

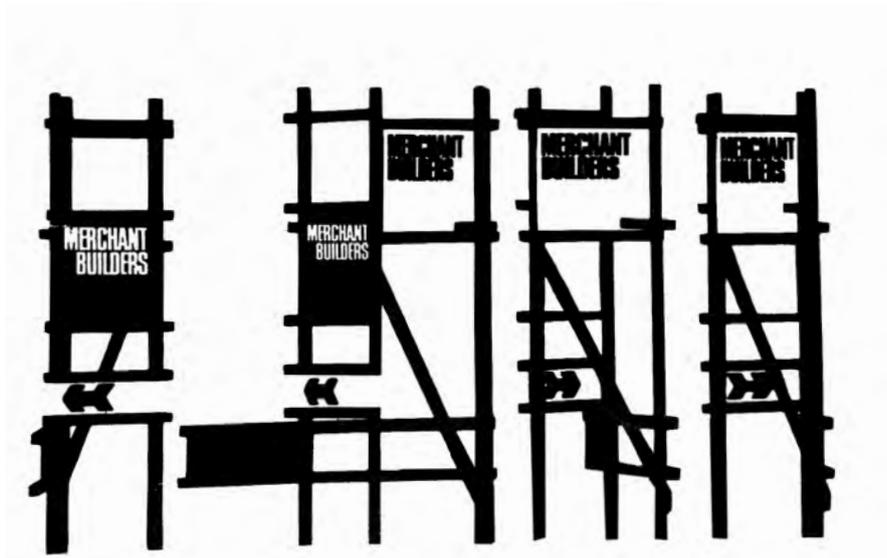


**Merchant Builders**  
*Towards a new archive*



# Merchant Builders

*Towards a new archive*



This exhibition brought students and staff into contact with many knowledgeable and helpful individuals. *Merchant Builders: Towards a new archive* has been made possible through their invaluable assistance.

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Class for Semester 2 2015

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# Merchant Builders

## TOWARDS A NEW ARCHIVE

*Thus for the first time a genuine architectural circumspection was brought within the financial reach of the average owner.... Among the more notable enterprises was... a firm called Merchant Builders in Melbourne, which offered various designs of the architect Graeme C. Gunn.*

Robin Boyd, Epilogue, *Australia's Home* (1968)



In Australia in the mid-1960s, the housing market was experiencing the boom of a new phenomenon – project houses. These were architect-designed houses offered by a new series of building companies that promised better quality design than the average speculatively built house.

In 1965 Merchant Builders, Melbourne entrepreneurs David Yencken and John Ridge founded one of the nation's most influential project house-building companies. For the next twenty-six years, Merchant Builders set not just new benchmarks for residential architecture in this country, but also actively encouraged the necessary consideration and inclusion of landscape, indigenous planting, site planning, and interiors as a total package. Yencken and the firm's consultant architect Graeme Gunn and consultant landscape architect Ellis Stones were also deeply interested in how to increase density in Melbourne's inner and outer suburbs without losing the amenity of connection with landscape, and especially indigenous trees and plants – they were committed to a suburban landscape that was uniquely Australian.

As architectural historian Adam Mornement has written:

*Merchant Builders has multiple claims to significance and novelty. It was one of the first Victorian development companies to take architect-designed houses to a mass market; it was a house builder dedicated to the protection of the natural environment; it promoted the merits of 'cluster' developments as an alternative to conventional approaches to suburban planning; and it offered 'kit homes' comprised of factory made components to minimize costs and embodied energy.*

This exhibition is a chronology of a firm that stretched its tentacles across most of Melbourne's design professions. It resulted in the founding of the interior design firm, Nexus Designs in 1967 and the landscape architecture and planning firm, Tract Consultants in 1973. And swept along was a host of architects, landscape architects, interior designers, graphic designers and photographers who all contributed to the firm's award-winning success and remarkable longevity in the face of Australia's economic and political highs and lows in the 1960s, 1970s and 1980s.

Images:  
*Merchant Builders: Towards a new archive* exhibition installation.  
Dulux Gallery, Melbourne  
School of Design, University of Melbourne. 2-12 November 2015



This exhibition is the outcome of student-based research within the MSD graduate elective *ABPL90367 Critical and Curatorial Practices in Design* held in semester 2 2015 and led by Alan Pert, Philip Goad and Gini Lee. The exhibition has four aims. First, it celebrates the fifty-year legacy of the work of the Melbourne-based project house building company Merchant Builders. Second, the exhibition uses a timeline as its organizing structure, allowing students to research specific projects, people and events as a way of exploring the evolution of the company while anchoring each year with a chronological yardstick. Third, the exhibition makes the case for a new archive and repository recognizing the cultural significance of the work of Merchant Builders while at the same time encouraging further research.

The class started with a single box of archival material assembled by Anne Gartner as part of her PhD Thesis at Monash University in 1991. The material was passed on to Adam Mornement and then onto Graeme Gunn before it arrived at the MSD in August 2015. The students had already begun collecting material on Merchant Builders beforehand. The breadth of the work uncovered in such a short period of time (12 weeks) suggests that there is still more out there – lots more. By bringing this work together, including drawings, specification documents, contracts, interviews, marketing material, photographs and a variety of other evidence, we can better understand the significance and breadth of the work and what it says about the built environment context of Melbourne, which Merchant Builders worked so hard to change.

The class has managed to expose material, which has been lying dormant and un-scrutinized for a number of years. We now have a chance to review this material and see it as a collection and a larger prolonged experiment rather than a set of stand-alone residential prototypes.

Finally, the exhibition makes us consider what lies ahead for how we live and how we relate to our landscape, our suburbs and our cities. We are able to move beyond the timeline to provoke visitors to consider the relevance of Merchant Builders today and in the future.

# Placing Merchant Builders

PHILIP GOAD

In the history of Australian architecture, Merchant Builders occupies a special place. As a project house builder that offered so-called 'good design' to everyday Australians it wasn't the first to do so. There were many other ventures before it: Consolidated Homes Industries (CHI) with Robin Boyd as one of its first designers from 1955, Pettit & Sevitt and Lend Lease Homes (with architect Nino Sydney) both from 1961 were just a few of the early pioneers. But what set Merchant Builders apart from the others (and there were many) was the deliberate aim of its founders David Yencken and John Ridge: that house, interiors, landscape and site should be harmoniously integrated by top design professionals, and that the marketing, graphics and photographs for this enlightened venture would also employ top design professionals, and in doing so, set the entire venture apart from its competitors. And to a large degree, Merchant Builders did this for the twenty-six years of its existence, from 1965 until 1991.

To date, the most comprehensive account of Merchant Builders is Anne Gartner's MA thesis (1994) undertaken at Monash University and Judith Trimble's PhD thesis (1985) on the life and career of Graeme Gunn. There's Anne Latreille's 1990 book on Ellis Stones and the firm makes strong appearance in Howard Tanner's *Australian housing in the seventies* (1976). More recently Judith O'Callaghan and Charles Pickett's *Designer Suburbs: Architects and Affordable Homes in Australia* (2012) is far and away the best and most comprehensive account of project housing in Australia. So it might seem that there is nothing more to say on Merchant Builders.

But this is not the case.

This exhibition casts Merchant Builders in a different light. It's a first attempt at an encyclopaedic chronology – a start at least – and one that might be read graphically. And using material uncovered by a group of students in just 12 weeks. It places the firm's work within the context of David Yencken's long held and catholic interests in the natural and built environment over a period of more than thirty years. It highlights the intrinsic role played by Graeme Gunn in setting the design tone for the firm and also shows his own changing design philosophy over the decades. His return to Merchant Builders with the 'Four Seasons' range in the 1980s is so very



different from the textural 'as-found' naturalness of the first three houses of 1965: the Courtyard, Terrace and Studio Houses. It also brings to the surface the major contribution of architects like Terry Dorrough (his Steel Framed Systems Built House of 1971 is one of the firm's best), Robin Cocks and Peter Carmichael (their houses were pacesetters for residential design in Melbourne in the 1970s), and especially the lesser known but critical role of Merchant Builders' in-house architects Barry Gray, Leo de Jong and Peter Sandow, all of whom produced high quality, almost effortless, sensible, sell-able good design. The significant aesthetic shifts more broadly reflected within the profession from 1960s naturalness and generic form to 1970s concerns for flexibility, low energy and the sun, and thence to 1980s concerns with form, image and the street are all palpable. It demonstrates the organic growth of the business to fully encompass landscape and site planning with Ellis Stones, and on his death in 1975, Yencken's entrepreneurial vision to 'acquire' Rodney Wulff, Steve Calhoun and Howard McCorkell, and pursue the formation of Tract Consultants. It shows the importance of interiors, and Janne Faulkner's involvement from 1967, then with Harley Anstee ten years later, and the development of Nexus as one of Australia's leading interior design firms to emerge from the late 1960s and which, like Tract, is still going strong. It also shows the yet to be truly critically analyzed contribution of Merchant Builders to proposing a potential 'slow density' for Melbourne: its contribution to cluster development with grouped housing developments such as Molesworth Street, Kew, Yuille Street, Brighton, Sorrett Avenue, Malvern and Yarra Grove, Hawthorn to name just a few. In Melbourne's architectural history these projects, together with Yencken and Gunn's determination to bring about the Cluster Title Act (1974) are truly groundbreaking.

Key to the visual argument of this exhibition is another aspect of the company's unique status in Australia – the graphics of Bruce Weatherhead and Alex Stitt, whose graphic design and advertising for Merchant Builders lifted the visual representation of a business into the advancement of a cultural enterprise. Photographers Kurt Veld, Ian McKenzie and John Gollings were similarly instrumental to the firm's persuasive visual message.

Images:  
Molesworth Street, Kew  
Photographs: Kurt Veld

What is also evident in this exhibition is the role of the everyday homeowner. One of the students Zack Dahdoule, through a single advertisement in a local paper, uncovered a vast quantity of material held by proud owners of Merchant Builders' houses in Melbourne's suburbs: original plans, specifications, photographs, brochures and letters, and importantly anecdotes about these houses and landscapes that formed and in some cases, still form the focus and place of their lives.

What is remarkable, through all of this, is the legacy of people across the business and design professions that were affected by Merchant Builders, people who in turn have had affect on the designed landscape of Melbourne, and by extension Australia. It was a remarkable phenomenon. In 1992, I wrote in my PhD thesis that "The Merchant Builders house was not based on what suburbia was, and in this sense, the concept was radical... [it] was the logical successor to Walter Burley Griffin's vision for a sensitive Australian house and its integration with the landscape." My view hasn't changed. This exhibition suggests a new archive be assembled for Merchant Builders – it's just a glimpse of a much larger story that continually needs to be told and re-told.

*Professor Philip Goad is Chair of Architecture and co-Director of ACAHUCH (Australian Collaboratory for Architectural History, Urban and Cultural Heritage) within the Melbourne School of Design.*

Images:  
Molesworth Street, Kew  
Photographs: Kurt Veld



# Merchant Builders: Prototypes and Place

ALAN PERT

*It is quite true what philosophy says; that life must be understood backwards.  
But then one forgets the other principle: that it must be lived forwards.*

Søren Kierkegaard

The main concern of my 1994 architecture masters thesis while studying in Glasgow was suburbanization and the radically altered social landscape of the postwar years. The focus was on speculatively built suburban housing in the United Kingdom with a number of American examples including Levittown, a development of more than 17,000 detached houses on New York's Long Island. While the thesis was highly critical of the blandness and conformity to which the suburban dream led it did offer alternative visions of residential subdivisions including some in Australia and specifically, the projects of Merchant Builders. With nothing more than an incomplete photocopied version of *A Mansion or No House* (a report for UDIA on consequences of planning standards and their impact on land and housing, 1976) by John Paterson, David Yencken and Graeme Gunn, I cited their cluster housing developments of Winter Park and Elliston. I used these as important examples in which a group of houses were sited to optimize available land in a more efficient and environmentally sensitive method than that provided by normal rectangular grid lot suburban subdivisions. From what I could extract from the worn out pages of the facsimile it appeared that Merchant Builders had been committed to improving the quality and diversity of volume housing in reaction to the postwar housing boom in Australia. Although I would not get the chance to examine these prototypes in any level of detail for another eighteen years until I arrived at the University of Melbourne in October 2012.

Winter Park would be my first stop. Four groups of five connected dwellings joined to share gardens designed by Ellis Stones still standing in stark contrast to the surrounding suburban condition. More than forty years after Winter Park was first conceived it still appears as experimental. Like a lived-in prototype, it feels distinctly different to its neighbouring subdivisions, which says so much about the enlightened vision of the trio who started Merchant Builders back in 1965. What followed were numerous weekends at 'open for inspections' stretching from Brighton to Doncaster and as far as Lorne to see the 'Four Seasons' prototypes. I then visited Graeme Gunn's studio in 2013 and finally got my hands on an original copy of *A Mansion or No House*. It was this visit that exposed the lack of any proper archive other than the small collection of drawings at the State Library of Victoria and the realization that 2015 would be the 50-year anniversary of the company being formed. This visit prompted a meeting with David Yencken and what has followed is a mental rewriting of my thesis, recognizing not just two cluster housing projects but a fifty year legacy which is deserving of recognition not just in Australia but further afield. The cluster housing may have been influenced by American examples and specifically William H. Whyte's book, *Cluster Development* from 1964 but the distinctive integration of architecture, landscape setting, shared space, native planting, environmental design, construction, interior

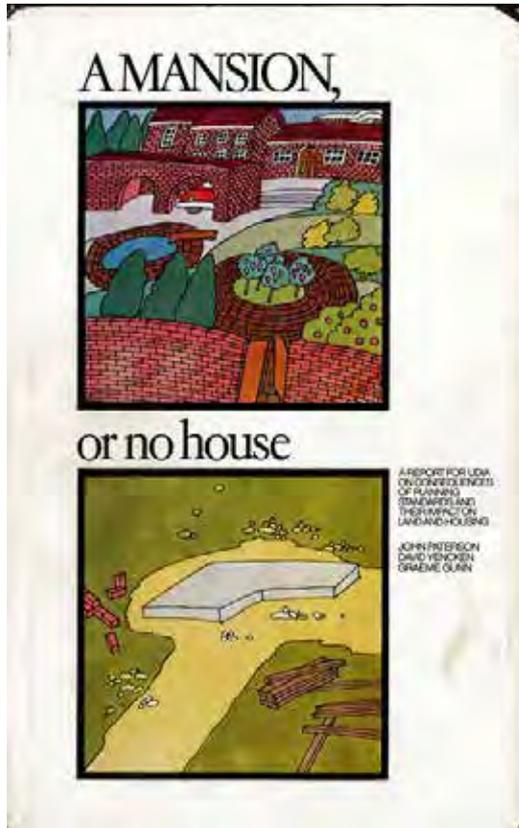


Image:  
Cover of *A Mansion or No House* by John Paterson, David Yencken and Graeme Gunn, 1976

design and marketing make Merchant Builders not only regionally significant in relation to individual house prototypes but internationally significant when the work is considered as a collection.

David Yencken (entrepreneur), and Graeme Gunn (architect) along with John Ridge (builder) established Merchant Builders Pty Ltd in 1965 in an attempt to tackle issues of design quality and choice but more importantly affordability. They were reacting to their experience of development standards and methods of regulation as major limitations on the ability of designers and builders to fit new built form to social functions. Standards, they argued, sought to prevent the bad but they argued the by-product of standards was instead limiting innovation and the pursuit of economy. They would later argue that a “better future for Australian cities in the late twentieth century depends upon a clearer

understanding of the pernicious effects of many current standards. Incentives rather than more restrictive standards are the effective means of achieving better, cheaper and fairer development” (*A Mansion or No House*, 1976). Zoning, lot sizes, density, neighborhood character, open space, streets and drains, aesthetics and reform are also explored in *A Mansion or No House*, a book that should be revisited in the context of the Australian city in 2015. Over the last fifty years, Australia’s population has grown, our communities have changed, the built form has evolved and city limits have stretched both outwards and upwards. As *A Mansion or No House* stated on its opening page: “Australia sits at a turning point. With the dream slipping from our grasp and increasingly under challenge, we face fundamental issues of equity between ownership of home and rental of home. Either way, the permissible minimum is too much and too expensive for too many”. And just as the book was not intended as a magic wand or to be conclusive neither is this exhibition. The book and the exhibition (thirty-nine years later) are directed towards provoking thought and discussion among those who control and influence the shape of our urban future.

Fifty years on, the Merchant Builders manifesto and the pages of *A Mansion or No House* are even more acutely relevant to the Australian context.

*Professor Alan Pert is Director of the Melbourne School of Design at the University of Melbourne.*

# **REVEALING TERRAIN: MERCHANT BUILDERS AND THE DESIGNED LANDSCAPE**

**GINI LEE**

Imagine a suburb where there are no fences, where the creeklets and swales are unhindered in their intent to flow with the natural contours of the land and the trees and vegetation appear almost as pre-dating human occupation. Imagine a suburb, not so far from the inner city, where the houses are in close proximity but remain shielded and largely unseen by neighbours. Such a place is Winter Park in Doncaster, a suburban cluster housing subdivision conceived to enable the natural qualities of the site to mould a nature-focused living environment. The domestic landscapes of Merchant Builders dating from the late 1960s heralded a new approach to establishing relational open and communal spaces for suburban dwellers. The company promoted through excellence in design the then new and perhaps revolutionary concept for well-designed housing suited to changing family and work regimes framed through a desire for connection with landscapes drawn from the immediate surroundings. David Yencken as visionary director of Merchant Builders, together with architect Graeme Gunn and landscape architect Ellis Stones produced a challenging new urban model that reached far beyond normative housing developments. This team realised landscapes that not only provided for a peaceful retreat from everyday urban life, but also landscapes, gardens and courtyards that worked as places for recreation as a natural outcome of communing in space unbothered by fences and kerbed and channelled roads.

On a visit from suburban Sandringham in the mid 1970s as a young interior design student from RMIT studying photography, I happened upon Winter Park as an assignment, which was something to do with capturing interior space. After spending sometime attempting to capture the lofty interior of the Studio House I was continually drawn to the gardens and landscapes beyond that flowed way inside through large windows facing onto soft courtyards facing the right way to capture the sun. I produced many more images of the landscapes than the interiors that visit because they were so other to where most of us were living. The spaces were different: organically framed by native shrubs, erratically shaped trees and roughly mown grass. The materials were unfamiliar; house and ground earthy and merging, levels subtly formed through sleepers, buried stones and a sense of ageless occupation. And there were views in many directions. I particularly recall looking down a shallow swale way beyond expected boundaries into spaces where I could imagine getting lost or spending reclusive time shaded by dappled summer light. I could have been in a park, a nature park, or at least that is how I remember it now. I read a website of owners' comments that relate the surprise that people felt when they realise that they had bought into a communal park. They found that some of the mature trees such as the '500 year old ironbarks' were part of the previous owner's naturalist practices and realised that topographies so often built over and eradicated are revealed in the native terrains of the Doncaster landscape.



The Merchant Builders ethos of privileging the landscape grew alongside the development of the new housing developments, Winter Park and Elliston in Rosanna in particular, and are foundational to projects undertaken in the early and middle years of the firm's projects. In Ellis Stones, David Yencken and Graeme Gunn found the right sensibility in a gardener, stoneworker and landscape architect who had worked with Edna Walling in her gardens of rocks, flowing forms and mixtures of native and exotic plantings. The beauty of rocks drawn from natural places, transported and repositioned with care was a signature design element in 'Rocky' Stones' repertoire. His very useful book *Australian Garden Design* (1971) opens with reflections about landscapes before relating practical methods for creating an 'Australian' garden. He writes on the importance of keeping relations with nature in the advent of urban development, of following the natural contours of the land when making roads, of reducing needless destruction of landscapes, and on the need for an interdisciplinary meeting of minds at the inception of every project in order to plan how to proceed. Others who followed the practices of the then elderly Stones, in particular Steve Calhoun and Rodney Wulff of Tract Consultants, continued to evoke his style while creating new landscapes through planning and gardening drawn from site qualities and values, and also reinforcing practical planting and landscape features drawn from their experience in Californian as much as Victorian climates.

In a public presentation at Melbourne's MPavilion in October 2015, Steve Calhoun proffered the idea that change happens at the right time due to a confluence of associations and external conditions all coming together to produce new ways of shaping and making places. Discussing the many projects that demonstrate that landscape architecture and urban design practice have shaped the big changes in the form and vibrancy of inner Melbourne, Steve evoked the fortunate situation in the early 1980s of the Minister for Planning (Evan Walker) and the Secretary of the Ministry for Planning and Environment in Victoria (David Yencken) working in concert to imagine and to realise a new Melbourne fabric. Their concern with community, ecology and excellence in planning and design influenced a range of policy innovations such as the Victorian Cluster Codes drawn directly from experiences learnt from projects such as Winter Park and its authors. Over a long, intensive and creative life David Yencken has championed the understanding and criticality of nature and natural systems in the built environment while promoting new design ideas and experiments in contemporary living, whether in private or public realms. Taking a walk around Winter Park some forty years on, Yencken's, Gunn's and Stone's ideas for a liveable landscape as foundation to built form continue to appeal and to inform.

Images:  
Winter Park, Doncaster

*Professor Gini Lee is the Elizabeth Murdoch Chair of Landscape Architecture at the University of Melbourne.*

## **MERCHANT BUILDERS PEOPLE**

In preparing this exhibition, it was found that many design professionals, administrative staff and business people were associated with Merchant Builders. This is a tentative list of many of the people who owned, worked with or worked for Merchant Builders between 1965 and 1991 (apologies to anyone who may have been left out!):

**JULIAN ASHTON-LOMAX HARLEY ANSTEE  
MICHAEL BAKER DAVID BEAUCHAMP ROBIN BOYD  
SUZY BOYD STEVE CALHOUN PETER CARMICHAEL  
ROBIN COCKS RUSSELL COLEMAN CHRIS DANCE  
TERRY DORROUGH CHARLES DUNCAN JAMES EARLE  
PETER EDGELY NEIL EVERIST JANNE FAULKNER  
JOHN GOLLINGS BARRY GRAY KEVIN GREENHATCH  
GRAEME GUNN GRAZIA GUNN DARYL JACKSON  
LEO DE JONG GINI LEE TOM LUXTON  
HOWARD MCCORKELL SUE MCFALL  
DAVID MCGLASHAN ADRIAN MCMAHON  
SUSAN MALONE DAVID MARRINER  
MAX MAY TONY MUSSEN JOHN REID  
JOHN RIDGE PETER SANDOW GRAHAM SHAW  
ANTHEA STAVELEY ALEX STITT ELLIS STONES  
KEVIN TAYLOR WARREN THOMPSON KURT VELD  
BRUCE WEATHERHEAD TREVOR WILSON  
ROB WHYTE RODNEY WULFF DAVID YENCKEN**

## HARLEY ANSTEE

Harley Anstee is currently Joint Managing Director of Nexus Designs, after being personally invited to join the company by Janne Faulkner in 1975. That year was the beginning of his thirty-five year, and still ongoing, journey with Nexus Designs. Anstee completed an Interior Design course at RMIT in 1965 and his passion for contemporary Australian art and modern furniture is reflected in his contribution to both Merchant Builders and Nexus Designs. Anstee believes that the vibrant colours of Australian landscapes can inspire Australian design.

Anstee is a Fellow of the Design Institute of Australia (DIA) and co-author with Janne Faulkner of the books, *The Making of a House* (2003), *Living* (2006), and *Using Australian Colour* (2002) which delivers their special selection of colours for each project, showing differences which relate to each project's uniqueness and specific needs, whilst paying tribute to local materials and colours.

Anstee has been instrumental to the awarding-winning success of Nexus Designs and to contemporary Australian design. His attentiveness to simplicity and freshness in design, is demonstrated through his collaboration with BlueScope Steel in discovering new colour palettes and nurturing young design talent.

## STEVE CALHOUN

Steve Calhoun is a founding director of Tract Consultants and has been a leading specialist of landscape design and urban design in Australia for over forty years. Born in the United States of America, Calhoun received his training in landscape architecture at Iowa State University and Harvard University. After moving from Peter Walker's San Francisco office to Melbourne in 1976 to replace Rodney Wulff while he was studying for his PhD at Cornell University, Calhoun became part of a small multi-disciplinary design team known as Tract Consultants, sourced and put together by David Yencken of Merchant Builders. Formed in 1973, Tract Consultants was a landscape architecture and planning firm that was initially created to work on Merchant Builders projects. One of Tract Consultants' early significant projects was assisting Merchant Builders in the development of Vermont Park, in which Calhoun played a major role in the treatment of the landscape, giving the impression that the houses, community house and swimming pool were set within a forest. The promotion of Australian landscape design tempered by the judicious use of exotic flora was introduced to Australia largely by Calhoun, who has continued to raise the profile of landscape design ever since through his teachings, lectures and publications. Calhoun is currently a Professorial Fellow at The University of Melbourne and is well known for his design involvement in the foreshore redevelopments for St Kilda (1979), Newcastle (1981), Southbank (1989) and Cairns (2003), as well as the Tarrawarra Museum of Art (2003).

## COCKS & CARMICHAEL

The much-awarded Melbourne partnership of Cocks & Carmichael, which specialized in individual and project houses, was established in 1968 by Robin Cocks (1941-) and Peter Carmichael (1942-). Both graduated in architecture from the University of Melbourne, Cocks in 1965 and Carmichael in 1966. Prior to the partnership, Cocks had worked for the McIntyre Partnership (1965), architectural delineator Brian Burr (1966) and Tompkins Shaw & Evans (1966-8), while Carmichael had worked for Bernard Hanmer & Associates (1966), then Richardson Hanmer (1967-8).

In the late 1960s and early 1970s, the firm's initial design approach was characterized by chamfered roofing and brick seconds, then newly in favour among younger Melbourne architects. Around 1977 to 1980, Cocks & Carmichael demonstrated increasingly innovative residential design, exemplified by the Pennycuik House at Airey's Inlet (1979). At this time, Cocks & Carmichael also became consultant architects for Merchant Builders.

One of Cocks & Carmichael's first projects for Merchant Builders was Beach Grove, a cluster of eleven houses, which opened in 1977 in Johns Road, Mornington. Concurrently, they had designed a number of houses for a display location in Robinson's Road, Frankston, which involved the L-Shape, U-Shape, Split Level and Rectangle Houses. The designs of these houses all maintained a strong relationship between indoor and outdoor spaces, and they were intended to extend the lower cost bracket of the Merchant Builders range. In 1978, larger versions – the Split Level, the Long Split Level, the U Shape and a modified Rectangle – were constructed at Sunset Avenue and Warrandyte Road, Templestowe. These houses marked a turning point for Merchant Builders, with a new emphasis on streetscape where each house presented a composed street elevation.

## TERRY DORROUGH

Born in Toowoomba, Queensland, Terry Dorrough (1939-) is a well-known Sydney architect who produced a series of important house designs for Merchant Builders in the 1970s. He studied architecture at the University of NSW, graduating in 1962. He then joined the Sydney-based firm of McConnel, Smith & Johnson, and later travelled to Japan, Scandinavia and finally London, where he worked for Yorke Rosenberg & Mardall. Dorrough returned to Sydney in 1967 and established his own practice, which specialized in residential design. He also completed a master's degree in Town and Country Planning from the University of Sydney, graduating in 1972. Dorrough's residential work has included innovative examples of project housing, and in 1978 his 'Open House' (1971), designed in a modular grid using either timber or steel construction and having five plan variations, and his 'Pavilion House' for Merchant Builders in Melbourne received recognition within the RAlA Victorian Chapter Awards. The house in which Dorrough lives on Dangar Island (c.1989) on the Hawkesbury River, NSW, where he has been actively involved in community planning, has also received critical acclaim.

