

KAIN C+C



FOUNDER: John Kain.

## Kain more than able to deliver on quality

ADELAIDE'S Kain C+C Lawyers acted as lead legal adviser on deals worth more than \$500 million in the first nine months of this year.

The commercial law firm played an advisory role in Sea-Link's \$125 million acquisition of Queensland's Transit Systems Marine.

It was also involved with major transactions such as Blue Sky Private Equity's purchase of 10 Adelaide hotels from Independent Pub Group, and Accolade Wines' acquisition of Grant Burge Wines.

Kain C+C Lawyers' managing director John Kain said half a billion dollars worth of deals over nine months was a significant achievement.

Satisfying to be able to consistently offer work of this quality

JOHN KAIN

"More importantly for our clients, we have been able to deliver agreed commercial outcomes on time, on budget and without getting in the way of their business," said Mr Kain. "From an internal perspective, it is satisfying to be able to consistently offer work of this quality to our team."

He said it was pleasing to work with SA firms like Ahrens Group, Ferguson Australia and B.-d. Farm Paris Creek.

"I think we are an inherently optimistic business, so it's exciting to work with companies focused on growth when so many people are looking for negatives in our economy," added Mr Kain.

"This spirit of optimism is integral to our mindset and drives us to find a way to deliver the clients' outcomes."

# Smart thinking lets this law firm thrive

ALEXANDRA ECONOMOU

SOUTH Australia's transition from heavy to 'smart' manufacturing is picking up speed, says law firm Laity Morrow.

The firm's founding directors, Philip Laity and Kerry Morrow, said a healthy percentage of its work is with businesses in the "smart manufacturing and investment" sector.

"The legal profession is often an indicator of industry health, and we are now seeing strong evidence that the state's efforts to move from heavy manufacturing to smart manufacturing is yielding results," said Mr Laity.

"Business activity and growth in this space is a good news story for business generally, as well as professional services firms who have suffered from the end of major projects and a slowing energy and resources sector."

Laity Morrow's smart manufacturing sector clients include Redarc Electronics, Ellex Medical Lasers and data centre provider YourDC.

YourDC chief executive Scott Hicks said working with Laity Morrow is a great fit for its business.

"Whatever matter we put to



EXPERIENCE: Kerry Morrow and Philip Laity.

Picture: DEAN MARTIN

Laity Morrow they got their head around then executed flawlessly," said Mr Hicks.

"They have a culture of excellence without arrogance."

Laity Morrow has also advised on projects such as Flinders University's \$120 million campus expansion at Tonsley and documenting collaboration agreements between the parties involved in the SA

Health & Medical Research Institute.

Ms Morrow said such transactions are strong evidence of the gathering momentum of SA's smart industries.

"They also point to the early success of efforts by government and the private sector to revive our economy on key platforms including smart manufacturing, health and

wellbeing and education," Ms Morrow said.

Mr Laity said SA is proving to be a thriving market for Laity Morrow. "We have a small but growing team of quality people with experience at national and international law firms who could work anywhere in the world," he said.

"But they are choosing to do world class work here."

TINDALL GASK BENTLEY

## Don't fall victim to out-of-date contracts

ALEXANDRA ECONOMOU

EMPLOYMENT contracts that are out of date could leave employers exposed to potential legal issues down the track, warns an Adelaide lawyer.

Andrew Clare, senior lawyer at Tindall Gask Bentley and a workplace relations specialist, said a lot of employers did not have decent employment contracts in place.

"If they do have something in place, it often is out of date and is not compliant with current legislation," he said.

"That causes a problem because when you don't have a contract, no one is sure of their rights. The first thing I ask if there's a dispute between an employer and employee is 'where's the contract'."

Mr Clare said one of the hardest things was to try to

convince an employer to seek legal advice about contracts, and other employment issues, before something goes wrong.

"If you spend some money now we'll look at your contracts, procedures and policies," he said. "Then hopefully you avoid spending more in the future and avoid disputes."

Mr Clare has more than 27 years' experience as a lawyer in Adelaide and interstate.



ADVICE: Andrew Clare.

LYNCH MEYER

## New partner speaking their language

ALEXANDRA ECONOMOU

ADELAIDE'S Lynch Meyer Lawyers has welcomed Malinda Kuo to its partnership team.

Ms Kuo, who is fluent in Mandarin, has commercial and tax expertise and experience providing transaction advice to businesses in China.

Lynch Meyer Lawyers' chairman of partners, Michael Hutton, said there were only a

handful of Mandarin-speaking lawyers in South Australia.

"We are thrilled to welcome Malinda to the partnership," Mr Hutton said.

"She will bring a great deal of energy to growing our firm's market to Australian companies dealing with China and Chinese companies investing in South Australia."

Ms Kuo said increasing numbers of jobs required

people with Mandarin-speaking skills. "Service providers are increasingly demanding Mandarin-speaking employees to assist them with bridging the cultural differences and the language barriers in order to tap into the world's biggest market, China," she said.

Ms Kuo is current secretary of the China Business Network of SA and the Australian Asian Chamber of Commerce.

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tindallgaskbentley lawyers

One of South Australia's leading workplace lawyers, Andrew Clare, has recently joined the TGB team.

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