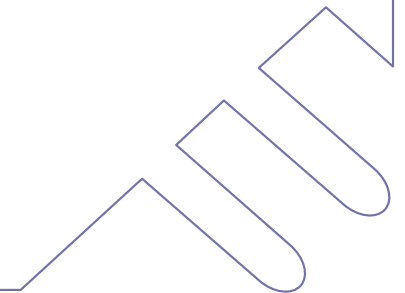


*Who we are,
how we can help
and what we
believe in*



*“I call a fig a fig,
a spade a spade”*

MENANDER (Greece, 342BC - 292BC)



After centuries of law, this truth remains unchanged...

The first step forward is always knowing where you stand

Established in 1996, Donaldson Walsh (DW) is one of South Australia's leading commercial legal firms. We've come a long way in our 15 years, achieving countless positive results for clients across virtually every industry sector. But the thing we're perhaps most proud of is the reputation we've built for straight talking.

You could be forgiven for assuming that clear, no-nonsense communication was an essential, fundamental quality offered by all legal firms. But unfortunately, that's not the case.

At DW, however, we hang our hats on it.

We understand how frustrating it is to receive verbose or needlessly technical explanations when all you want or need to know is where you stand and how you can use that to your advantage. So we get to the point. We leave the jargon in the textbooks. And we judge ourselves on the peace of mind and value we're able to provide, not how impressive we sound.

That's the basis of confidence and trust, so we make it our foundation.

OUR AREAS OF EXPERTISE

The DW team possesses exceptional legal knowledge and skill spanning virtually the entire commercial spectrum. The specific areas we operate in include:

- Agribusiness
- Building & Construction Law
- Commercial Disputes & Insolvency
- Competition & Consumer Law

- Corporate & Commercial
- Franchising
- Insurance
- Intellectual Property & Technology
- International Trade
- Personal Injury Law
- Property
- Self Insurance, Workers Compensation & Workplace Law
- Taxation & Revenue
- Wills, Estates & Business Succession
- Wine & Hospitality.

INFORMED BY VAST INDUSTRY KNOWLEDGE

When it comes to our professional competence and effectiveness, technical expertise is only part of the story. Every bit as important is our grasp of the environments within which we're working.

With this in mind we've made a point from day one to develop an in-depth understanding of a huge range of commercial industries, informed by diverse, on-the-ground experience.

As a result, we're now recognised as specialists within a great many areas, including:

- Aged Care
- Agribusiness
- Defence
- Dispute Resolution
- Franchise Sector
- Government
- Health
- Hospitality
- Insolvency
- IT & Communications
- Insurance
- Manufacturing
- Property & Construction
- Retailing
- Science & Technology
- Wine.

We thank you for taking the time to learn a little about us and look forward to being of service.

INTRODUCING SOME OF OUR EXPERTS *left - right*

John Walsh Managing Partner
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John is our Managing Partner and leads our Self Insurance, Workers Compensation & Workplace Law team.

Melanie Bird Senior Associate
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Melanie specialises in insolvency, debt recovery and commercial disputes, with particular expertise in the banking and finance, property and insurance industries. She also acts regularly in wills and estate disputes.

Christian Munt Special Counsel
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Christian heads our Commercial Disputes & Insolvency team. He was recognised in the 2010 *Doyle's Guide* as one of the nation's Top 20 Rising Stars in Commercial Litigation and Insolvency & Reconstruction.

Sandy Donaldson Partner
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Sandy leads our Corporate & Commercial practice and specialises in intellectual property, technology, trade, agribusiness and wine industry issues.

Kieren Moore Senior Associate
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Kieren leads DW's Taxation & Revenue practice, advising across all aspects of taxation. He also has considerable expertise in superannuation, including self-managed funds.

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Hedy is Director of DW Workplace Solutions, our consultancy assisting self-insured and registered employers with the management of their workers compensation issues.

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Lisa specialises in hospitality, property and franchising, with a particular focus on liquor licensing and related matters.

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Richard is an experienced commercial solicitor specialising in contractual and property issues, franchising, finance and banking.

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Margaret leads our Workplace Law practice, specialising in OH&S, equal opportunity and discrimination law. She is also highly experienced in workers compensation and self insurance.

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Joan acts as Special Counsel in both DW's general Insurance practice and specialist Personal Injury Lawyers team, focusing on Litigation and dispute resolution.

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William leads our Property practice and is also one of the leaders of DW's Corporate and Commercial Practice.



STRAIGHT TALK.

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Keeping you up-to-date

To find out about recent legal developments affecting your business and industry, we invite you to download any of our newsflashes, articles, reports or publications from:
www.donaldsonwalsh.com.au