## CHARLES DUNCAN

Born in Melbourne, Charles Duncan (1933-) studied architecture at the Royal Melbourne Technical College (RMTTC) where he received a Fellowship Diploma before attending the University of Melbourne from 1956 to 1959. Duncan's solo practice, which focused mainly on domestic architecture, received numerous awards and published praise. His Williams House in Ivanhoe (1962-3) was awarded both the 1965 RAlA Architecture Medal and the *Architecture and Arts* award. The Okalyi House in Eltham (1968) and Welsh House (1968) in Heidelberg were also among the projects that gained RAlA awards in 1969. Duncan has said of this work that:

*"My feelings are strongly oriented to the organic approach where a house is closely linked to its surroundings and extends from them as part of it not on it."*

Duncan was a contributor to the Merchant Builders' Elliston cluster housing project in Rosanna. Heavily influenced by the organic architectural principles explored by Frank Lloyd Wright, Duncan's design responded to the surrounding site conditions by harmonizing both architecture and landscape. Natural materials, dark timber stains, clinker bricks and heavy beams were among the other Wright-influenced design elements seen at Elliston. Among the other features that embodied both Merchant Builders and Duncan's site specific approach to architecture were: private courtyards, broad overhanging eaves, timber sunshade slats and a careful consideration of natural light.

## JANNE FAULKNER

Janne Faulkner (1933-) was born in Tasmania, just outside Launceston. Though possessing no formal training in interior design, she grew up in an environment, which placed a strong aesthetic emphasis on the home. She has always had a strong interest in architecture and the arts.

Faulkner became involved in design when, in 1967, she met David Yencken at a dinner party. Shortly afterward Yencken offered her a job with Merchant Builders as an interior designer. Faulkner designed in accordance with Merchant Builders' preferred aesthetic, which emphasized the Australian landscape and used Australian timbers and materials. She initiated a policy of purchasing the best of Australian contemporary art and fostering young Australian artists, furniture designers and craftsmen, a practice which Nexus Designs, the company she founded, continues to do today. Faulkner started Nexus Designs as the sole director and Harley Anstee joined her in 1975, forming a very successful partnership, which continues.

Faulkner has had a significant influence on Australian interior and graphic design, having developed the colour palette for the Laminex kitchen bench, the design and colours of certain toilet tissue papers, Colorbond steel roofing and even the colours for various telephone designs. Throughout her career, she has continued to be a leader in Australian interior design, both in residential and commercial settings. Her designs maintain a tradition of timelessness, naturalness and simplicity, yet with an element of surprise. In 1982, Faulkner was appointed a Member of the Order of Australia for her services and contribution to the arts as a designer.

## JOHN GOLLINGS

Born in Melbourne, John Gollings (1944-) was one of Merchant Builders' favored photographers throughout the 1970s and 1980s, succeeding Kurt Veld after his departure for Western Australia. One of his earliest commissions was for Winter Park. Gollings made his first photographs and received darkroom tuition at age eleven, before studying Arts and Architecture at the University of Melbourne. Later in his career, he completed a Masters degree in Architecture from RMIT University. He is an Honorary Fellow of the Australian Institute of Architects.

Today, Gollings is widely recognized as one of Australia's most significant photographers of architecture and the built environment. He is considered one of the nation's most expert architectural documenters, especially of ancient and modern cities around the world, achieved mostly through aerial photography. His photographs are characterized by strong formal composition balanced by an ability to contextualize a site and widen the appeal of a project. He has received an Australia Council Visual Arts Board Grant and the President's Award of the Australian Institute of Architects. In recent years Gollings has written and photographed for books on Australian architectural style and lectured on architectural and advertising photography at various Australian universities. In 2010 John Gollings was co-creator of *Now and When: Australian Urbanism*, the Australian exhibit at the 12<sup>th</sup> International Architecture Biennale in Venice.

## BARRY GRAY

Barry Gray (1944-) defined the architectural style of Merchant Builders in the mid-1970s and 1980s. His legacy is a number of iconic Merchant Builder houses, including the Gable, Gallery, Two Storey, Glynt and Trombe Houses.

Gray graduated from RMIT in 1969, after studying for the then 6 year (3 years full time, 3 years part-time) Architecture Diploma. Inspired by Graeme Gunn's first display centre at Glen Waverley, Gray went and, in his own words, "just knocked on his door" and was lucky enough to find work as a student architect with Gunn's practice. In 1970, he left and worked in London for two years, before returning to Australia in 1972. His first port of call was Merchant Builders, where he was subsequently employed full time as a senior architect, replacing the departing Rob Whyte.

This began Gray's fifteen-year involvement with Merchant Builders. He became the longest serving Principal Architect for the company, leading the design on the Two Storey House (1984), The Gable, Gallery and Glynt houses (1986), and Trombe House (with Leo De Jong in 1983) and many custom designs for individual clients.

Gray left Merchant Builders in 1987, and was replaced as Principal Architect by Peter Sandow. After working for a short period of time at NTMH Architects, Gray started his own architectural practice in 1988, specializing in residential work. In 1990 when Merchant Builders went into liquidation, he established Format Builders with former Merchant Builders colleagues to continue the tradition of the pioneering housing company.

# GRAEME GUNN

Architect Graeme Gunn (1933-) was an extremely influential figure in the design success and longevity of the Merchant Builders phenomenon. He studied architecture at Royal Melbourne Institute of Technology (1956-1960) and was associated with Merchant Builders for over twenty years. Gunn began his career in the office of Grounds, Romberg and Boyd (1960-1962), where he met David Yencken while working on the Black Dolphin Motel at Merimbula. The two later reunited while studying Chinese language at the University of Melbourne. Both shared concerns over the state of housing design in Victoria. This led to Gunn's involvement with Merchant Builders after Yencken and John Ridge established the company in 1965.

Yencken and Gunn worked together to develop a range of affordable well-designed houses that responded to site and landscape. Gunn's medium density designs for townhouses and project housing integrated built form with landscape, a strategy developed through working closely with landscape designer, Ellis Stones. While working for Merchant Builders, Gunn, along with Yencken, was influential in establishing the Cluster Title Act (1974) and Model Cluster Code (1975). Gunn eventually left Merchant Builders in the early 1970s, before returning with his Four Seasons range for David Marriner in 1986.

Throughout his career Gunn pursued practice under his own name, later as Gunn Williams Fender (previously Gunn Hayball), and he worked with the Docklands Authority, VicUrban, RMIT, and is currently practising as Gunn Dyring Architecture and Urban Design. Iconic buildings designed by Gunn include the Baronda House, Nelson Inlet (1968) for David Yencken and the Plumbers and Gasfitters Union Building, Carlton (1968-69).

Credited with changing the landscape of suburban housing in Australia, Gunn was awarded the President's Award for Lifetime Contribution to Victorian Architecture in 2001, and in 2011, he was the recipient of the Gold Medal of the Australian Institute of Architects.

## LEO DE JONG

Leo de Jong (1947-) graduated in architecture from ETH Zürich in Switzerland. As de Jong was about to leave Australia to return to Europe in 1975, he met Howard McCorkell who asked if he would join him at Merchant Builders. De Jong has not left Melbourne since. During his ten years with Merchant Builders as part of the in-house design team with Barry Gray and Rob Whyte, he worked on a number of successful projects including the Trombe House (1983) with Barry Gray, which won the Housing Industry Association's 1982 House of the Year Award; the Garden House, which was a successful modification of one of Terry Dorrough's designs, and he developed the Pavilion House at Vermont Park. After leaving Merchant Builders in 1985, he became a director of number of private practices. Significant projects included individual designs for a large country house for the trustees of Yellowglen and a series of townhouses in Mornington. He then established his own firm De Jong Architects in South Melbourne, where he continues to deliver his passion for design excellence and promote the legacy of Merchant Builders.

## DARYL JACKSON

Daryl Jackson (1937-) was born in Clunes, Victoria and studied architecture at RMIT and the University of Melbourne, graduating in 1959. The several years following university were spent working in England and the United States. By 1965, Jackson had co-founded with fellow graduate Evan Walker (1935-2015) an architectural practice, which specialised in residential and educational buildings.

Jackson joined the Merchant Builders design team in 1968, working with then-associate Evan Walker as well as architects Graeme Gunn, Charles Duncan, David McGlashan and Neil Everist to design fifty different project houses for Merchant Builders' Elliston Estate in Rosanna. At the same time, his practice Daryl Jackson Evan Walker Pty Ltd pursued educational and sporting projects such as the Harold Holt Swimming Pool (1969, with Kevin Borland), an area into which Jackson would later continue to practise as a stand-alone architect, responsible for award-winning projects such as the Sydney Conservatorium of Music (2001) and the County Court of Victoria (2003). Jackson has also sustained a career in academia, and for his contribution in all areas of architecture he was appointed as an Officer of the Order of Australia in 1990.

## DAVID MARRINER

David Marriner is a property developer who owns a number of Melbourne's iconic central city theatres. He was recently described "as a hard-nosed developer, yet passion and heart have at times ruled his behaviour."

Merchant Builders was sold to Marriner in 1986 during the life of the Porter Road and Beverly Hills Drive Templestowe display site, which included designs by architects Graeme Gunn, Terry Dorrrough, Peter Carmichael, Barry Gray and Peter Sandow. During this period Merchant Builders was looking for a new direction to meet the challenges posed by the changing housing market and it was at this juncture that Marriner saw an opportunity to push the emphasis of the company towards larger executive-style housing. Parting with the previous traditions of Merchant Builders, Marriner's ownership saw a shift in the marketing of Merchant Builders' products towards one-off elaborate housing which left little room for client consultation concerning interiors and landscape.

Despite the emphasis on larger executive houses, Marriner was instrumental in the development of the Four Seasons range. Graeme Gunn had long since severed his connection with Merchant Builders, but while passing through the Merchant Builders office, he showed Marriner his Four Seasons designs. Perhaps driven by "passion and heart", Marriner decided "off the hip" to develop the Four Seasons range, which remains one of Merchant Builders' most iconic designs of the 1980s.

## HOWARD MCCORKELL

Howard McCorkell (1940-2012) was a notable architect, landscape architect and town planner and one of the very first professionally recognized landscape architects in Victoria. His contributions to urban planning included involvement in numerous urban planning frameworks, the facilitation of nationwide creative subdivisions, and housing designs as well as countless outstanding landscape and urban design projects that were the consequence of his leadership and encouragement. His focus on environmental issues and multi-disciplinary practice led to involvement with Merchant Builders in the early 1970s, where he developed with David Yencken and Graeme Gunn the cluster-housing concept to produce the Model Cluster Code. This code was fundamental in establishing residential-approval frameworks, which are at the core of contemporary residential practice today. Alongside Merchant Builders founder David Yencken, Howard McCorkell, Steve Calhoun and Rodney Wulff established Tract Consultants in 1973. The notable landscape consultancy practice developed a national reputation after it won the Newcastle Foreshore Development competition in 1981. Tract continues today as a leading contemporary multidisciplinary design practice, spanning landscape architecture, urban design and town planning.

## MCGLASHAN & EVERIST

Born in Melbourne, David McGlashan (1927-1997) attended Wesley College and studied engineering and architecture at the University of Melbourne. Born in Geelong, Neil Everist (1929-) attended Geelong College and studied architecture first at the Gordon Institute of Technology and later at the University of Melbourne where he met McGlashan. The partnership of McGlashan & Everist was formed in 1955. They worked from two offices, one based in Melbourne and the other in Geelong with constant communication between the two. During the 1960s McGlashan & Everist was at the forefront of proposing different approaches to lifestyle and nature by building for Australian cultural and environmental conditions. The firm's houses expressed Bauhaus principles of simplicity and elegance, open planning, light-filled pavilions, modular designs and consistently employed a limited range of materials and colour. The practice achieved recognition for its late modernist residential designs then later concentrated largely on educational work. Everist retired in 1997, the same year that McGlashan passed away. The company was handed over to Max Gurrie, John Lee and Geoffrey Saunders. All three, graduates from Deakin University, had a long working experience alongside the firm's founders.

One of the most notable cluster housing developments undertaken by Merchant Builders was the Elliston Estate, Rosanna (1969-70). Together with Graeme Gunn, Charles Duncan, Daryl Jackson and Ellis Stones, McGlashan & Everist contributed four elegant house plans each surrounded by parkland designed by Ellis Stones.

## JOHN RIDGE

Arriving in Australia in 1939 at the age of 18, John Ridge (1920-1992) immediately joined the army spending time as an interpreter. After World War II, he opened the Boston Timber Company in Port Melbourne. From the late 1950s, Ridge was an investor in David Yencken's two motels, the Mitchell Valley Motel in Bairnsdale and the Black Dolphin Motel at Merimbula, and it was through this relationship that the two eventually partnered to form Merchant Builders shortly after in 1965.

Ridge was key in the operation of Merchant Builders as a successful business and he personally signed off on and handed over large numbers of houses to budding new homeowners.

When Ridge retired in 1985, he became a Board Member of the Australian Centre for Contemporary Art (ACCA) in its founding years and served until his passing. In that role, he played a crucial part in negotiating its affiliation with Monash University in 1991 and his love for building continued as he led the conversion of the CUB Malthouse into the Playbox Theatre. Artistic director, Carillo Gantner said of Ridge; "John gave us so much of himself: his commitment, good taste, and his sheer practical good sense. We couldn't have built the Malthouse without him; he built it with an enormous amount of love. You couldn't buy that sort of project management. All the artists who use the Malthouse owe John a great debt."

John Ridge lived the complete Merchant Builders story as well. He and his family lived in one of the four townhouses in the Graeme Gunn-designed, Merchant Builders constructed and marketed development in Grange Road, Toorak (1967). The landscaping was by Ellis Stones and Janne Faulkner of Nexus Designs designed the kitchen and living room cabinetry.

## PETER SANDOW

The architectural firm Fooks Martin was appointed by David Marriner in 1986 to undertake design work for Merchant Builders. This was a major architectural commission and Fooks Martin appointed a new partner Peter Sandow to head up the Merchant Builders division and the practice became Fooks Martin Sandow (FMS). The demise of Merchant Builders in 1991 at the end of the 1980s boom led to the establishment of a project housing joint venture with Kincaid Builders, which marketed from three display homes designed by FMS and made available by the Merchant Builders' receivers. This helped FMS survive the 1990-2 building recession.

For Merchant Builders, Sandow was responsible for many of the company's late 1980s houses designs, including 'The Argyle House' (c.1987) and a group of three houses (the 'Town', 'Metropolitan' and 'Link' houses) that were included in the Housing Industry Association's Manna Court village at Mount Waverley in 1989. With Barry Gray, Sandow also designed more than fifty individual speculative houses at different locations for Merchant Builders.

## ALEX STITT

Alexander (Alex) Stitt (1937-) is one of the pioneers of modern Australian graphic design. He is also known as an illustrator, animator and writer. The dose of humour and wit that characterizes his work was driven not simply by pure design but also by the power of narrative. Stitt believed that "art does not reproduce the visible; rather it makes visible."

Joining fellow RMIT graduate Bruce Weatherhead in 1964, they established the first graphic design studio, Weatherhead & Stitt, which offered broadcast media as well as graphic and print designs. Their simple, bold and animated illustrations with colours evocative of the 1960s and 1970s won the firm numerous design awards. At the same time, they collaborated with Merchant Builders from the mid-1960s onward to provide a unique brand image for Victoria's iconic project house building company from the 1960s to the 1980s.

The culmination of the Weatherhead & Stitt collaboration was The Jigsaw Factory, which produced various educational books and games. Stitt later took a solo path, establishing At et al Pty Ltd, continuing his expertise in graphic design and film. As James Button has observed, one of Stitt's most notable creations was Norm, the crude but compelling couch potato, for the *Life - Be In It* campaign. From 1990, Stitt worked in partnership with his wife Paddy with a major focus on education-based publications. In 2011, Stitt's immense body of work was documented and published as *Stitt: Autobiographics*, showcasing his fifty-year legacy in graphic design.

## ELLIS STONES

Ellis Stones (1895-1975) was born at Wodonga in northeastern Victoria. He grew up in suburban Essendon but his lifelong love of landscape and delight in the natural shapes of rock and tree were formed during rambles in the hills around Euroa in country Victoria. After World War I, Stones resumed his work as a carpenter. During an alteration project, Stones met landscape designer Edna Walling, who had been commissioned to design the garden and she recognized his aesthetic ability through his construction of a rock wall in the new garden. Walling urged him to 'put away his carpentry tools and take on rock work'. Stones worked with Walling for some time building dry stone walls, outcrops, pools and paths in her gardens in some of Melbourne's finest homes. Stones soon had the confidence to undertake commissions on his own and started to concentrate on garden design.

In 1965, at the age of 70, Stones was appointed by David Yencken and John Ridge as landscape architect to Merchant Builders Pty Ltd, and it was through this appointment that he made the concept of landscape design more widely accessible and popular. He was also a strong supporter of the establishment of the Australian Institute of Landscape Architects in 1968. Merchant Builders named Elliston, a subdivision at Rosanna, after him. Appearances on television (1969-73), a column in the *Australian Home Beautiful* (1970-75) and his best-selling book, *Australian Garden Design* (1971), added to his reputation. Simplicity of design, love of timber, rocks and boulders and a feeling for the subtle, subdued colours of the Australian landscape are the hallmarks of his work as a landscape architect.

## BRUCE WEATHERHEAD

Known as one of the fathers of modern Australian graphic design, the fearless and idiosyncratic style of Bruce Weatherhead (1939-2011) helped define a new Australian visual language. Although recognized in the 1960s as one half of the groundbreaking and award winning partnership of Weatherhead & Stitt (a ten year partnership with Alex Stitt from 1964 until 1973), and then in 1974 continuing on with a successful solo career for another thirty years, Weatherhead's work is not widely known today and few records indicate the breadth and significance of his contribution. In 1971, for example, Weatherhead & Stitt opened The Jigsaw Factory in Bridge Road, Richmond, a combined retail outlet, educational centre for kids, and the Weatherhead & Stitt studio. The concept emerged from working with educationalists Bill and Lorna Hannan, who convinced publishing house Cheshire to produce a revolutionary package of English teaching materials that finished up looking more like a big box of toys and games. The venture expanded and after nearly two years working with the Hannans and other contributors, Weatherhead & Stitt designed more than one hundred learning/play products that were sold at The Jigsaw Factory. Central to Weatherhead's career was his work and numerous designs for Merchant Builders, which during the late 1960s, assumed a more tongue-in-cheek angle toward advertising the firm's ideals and its main protagonists, all of which served to personalize the company in addition to distinguishing its product.

Bruce Weatherhead said "Graphic design should be all about ideas and joy...it's provided me with an absolutely beautiful life."

## KURT VELD

Latvian-born photographer Kurt Veld (1931-2011) was one of Merchant Builders' key photographers in the company's formative years. Working closely with Merchant Builders from 1965 until the early 1970s, Veld's bold and artistic style of photography fitted in well with the company's design direction of environmentally sympathetic house, landscape and site layout. Much of his early career centred on fashion photography, advertising and graphic art. Veld's peers saw him as a lively and eccentric artist who created unique and thought provoking images. One of his most important commissions was the environmental photo essay for John Button's edited book *Look Here! Considering the Australian Environment* (1968). Many architects like Graeme Gunn, Bill Nankivell and Bernard Joyce used Veld to document their buildings - he lent them an artistic edge. Following his work with Merchant Builders - Elliston was his last commission - Veld moved to Western Australia where he went on to produce a number of celebrated photographic works oriented around landscape and the natural environment.

## RODNEY WULFF

Born in Australia, Rodney Wulff trained in landscape architecture at the Universities of Oregon and Harvard and later completed his PhD at Cornell University (1977). After being approached by David Yencken of Merchant Builders to work on the firm's site layouts and landscape designs, Wulff co-founded Tract Consultants with architect planner Howard McCorkell and landscape architect Steve Calhoun in 1973, and became the firm's Managing Director in 1996. In 1974, Tract was commissioned to report on new forms of housing subdivision at Gungahlin New Town, Canberra (1974) for the National Capital Development Commission. The firm's report made extensive use of the cluster subdivision model. In 1977, Merchant Builders and Tract completed Vermont Park, an award-winning cluster subdivision of 43 homes in Vermont South. A long-time landscape consultant to Merchant Builders, Wulff's analytical approach and extensive experience in natural resource analysis and regional resource studies over more than forty years contributed to not just the success of Merchant Builders' 1970s landscape designs but also Tract's ongoing success and impact across Australian landscape architecture more generally. Today Wulff continues to work on a range of projects as well as playing the role of a distinguished elder statesman and mentor to the next generation of Australian landscape architects.

# DAVID YENCKEN

Born in Berlin, David Yencken (1931-) was educated at Geelong Grammar School and later received a Bachelor of Arts from the University of Cambridge. In 1956, Yencken helped open Brummels Gallery in South Yarra, one of the first galleries dedicated to Australian painting. The Mitchell Valley Motel in Bairnsdale was Yencken's first building project and it operated from 1957 until 1960. It was one of the earliest well-designed motels in Australia, and certainly one of the most influential. Through this project he became acquainted with architect Robin Boyd, who Yencken commissioned to design the groundbreaking Black Dolphin Motel in Merimbula, NSW (1960-2).

In 1965, Yencken co-founded Merchant Builders with business partner John Ridge, and together they brought on Graeme Gunn as principal architect, Ellis Stones as initial landscape architect and later Janne Faulkner as interior designer. Acting as chairman and Joint Managing Director of Merchant Builders, Yencken helped pioneer a revolutionary language of project housing in Victoria, which fused modern and understated architectural design with native landscape. The radical cluster developments of Merchant Builders led to the formation of the Victorian Cluster Code Committee in 1971, chaired by Yencken and this undertaking culminated in the creation of the Cluster Title Act of 1974. Merchant Builders won the inaugural Robin Boyd Environmental Award for "changing the face of residential Melbourne" in 1972, and three Victorian Architectural Medals. Concurrently, Yencken founded Tract Consultants, a firm of urban planners, landscape architects and resource analysts; holding the position of Chairman and Managing Director from 1973 to 1979.

Yencken's seminal Report on the National Estate in 1974 resulted in the establishment of the Victorian Heritage commission, which made recommendations for funding towards conservation projects. He became its inaugural chairman in 1975, and received the RAlA Robin Boyd Environmental Award for his work as chairman in 1976. Yencken represented Australia twice as a joint leader of the Australian Delegation to the UNESCO World Heritage Committee in 1980 and 1981, and in 1982 he became secretary of the Victorian Ministry of Planning and Environment.

Yencken is currently Professor Emeritus within the Faculty of Architecture, Building and Planning at the University of Melbourne. He served as the Elisabeth Murdoch Chair of Landscape Architecture and Environmental Planning from 1988 to 1997. A former president of the Australian Conservation Foundation and inaugural Chairman of the Australian Committee of the International Council on Monuments and Sites (ICOMOS), he also became a member of the Commonwealth Urban Design Taskforce in 1994, and chaired the Design Committee of the Australia Council for the Arts. Yencken has published several books, articles, essays and journals, and has remained an enduring figure in pioneering Australian architecture, planning and landscape.





# ANT BUILDERS

1978 1979 1980 1981 1982 1983 1984 1985

VICTORIAN ARCHITECTURE AWARDS  
GROUP HOUSING AWARDS – CITATION  
VERMONT PARK, 531 BURWOOD HIGHWAY, VERMONT SOUTH  
TRACT CONSULTANTS AND MERCHANT DESIGN

VICTORIAN ARCHITECTURE AWARDS  
PROJECT HOUSING AWARDS – BRONZE MEDAL  
OPEN HOUSE [PAVILION HOUSE], 531 BURWOOD HIGHWAY, VERMONT SOUTH  
TERRY DORROUGH WITH MERCHANT DESIGN

VICTORIAN ARCHITECTURE AWARDS  
PROJECT HOUSING AWARDS – CITATION  
RECTANGLE HOUSE, FRANKSTON  
COCKS & CARMICHAEL

VICTORIAN ARCHITECTURE AWARDS  
BUILDINGS AWARDS – JOINT BRONZE MEDAL  
STATE BANK STAFF COLLEGE, STOTTS LANE, BAXTER  
DARYL JACKSON EVAN WALKER PTY. LTD.

WARDS  
TION  
G, 174 VICTORIA PARADE, EAST MELBOURNE

ER

A STREET, CARLTON

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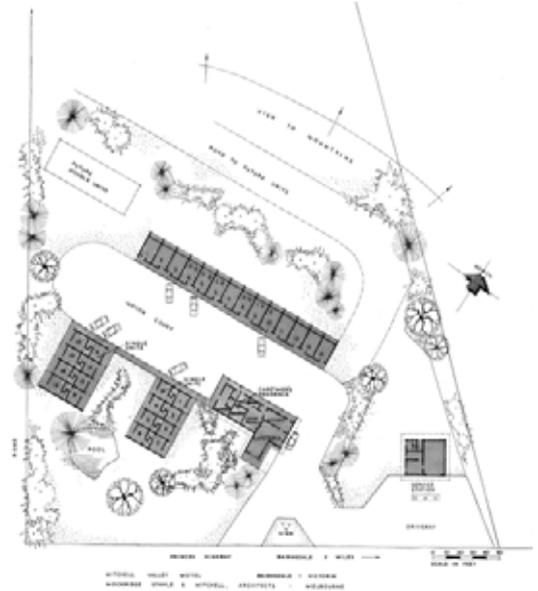
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# 1959

## THE MITCHELL VALLEY MOTEL

Bairnsdale  
Designed by John Mockridge of  
Mockridge Stahle & Mitchell





# 1960

## BLACK DOLPHIN MOTEL

Merimbula

Designed by Robin Boyd  
of Grounds Romberg & Boyd

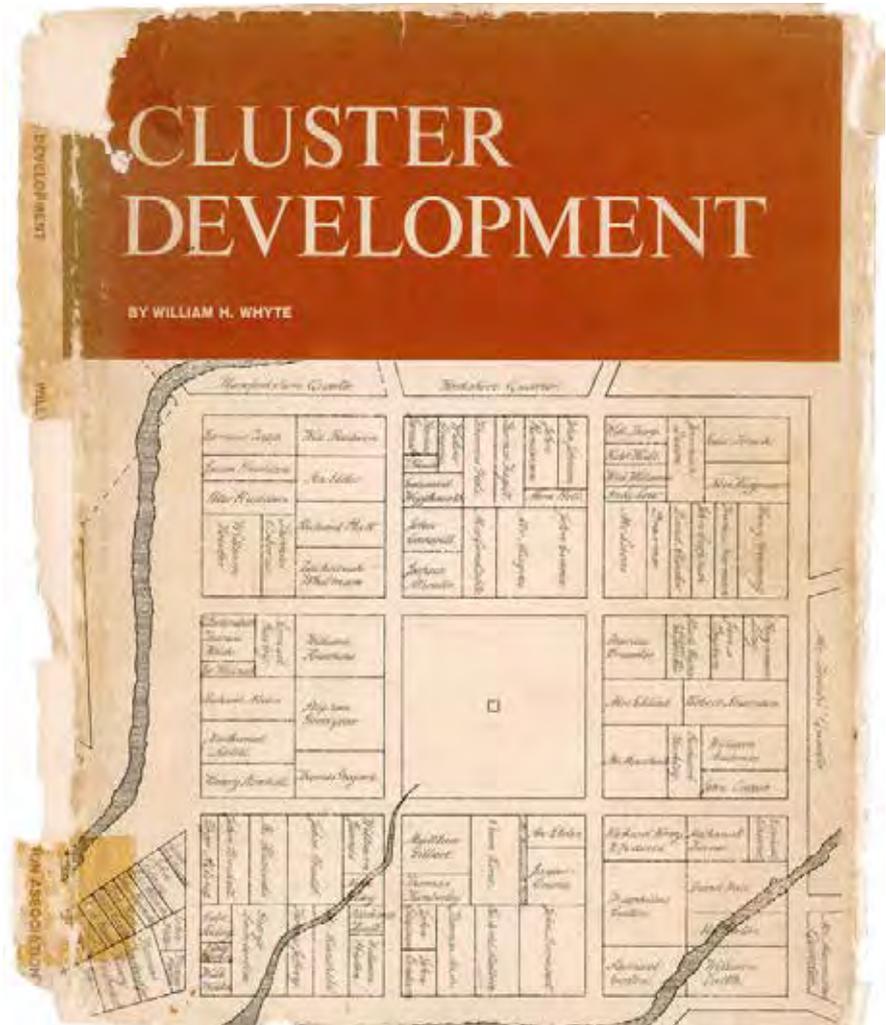






# 1964

**William Whyte**, *Cluster Development*,  
New York: American Conservation  
Association, 1964



# 1965

## **MERCHANT BUILDERS**

is established.

