

## Testimonial from Stan Falloon, Former Executive Project Manager for Grocon

Bruno's leadership and down-to-earth approach to business, along with his personal relationships with his employees and clients, enabled the Grollo group of companies to become one of Australia's largest development and construction companies in Australia.

His openness and hands-on approach to industrial relations set the company apart from others in the industry. His down to earth relationship with employees, unions and clients alike made him different to others in the development and construction industry.

One of his most effective tools was his ability to just listen. In the midst of a crisis, he would listen, refraining from offering comment and remain more or less non-committal. In most cases, any confrontation was diffused with the other side exhausting themselves trying to prove a point!

His dreams to construct the world's tallest buildings became possible by allowing those within the industry and company to be innovative in developing building systems and safe methods of construction for high rise buildings. Many of these systems have now been adopted throughout the world.

His development ideas at times appeared to be unrealistic but he was a man of vision and a man of conviction and he certainly convinced us all that nothing was impossible.

I recall standing with him one day as we stood contemplating the construction of the Rialto building in Melbourne.....

He pondered: *"Can't you just picture the building over there son!"*

All I could think of was trying to manage the multitude of unions on site for the next few years!!

*"But it is 67 floors high!!"* I said.

Practical visionary as always, his response was: *"Yes but just think of it as a two storey building - with just a few extra floors!"*

Just take a look at the skyline of Melbourne and Sydney as that says it all.