of any document other than the transfer.
- Correspondence or attendances not usually involved in respect of completion of the contract of sale.
- Any service performed or rendered in respect of the default of any party and/or the settlement not proceeding on the due date.

Due diligence on behalf of the purchaser.

Standard Document Preparation (Fixed Rate 25/4/2001 to 25/4/2005) – not including disbursements and GST

Deed of leases	\$500
Deed of assignments	\$300
Deed of extensions	\$300
Deed of variations	\$500 (If substantial alteration required then hourly rate may apply)
Deed of novation	\$300
Other: Property Settlements	At same scale as for settlement agents

PRICE SCHEDULE 3 (Continued)

These charges do not include the following work which will be charged on a time basis:

- negotiating the provisions of the lease with the Tenant;
- attendances, correspondence with client and Tenant/Tenants lawyers in respect of changes to the standard lease form;
- perusal of any document other than the offer to lease;
- advice in respect of the meaning of lease provisions;
- obtaining the consents of any government departments to the lease;
- drafting special conditions to the lease or variations to the standard lease document.

Prosecutions

- Non-Complex Prosecutions:

Where prosecutions are non-complex and involve taking instructions, perusal of documents, seeking clarification of facts but do not involve proofing of witnesses or detailed research of law or facts and which could be resolved by a plea of guilty or non-appearance at the first return date we offer our service at our hourly rate up to a maximum of \$750.00. (This does not include disbursements and GST which the City must pay as an additional cost).

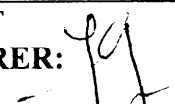
- All Other Prosecutions

It is not possible to offer a fixed fee for our service for prosecutions.

Our cost will be based on our hourly rates which will depend on factors such as the degree of complexity of law and facts, the number of witnesses, whether the other party is represented or not, and whether there are any adjournments.

Free Services

Our charges are already competitive and represent excellent value for money. Our free services are mentioned under 10(d) Value for Money.

NAME OF TENDERER:	Kott Gunning Lawyers
SIGNATURE OF TENDERER: 	DATE: 15/03/2001

CITY OF JOONDALUP
OPENING OF TENDERS
15 MAR 2001
CERTIFYING OFFICERS

SCHEDULE OF RATES AND PRICE SCHEDULE
(FAILING TO PROVIDE THIS SCHEDULE DULY SIGNED WILL MAKE A TENDER NON
CONFORMED)
SCHEDULE 3
(THE PRICES IN THIS SCHEDULE 3 ARE GST EXCLUSIVE)

TIMELINES OF ADVICE - \$ PER HOUR				
CATEGORY	YEAR 1	YEAR 2	YEAR 3	YEAR 4
Partners	275	285	295	305
Senior Associates	200	210	220	230
Associates				
Solicitors				
Articled Clerks	180	180	190	200
Junior Graduates				
Typist				
Other (provide additional sheets)				

Disbursements (Fixed Rate 25/4/2001 to 25/4/2005) \$

(If required please provide separate sheets - duly signed by the authorised signatory of the Tenderer)

- telephone (local, interstate and international) Refer
- facsimile (local, interstate and international) to
- courier Attachment
- travel 1
- search
- transcript fees
- other (please specify)

Standard Document Preparation (Fixed Rate 25/4/2001 to 25/4/2005) \$

- Deed of leases \$750
- Deed of assignments \$450
- Deed of extensions \$450
- Deed of variations \$450
- Deed of novation \$500
- other (please specify)

CITY OF JOONDALUP
OPENING OF TENDERS
15 MAR 2001
CERTIFYING OFFICERS

Prosecutions

(Please specify costs associated with prosecutions): - Not applicable

Free Services (such as conducting on site seminars, providing lectures if invited, conducting problem settling meetings etc.) (Please specify if any services will be supplied to the City of Joondalup free of charge). See clause 10(d)2 and 10(d)8 of Statement Addressing Criteria.

SIGNATURE OF THE AUTHORISED SIGNATORY OF THE TENDERER: 

PRINT NAME: **John M Woodhouse**

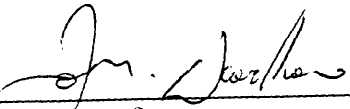
ABN: 52 990 207 007


DATE: 15 March 2001

ATTACHMENT 1

OPENING OF TENDERS
15 MAR 2001
CERTIFYING OFFICERS

DISBURSEMENTS	Fixed rate 25/4/2001 to 25/4/2005	Unit
Photocopying	\$0.75	per page
Facsimile transmission	\$0.60	W.A. per page
Facsimile transmission	\$1.20	interstate per page
Facsimile transmission	\$1.50	international per page
Phone calls	\$at cost	local
Phone calls	\$at cost	std
Phone calls	\$at cost	isd
Courier	\$25.00	\$25.00
Transcript fees	\$ at cost	
Travel	Only charged if travel is required by the City. Fee by negotiation.	


Signature of
Authorised Signatory.


CITY OF JOONDALUP
OPENING OF TENDERS
15 MAR 2001
CERTIFYING OFFICERS