Build first display houses in Glen Waverley including:

**TERRACE  
COURTYARD  
STUDIO**



### **John Ridge**

building process  
contract area

### **Graeme Gunn**

design  
interview clients  
assess sites  
document every house

### **David Yencken**

marketing  
product design  
finance

**Yencken** and **Gunn** visit **Pettit & Sevitt** after meeting **Ken Woolley**, which reinforces their vision

Merchant Builders commission graphic designer **Bruce Weatherhead**

First off-site Merchant Builders office located above Thesaurus Bookshop, Glenferrie Road, Malvern.

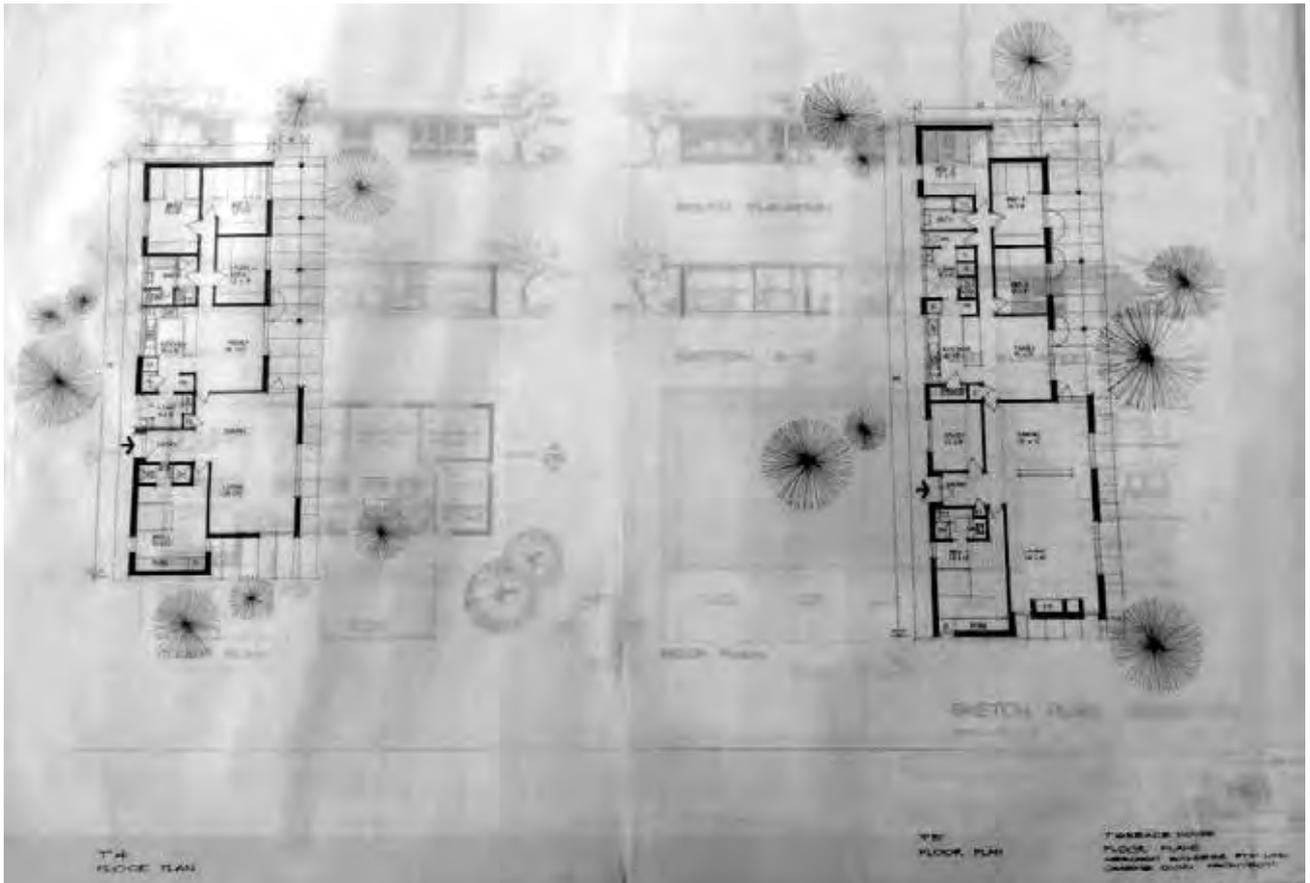


TERRACE HOUSE



COURTYARD HOUSE

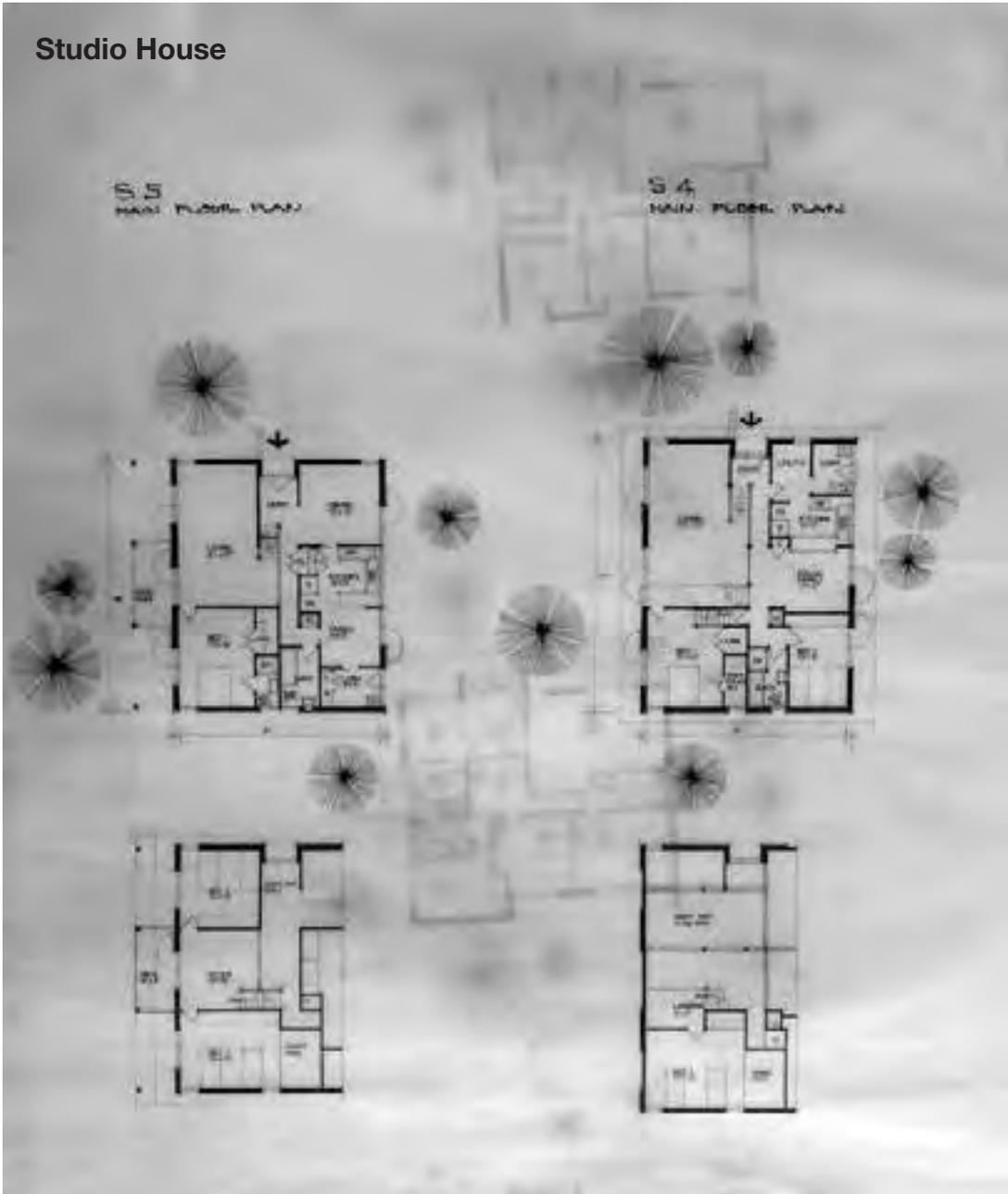


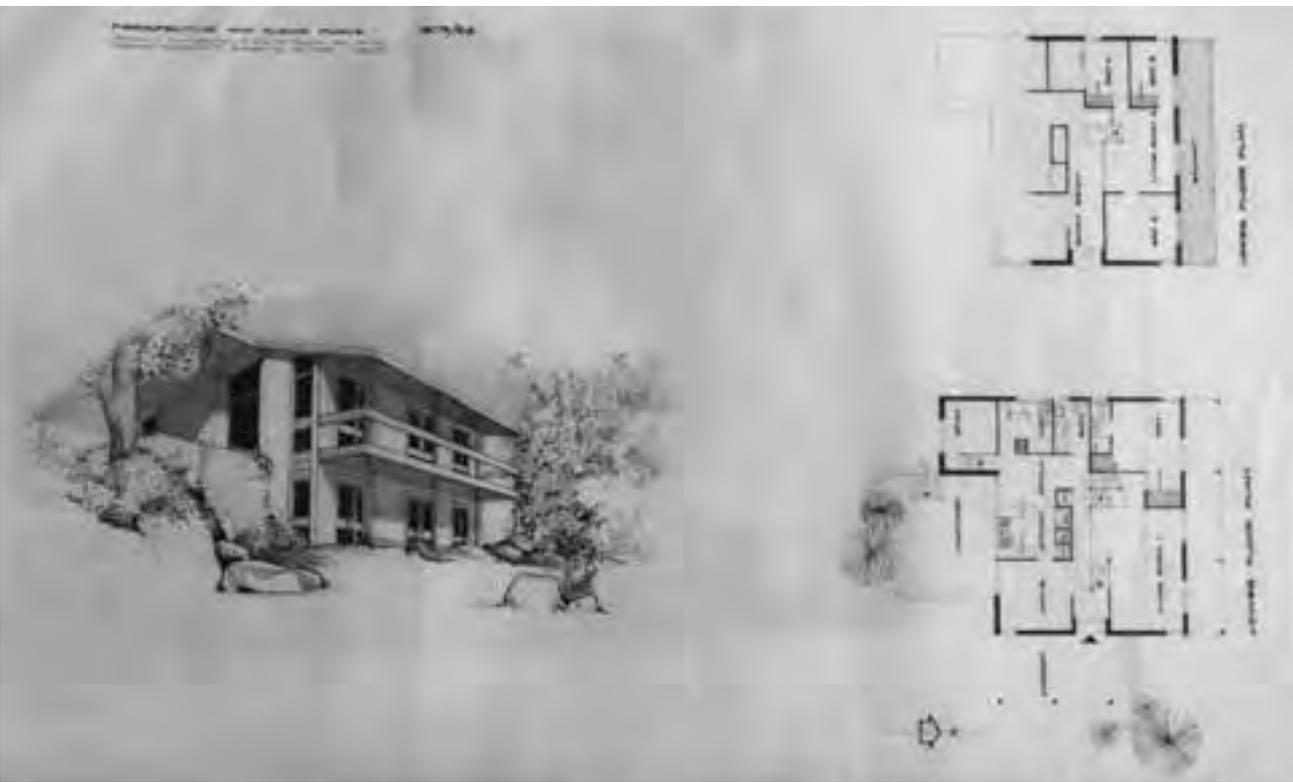






## Studio House







# HOUSES BY MERCHANT BUILDERS

**Merchant Builders** houses bring good architecture into a price bracket accessible to the average Middleclass buyer. They have been designed specifically for Middleclass area and Middleclass's climate.

**The houses** express a feeling of warm spaciousness normally found only in much larger houses. Entry ways and sleeping quarters are effectively separated from the kitchen's. All main rooms start on to private gardens and courtyards. Design improvements, ceiling right down to downstairs, fire and light.

**Being** regarded with as much importance as the basic plan, and as a variety of designs have been developed to allow you a choice of at least two exciting architectural solutions in any style.

**The architect** who designed Merchant Builders houses (Mr. Graham Gurney) has been selected to interview clients, site their house and draft plans and specifications. This service is included in the basic price.

**Individuality** is assured by the many variations offered in building—pressed brick, glazed brick or lagged and glazed brick, or flagging—choice of three waterproof stains for exterior surfaces, in suggestions for furniture, carpets and courtyard walls.

**Extras included** in the basic price cover many items normally regarded as extras, such as we regard as essential—central heating, double glazing, cupboards, two bed bathrooms and planned insect lighting.

**The display site** is situated at the corner of The Boulevard and St. Stephen Road, East Wauveley.





The studio house is designed on two levels to make the most interesting and economical use of a sloping site. Both levels have direct access to the garden through glass doors opening from all living rooms and bedrooms. (Including natural viewpoints and) **Services:** The house can have an any service on a 50' block. **Heats:** the choice of brick and the air-ground heat pump for the floor is best of movement, light and convenience. The upper level entrance and passages link down into the living and dining areas. **Lighting:** is concealed behind beams except where direct lighting is required (entrance, 24" x 24" bathroom and kitchen). **Materials include:** an elite extension to a 200' block, and a low energy refrigerator over half the house. Extensions can also be made laterally to provide more bedrooms and living rooms.

List below covers average price, (include back cover), and includes the following items: **Basic version:** 1,200 square feet. **Outside dimensions:** 22' x 41'. **Roof:** steel deck. **Insulation:** 1" mineral wool plus aluminum foil. **Ceilings:** Tundra facing beams. **External walls:** brick—painted, timber or painted. **Internal walls:** plaster board. **Cupboards:** kitchen, laundry, linen, broom, extra bedroom wardrobe, 2nd and 3rd bedroom wardrobe, storage, mirror cabinet. **Kitchen equipment:** Wall oven and hotplate, extractor fan, double bowl stainless steel sink. **Heating:** 40,000 B.T.U. oil fired boiler, fitted to all living rooms and bedrooms. **Electrical:** 50 light and power points, plus 2 fixed outlets. **Hot water:** 75 gallon electric storage. **The following items are not included in the list price:** Furniture, Carpet. Floor coverings, supply of toilet paper and toilet tank or ceramic tiles of terrazzo. Any garden work, paths, crossings or driveways. The list is quoted separately.

# THE STUDIO HOUSE



Manufacturing access to materials allows building work to progress continuously, taking account of the garden, concrete, steel, the roof and the finished ceiling. The use of a single team for all the structural, mechanical, electrical and plumbing work has resulted in a well-coordinated project. The use of large windows gives 97% of the space onto the courtyard. The roof will be raised above the ground surface to provide a level for the garden, parking and other uses.

The internal plan is flexible, allowing for future changes and providing a space for the use of the building. The use of steel allows for a wide range of internal finishes, including the use of glass, wood, stone, brick and other materials. The use of steel also allows for a wide range of internal finishes, including the use of glass, wood, stone, brick and other materials.

Large windows of the house allow and naturally create space. The design provides a sense of freedom and flexibility in the building.

The project supports sustainable design through the use of materials and energy efficiency.

**Steel structure** - The house is built with a steel frame.

**Roof structure** - The roof is made of steel.

**Windows** - The house has large windows.

**Internal walls** - The house has internal walls.

**External walls** - The house has external walls.

**Roofing** - The house has a roof.

**Structure** - The house has a structure.

**Roofing** - The house has a roofing.

**Structure** - The house has a structure.

**Roofing** - The house has a roofing.

**Structure** - The house has a structure.

**Roofing** - The house has a roofing.

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# THE COURTYARD HOUSE

The total environment should be given as much consideration as the choice of a particular house, and should greatly influence that choice. A new house generates many problems for constructive living, all of which require decisions to be made. Selection of land—by size, price and locality in relation to your requirements, family needs or daily routine, is necessary for most effective development of the site and landscaping. They do need worrying about. We'd like to worry with you.





**PLANS**



Display Site  
Corner The Boulevard  
and Springvale Rd.,  
Glen Waverley.  
Phone 26 4466. A.H. 292 3794

# DISPLAY CENTRE

Merchant Builders Pty Ltd  
8 Murphy Street  
South Yarra 3141  
Telephone 26 6778  
Display Centre  
Williamsons Road  
Doncaster



# HOUSES BY MERCHANT BUILDERS





David Yencken

John Ridge

**Merchant Builders:** Building well-designed houses at competitive prices is only one of the aims of Merchant Builders. We are concerned with the total environment, a functional and satisfying house, a garden which is an extension of the living areas of the house and a pleasing setting, internal furniture and fittings which are clean, practical and in general harmony with the design.

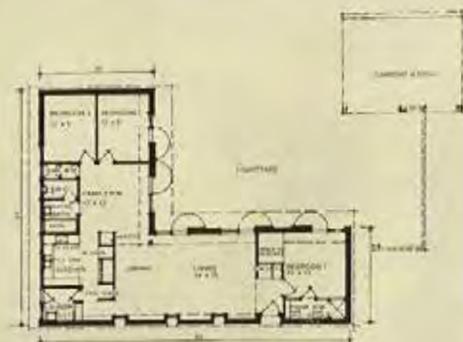
We therefore looked for outstanding designers in all these fields. First, the Architect, Graeme Gunn, past winner of the Royal Australian Institute of Architects' Victorian medal for domestic architecture, who has designed all of Merchant Builders' houses; the Landscape Designer, Ellis Stones, as Associate of the Australian Institute of Landscape Architects and well known Melbourne landscaper; Graphic Designers, Bruce Weatherhead and Alex Stitt, whose designs for Merchant Builders were selected for the recent Melbourne Art Directors' Club exhibition. Furniture and materials in our display houses are chosen because we believe that they are examples of the best designs locally available.

In this brochure you will find explained the role of each of the members of this design team and the way in which we have all combined to design and build flats, individual houses of all sizes, groups of town houses and other developments. You will also find explained the exact procedure required to build a Merchant Builders' house on your own land, how the houses can be extended or reduced, the variations of plans possible, and finally information about our town houses. Plans are in the plan folder at the back of the brochure. We hope the brochure will help and interest you.

David Yencken

John Ridge

**Architect:** Graeme Gunn designs all Merchant Builders' houses. Clients buying a Merchant Builders' house meet him to discuss siting, and to decide on any individual variations required. To ensure that these variations are in keeping with the overall design, each individual working plan is drawn up in his office under his supervision. This service is included in the basic cost of the house.



TYPE 'CA'





A healthy garden can add pleasure as well as beauty to the inside of a house.



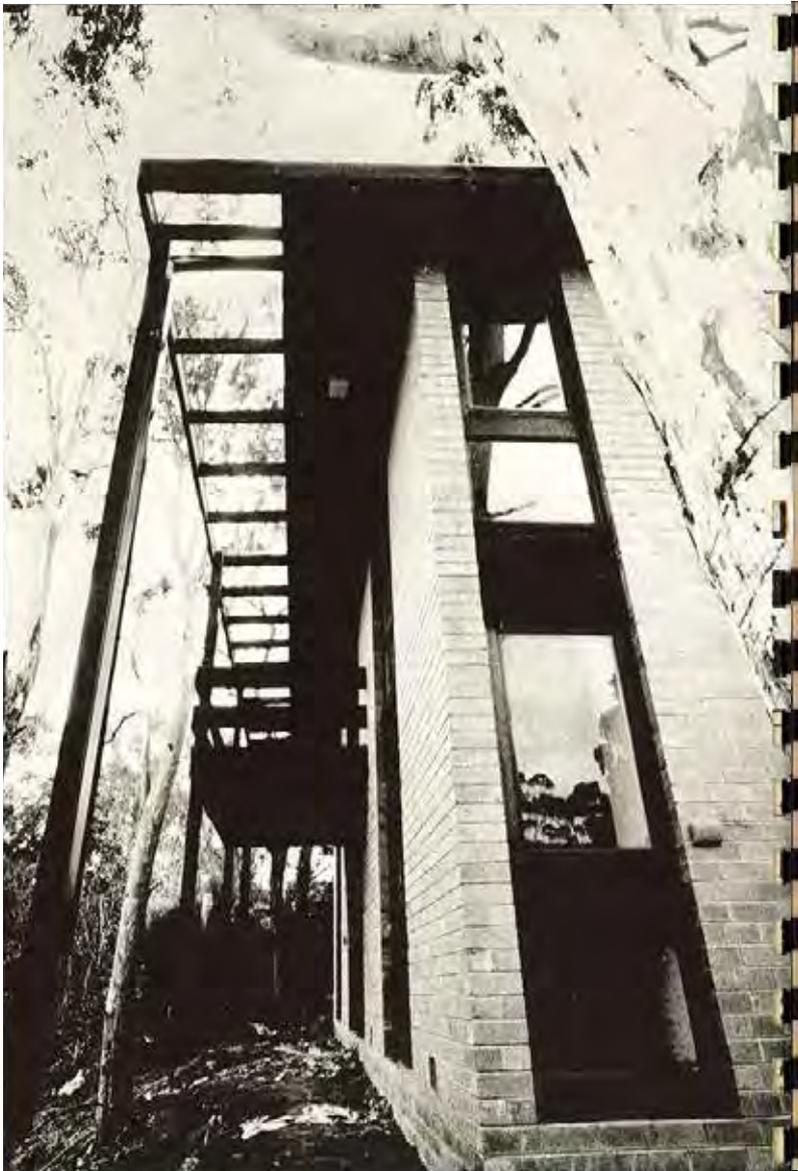
The professional landscaper has three aims: first, to provide the family a suitable recreational area; secondly, to provide a suitable garden; and finally, to provide a suitable garden for the house.

**Landscaping:** Well designed gardens and landscaped settings are as important to the success of the total environment as the design of the buildings. Our landscaping service which is included in the basic cost of the house consists firstly of a meeting with the landscape designer who discusses the construction of the garden, use of materials, and types of trees, plants and shrubs which can be used. Secondly, each client receives a copy of a landscape manual specially prepared for Merchant Builders by Wallace M. Ruff, Professor

of Landscape Architecture at the University of Oregon, U.S.A., and by Ellis Stones, A.A.I.L.A. The manual includes sections on design, cost, drainage, planting, recommended garden materials, and a bibliography for anyone interested in further study. Clients may request a complete landscape plan. This can be added to the cost of the house or be a separate arrangement between client and landscaper after the building contract has been completed. We particularly recommend a professional plan to our clients. It is an invaluable investment

Garden planning is governed by the needs of the client and the site. It is a professional service.





Overhead eaves  
and cantilevers  
are planned to  
give screens from  
the shade and  
from neighbors.

Wider raised  
balconies and  
porches walls can  
give an extra  
dimension to the  
house and can  
enclose  
interesting  
courtyard spaces.

Intelligent siting  
ensures sunny  
aspects for main  
living areas and  
maximum  
protection from  
wind and rain.



**Siting:** The siting of each Merchant Builders' house is planned by the architect to make the most of the individual block of land. In planning a house for a given site, the architect considers the terrain, any views available, existing trees on the block, the volume of passing traffic, and the proximity of adjoining buildings.

**Extensions:** Because Merchant Builders offer an almost endless selection of variations and extensions, no two Merchant Builders' houses are identical. Our modular design system makes it possible to reduce or extend any plan indefinitely in 3' modules. (One house recently planned was 102' long and included four bedrooms, two bathrooms, living, dining and study areas, a family room as well as a double garage, large workshop and a 33' x 10' carport for a motorized caravan.) Extended plans include such features as additional bedrooms, dressing rooms, studies, and completely self-contained flats. Extensions and variations are only carried out with the architect's approval.



Western Red Cedar cladding is an attractive alternative to exterior brick walls.

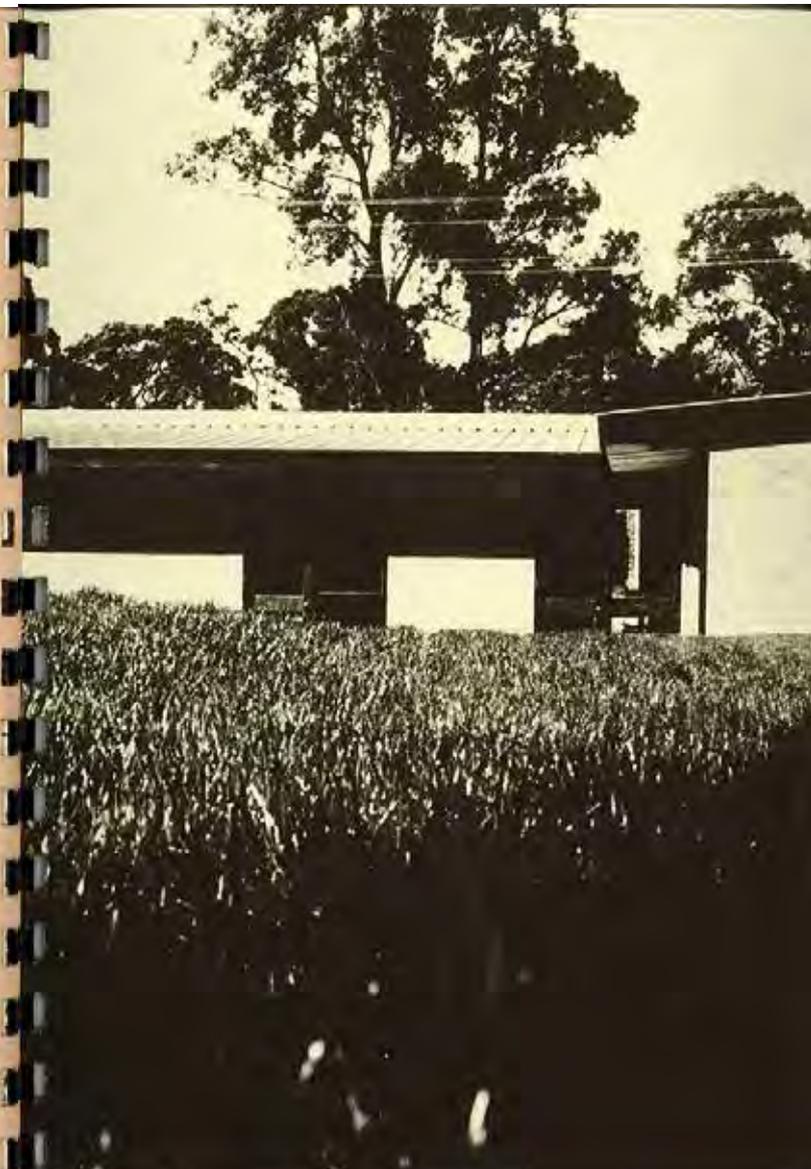


Variations in brick work include Chimney and chimney, pressed bricks, white painted bricks, colored bricks, and random laid Herringbone styles.



Tile and garden walls can be readily adapted to the low slope of a hillside. Stone, granite, marble, travertine, limestone, and other natural stones are also used for garden walls. For custom wall solutions, see the book "Garden Walls."

Books at Merchant Builders' Modular Home Depot (800) 368-3333 include: "Garden Walls," "Stone Walls," "Terraces," "Concrete and Autoclave Brick."





**Interiors:** Marichard Buckner's spaces have well-appointed kitchens, fully equipped with food storage and eating nooks, and the latest Frigidaire and Frigidaire and refrigerators (80,000 BTU), fully ducted central heating system, and bathrooms. Built-in wardrobes, dressing rooms, broom and shoe closets, and carefully planned exterior lighting.

The architecture of the house is a blend of modern and traditional styles. The design is a mix of modern and traditional styles. The design is a mix of modern and traditional styles. The design is a mix of modern and traditional styles.

The interior of the house is a blend of modern and traditional styles. The design is a mix of modern and traditional styles. The design is a mix of modern and traditional styles.

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**Development Projects:** Meridian Builders' tub and bath rooms are already group developments designed for high density sites. They are planned to provide privacy from neighbors, increased garden area opportunities as large as a quarter block, a functional and pleasing patio, and overall an exciting and fun lived-in project. All projects are fully designed. The developments listed below are currently being built and other developments are in the drawing phase. We also carry out projects for others.

**Yville Street, Brighton:** A group of eight houses, 2 to 3 bedrooms. House ranges in size from 14 to 21 square meters. Land areas from 1,800 to 2,500 sq. ft.

**Seymour Avenue, Malvern:** A group of four houses, 2 to 3 bedrooms. House range in size from 17 to 24 square meters. Individual land areas from 1,500 to 2,500 sq. ft.

**Orange Road, Torvik:** A group of five brick houses. House range in size from 14 to 27 square meters. Individual land areas from 1,500 to 2,000 sq. ft.

**Nepean Highway, Mt. Eliza:** A group of five flats, 2 bedrooms. Flat size 8 squares. Individual land areas 2,000 to 4,000 sq. ft. For selling.

**Kendington Road, South Yarra:** A group of 8 town houses, 2 to 3 bedrooms. House range from 18 to 22 squares and 2,000 to 2,400 sq. ft. from 2,500 to 3,000 sq. ft.

**The Boulevard and Malvern Street, Kew:** A group of six houses comprising six Yarra Valley. House range from 26 to 24 squares and individual land areas from 1,500 to 2,000 sq. ft.

**South Yarra:** Facing on to Backley Gardens off Toorak Road a block of 17 flats. Due to start early in 1988.



Orange Road, Torvik  
Yville Street, Brighton

# DEVELOPMENTS



Small House, Illinois  
Small House, Mexico  
College West, Texas

Full House, England



#### How to go about purchasing a Merchant Builders' house

Following preliminary discussions with our sales staff who investigate your requirements, inspect your site, and give you a preliminary estimate, the first step is the payment of a £200 deposit to cover a level survey, architect's fees and local government permits. This deposit is credited to the cost of the house when the contract is signed.

We commission a surveyor to do a level survey of your site to detail contours, view, trees, easements, neighbouring houses if they are close to the boundaries, and any other notable features. (Since it is the owner's responsibility to establish correct boundaries, this is not a re-establishment survey.)

Next comes your interview with the architect when you discuss siting, variation to the plan, selection of finishes, electrical layout and any other details. At this interview our design supervisor and representative assist you in discussions with the architect, who then prepares a plan which is forwarded to you for checking. Following the interview you receive a detailed quotation.

When you are satisfied with plan and pricing, we prepare specifications and lodge plans and specifications on your behalf at your local council. These are stamped by the council and returned to you to submit to the relevant lending authority.

After your lending authority has approved the loan for the house, we meet to check details and exchange contracts. From this time no alterations are permitted.

Building work starts within four weeks of the signing of the contract. Before the job starts you meet the supervisor on site to check siting and to discuss the extent of excavation. He will give you an approximate idea of completion date.

Progress payments are required at the following stages: foundations; completion of framing; lock up; after fixing out; handover. During construction you will be asked to make applications for gas and electricity connection.

After final payment we hand over the house to you, with the names of the plumber, electrician, heating installer and other sub-contractors who have worked on it.

Three months from handover day, we write to ask you for a list of items which may need attention. We will see that these are promptly fixed.

Finally, when you have had a chance to settle into your house, the landscaper calls to discuss the best treatment for your garden.

# PLANS

# 1966

60 houses sold target was 20

New designs by **Graeme Gunn**  
**ATTIC HOUSE**

**Ellis Stones**

is hired as landscape architect

**Grazia Gunn**

works on home interiors



Nexus Designs

**TOWN HOUSES** groups of 4-11 dwellings  
An important transition to later housing projects  
Part of **Gunn's** Brutal Period

**Nexus** took over coordinating interior design at  
display house

Changes to the **Strata Title Act** in Victoria

100 houses sold:  
Brighton  
Malvern  
Toorak  
Kew  
Hawthorn  
South Yarra

# 1967



New designs by **Graeme Gunn**  
**TWO STOREY HOUSE**  
**SPLIT LEVEL HOUSE**

Townhouse designs by **Graeme Gunn**  
**SORRETT AVENUE,**  
**MALVERN**

Townhouse designs by **Graeme Gunn**  
**YARRA GROVE, HAWTHORN**



Townhouse designs by **Graeme Gunn**  
**GRANGE ROAD,**  
**TOORAK**



# Development of Nine Houses at Sorrett Ave, Malvern

by Tract Pty Ltd



**Courtyard Single Storey**

Heating: 60,000 B.T.U. ducted central heating with 6 duct outlets

Internal Wall Finishes: Bagged brick

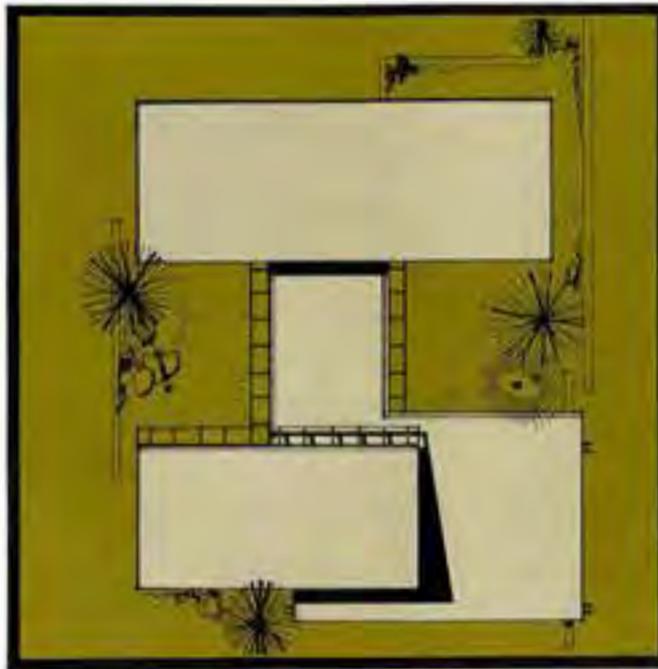
Hot Water Service: 70 gallon Braemar

Pressurematic plus changeover switch

Ceilings: Timber lining

Kitchen Appliances: Frigidaire De Luxe wall oven plus 4 plate hotplate, food cupboard, built-in waste bin, range hood or exhaust fan, plumbing provision for dishwasher

Carport: Double, with large lock-up storage cupboard



**Two Storey**

**Heating:** 60,000 B.T.U. ducted central heating with 6 duct outlets

**Internal Wall Finishes:** Bagged brick lower floors, plaster upper floors

**Hot Water Service:** 100 gallon Braemar Pressurematic plus changeover switch

**Ceilings:** Timber lining upstairs, plaster downstairs

**Kitchen Appliances:** Frigidaire De Luxe wall oven plus 4 plate hotplate, food cupboard, built-in waste bin, range hood or exhaust fan, plumbing provision for dishwasher

**Carport:** Double, with large lock-up storage cupboard



**Two Storey Split Level**

Heating: 80,000 B.T.U. ducted central heating with 9 duct outlets

Internal Wall Finishes: Bagged brick lower floors, plaster upper floors

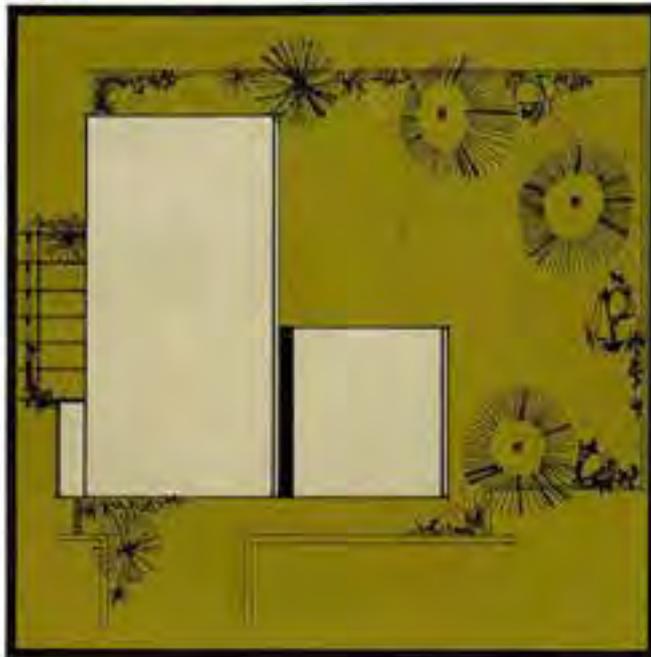
Hot Water Service: 100 gallon Braemar

Pressurematic plus changeover switch

Ceilings: Timber lining upstairs, plaster downstairs

Kitchen Appliances: Frigidaire De Luxe wall oven plus 4 plate hotplate, food cupboard, built-in waste bin, range hood or exhaust fan, plumbing provision for dishwasher

Carport: Double, with large lock-up storage cupboard



Agents  
Arnold and Scott Pty. Ltd.  
35 Glenferrie Road, Malvern  
50 8594. After hours 92 6365

Planners and Builders  
Merchant Builders Pty. Ltd.

Sorrett Drive, at the bottom of Sorrett Avenue, Malvern, leads into a beautiful site at the top of Malvern Hill overlooking the Dandenongs. The site is in a quiet secluded area, surrounded by large houses and gardens, away from traffic noise, but still close to main access roads such as Glenferrie, Toorak and Malvern Roads. Many mature trees from an old garden have been carefully preserved. They include a chestnut, a flame tree, a Californian redwood, a golden ash and a particularly fine weeping elm, one of the best specimens of its kind in Victoria. The buildings have been carefully planned so that there is considerable variety of design within an overall harmony of form and material. Each house has a private garden. Individual house and garden areas range from three thousand to five and a half thousand square feet.

Architect  
Graeme C. Gunn, A.R.A.I.A.

Landscaper  
Elliott Stones, A.A.I.L.A.

**House Number One**  
 Two Storey Split Level  
 Squareage 2275  
**House Number Two**  
 Courtyard Single Storey  
 Squareage 1600  
**House Number Three**  
 Two Storey  
 Squareage 2025  
**House Number Four**  
 Two Storey Split Level  
 Squareage 2275  
**House Number Five**  
 Courtyard Single Storey  
 Squareage 1600  
**House Number Six**  
 Two Storey  
 Squareage 2025  
**House Number Seven**  
 Two Storey Split Level  
 Squareage 2275  
**House Number Eight**  
 Courtyard Single Storey  
 Squareage 1600  
**House Number Nine**  
 Two Storey Split Level  
 Squareage 2275

These houses are available  
 for sale now



# 1968

Merchant Builders establishes in-house design offices  
**Gunn** steps back as lone designer

The following are architects who worked at times:

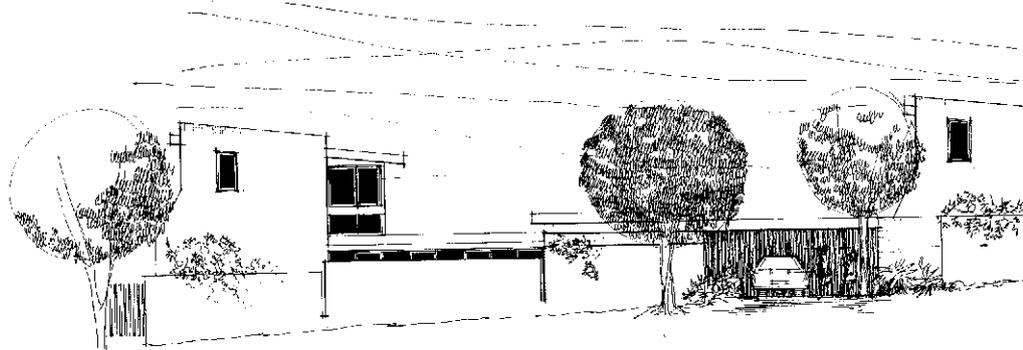
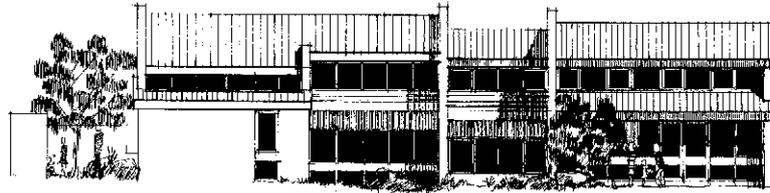
**Charles Duncan**  
**Daryl Jackson**  
**David McGlashan**  
**Terry Dorrough**  
**Robin Cocks**  
**Peter Carmichael**  
**John Reid**



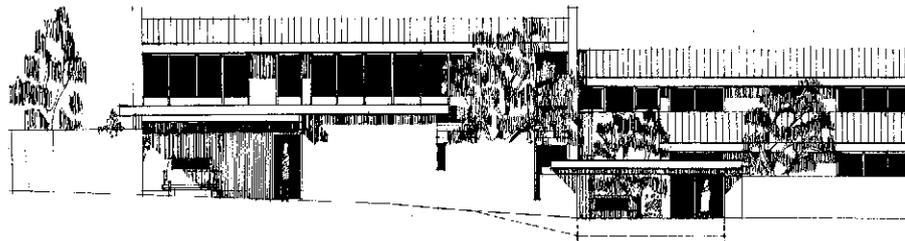
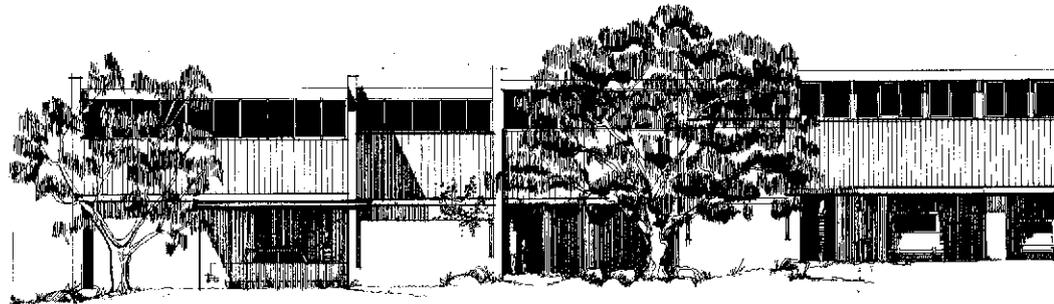
In 1968, **David Yencken** commissioned **Graeme Gunn**, project architect on Robin Boyd's Black Dolphin Motel, to design a holiday house at Nelson Inlet. Completed in 1969 it was called Baronda, presumably after the nearby geographical feature, Baronda Head. Baronda was first designed as having no bearers or floor joists, no partition walls, no windows or glass – just canvas blinds, no doors except to bathrooms, no studs as we know them and no painting (Selenitsch 1998).

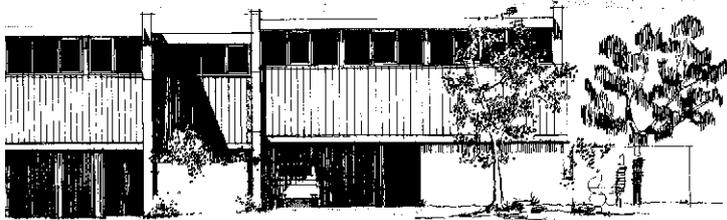
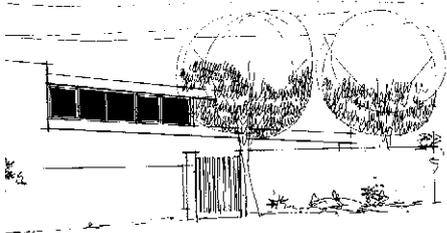
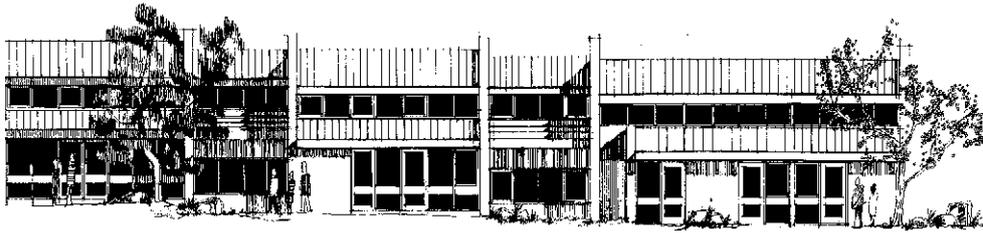


Townhouse designs by **Graeme Gunn**  
**KENSINGTON ROAD,**  
**SOUTH YARRA**



EAST ELEVATION

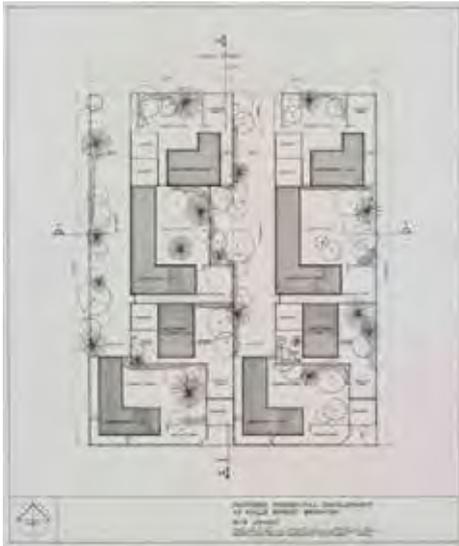




RESIDENTIAL - DEVELOPMENT KENNINGTON RD.  
ELEVATIONS - FROM DRIVE, NORTH AND WEST

DATE: 10/10/10  
 ARCHITECT: MULLER & PARTNERS  
 CONSULTING ARCHITECTS  
 25 WILSON ST. SYDNEY NSW 2157  
 TEL: 02 9339 1111 FAX: 02 9339 1112

Townhouse designs by **Graeme Gunn**  
**YUILLE STREET, BRIGHTON**





WEST ELEVATION



NORTH ELEVATION



SECTION A-A



SECTION B-B

*Howard Jones*

PROPOSED RESIDENTIAL DEVELOPMENT  
AT YULLE STREET BRIGHTON  
ELEVATIONS / SECTIONS

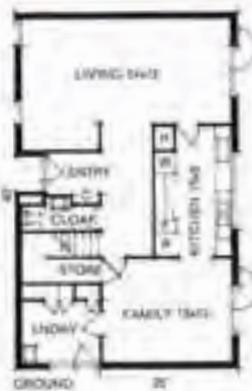
SCALE 1/8" = 1'-0"      1/4" = 1'-0"      1/2" = 1'-0"      3/4" = 1'-0"  
DRAWN BY: J. B. JONES      CHECKED BY: J. B. JONES      DATE: 1924

Merchant  
Builders  
Brighton  
Project



**12ND STORY UNIT 3—UNIT 3**

Area coverage 202 sq. ft.  
 Entry area 112 sq. ft.  
 Shared wall 110 sq. ft.  
 Shared wall 110 sq. ft.  
 Unit 110 sq. ft. (shared with Unit 2)  
 110 sq. ft. (shared with Unit 2)



**12ND STORY UNIT 4—UNIT 4**

Area coverage 202 sq. ft.  
 Entry area 112 sq. ft.  
 Shared wall 110 sq. ft.  
 Shared wall 110 sq. ft.  
 Unit 110 sq. ft. (shared with Unit 3)  
 110 sq. ft. (shared with Unit 3)



- SYMBOLS**
- H—HATCH, 1000 BTU
  - W—WALL OVER
  - R—REFRIGERATOR SPACE
  - F—FOOD CUPBOARD
  - C—CLOAK CUPBOARD
  - S—HOT WATER SERVICE



### TWO-STORY HOUSE—UNIT 1

House squareage 2103 sq. ft.

Balcony area 177 sq. ft.

External wall 6' x 10'.

Internal wall finish plaster.

Ceiling finish 9' x 10' x 10' acoustic plaster living spaces.

Floor—hardwood composite—average tile.

Insulation 1" mineral wool in aluminium foil on roof and partition walls.

Heating oil-fired boiler in front master's + 4 zone controls.

Kitchen equipment 4' x 6' 6" De Longhi built oven + 4' x 6" hot plate.

Hot water service 100 gal. Domestic Pressurematic + booster system.

Electrical 40 light points, 23 power outlets + 4 fixed outlets.

Drainage 1000 sq. ft. + garden storage cupboard.



### EDERTYARD HOUSE—UNIT 2

House squareage 1602 sq. ft.

External wall 6' x 10'.

Internal wall finish 0.5' x 6' x 6'.

Floor—hardwood—average tile.

Insulation 1" mineral wool + aluminium foil on roof.

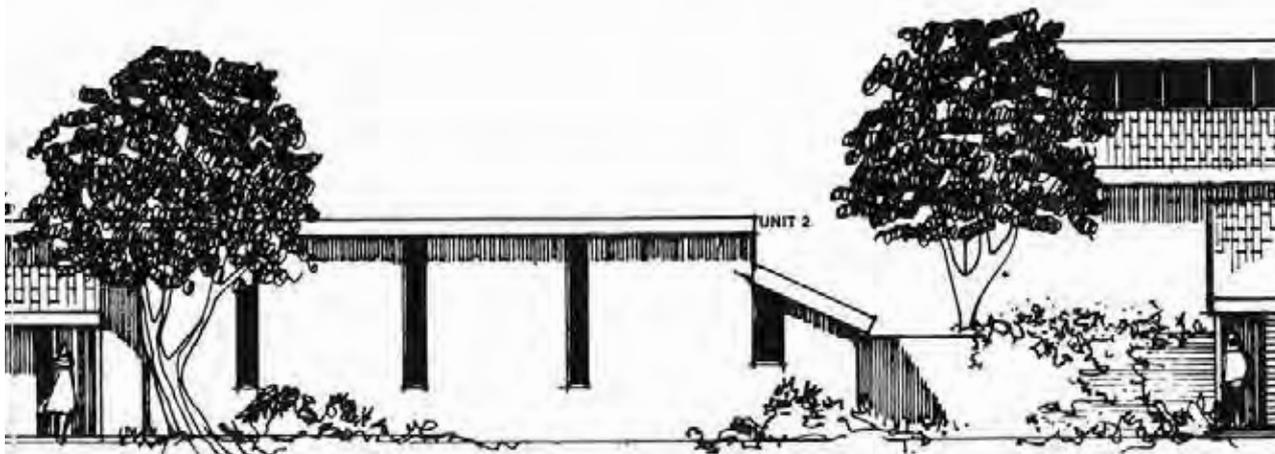
Heating oil-fired boiler in front master's + 4 zone controls.

Kitchen equipment 4' x 6' 6" De Longhi built oven + 4' x 6" hot plate.

Hot water service 70 gal. Domestic Pressurematic + booster system.

Electrical 30 light points, 17 power outlets + 4 fixed outlets.

Drainage 1000 sq. ft. + garden storage cupboard.



# 3 and 4 bedroom courtyard and two-storey houses

## Developers and Builders

Maritime Builders Pty. Ltd. Tel. 360 7779

## Architect

Gregory C. Blayde

Winner of the 1990 NVA award for domestic architecture

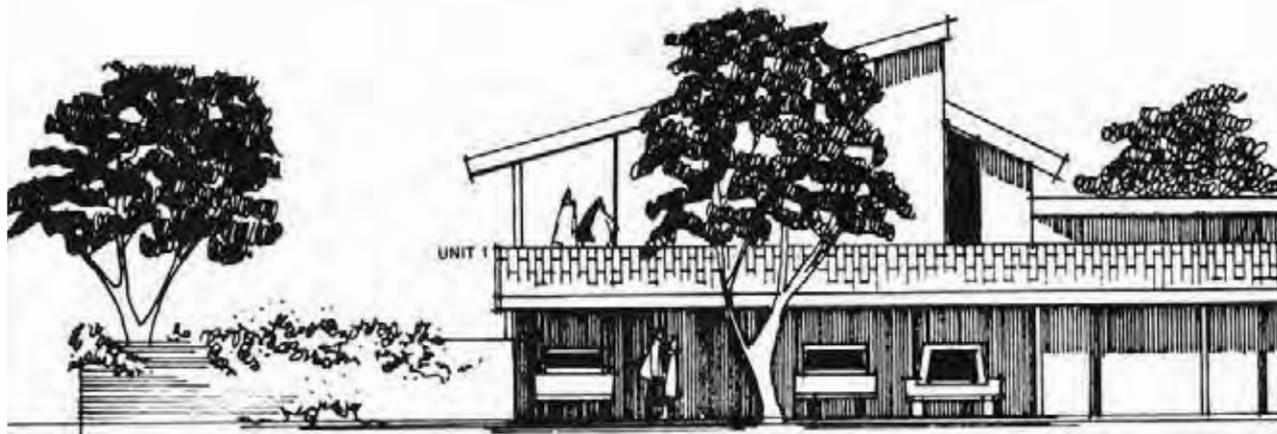
## Landscape

Rita Stone

Winner delegate to 1st Congress of the International Federation of Landscapers in Stockholm, and winner of Melbourne Landscape

## Agents

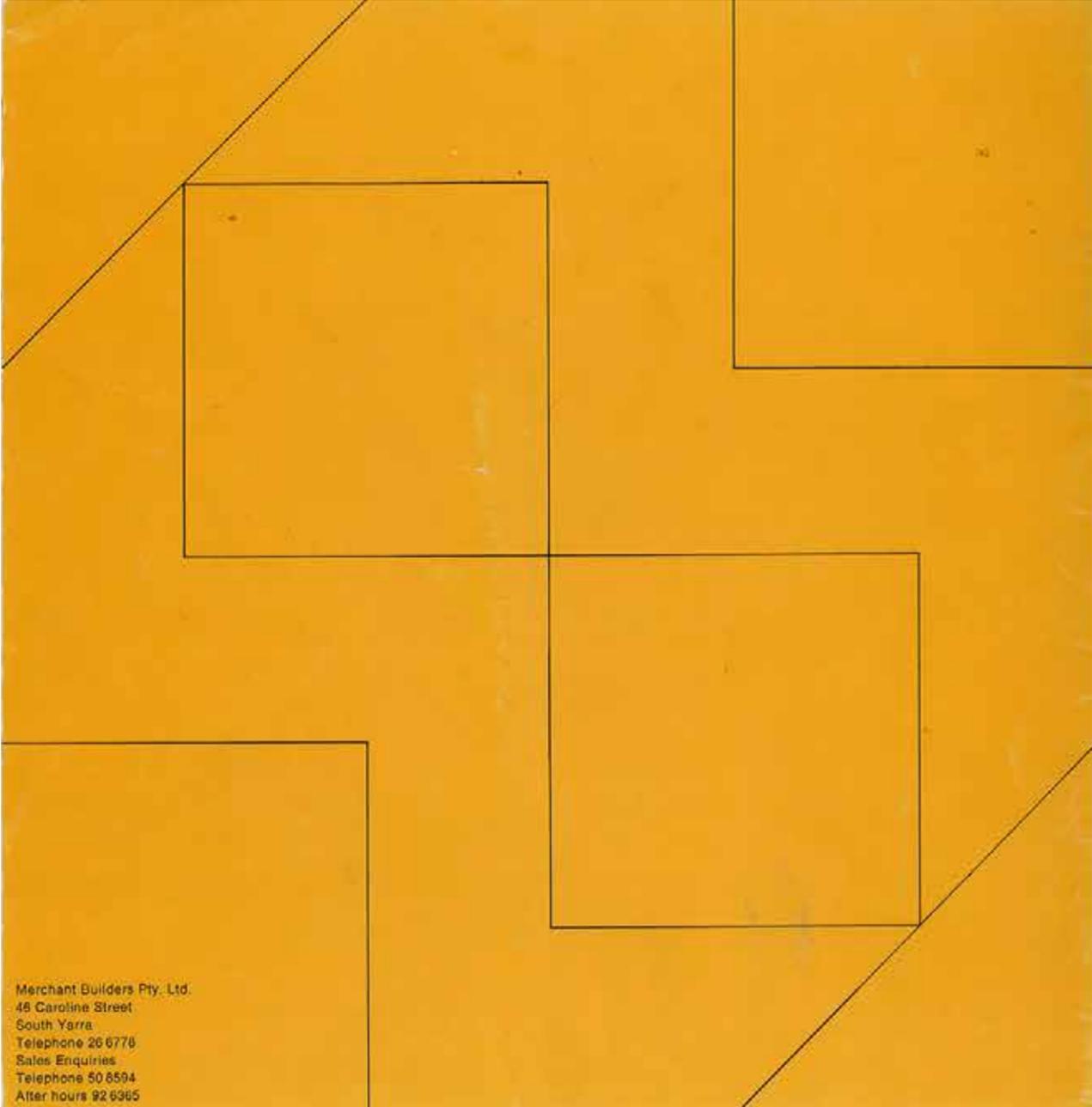
Forster & Duggill Pty. Ltd, 25 Dandenong Road, Malvern. Tel. 50 6594. A.H. 82 6261



Merchant Builders' Brighton Project is one of the first attempts in Melbourne to build a group of houses of real architectural quality and relate them in an overall development. The project is being developed in two stages with four houses in each stage.

The architect for the project is Mr. G. Gunn, whose previous range of houses for Merchant Builders has been highly praised by writers in architectural journals, the daily press and housing magazines.

The Brighton Project houses use a roofing tile rarely seen in Melbourne and a complementary brick specially designed for Merchant Builders. They have been designed and sited so that all the houses have variety and individuality and so that no house intrudes on its neighbours. Windows of two-storeyed houses, for example, do not look down on the gardens of other houses, and brick walls separate the gardens of each house from its neighbours. Inside, the houses vary considerably in size, layout and finish. The site as a whole and the individual gardens have been landscaped by Mr. Ellis Stones.



Merchant Builders Pty. Ltd.  
46 Caroline Street  
South Yarra  
Telephone 26 6776  
Sales Enquiries  
Telephone 50 6594  
After hours 92 6365

# Merchant Builders Brighton Project Stage 2



# 3 and 4 Bedroom Courtyard and Two-Storey houses at 18 Yuille Street Brighton Developer and Builder Merchant Builders P/L

Telephone 26 6778

## TWO-STOREY HOUSE — UNIT 5

**House squarage** 2232 sq. ft.

**External wall** Brick

**Internal wall finish** Plaster

**Ceiling finish** Plaster downstairs, timber lining upstairs

**Roof** Hardies asbestos shingle tile

**Insulation** 1" mineral wool + aluminium foil in roof and outside walls

**Heating** 60,000 BTU oil-fired heater + 5 ducts

**Kitchen equipment** Frigidaire De Luxe wall oven + 4-plate hotplate

**Hot water service** 100 gal. Braemar Pressurematic + booster switch

**Electrical** 46 light points, 33 power outlets + 5 fixed outlets

**Carport** Double carport + garden storage cupboard

## COURTYARD HOUSE — UNIT 6

**House squarage** 1525 sq. ft.

**External wall** Brick

**Internal wall finish** Plaster

**Ceiling finish** Plaster

**Roof** Hardies asbestos shingle tile

**Insulation** 1" mineral wool + aluminium foil in roof and outside walls

**Heating** 60,000 BTU oil-fired heater + 5 ducts

**Kitchen equipment** Frigidaire De Luxe wall oven + 4-plate hotplate

**Hot water service** 70 gal. Braemar Pressurematic + booster switch

**Electrical** 28 light points, 26 power outlets + 5 fixed outlets

**Carport** Double carport + garden storage cupboard

## COURTYARD HOUSE — UNIT 7

**House squarage** 1510 sq. ft.

**External wall** Brick

**Internal wall finish** Plaster

**Ceiling finish** Plaster

**Roof** Hardies asbestos shingle tile

**Insulation** 1" mineral wool + aluminium foil in roof and outside walls

**Heating** 60,000 BTU oil-fired heater + 6 ducts

**Kitchen equipment** Frigidaire De Luxe wall oven + 4-plate hotplate

**Hot water service** 70 gal. Braemar Pressurematic + booster switch

**Electrical** 27 light points, 27 power outlets + 5 fixed outlets

**Carport** Double carport + garden storage cupboard

## COURTYARD HOUSE — UNIT 8

**House squarage** 1600 sq. ft.

**External wall** Brick

**Internal wall finish** Plaster

**Ceiling finish** Plaster

**Roof** Hardies asbestos shingle tile

**Insulation** 1" mineral wool + aluminium foil in roof and outside walls

**Heating** 60,000 BTU oil-fired heater + 6 ducts

**Kitchen equipment** St. George wall oven + 4-plate hotplate

**Hot water service** 70 gal. Braemar Pressurematic + booster switch

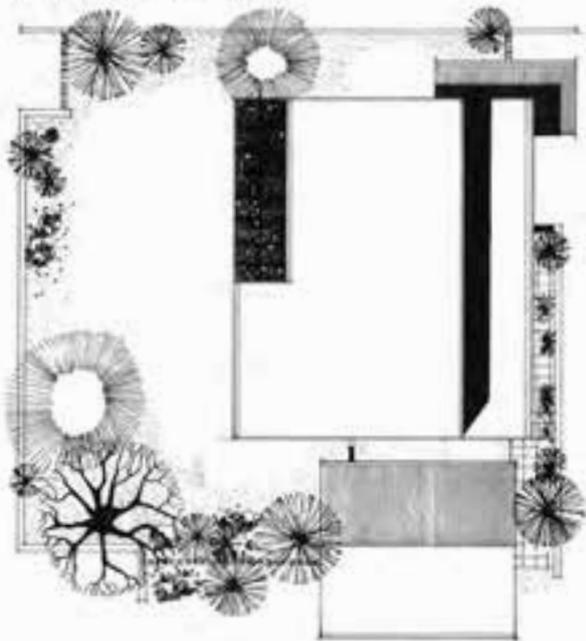
**Electrical** 29 light points, 27 power outlets + 5 fixed outlets

**Carport** 4-car carport with garden storage cupboard

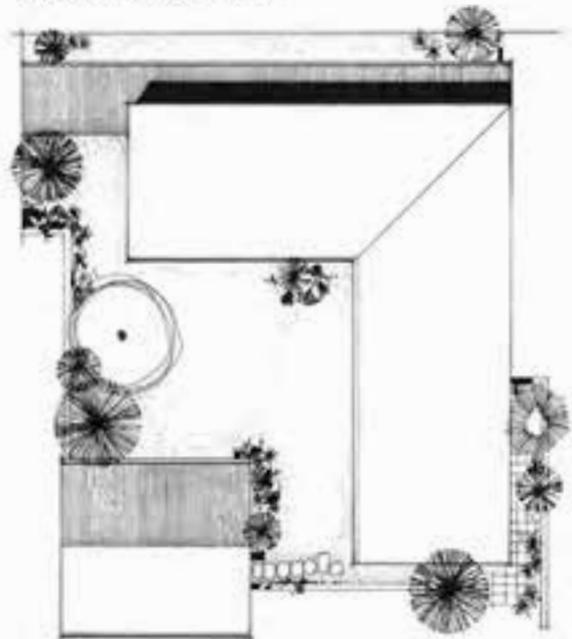
agents arnold & scott

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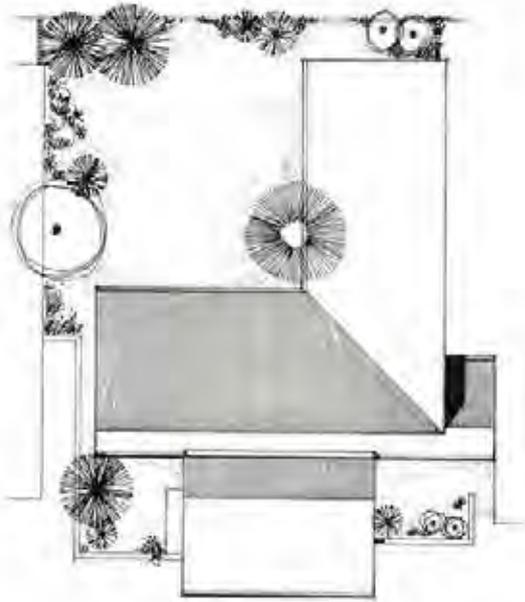
TWO-STOREY HOUSE — UNIT 5



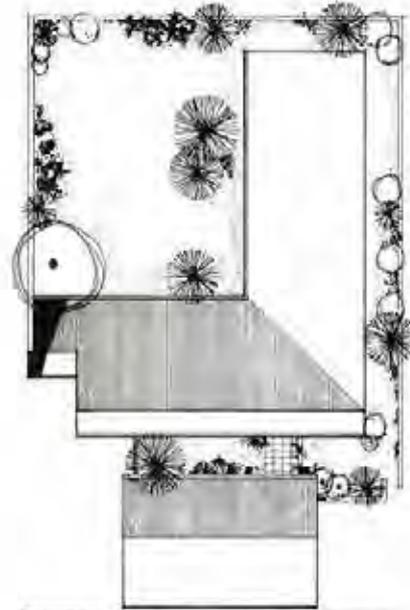
COURTYARD HOUSE — UNIT 6



COURTYARD HOUSE — UNIT 7



COURTYARD HOUSE — UNIT 8



Merchant Builders' Brighton Project is one of the first attempts in Melbourne to build a group of houses of real architectural quality and relate them in an overall development. This is the second stage of the project which is being developed in two stages with four houses in each stage.

The project architect is Mr. G. Gunn, whose previous range of houses for Merchant Builders has been highly praised by writers in architectural journals, the daily press and housing magazines.

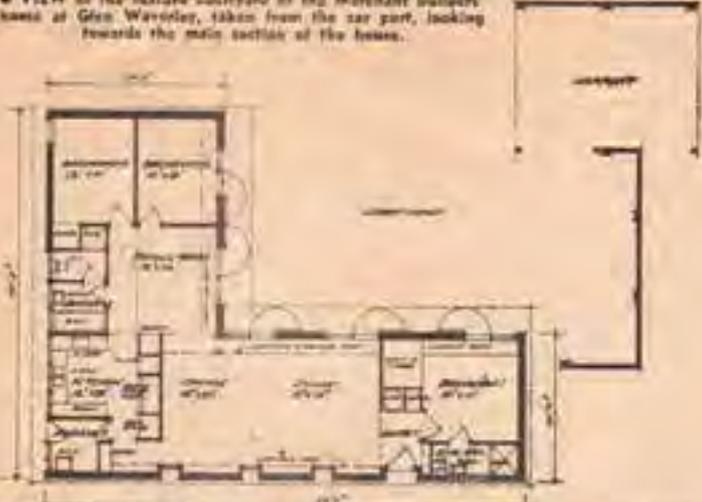
The Brighton Project houses use a roofing tile rarely seen in Melbourne and a complementary brick specially designed for Merchant Builders. They have been designed and sited so that all the houses have variety and individuality and so that no house intrudes on its neighbours. Windows of two-storeyed houses, for example, do not look down on the gardens of other houses, and brick walls separate the gardens of each house from its neighbours. Inside, the houses vary considerably in size, layout and finish. The site as a whole and the individual gardens have been landscaped by Mr. Ellis Stones.





1968 Courtyard House Construction - Rod and Judith Jennings

● **VIEW** of the future courtyard of the Merchant Builders' house at Glen Waverley, taken from the car port, looking towards the main section of the house.



● **FLOOR PLAN** of the Courtyard House on the corner of The Boulevard and Springvale Rd., Glen Waverley. Basic price is \$10,750, with car port, screen wall and septic tank extras.

**The Courtyard House, opened last week-end beside The Studio House and The Terrace House at the corner of The Boulevard and Springvale Rd., Glen Waverley, has already attracted more than 3000 visitors.**

The Courtyard House completes a trio designed on the Glen Waverley site by Melbourne architect Mr. Graeme Gunn for Merchant Builders Pty. Ltd. of Glenferrie Rd., Malvern.

The first two houses have been attracting more than 3000 visitors each week and since they were opened with no fanfare at all late last year.

The houses, given the name "Project Houses" by Merchant Builders, have been developed with the specific aim of bringing good architecture to the buyer with between \$10,000 and \$12,500, electrification and individuality.

Building and other professional journals are heaping praise upon these Project Houses as an exciting breakthrough in residential housing.

They have the sunny glass-fronted, normally found in much larger houses; a flexible interior layout; effective separation of adults and children's areas; sunny private gardens accessible from all main rooms; and an interesting character given to the most ordinary left block of land.

The price also includes every item normally regarded as luxuries, and within this company considers basic essentials.

These include all heating ducted to all the main rooms, wall oven and hot-plate, carefully planned cupboards, two well tiled bathrooms, and indirect lighting.

The Project Houses are open to the public from 10.30 a.m. to 5 p.m. on week-days, and from 2 p.m. to 5 p.m. on week-ends, or by appointment.

Landscapes of the Glen Waverley site was Mr. Ellis Stone, and graphic artist was Mr. Bruce Weatherhead. Selling agents are John Harris and Associates of 16 Toorak Rd., South Yarra.





# 1968-71

**ELLISTON** in Rosanna  
featuring 250-300 homes

ARCHITECTS

**Charles Duncan**

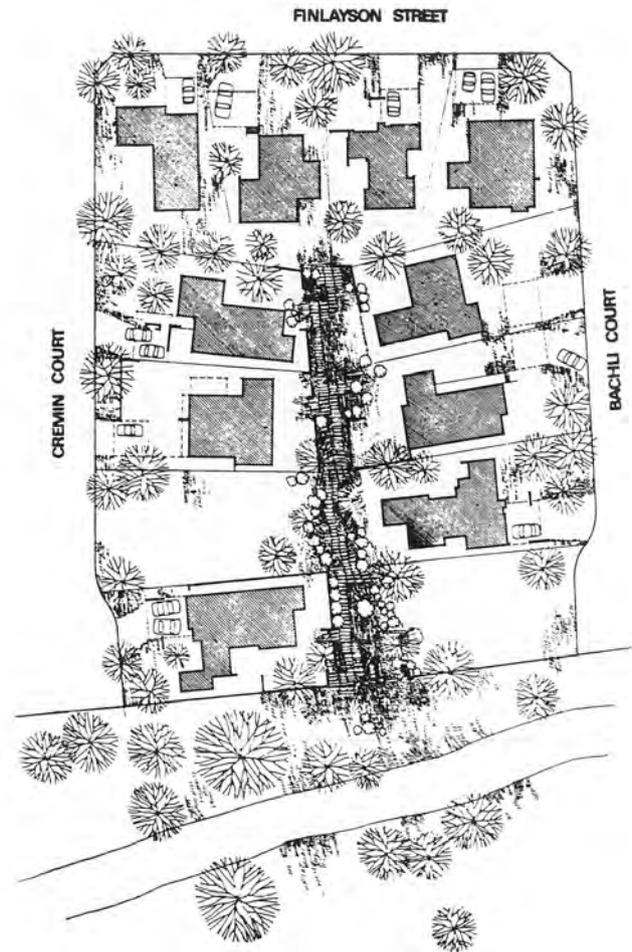
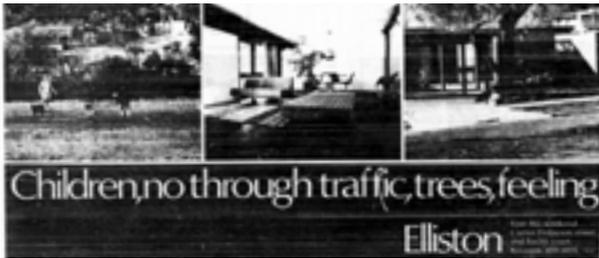
**Graeme Gunn**

**Jackson and Walker**

**McGlashan and Everist**

Each architect designed a series of at least 4 houses

Landscape by **Ellis Stones**









1967-68, Elliston, November 26, 1967

# Unorthodox Elliston

a parkland of individual inventive houses

## Merchant Builders most ambitious project

A unique family of houses for individuals

### 50 Acres of natural parkland

How Elliston got its name

#### An International Concept

1967-68, Elliston, November 26, 1967

# At last, underground powerlines...

## The Architects of Elliston

All designs and materials are intended to blend with the parkland environment and simply stand amongst trees but in its quietest. — Charles Duncan

### Houses of boundless energy

1967-68, Elliston, November 26, 1967

## Spontaneous and so un-suburban

A million combinations of materials and finishes

### Nature and novelties

All Designs can now be built on your own land

#### New designs on show this weekend

*Chapter 6: The Merchant Builders Phenomenon:  
Radical Alternative or Market Coup?*



FRONT ELEVATION



REAR ELEVATION



22' 11" x 42'  
1 BEDROOM VERSION



22' 11" x 42'  
2 BEDROOM VERSION

**Fig. 572** Charles Duncan, architect,  
Prototype house for "Elliston",  
Merchant Builders Estate, Rosanna,  
Victoria, 1969.

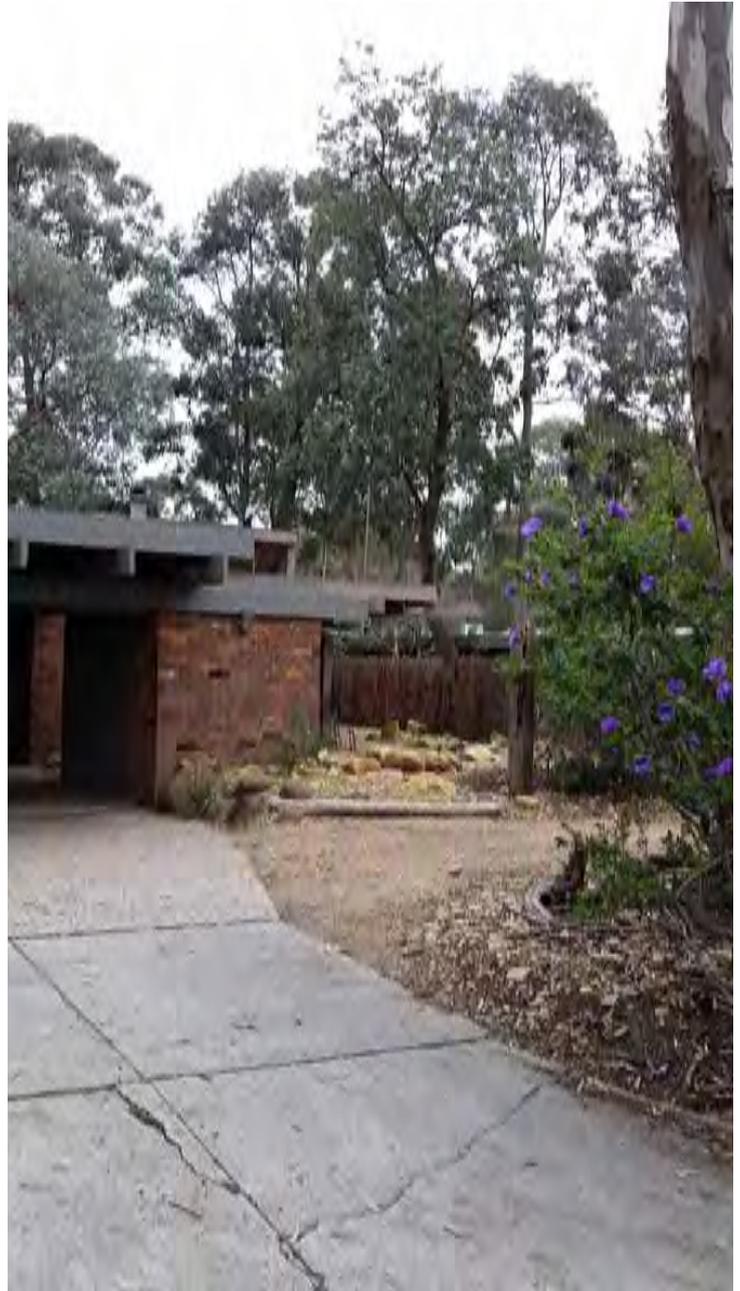
**Fig. 573** Graeme Gunn, architect,  
Prototype house for "Elliston",  
Merchant Builders Estate, Rosanna,  
Victoria, 1969.

Each house had adjacent outdoor court spaces, a separate family room, open living/dining room and two bathrooms. Construction was solid brick or brick veneer with new pressed or second-hand bricks. Windows were timber framed. Pergolas and brick wing walls concealed these polite and discreetly anonymous houses from the street. This was an architecture of subdued good taste, heightened privacy and of little pretension. The street was negated and the house a self-contained introverted haven. "Elliston" turned its back on the suburbs deliberately to posit an alternative of homogeneity and an integrated landscape of garden and house.

Despite the grand vision and idealistic intentions, "Elliston" sold slowly. Only about 70 of the projected 300 houses were completed. After three years, Heidelberg City Council sold off the remaining sites to individual homebuyers and the vision of a large scale harmonious development was lost. Judy Trimble has suggested that the homebuying public had found the houses to be "radically homogeneous" and that the desire for more freedom of self expression and emotional appeal was reflected in the poor marketing

Elliston 2015





# 1969

## **Robin Boyd**

drew plans for large Merchant Builders development proposal on Lum Road, Glen Waverley

## **RAIA Gold Medal**

for Townhouses, Molesworth Street, Kew

New designs by **Graeme Gunn**  
**CELLAR HOUSE**



**‘Special Services’**

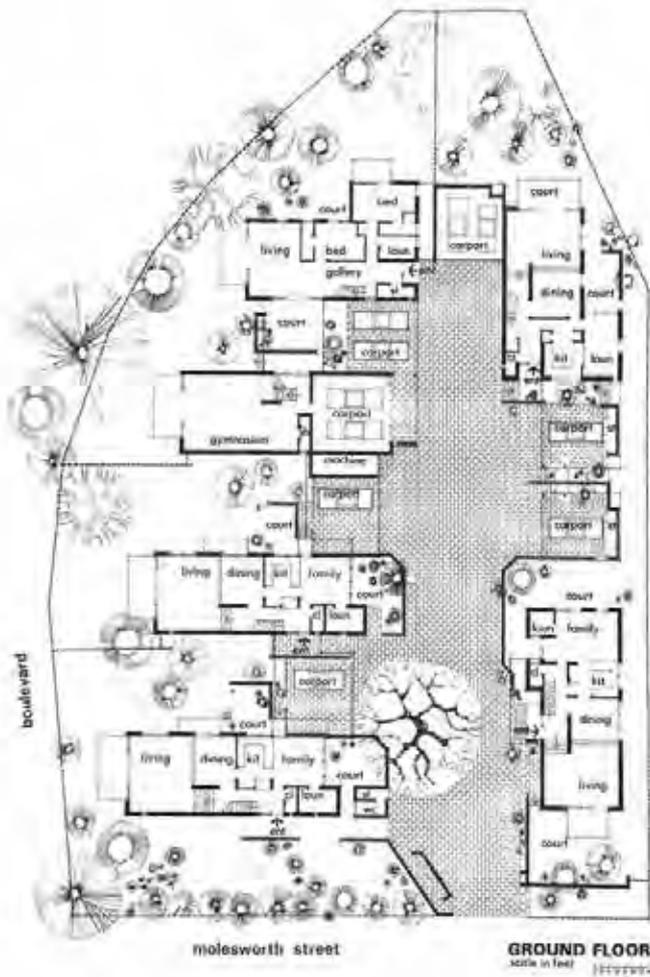
introduced due to Merchant Builders architectural success. This was aimed at higher end clients



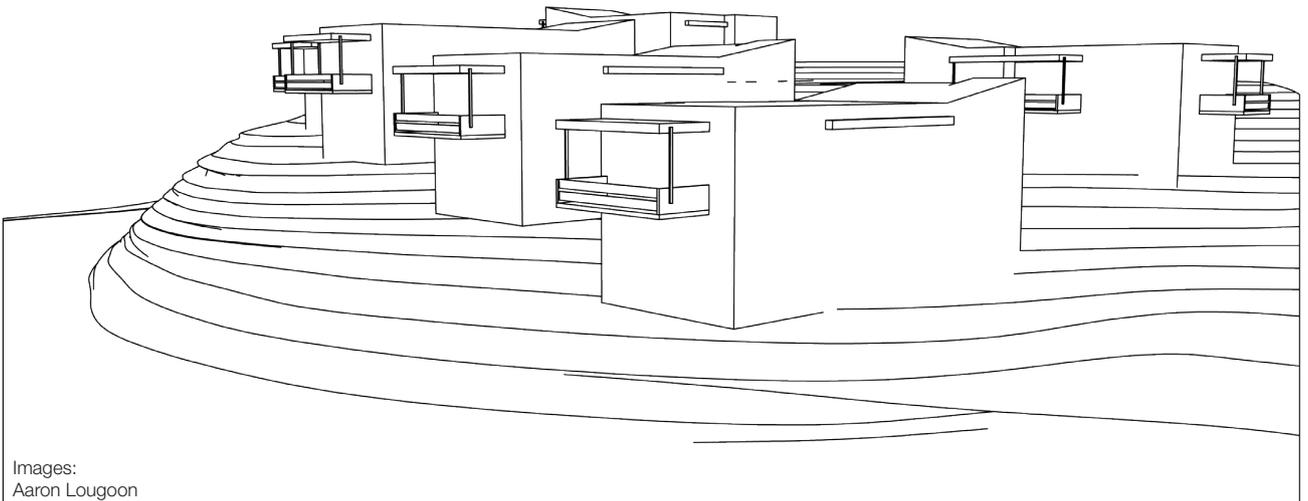
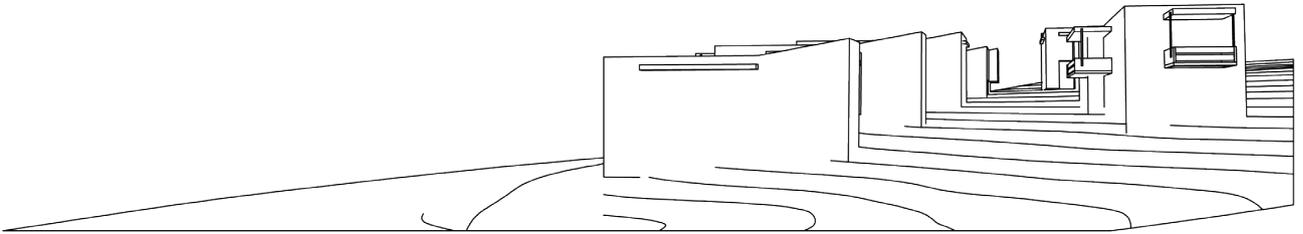
## MOLESWORTH STREET, KEW

Best known townhouse development

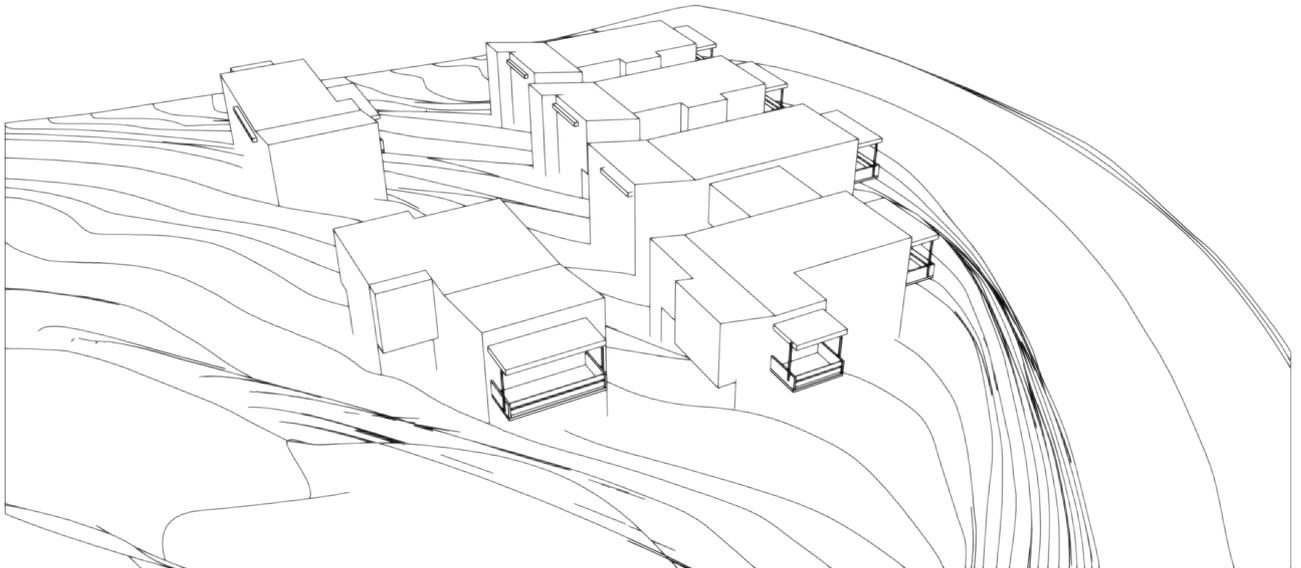
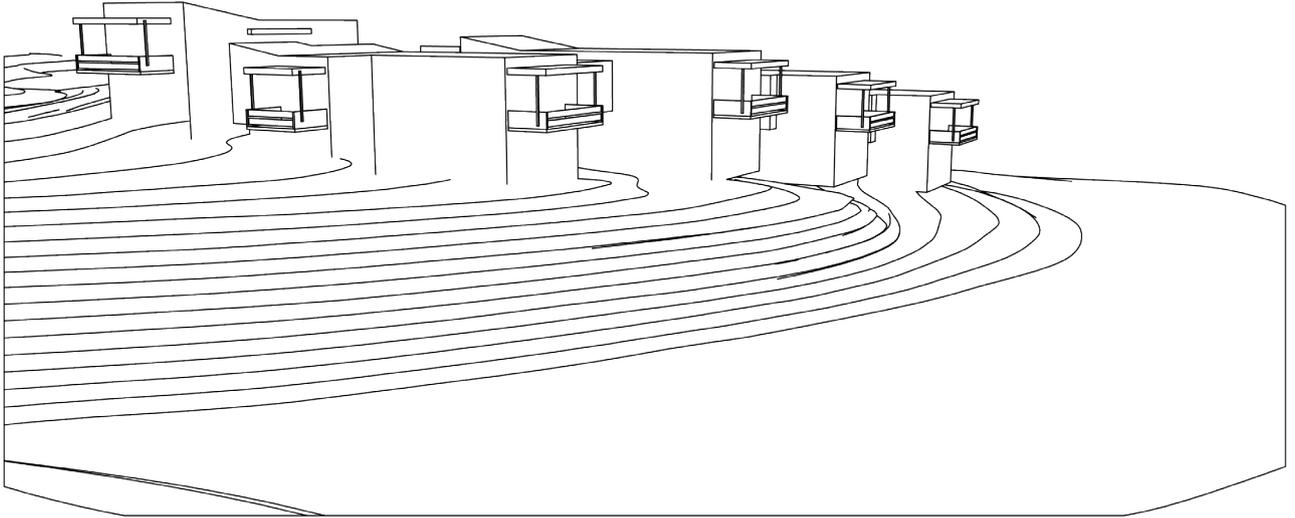
Landscape by **Ellis Stones**







Images:  
Aaron Lougoon



# 1969-81

## WINTER PARK

in Doncaster

20 houses in four clusters of five

### ARCHITECTS

**Charles Duncan**

**Graeme Gunn**

**Jackson and Walker**

**McGlashan and Everist**

Landscape by **Ellis Stones**

Gunn designs:

STUDIO

TERRACE

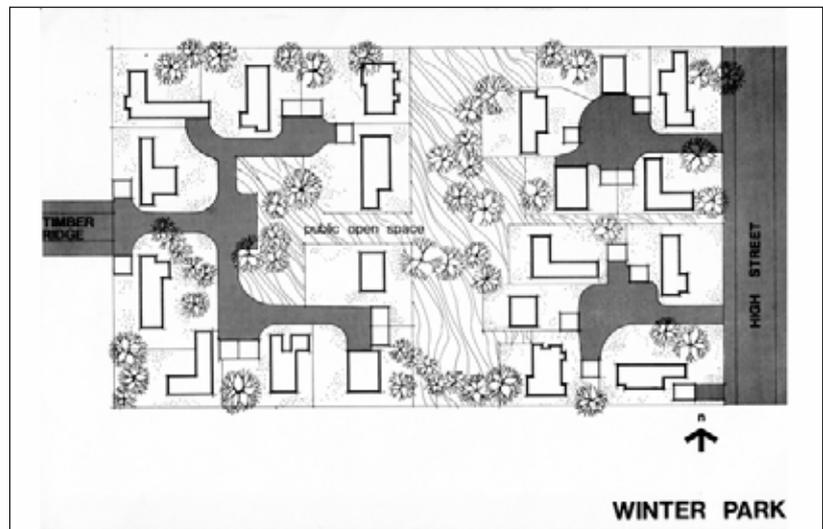
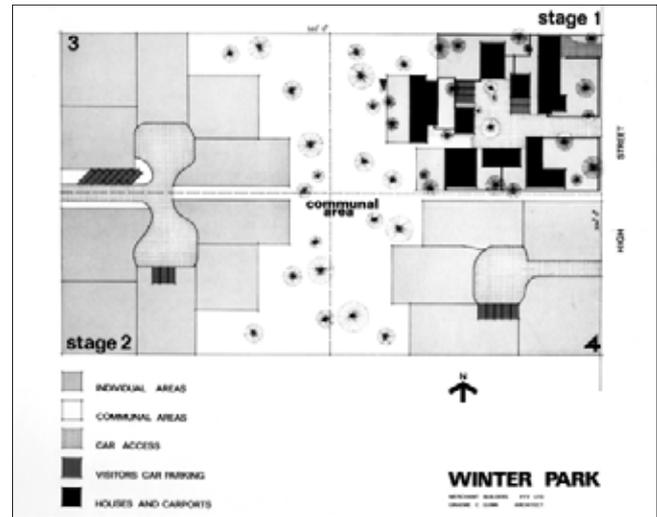
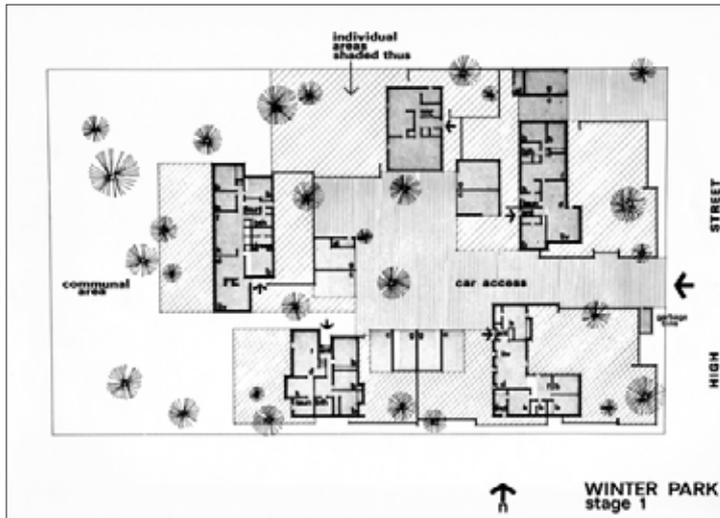
TWO STOREY

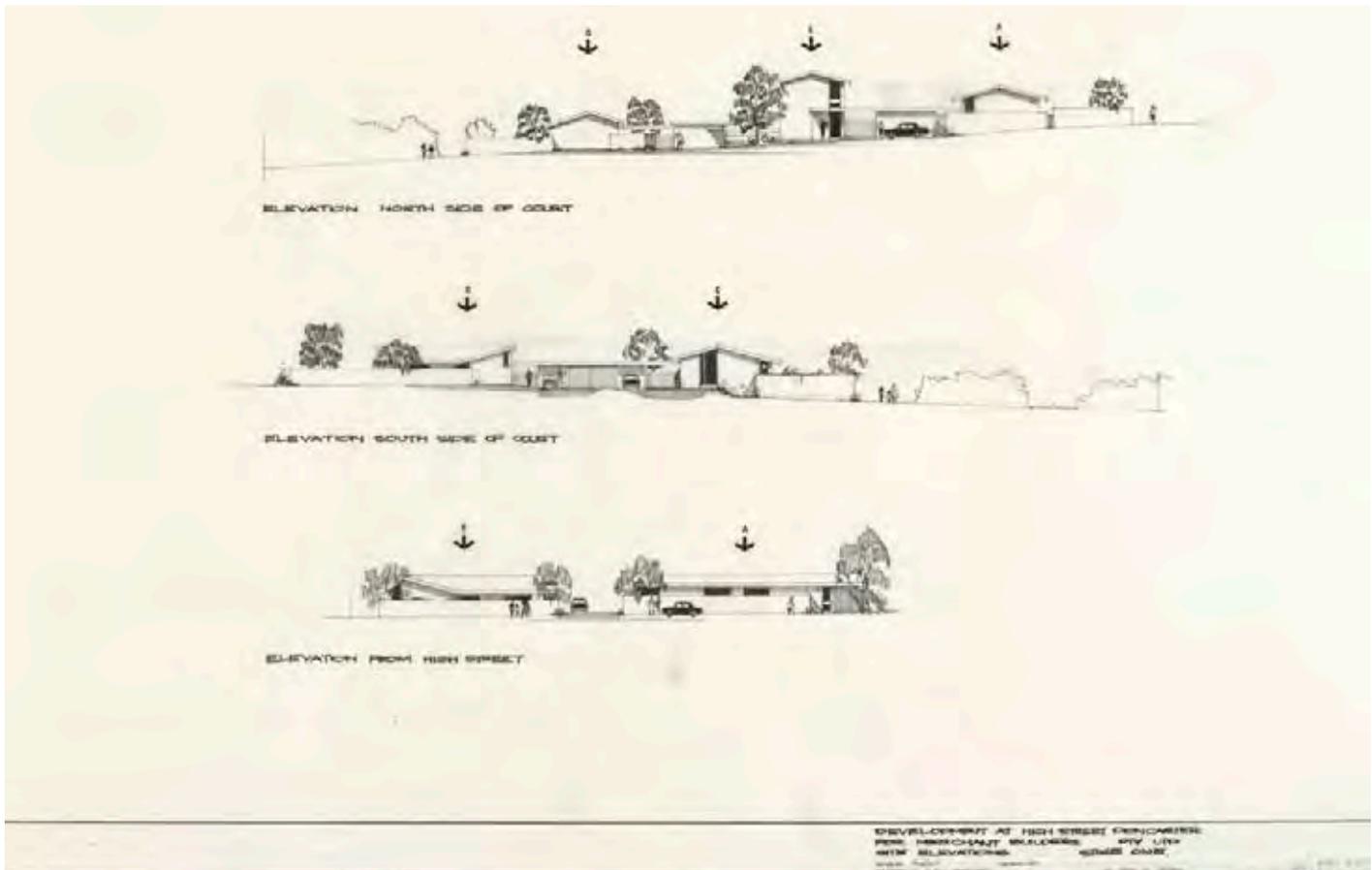
CELLAR

COURTYARD



Winter Park wins RAIA Housing award 1975



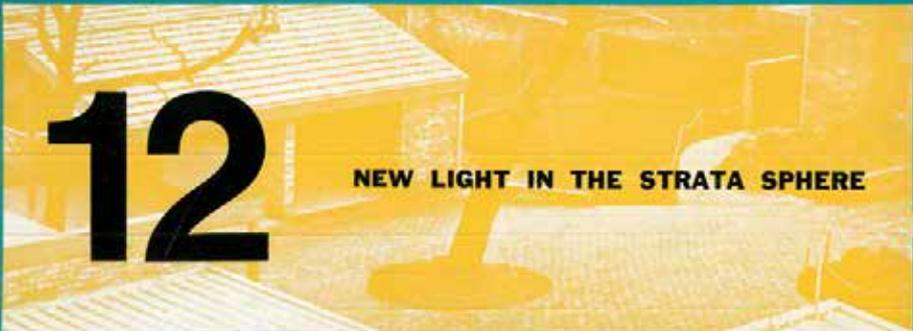




ARCHITECT

12

NEW LIGHT IN THE STRATA SPHERE



ISSUE 12 FEBRUARY 2011

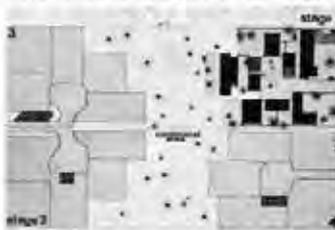


**THE STRATA SPHERE WIDENS:** The use of strata titles to enable cluster developments of building sites in place of serried rows of houses is slowly, slowly being accepted in Australia. In the vanguard of the Victorian movement is Merchant Builders Pty. Ltd., whose architect, Graeme Gunn, has designed a sensitive and successful cluster at Winter Park.



on the edge of an old golf course at Rosanna. It is based on Mr. Gunn's standard houses designed some time ago for Merchant Builders; the big difference is in their inter-relationship.

The four-stage development is set amid trees which formed part of the "rough"



of the old golf course. Each of the five houses in the project's first stage has its



own private courtyard and separate service court area. The houses are so related to each other that none intrudes on the privacy of the others.

Access to the houses and their individual carports is by a pleasant central brick paved drive, or courtyard.

Space economies achieved in the cluster design have resulted in the saving of a parkland or common of some 15,000 square feet — in addition to the private gardens provided for each of the houses. A similar amount will be set aside in the remaining three stages of the Winter Park development.

The strata title — a land tenure concept pioneered by Australia in the late 1930s — provides for common ownership of the driveways, courtyard and parkland by a corporate body formed from the individual home owners at the same time as the strata subdivision is registered.

Membership of this body gives each owner certain rights, in particular the right to a certain proportion of the value of the common land in the case of resale. It also makes the owner responsible for a proportion of the maintenance and insurance costs of the common property.





**SOME OF THE 81 HOUSE DESIGNS AND ENDLESS VARIATIONS WHICH ONLY MERCHANT BUILDERS BUILDS.**

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 www.merchantbuilders.com

**THE WINTER PARK HOUSES.**

**T** **BRICKY HOME**  
 A charming, traditional brick home with a large front porch and a finished basement. The interior features a formal dining room, a living room with a fireplace, and a kitchen with a breakfast room. The exterior is finished with brick and a gabled roof.

**C** **CONTEMPORARY HOME**  
 A modern, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**T** **TRADITIONAL HOME**  
 A charming, traditional home with a large front porch and a finished basement. The interior features a formal dining room, a living room with a fireplace, and a kitchen with a breakfast room. The exterior is finished with brick and a gabled roof.

**SOME OTHER PLANS AND VARIATIONS.**

**S** **SPACIOUS HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**3** **LEVEL HOME**  
 A single-level home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**H** **HILL SIDE HOME**  
 A charming, traditional home with a large front porch and a finished basement. The interior features a formal dining room, a living room with a fireplace, and a kitchen with a breakfast room. The exterior is finished with brick and a gabled roof.

**R** **RECTANGULAR HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**U** **UNIQUE HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**P** **PART HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**P** **PART HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**G** **GALLERY HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**T** **TRADITIONAL HOME**  
 A charming, traditional home with a large front porch and a finished basement. The interior features a formal dining room, a living room with a fireplace, and a kitchen with a breakfast room. The exterior is finished with brick and a gabled roof.

**B** **BAY HOME**  
 A charming, traditional home with a large front porch and a finished basement. The interior features a formal dining room, a living room with a fireplace, and a kitchen with a breakfast room. The exterior is finished with brick and a gabled roof.

**O** **OPEN HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**P** **PART HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**SB** **STUDIO HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**G** **GALLERY HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**O** **OPEN HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**M** **MERCANTILE HOME**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**E** **EXTENSIVE AND ADDITIONS**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

**K** **KITCHEN**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

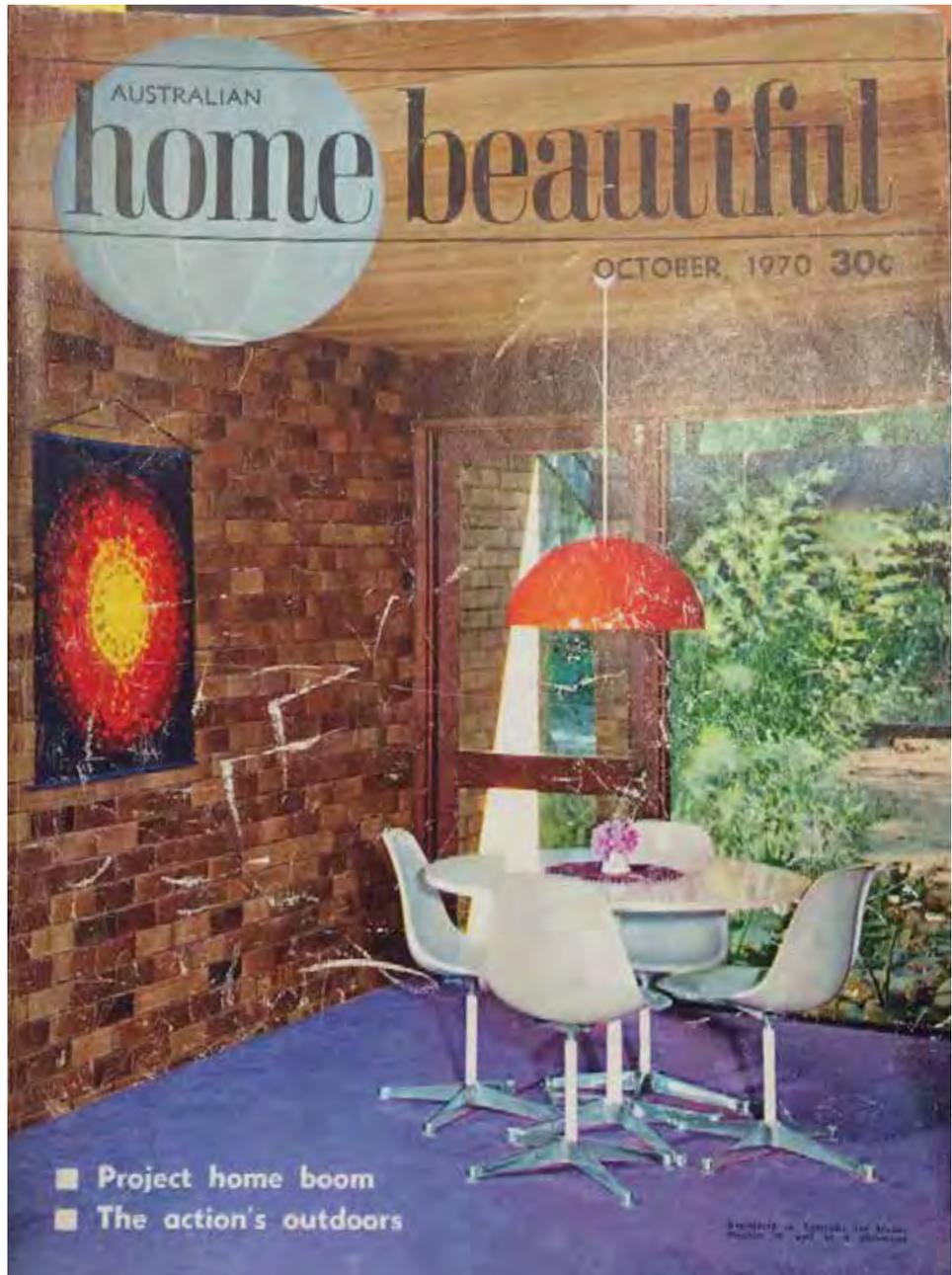
**F** **FRONT PORCH**  
 A large, open-concept home with a large living area, a kitchen with a breakfast room, and a finished basement. The exterior is finished with brick and a gabled roof.

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# 1970



**Graeme Gunn** designs  
Plumbers & Gasfitters  
Building, Carlton  
(1969-70)  
RAIA award winner



**"... failure to improve architectural education; failure to move and infiltrate the public service in areas like planning and public works; failure to think and act like real leaders in the industry; above all failure to understand that planning and architectural ideas are nearly valueless unless there is also a good grasp of the techniques necessary to make them work."**

**In the words quoted above, written evidently in sorrow rather than anger, a builder/developer sums up the architectural profession's non-achievements at this time. The writer is DAVID YENCKEN, one of the founders and Joint Managing Director of Merchant Builders Pty. Ltd. Here is the first of two deliberately polemic articles written by him for ARCHITECT:**

# FAILURE

*The time lag which must operate in all Consumer Durables before the consumer model is copied shall never under any circumstances be less and probably should never be more than fifteen years.—ROBIN BOYD, in Architecture in Australia*

Nobody before Robin Boyd has had the temerity, or the despair, to formulate a law about backwardness and complacency in Australia, although the idea in one form or another is very familiar to us. What conclusions do we draw from such a formulation? According to our ideas about the rights and wrongs of civil disobedience, are we merely to hope that a long line of free speaking college principals will arise to denounce the process and be lucky enough to find a standing committee to protect their livelihood when Society turns to defend its laws with fangs bared? Or do we put aside the splendid vision and settle back to enjoy our lucky featurist world? Before we consider doing anything at all, we need to take a much clearer look at the assumptions which lie behind the general understanding of the backward society.

To begin with, I am assuming that Australia is fifteen years behind the world model. There would no doubt be plenty of people who would disagree, some who might disagree passionately. This article politely begs this question.

Any analysis must begin by recognizing a new confidence in Australia. It is new in

the sense that it is opposed to the uneasiness which in the past has caused Australian writers to write so awkwardly about their relationships with the English. In architecture, it has been expressed by the certainty and sureness of touch with which a new generation of architects have approached their work. This confidence is implied in the writings of our severest critics, and Robin Boyd is an excellent example. Confidence leads to a search for opportunities, and if the opportunities don't materialise, this in turn leads to frustration and trenchant criticism. However, mere frustration can distort a true understanding of the process. When our best designers and thinkers produce ideas that can't be put into practice, it is just too easy to blame the great mass for the equally-lapse. The great mass has shown itself to be remarkably receptive to new and better ideas when those ideas appear in the right place, at the right price, at the right time. The qualification is a very important qualification. I want to return to it later.

The nub of it is that able minds in the industry have either been concerned with ideas only, or with techniques only. It isn't enough to have thought deeply about the ligent thought to the ways in which the idea without giving at least as much intel-idea can be put into practice. Let me give you an example: land sub-division. For years, architectural thinkers have known that the form of residential land sub-division

practiced in our cities is wasteful, monotonous, and ugly. The alternatives are obvious. The land development principle behind cluster housing is in fact so simple that anyone unaware of cluster principles, who was asked to find an improvement to the existing pattern, must surely reach a similar idea very quickly. The cluster form is, in fact, a return to an ancient grouping. The present pattern is the upstart and usurper. However, for all that the idea is simple, putting it into practice is not. Anyone interested has to learn to walk surefooted through a landscape strewn with ownership and construction boulders. It has in fact needed an accidental change in law, the Strata Title Act, to provide the opportunity. To make the opportunity a real opportunity, further changes are still required. The point is that "how" in this context has proved far more important than "what". The fifteen year time lapse is not for want of ideas or public acceptance, but for want of a suitable vehicle or the pressure to develop one.

There are several arguments which might be advanced against this thesis. The first is "What about the evidence failure of public acceptance?" There have clearly been projects with a superior idea which have failed miserably; there have been others also of superior idea which have only just scraped home. Either experience would be enough to discourage the people concerned from trying something similar again, if you look

carefully at projects of this kind — and I have spent a large part of my life looking at them, often ruefully — you will find that it is rarely the idea which was wrong. Unavoidably, you will find that the project was in the wrong place, that it was a half-hearted attempt only, without the full confidence of the people who were carrying it through, that it was badly presented, badly organised, badly built, badly marketed, or sometimes simply not good enough. A failure on any of these grounds causes the idea, and the poor people it was designed for, to take a terrible beating. "It doesn't work in Australia." "It was too radical." "It was too far ahead of its time." "Australians don't want that sort of thing."

Secondly, it might be said that this is a quixotic argument, that the facts of life, and the system, require that developers and follow the lowest denominator of market entrepreneurs; even planners, must only follow the lowest denominator of market demand. No one would deny that there is a partial truth in this. But there are two important counter arguments. Firstly, the people who are most cynical are usually the people who are most pealous and fearful of a world they don't understand; like the troops in Burma when Slim took up his command, frightened of the jungle. Secondly, self interest for the developer is not necessarily at odds with enlightened innovation. Theodore Levitt, one of America's most highly regarded management experts, has



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**"Why are architects not more often the decision-makers? . . . It seems that architects just do not grasp that the general quality of the decision-makers rules the general quality of our environment."**

**In the following article a prominent builder/developer, DAVID YENCKEN, Joint Managing Director of Merchant Builders Pty. Ltd., continues (from ARCHITECT 9) his polemic on the failures of the architectural profession — especially its failure to break from its traditional "detached" advisory role and to get out there and lead the building industry.**

**There are answers to Mr. Yencken's argument. For instance, substitute "rat-racers" for his "decision-makers" and ask who will feed the essential revolutionary ideas to the next generation of developers and merchant builders if everyone is in the rat race and no one is detached.**

**If architects do not come up with other answers to Mr. Yencken's hard-hitting article it can only mean that they want to remain non-leaders. Or non-readers.**

# FAILURE <sup>2</sup>

There are today eleven hundred members of the Victorian Chapter of the Royal Australian Institute of Architects. Also in this day Melbourne University has produced the princely total of fifteen graduates in the Town Planning Department and twenty-five graduates in the Building Subject. The Town Planning Department also produced 167 diplomas, but a very large number of these are architects. Architects and engineers constitute the only graduate group of any size working in the planning and construction field. There are of course other graduates who have drifted into the industry, and many other very able men without university training. However, I am dealing with bands, not individuals.

On that evidence, it would be reasonable to assume that the professional professions would have abundant leaders in all the

areas of its involvement. In fact, the situation is rather different. Architects have professionally kept away from the major decision-making areas. They have been quick to quit the lot or the stricken yard, to make the leastest compromise about the project, to resign as architect in the dark yard, and to put a deal of expertise into the design of the beam, but they have rarely sought to run the firm.

It seems a pity that the most important body of intelligent and educated professionals working in the field should take such a limited view of their opportunities and responsibilities.

I would therefore like to take two examples, one specific, the other more general, to suggest what could be achieved by greater involvement.

The N.S.W. State Government Office (was)

its introduction to Australian architects. It is recognized as one of the outstanding architectural offices, public or private, anywhere in the country. However, what is not so well known is how it came to be what it is today. It could, I suppose, be said that the N.S.W. architects' office has always enjoyed a prominent status amongst N.S.W. Government Departments, from the time of the appointment of Francis Greenway as Government Architect. However, that historic prestige cannot account for the office's spectacular achievements over recent years. The really important factors were the introduction of a trainee scholarship program in 1948 and the appointment of Harry Pembert as Principal Design Architect.

The trainee scholarship program selects students of leading Victorian level and

takes them through university, lodged in the office. Peter Waleton, Michael Dygert, Ken Woodley, Peter Clark, Ross King and Andrew Anderson, to mention a few names only, are eloquent testimony to the quality of architects which the N.S.W. office has been able to attract. The fact that many of these architects have left the N.S.W. office to go into private practice in no way takes away from the office. The office has added another stellar training ground for architectural, 1,300 applications last year for 18 positions is adequate evidence of the quantity of interest in the scheme.

However successful the scholarship scheme, it needed the man to make it work. Harry Pembert's story is too long to tell in detail. It is enough to say that, as Principal Design Architect, he had the imagination, the sympathy and the tenacity to give them without

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Flanged stops are spring loaded for uneven wall fitting.

young men real opportunities to use their talents. The rest is well known. However, it is not just as designers of a few fine buildings that the N.S.W. State Government Architects' Office is important.

The office is important firstly because the State, through its public buildings, is the most influential pattern of architecture in our society.

It is important, secondly, because the office has produced outstanding school buildings. It is important, thirdly, because the office has made a major impact on the Public Service Government buildings in N.S.W., the old and the new, have an air, a freshness and a style about them which is in very direct contrast to most public service buildings in Victoria. One is left to reflect on the effect of these different environments on the attitudes of public servants. It is also illuminating to think that the new State Office in Melbourne, one of the few exceptions to the established 3rd-Class-Walton/Bevan style of our public service buildings, was commissioned from a private firm of architects.

Why doesn't Victoria have a State Government Architectural Office of equivalent calibre? How is it that architects have apparently been willing to sit back and watch a sister State achieve such distinction, without doing anything to encourage a similar result in Victoria?

One of the things I have been developing is that the lack of quality which surrounds us is not just due to a lack of public acceptance. Responsibility must fall squarely on the shoulders of those who are professionally involved. There are excellent examples in the housing industry.

When Peim & Davis produced their first range of houses in Sydney, when Marshall Builders opened their first houses in Melbourne, when Corsons in Perth and more recently Turner Wood and Marless and Marshall in Adelaide introduced their excellent designed project houses, they were all in their own way justified even in the rank.

Now, it is interesting that the housing style involved was clearly very familiar to architects long before it was introduced to volume housing. However, none of the traditional volume builders had been able to see that this housing style, because it was already commonplace in the architect's mind, was nearly certain to become commonplace in the market place too. Contrast these traditional builders' attitudes to the attitude of any young graduate from the building course at Melbourne University who might be interested in starting a new housing venture. He would surely take for granted that his houses would be properly designed in some contemporary idiom. Because he has worked alongside architects he has absorbed naturally the ideas that are current among architects and he is therefore likely to be able to identify the more important trends. This does not, of course, give him a complete formula for success. However, his background is likely

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# 1971

Formation of the Victorian Cluster Code Committee, headed by **David Yencken** with substantial involvement from **Graeme Gunn**

The work of Merchant Builders appears in Ian McKay's *Living and Partly Living* (1971)

65 people employed at Merchant Builders' St Kilda office



Members of the steel-framed house. Emerge from the steel structure, aluminium panels. Photos: Ian McKay.

A brick veneer skin was added to the short end walls for both council and market acceptance.

The resultant house is a very simple rectangular box, rather 50s modern, and rather against the current trends in project housing, which are towards more complexity and more 'character' (more glamorous styling). The interior, however, has quite a feeling of spaciousness through the use of the large sliding panels, instead of conventional doors.

The house has gained a ready market acceptance, presumably due to the comparatively low cost for the space and facilities provided.

#### The Steel House

The steel-framed house was to be of a more experimental nature. The structural system is based on the competition proposal of a slender steel frame, 38 mm (2 in) square posts and 100 mm x 50 mm (4 in x 2 in) beams, asbestos cement faced foam core panels, aluminium sliding doors and windows, and self-supporting, insulating ceiling panels.

Difficulty was experienced in obtaining guaranteed performance for some of the components and changes had to be made during construction. The wall panels finally used had 'Okal board' cores and the joints were sealed with a mastic glue compound.

The plan for the exhibition house is an extension of the 'basic' plan by the addition of a large family room and a screened-in garden room separating the children's section from the main house. This stretching of the plan provides a demonstration of the flexibility of the system.

Everything about the house is very thin and light. The feeling inside is of great spaciousness, brightness and ease of movement. In keeping with this, a lot of bright strong colour was used — red for the steel frame, orange and yellow for the sliding screens and lime green for the roll-down blinds. The floor is white terrazzo and white carpet and the ceiling and solid walls are white.



Plan of the steel frame house.



Plan of the timber framed house.



Living space of the timber framed house showing typical spirit-railing sliding doors. Left: Exterior of the timber framed house.

#### System Built Houses for Merchant Builders Pty Ltd, Melbourne

Architect: Terry Dougherty. Interior Design: Heather Dougherty.

These houses are the result of a competition held in 1971 and jointly sponsored by the Gas & Fuel Corporation of Victoria, Beneficial Finance Corporation Ltd, Merchant Builders Pty Ltd, and the Royal Australian Institute of Architects (Victorian Chapter) Housing Service.

The aim of the competition was to produce a minimum cost three bedroom house, based on a rationalized planning and construction system which would also allow great flexibility and variety in siting, layout and future expansion. Construction systems were to be based on currently available materials and components. The assessors were Ken Wislizen, Geoffrey Woodruff, Daryl Jackson, Graham Whitford, architects, and David Yencken of Merchant Builders.

#### Architect's Statement

The aim was to produce the maximum of living space in a minimum sized house. The plan achieves within 12 squares, three bedrooms plus study or fourth bedroom, two bathrooms and family room. At the same time, great flexibility and variety of arrangement are possible.

The plan and diagrams (drawings Nos. 1, 2 & 3) explain the concept. Three different structural systems were proposed, one based on a light steel post and beam frame with foam core infill panels; the second on load bearing foam core panels with timber stud structure; and the third on conventional timber frame in standardized precast panels.

After the competition, a decision was made by Merchant Builders to construct two of these houses: one based on the steel frame and panel construction, and the other on a more conventional timber system.

#### The Timber House

The intention was that the timber house should be minimum cost within Merchant Builders' usual standards. The choice of plan was dictated by local requirements, regarding proximity of toilets to septic tanks. Plan variation No. 3, the 'end to end' plan (see drawing No. 3) was therefore chosen. After some discussion, this plan was modified slightly and built as shown on drawing No. 4.

A number of alternatives for the walls, windows and roof were explored in detail, and costed. The system chosen used a concrete slab on ground, 75 mm (3 in) timber stud walls of repetitive sizes, prefabricated window walls in standard 2.44 m (8 ft) sections, exposed timber rafters with pine boarding above, metal roof deck, plasterboard internal lining and rough sawn Oregon external sheathing under windows.



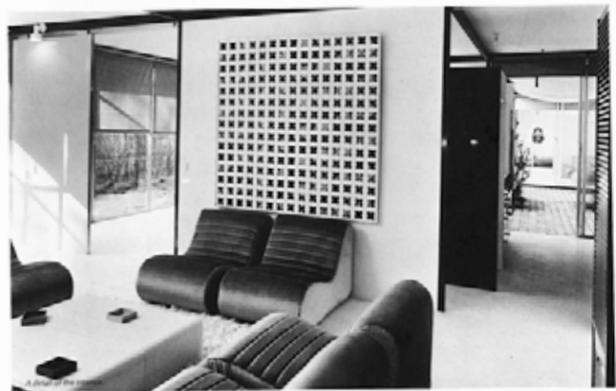
The simple junctions made possible the use of standard steel channels in the framework.



Main plan.

“Competition for system-built house”  
Won by Sydney architect **Terry Dorrrough** for his Garden House

“Competition for system-built house”  
Second by **John Reid** for his Modular House



# 1972

## MODULAR COMPETITION HOUSES

corner Allen Drive and Gillards Road,  
Mount Eliza

**Graeme Gunn** becomes Head  
of the School of Architecture  
and Building at RMIT (1972-77)  
and then Dean of the Faculty of  
Architecture and Building, RMIT  
(1977-1982)



Merchant Builders wins first **RAIA Robin Boyd Environmental Award** for contributions to housing development in Melbourne

**OPEN HOUSE**  
by Terry Dorrrough

**GARDEN HOUSE**  
by Terry Dorrrough  
Steel framed with options for timber

## THE FIRST ROBIN BOYD ENVIRONMENTAL AWARD

The first Bronze Medal for the newly created Robin Boyd Environmental Award was won by Merchant Builders Pty. Ltd., for eight years of outstanding contributions to housing development in Melbourne.

Merchant Builders, created in 1955 by David Vencken and John Ridge, began with a group of display houses designed by Graham Gunn. Since then they have moved into new fields of group housing, town housing, student housing, and development consulting.

Two of their best known developments are Elston in Russema and Winter Park in Concorra. Both showed new directions in the use of common land and subdivided sites.

A distinguishing feature of Merchant Builders' approach has been the company's consistent use of the best available talents in design and landscaping.

Architects such as Graham Gunn, Daryl Jackson and Evan Walker, Charles Duncan, David McGlashan and Max May came into public prominence after being associated with the firm.

Ella Simon, the landscaper most frequently used by Merchant Builders, is regarded as one of Melbourne's most distinguished landscape architects.

The awards jury commented: "Merchant Builders' approach is an excellent example of their work. They are concerned with the overall and local quality of their developments, and they are prepared to incorporate and preserve in it all that nature has made outstanding in its field."



Merchant Builders' Princes Hill (1956) has been for several years in Princes Hill a housing development.

### THE OTHER AWARDS OF MERIT:

Awards of Merit were given by an issue suburban weekly, *The Melbourne Times*, for responsible community reporting, and by Maurice and Ruth Crow for their contributions to the literature of planning and planning issues in Melbourne. Mr. and Mrs. Crow publish a newsletter called *Irregular* and have written a three volume *Plan for Melbourne*.

*The Melbourne Times*, formerly the *Carlton News*, was founded in 1970 by Ann Fells, a young mother with time on her hands. With the help of a team of unpaid enthusiasts, it developed into the hard-hitting responsible weekly now distributed in Fitzroy, East Melbourne, Carlton, Parkville and South Yarra. *The Melbourne Times* is committed to keeping its readers informed on the quality of life issues in the inner areas. It has consistently entered into the controversial areas of urban renewal, redevelopment, preservation and freeway location.

The Jury commented: "It is the *Melbourne Times*, responsible

and effective reporting of environmental and planning issues that leads to unity of high consciousness."

The consistent high-quality work of a re-allocated North Melbourne couple in the interests of public participation in planning is not so well known. Maurice and Ruth Crow are not planners by training. Maurice is a lawyer, and Ruth a teacher and housewife. But over a period of eight years they have run team planning seminars for professionals.

The Jury commented:

"The work of Maurice and Ruth Crow in observing of wider public participation in an era of representative and representative involvement with planning issues has made them aware of responsibility and commitment in backing large objectives, informing an involved public and voting sincerely according to the greater good."

# 1973

**TRACT CONSULTANTS**  
is established  
**Rodney Wulff**  
**Steve Calhoun**  
**Howard McCorkell**  
**David Yencken**  
**John Ridge**

**Patterson's Lakes**  
**PIVOT HOUSE**  
by **David McGlashan**  
**OUTLOOK HOUSE**  
by **Daryl Jackson**

Merchant Builders  
office moves to  
161 Fitzroy Street,  
St. Kilda

**Merchant Builders**  
**Ski Lodge** at Falls  
Creek, **ALYESKA**,  
1970





**CLUSTER  
PLANNING**  
BY TRACT CONSULTANTS  
Land Resource and Planning Consultants



**What is Cluster?** Cluster subdivision is a form of land development which dispenses with the rigid requirements of conventional subdivision and allows the free siting of houses and their private gardens.

**Some common misconceptions** Cluster planning does not mean a loss of privacy, the sacrifice of private gardens, or the substitution of one way of life for another. Its particular merit is to provide new options and alternatives which are additional to the benefits available from standard subdivisions.

**What are the advantages of Cluster?** The advantages of cluster planning are:  
Respect for the natural characteristics of the site – trees, slopes, valleys, streams, and other features.

Flexibility in the siting of buildings and the opportunity to develop the best relationships between them.

The ability to introduce and mix different housing types and relate them attractively together.

More efficient use of land and the availability of much larger areas of open space directly related to the houses.

Opportunities for communal swimming pools, tennis courts, club houses, and a simple method of management for these shared facilities.

Economies in servicing costs by the rational grouping of buildings.

Opportunity to simplify road systems and make them appropriate to the traffic they carry. The separation of paths and roads for people and cars.

**Where can it be applied?**

The cluster approach can be applied to sites of 1 hectare or less, or to sites of several hundred hectares. It can be used for development at low densities (2 or 3 houses per hectare) up to medium densities (30 houses per hectare). It is especially suitable for areas of special environmental quality which would be destroyed by conventional subdivision.

**Practical experience**

Our associate company Merchant Builders pioneered cluster development with its own project at Winter Park in Doncaster, illustrated below. Tract Consultants have worked on projects which range from 2 hectares to 2,500 hectares (30,000 population). A larger scheme on a site of 100 hectares is also shown.



**Professional consulting skills**

Professional skills within Tract Consultants include:

An architect-urban planner with ten years experience in high quality housing development both in Australia and overseas.

A landscape architect with a primary degree from Oregon and postgraduate degree from Harvard, and practical experience working in America using the most advanced techniques of land analysis. Architects and planning designers.

The company has also had a long working association with the most highly regarded consulting architects and landscape architects, and with skilled surveyors and engineers.

**Work to introduce new legislation**

Tract Consultants and Merchant Builders have been prime movers in the work and advice which has led to the new Cluster Titles legislation. These new procedures will greatly simplify and facilitate cluster development.

**Financial and marketing knowledge and experience**

The Group has experience and skills in the financing, marketing, development, and management of cluster subdivisions.

**Conventional subdivision**

There will of course remain situations in which conventional subdivisions will still provide the most appropriate answers. Sometimes a mix of cluster and conventional will be the most suitable development. Tract is well versed in all aspects of conventional subdivision, planning, and development.

**Resort development**

The Group has worked on a number of resort projects and was recently commissioned to carry out a study of overseas resort developments and recreational and resort trends.



**Cluster housing project**  
100 hectares

**Consulting  
service**

Tract and the Merchant Builders Group offers a consulting service which covers every stage of cluster development, from the first analysis and feasibility study through to the final marketing of the project. These services are available as individual services or as a complete package. The service includes:

Preliminary feasibility  
Land Analysis: geology, slope, soils,  
depth to water table, microclimate,  
vegetation, special features  
Development cost analysis  
Schematic design  
Planning applications  
Detailed design: landscape, site, housing  
Land development  
House construction  
Registration of title  
Marketing planning  
Selling

**Preliminary  
evaluation**

The Group will carry out a quick preliminary evaluation to examine the suitability of a site for cluster or conventional development.

6 Murphy Street, South Yarra (MVI)  
Telephone: 267 1044  
P.O. Box 372, South Yarra (MVI)



Six Merchant Builders  
'garden houses' adapted  
as classrooms for  
Woodleigh School, Baxter  
**Daryl Jackson** and  
**Evan Walker** architects

**YARRA VALLEY  
PREPARATORY SCHOOL**  
**McGlashan & Everist**  
architects



Merchant Builders build  
**CITY EDGE**, inner city  
housing designed by  
**Daryl Jackson** and  
**Evan Walker**

The creation of the  
Cluster Title Act 1974

**CASTLE HILL**  
attempt to break into  
the Sydney market

# 1974



# GAS \$18,000 COMPETITION

AN AEE SPECIAL FEATURE

## Merchant Builders' Terrace House popular

**By Neil Smith, Los Angeles Staff Writer**

The Merchant Builders' Terrace House is a popular design in the \$18,000 competition. It features a large front porch and a central courtyard. The house is built with brick and stone, and has a modern, minimalist aesthetic. The design is simple and functional, with a focus on open spaces and natural light. The house is a great example of how to create a high-quality home on a limited budget.



## 500 names still to be selected

The 500 names still to be selected for the \$18,000 competition are listed below. The names are arranged in alphabetical order and include the name of the house, the architect, and the location. The competition is open to all architects and designers, and the winning design will be built in Winter Park, Florida. The deadline for submissions is December 15, 1983.

Merchant Builders give you these 5 basic reasons to visit Winter Park. You'll find there are a lot more.

### 1 The Terrace House

The Terrace House is a single-story home with a large front porch and a central courtyard. It features a mix of brick and stone exterior walls and large windows that provide plenty of natural light. The layout is open and functional, with a living area, dining room, and kitchen that flow together. The house is a great example of how to create a high-quality home on a limited budget.

### 2 The Cella House

The Cella House is a single-story home with a central courtyard and a large living area. It features a mix of brick and stone exterior walls and large windows that provide plenty of natural light. The layout is open and functional, with a living area, dining room, and kitchen that flow together. The house is a great example of how to create a high-quality home on a limited budget.

### 3 The Studio House

The Studio House is a single-story home with a large living area and a central courtyard. It features a mix of brick and stone exterior walls and large windows that provide plenty of natural light. The layout is open and functional, with a living area, dining room, and kitchen that flow together. The house is a great example of how to create a high-quality home on a limited budget.

### 4 The Courtyard House

The Courtyard House is a single-story home with a central courtyard and a large living area. It features a mix of brick and stone exterior walls and large windows that provide plenty of natural light. The layout is open and functional, with a living area, dining room, and kitchen that flow together. The house is a great example of how to create a high-quality home on a limited budget.

### 5 The Two-Story House

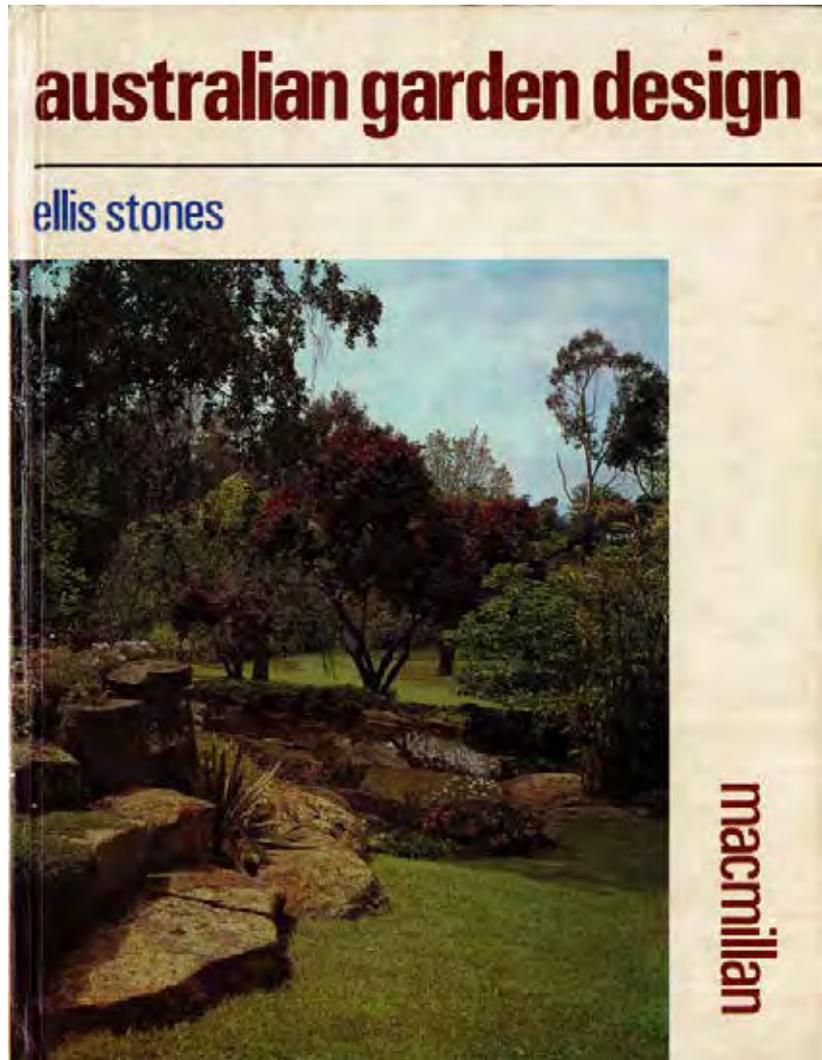
The Two-Story House is a two-story home with a central courtyard and a large living area. It features a mix of brick and stone exterior walls and large windows that provide plenty of natural light. The layout is open and functional, with a living area, dining room, and kitchen that flow together. The house is a great example of how to create a high-quality home on a limited budget.



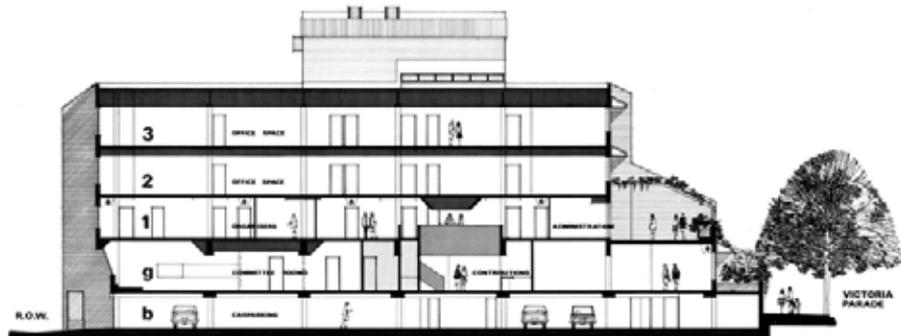
Merchant Builders houses  
constructed at Fairlea  
Female Prison

**Ellis Stones**  
passes away in April  
Made Fellow of **AILA**  
**Awarded RAIA (Vic) Robin  
Boyd Environmental Medal**  
(posthumously).

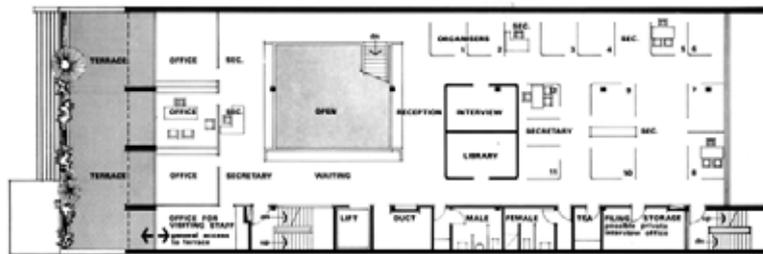
# 1975



**Ellis Stones**, *Australian  
Garden Design, South  
Melbourne, Macmillan, 1971*



**A.E.U. OFFICES**  
IN VICTORIA PARADE EAST MELBOURNE



**first**



**ground**

David Yencken wins **RAIA Robin Boyd Environmental Award** for his work on The Interim Committee on the National Estate

**1976 RAIA Citation** -  
AMWSU Headquarters

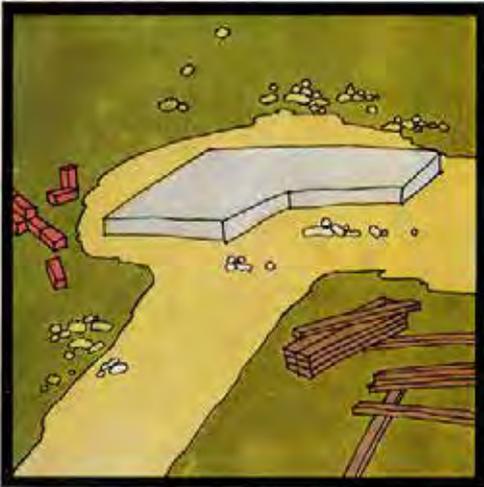
# 1976



# A MANSION,



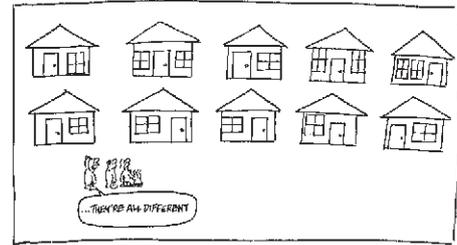
# or no house



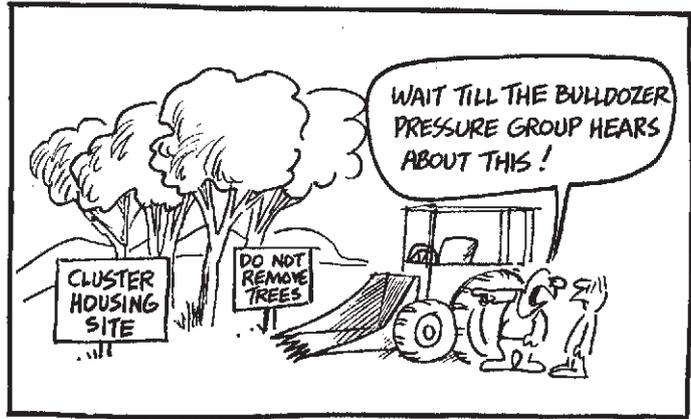
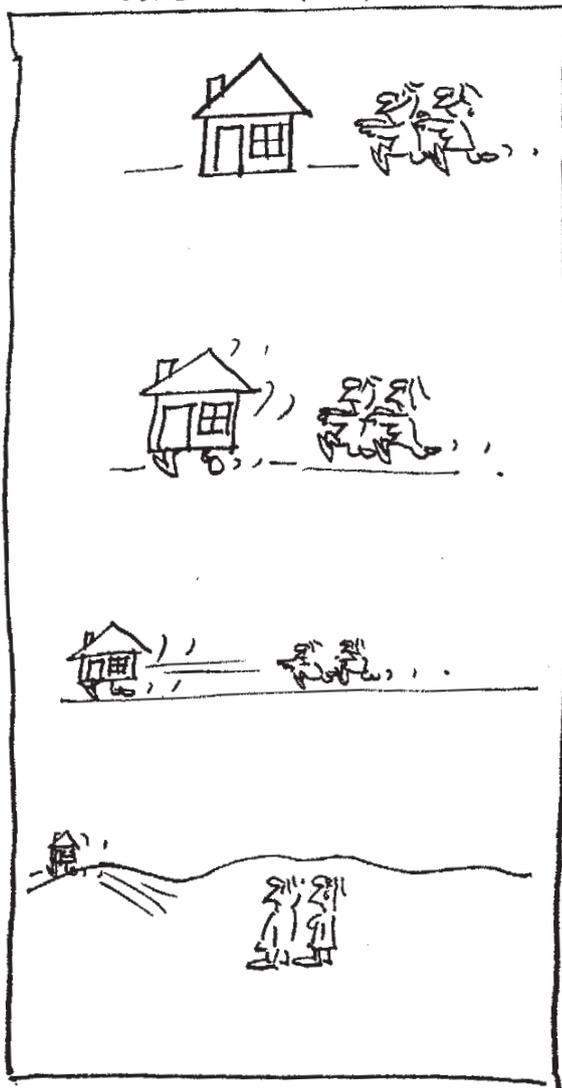
A REPORT FOR UDIA  
ON CONSEQUENCES  
OF PLANNING  
STANDARDS AND  
THEIR IMPACT ON  
LAND AND HOUSING

JOHN PATERSON  
DAVID YENCKEN  
GRAEME GUNN

The publication of *A Mansion or No House: a report for UDIA on consequences of planning standards and their impact on land and housing* in 1976 by John Paterson, David Yencken and Graeme Gunn



HOME OWNERSHIP



**ROBINSON ROAD** in Frankston

**Cocks & Carmichael**  
Shift in style for **Gunn**  
and **Dorrough**, plus  
pink and blue colours

**L-SHAPE**  
**U-SHAPE**  
**SPLIT-LEVEL**  
**RECTANGULAR**



**BEACH GROVE**  
John's Road,  
Morrington  
**Cocks & Carmichael**

**Chris Dance** becomes  
director of Tract  
Consultants

**Peter Carmichael**  
Consultant architect  
for Merchant Builders  
1977-

# 1977

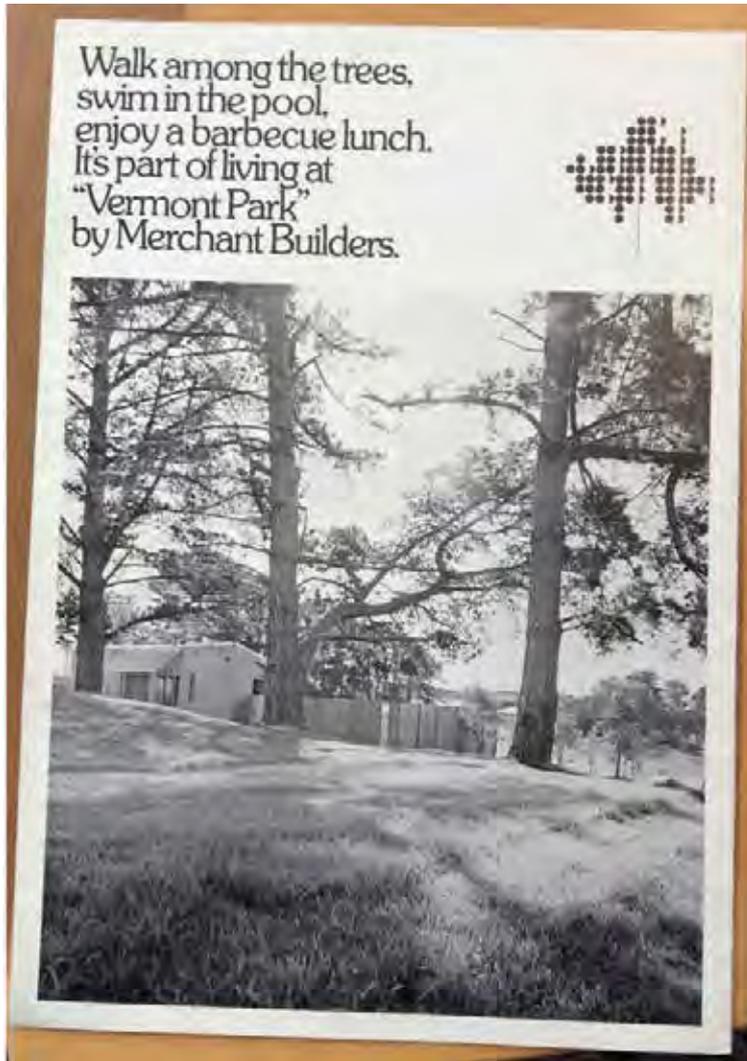


**VERMONT PARK**  
in Vermont South featuring  
43 houses on 9 acres

**Terry Dorrough**  
**Graeme Gunn**  
**Barry Gray**  
**Leo de Jong**

**OPEN FLAT**  
**PAVILION**  
**GARDEN**  
**LONG**  
**TWO STOREY**  
**CORNER**

Tract Consultants  
**Howard McCorkell**  
**Steve Calhoun**  
**Rodney Wulff**  
**Chris Dance**





















IS UNDERSTANDING.



MERCHANT BUILDERS

*Design*

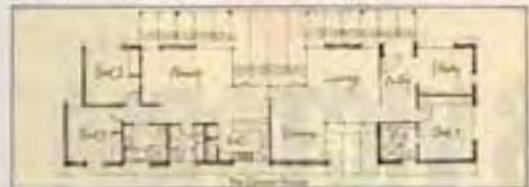
Rob Kilmartin or Trevor Wilson today on 267 3411 or after hours on 739 1826 or (059) 83 9293. Or if you'd like to see some fine examples of the Merchant Builder design philosophy at work, visit our Display Centre on the corner of Blackburn Road and Pater Street, Lismore on any Saturday or Sunday between 11 pm and 5 pm. Merchant Builders Design, 6 Murphy Street, South Yarm.

THE ART OF CREATING IS UNDERSTANDING.

**Kit Housing:** Merchant Builders develops five basic models from the Open Flat, Pavilion, Open Pitched, Studio and Garden project houses



ARCHITECTS NOW COME IN KITS.



At Merchant Builders we enable you to take advantage of the benefits of a specially designed home, in a kit. Our extensive range of Apartment Design Award winning kit homes offer a wide selection of plans and finishes, designed for the convenience of delivery. Because the construction process varies from site to site, the flexibility of making one kit work, between one project, will not involve formal, pre-arranged, often large teams and staff members who do not just work on the site and engineering details are also required to fast-track everything you need to put together with the kind of speed and flexibility you would expect from a kit home.

Our "kit homes" are made of pre-cut kit components, which can be delivered to the site in a kit form. Our kit homes are made of pre-cut kit components, which can be delivered to the site in a kit form. Our kit homes are made of pre-cut kit components, which can be delivered to the site in a kit form.

MERCHANT BUILDERS

*Design*

THE ART OF CREATING IS UNDERSTANDING.





## MERCHANT BUILDERS Open House



**Price:** \$25,800 for a kit you erect yourself. It is also available fully erected and finished, on a concrete slab foundation, for around \$41,500.

**Location:** One of two houses displayed at Tuckwell Rd., Castle Hill.

**Comment:** An excellent contemporary style house that inherits a lovely warm rustic character from the lashings of natural timbers used both internally and externally. The concrete slab floor provides every opportunity for the linking of open planned living spaces with well placed terraces. A house that suits all environments.

**Inquiries:** 680-2668.





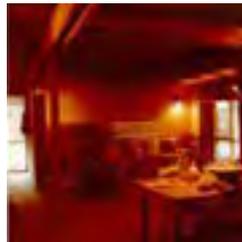
Merchant Builders kit housing franchise sold in Tasmania

**Nexus** breaks away but still continues involvement

## TEMPLESTOWE

Sunset Ave and Warrandyte Rd  
Larger versions of Robinson's Road houses

**Peter Carmichael** U-SHAPE  
SPLIT-LEVEL  
LONG SPLIT-LEVEL  
RECTANGLE



**Kevin Taylor** conducts a systematic review of energy efficiency across the Merchant Builders House range

Vermont Park wins **RAIA Group Housing Award**

Terry Dorrrough's Open House (Pavilion House) wins **RAIA Bronze Medal for Project Housing**

Cocks & Carmichael win **RAIA citation for Project Housing for Rectangle House**

# 1978



# Awards Program 1978

**Housing awards**

- a RATA House of the Year
- b Group Housing
- c Project Housing

**Environmental awards**

- a Urban and Community Design Awards
- b Robin Boyd Environmental Award

**Buildings awards**

- a Buildings Award
- b Renovated Buildings

**Housing awards**

**Jury Chairman:**

John Baird

The Housing Jury of seven people included six architects with experience in housing design, the seventh member being an urban sociologist with a particular interest in housing and its human and social consequences. The Jury assessed a total of 37 submissions within the following three categories:

**a The Age RATA House of the Year Award 1978**

This category includes single or detached houses, either new or rejuvenated. The houses are usually one-off custom designed and built for a particular family's needs on an existing site.

No medal was awarded in this category and only one citation award was given from a total of 21 entries.



Langner House, Canterbury.

**Citation award 1978**

**For:** Langner House, 18 View Street Canterbury

**To:** Peter Williams and Gary Sang, Architects

**Owner-BUILDER:** Frank Langner

**Description:**

A two storey brick house built on a narrow site consisting of three bedrooms, two bathrooms, two separate WCs, living area, dining area, kitchen with family room and facility sailing area off the kitchen, laundry and plant room.

**Jury's comments:**

"This sensitively designed house expresses a genuine concern for its occupants and neighbours. The close relationship between the architect and the owner-builder is further evident in the attention to detail and fine craftsmanship of the building."

**b Group Housing Award**

This category includes cluster housing, villa units, flats, town houses and cooperative housing, either new or rejuvenated.

Only one award was made in this category - a citation

**Citation Award 1978**

**For:** Vermont Park, 531 Burwood Highway, Vermont South

**To:** Tract Consultants and Merchant Design Builders; Merchant Builders

**Jury's comments:**

"This development demonstrates a comprehensive design approach to the product and its generation. This is achieved by integrated environmental design including

site planning, landscaping and housing design."

**c Project Housing Award 1978**

Project housing aims to meet quite different criteria from those of one-off custom designed and built houses. They aim at the mass market where flexibility of siting, alternative spatial arrangements, optional extras and techniques of prefabrication and kit assembly are advantages.

One medal and two citation awards were made:

**1 Project Housing Award Medal 1978**

**For:** Open House, 531 Burwood Highway Vermont South

**To:** Terry Dorrough with Merchant Design Builders; Merchant Builders

**Jury's comments:**

"The house, which incorporates a building system and five plan variations, has a broad range of appeal and application to home builders. The building system can be packaged as a kit with a 'do-it-yourself' capacity. A comprehensive instruction manual comes with the kit."

**Citation Award 1978**

**For:** Pavilion House, 531 Burwood Highway, Vermont South

**To:** Terry Dorrough with Merchant Design Builders; Merchant Builders

**Jury's comments:**

"This house, which incorporates two wings connected by a glazed link, has considerable capacity to meet various site and accommodation requirements. It also incorporates the building system used by the 'Open House'."

**Citation Award 1978**

**For:** Rectangle House, Frankston

**To:** Cocks and Carmichael, architects

**Builder:** Merchant Builders

**Jury's comments:**

"A thoughtfully designed house with direct circulation, zoning of parents, family and childrens areas and careful attention to detail, best suited to a site along a northern boundary."

**Environmental Awards** **(Jury Chairman: John Mitchell)**

The Environmental Jury of six people included two architects, a sociologist, a landscape architect, and a town planner. A total of 15 submissions were assessed in the following two categories:

**a Urban and Community Design Awards**

Awards in this category are made for environmental design, conservation and improvement programs by architects working alone or in collaboration with others. Problem analysis studies, planning studies, social and technical research and urban design projects are also included in this category.

No medals were awarded, but two citations were made

**1 Citation Award 1978**

**Entry:** "Role of the Architect and RATA into the 21st Century"

**Entrant:** Robert Caulfield, architect

**Jury's comments:**

"The Housing Inspection Service, one of several proposals in a thesis titled 'The Role of the Architect and the RATA into the 21st Century', was cited.

The Jury has reservations about other proposals in the thesis, but applauds the author for his initiative in developing and implementing this service which will benefit both architects and their public."

**7 Citation Award 1978**

**Entry:** Gisborne Shire Planning Scheme

**Entrant:** Yoncken Freeman Architects Pty. Ltd and the Shire of Gisborne.

**Jury's comments:**

"The Gisborne Shire Planning Scheme is based on a comprehensive physical and social survey of the shire. Its policies allow limited development of urban areas (Gisborne and Macedon) consistent with retaining unique landscape characteristics.

Its recommendations on allotment sizes for non-urban land are innovative and significant as a model for other fringe areas under pressure for hobby farm division."

**b Robin Boyd Environmental Awards**

An award primarily for citizens' community groups and government agencies designed to recognize important contributions to the living environment by people other than architects.

A total of six awards were made in this category - two medals and four citations.

**1 Medal 1978**

**Entry:** Rehabilitation and Conservation of Organ Pipes National Park

**Entrant:** Friends of the Organ Pipes Group - Victorian National Parks Association

**Jury's comments:**

"The time and expertise devoted by the Friends of the Organ Pipes Group has meant that rehabilitation of the Organ Pipes National Park from overgrazed wasteland will be completed well before legislative constraints would otherwise have allowed."

**2 Medal 1978**

**Entry:** A 1960 Residential Housing Association

**Entrant:** Fitzroy Collingwood Rental Housing Association

**Jury's comments:**

"Rental Associations provide an alternative to traditional welfare or low rent housing by establishing local cooperatives. These allow a sense of participation on the part of tenants and greater pride in their homes.

This pilot scheme in operation for 12 months has fulfilled expectations and will soon be followed by others."

The Association is a pilot scheme for a new approach to the reuse of existing housing. It was sponsored by Shelter Victoria and was financed by the Victorian Housing Commission.

**3 Citation 1978**

**Entry:** Social Education Materials Project - Uranium Kids

**Entrant:** Social Education Materials Project - Uranium Team

**Jury's comments:**

"The Social Education Materials Project - Uranium Team have prepared, for the first time in the world's most urbanized country, secondary school resource material which presents urban issues intelligently and optimistically.

Its potential for influencing young attitudes towards urban issues and design is profound."

**4 Citation 1978**

**Entry:** Metropolitan Parks Concept

**Entrant:** Melbourne and Metropolitan Board of Works

**Jury's comments:**

"A bold plan to provide the recreational space so long neglected in Melbourne's development. The real success of the project will only be apparent when the MMBW moves to acquire politically sensitive and more expensive areas closer to the city."

3 Citation 1978  
 Entry: Walk of Citizens Against Freeways  
 Entrants: Citizens Against Freeways  
 Jury's comments:

"Flooded by the Collingwood and Fitzroy Councils, Citizens Against Freeways has provided advocacy for the first time for those affected by urban freeway planning. At the same time they have raised public awareness of the implications of urban freeways and the need to promote alternative transport systems."



6 Citation 1978  
 Entry: Geelong Bike Plan  
 Entrants: Geelong Regional Commission  
 Jury's comments:

"The Geelong Bikeplan presents an alternative to the traditional (and expensive) approach of providing separate bike paths. The plan is innovative, already being used in a pilot scheme in Geelong and is being used in schemes elsewhere."

"Its final significance will depend on the success of the less tangible, on going aspects of the program — education, enforcement and encouragement."

**Buildings Awards** (Jury Chairman: Ross Baings)

The Buildings Jury consisted of four architects, an architectural historian, an architectural student at RMIT and a technical adviser on energy conservation. A total of 48 submissions were assessed in the categories of Buildings and Rejuvenated Buildings.

**Buildings Award**  
 For all new buildings other than housing. A total of four awards were made in this category — two buildings were jointly awarded a medal, and two citations were awarded from a total of 23 entries.

1 Medal 1978, — Awarded jointly.  
 For: Knox City Shopping Centre  
 To: Melnyre, Melnyre and Partners, Architects

Owner: AMP Society  
 Builder: Costain Australia Ltd

**Description:**  
 A Shopping Complex incorporating a Department Store, Discount Department Store, Supermarket, Hardware Store, Specialty Shops, Branch Library, Twin Cinemas seating 600, Office Space and Car Parking.

**Jury's comments:**  
 "Jointly awarded to the architects for a contribution to an area of building where good design is rarely seen as a primary objective."



State Bank Staff College



Given the concept of a regional shopping centre and contrary to commercial forces, it extends the design contribution as far as might be reasonably expected."

"The complex provides a skilled resolution of the conflict of site, scale, identity, car and pedestrian access. It offers a relaxed and effective environment for shopping."

2 Medal 1978 — Jointly Awarded  
 For: State Bank Staff College, Stotts Lane, Baxter  
 To: Daryl Jackson Evan Walker Architects Pty Ltd

Owner: State Bank  
 Builder: Merchant Builders

**Description:**  
 This college was designed to accommodate residential in-service courses for Bank Managers. Built on 70 acres of tree-covered bush, it houses 44 "shadens" (in singles and four doubles). The building is essentially a brick construction, bagged and color washed, and, wherever possible, natural materials such as timber, glass, terracotta and wool have been used both internally and externally in order to blend with the environment."

**Jury's comments:**  
 "Jointly awarded for its lack of pretension and the sensitive integration of building in the natural landscape."

"Without advocating the solution as an education or social model, the building is seen to provide an effective and logically planned facility for the combined uses of living and learning."

"The result provides a unique environment from an imaginative relationship between building and landscape."

3. Citation Awards 1978  
 For: Collingwood Centenary Swimming Centre  
 To: Daryl Jackson Evan Walker Architects Pty Ltd

Owner: City of Collingwood  
 Builder: HCF Construction

**Jury's comments:**  
 "This complex provides an informal and imaginative solution to the problem of an indoor pool on a small urban site."

"Reservations are held about the relationship of building and site, land use, site enclosure and parking. However, Collingwood Council might reconsider decisions relating to these matters in the interests of users of the park."

"The lightness of the resulting building and quality of internal space set this building apart from the majority of community-use buildings."

4 Citation Award 1978  
 For: Mt Eliza North Primary School  
 To: Public Works Department (Vic) and Kevin Boyland and Associates Pty Ltd  
 Builder: S.W. and J. Goodner

**Jury's comments:**  
 "The building is outstanding amongst Government sponsored schools of this time."

"It represents, however, the expression of a singular educational concept at a time when design for variable concepts is a real issue."

"The organization and handling of the school room interior, together with the enthusiasm of the users, demand the design contribution is acknowledged."

5 Rejuvenated Buildings Award  
 This category was introduced last year to recognize and encourage the importance of regeneration, rehabilitation or adaptation of existing buildings — other than housing.

No medal was awarded in this category, but one citation and a joint citation were made from a total of 15 entries.

1 Citation Award 1978  
 For: Exhibition High School  
 To: Public Works Department, Victoria  
 Builder: Poynter and Dixon (Vic) Pty Ltd  
 Jury's comments:

"Awarded a citation for the strategic thinking that has resulted in the conversion of a warehouse store into a High School. This, in an area where buildings face considerable pressure for demolition."

"The building is incomplete in terms of site development and leaves a number of building questions unresolved — it offers a significant contribution for the effective re-use of existing building stock and provides a unique, informal educational environment."

2 Joint Citation 1978  
 For: Queen's Hall, State Library and Supreme Court Annex

Architects: Public Works Department, Victoria  
 Builder: Public Works Department, Victoria and Robert Salter Construction Pty Ltd

**Jury's comments:**  
 "Two buildings jointly cited as forming a significant part of state Government sponsored program of building restoration."

"The buildings are indicative of a conscientious attempt to restore the public stock of historically significant buildings and have been carried out in a skilful and sensitive manner."

#### JURY 1978

I ask the Jury now to state

The Awards for 1978:

What, please, are your criteria

For judging this building so superior?

The details are certainly lacking in grace

But it has a visible interface.

The energy source for all we see is

Recycled garbage and human forces.

It gives me enormous pleasure to say

That the client was not only black, but gay.

The white collar's been extended, leaving

Plenty of space for potting and weaning.

Tell me, is there any other we see

That was built by the client's mother-in-law?

No one, I'm sure, will ever hate

The Model Winner of '78. (1)

# 1979

**Tract Consultants** breaks away to form an independent practice but retains its association with Merchant Builders



**Houses  
by Merchant  
Builders**

**Merchant  
Builders:  
who we are.**

Since 1965, when David Yencken and John Heide began the business known as Merchant Builders, the company has concentrated on developing an individual Australian style of project house, that is in harmony with the Australian lifestyle and the Australian landscape.

A Merchant Builders house has a distinctive quality that owes little to overseas housing designs. The feeling for natural materials, the impression of space, the uncompromising simplicity of design are a response to an environment that is uniquely Australian.

Merchant Builders were one of the first to introduce the integrity of leading architectural designs to project housing in Victoria. Among these architects, are men who have won many of the major awards for housing in Australia—Graeme Gunn of Gunn & Hayball, architect for a large number of Merchant Builders' houses, including the remarkable development at Winter Park, David McGlashan of McGlashan & Everist, Daryl Jackson of Jackson & Walker, Terry Donough and Charles Duncan—all award winning architects whose work is represented in one or other of our many developments.





Houses displayed  
at Winter Park



**The Two-Storey House TS2**

A handsome balcony which also provides sun control for the lower level is a feature of the Two-Storey House. Flexibility of the plan and compact overall dimensions make this house suitable for any block. There is a feeling of space in living and sleeping areas, which may be located on either, or a combination of both levels.



**The Studio House S2**



The changes of level in the Studio House provide both visual excitement and a rational and functional solution to a sloping site. The plan can be varied, simplified or enlarged, to bring about significant visual and functional changes, while retaining the unique architectural character of the house.

All standard houses are available in several versions. Below, floor plans of larger versions of the Terrace T4, left, and Open House OH5, at right.



Houses displayed  
at Winter Park



**The Terrace House T1**

Choose a flat roof, for a compact beautifully organised house that hugs the ground, harmonising with any surroundings. Or a pitched roof, for the extra drama of high vaulted ceilings. Either way, the Terrace House retains the advantages of open planning, while effectively separating children's and adult living areas.



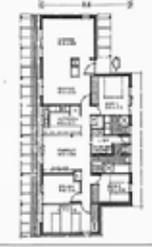
**The Courtyard House C2**

The special charm of the Courtyard House is that the focus is directed inward towards a delightful enclosed private garden. The ceiling pitches down towards the courtyard from high external walls. Its sense of intimacy can be retained even on small suburban blocks, while on larger sites the potential for interesting views can be developed.



**The Cellar House CH2**

Although clearly of today, the Cellar House has a feeling reminiscent of early colonial days. With its long stretch of terrace opposite the living areas, and the fireplace that divides living and dining rooms, it suggests an era of greater leisure and spaciousness. An extra wine cellar is also available as an optional extra.



**Merchant Builders:  
special services.**

**Site Report Service.**

If you would like us to inspect your land, or a site which you are thinking of buying, we can do that free of obligation on your part. Our Site Report Service includes such things as how your house could be positioned to make the most of sunshine, views, trees, etc., the siting of carports, service areas, driveways, gardens and fencing, the amount of excavation if necessary, details of access and so on. At the same time, we will advise you on obtaining a housing loan if required.

Houses not  
on display

**The  
Pivot  
House PT2**



The kitchen is the heart of the Pivot House. Above it, a ceiling "highlight" raises itself from the roof and lets the sunshine in. The rest of the house revolves around this bright kitchen area. The Pivot House can be placed on its site to make the most of winter sun while controlling harsh summer heat.

**The  
Outlook  
House OK2**



Specially designed for any site with a view, one side of the Outlook House is virtually wall-to-wall with windows so that living and dining room, kitchen and family room look out on the world outside. Guarding these windows is a wide pergola covered terrace which keeps out scorching summer sun while letting in the view.



**The  
Split Level 3  
ST2**



The Split Level 3 design achieves a dramatic and satisfying solution for sloping sites ranging from a fall of 1 in 3 to 1 in 7. The floor levels step down the site while the long sloping roof follows the contour of the ground. Internal living spaces have been carefully zoned to ensure multi-family use of these areas and they achieve a sense of privacy and independence for all members of the family. This house has been designed for a conventional heritage block, but it is equally at home on a larger allotment.



Houses displayed  
at Vermont Park

**The  
Long  
House LQ3**



Based on a long rectangular design, with its stretch of verandah pergola and its line of rooms facing out to garden and sun, the Long House has a light and spacious feeling. It makes the best possible use of floor space by keeping internal passages to a minimum. Construction techniques have been simplified to make the Long House a very economical proposition.



**The  
Corner  
House CR1**



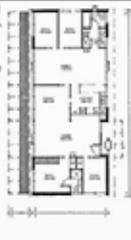
The Corner House encompasses its own private courtyard area for outdoor living. Its internal spaces have been maximised by eliminating unnecessary elements whilst the design retains the harmony of outdoor house and garden. Sympathetic use of materials, sun screening pergolas, timber windows and mazed wall finishes, combine, in the best Australian tradition, to form a setting for a relaxed life style.



**The  
Open  
House OH3**



Your first impression will be of vast space and a wall of glass. This open feeling is tempered by solid oregon beams and rafters. The Open House is not a single house, nor a range of house extensions. It's a remarkable building system that allows use to be varied according to need.



To the Manager,  
Merchant Builders Pty. Ltd.  
161 Fanny Street,  
St. Kilda, Victoria, 3182  
Please send me detailed information  
of the houses I have indicated at right.

Name \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_ Postcode \_\_\_\_\_ Telephone \_\_\_\_\_

- The Terrace House
- The Courtyard House
- The Cellar House
- The Two-Storey House
- The Studio House
- The Open House
- The Pivot House
- The Outlook House
- The Long House
- The Corner House
- The Split-3 House

**Consultation with the architect.**

Every Merchant Builders house is available in a number of versions, and modular additions, as ideas, can be made to suit your requirements. At this interview, the architect will carefully site your house and discuss any modifications possible within the variations offered. After approval of the final quote your house plans are individually drafted and a specification prepared. This means that you have, in effect, an architect designed house planned for your particular needs.

**Special Design Service.**

If you want a Merchant Builders house designed specially for your needs, a special one-off service is available. Over the past few years we have designed and built many of these Special Design houses and have developed a particular expertise in this demanding area. (For more details, please ring our St. Kilda office on 94 0661).

**Advice on Interior Design.**

On request, Merchant Builders can make available to you the professional interior design services of Mrs. Janis Faulkner of Nexus Designs. Interiors of Merchant Builders display houses are designed and implemented by Janis.

**Advice on landscaping.**

Merchant Builders houses are designed to make the most of outdoors areas, and we retain a leading Australian native-landscape designer to help you plan your garden. He will advise you on the treatment of drives, paths, drainage, and help you select the trees and shrubs you need. This service is free and is provided because of Merchant Builders' concern for the total result.

All plans and specifications are subject to change without notice.

# 1980-81

Merchant Builders kit housing franchises  
sold in NSW and Queensland

MERCHANT BUILDERS  
"OPEN HOUSE"  
NOW YOU CAN  
BUILD IT YOURSELF



Merchant Builders



## THE CORNER HOUSE BY MERCHANT BUILDERS

The Corner House encompasses its own private courtyard and its outdoor living. Its internal spaces have been maximised by eliminating essential elements whilst the design retains the harmony of outdoor house and garden. Symmetrical use of materials, sun-screening pergolas, timber windows and mullioned wall treatments, combine, in the best Australian tradition, to form a setting for a relaxed life style.

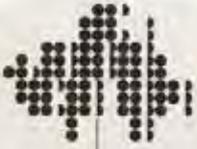
**Copyright.**  
The plans are the property of  
the architect and the builders  
and may not be reproduced  
without permission.

All measurements are  
approximate only.

Merchant Builders Pty. Ltd.,  
6 Murphy Street,  
South Yarra, 3141.  
Telephone 267 1844.

Architect: Gunn, Hayball Pty. Ltd.  
Display Centre:  
Burwood Highway, Vermont South,  
Telephone 233 6313.  
Anytime 857 5450.

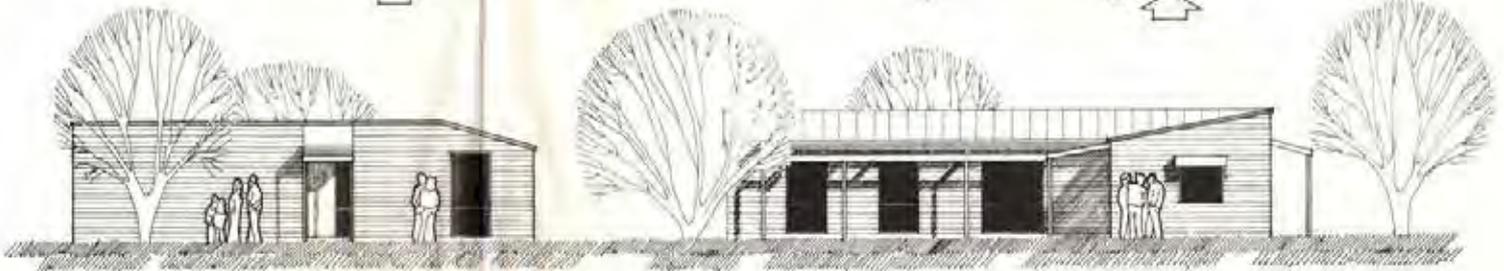
Winter Park Display Centre:  
High Street, Doncaster,  
Telephone 857 5227.  
Anytime 857 5450.



## CR2



## CR3



**Merchant Builders like trees**  
 look at them through the windows  
 of their display houses at Williamsons Road, Doncaster  
 (north of Manningham Road).

**Beams.**

Merchant Builders Display Centre,  
 Williamsons Rd., Doncaster  
 Telephone 26 6778 weekdays, 848 3047 weekends  
 Mt. Eliza display house, cnr. Mt. Eliza Way and Allen Drive

**Integrate  
 your  
 neighbourhood**

with a free thinking house  
 by Merchant Builders

Display Centre  
 Williamsons Road, Doncaster  
 Telephone 26 6778 Weekdays  
 848 3047 Weekends



**Quite a knob, Mr. Yencken**

Mr. Yencken turns his mind to every little detail. Like well-designed door-knobs of brass and selected timber. Merchant Builders are like that. Display Centre, Williamsons Road, Doncaster (North of Manningham Road)

Merchant Builders call their houses  
**Studio, Terrace and Courtyard.**

They call their architect **Mr. Gunn.**

They call their landscape  
designer **Mr. Stones.**

Merchant Builders are called on:

**266778**

Weekends 548 3547  
Display Centre, Williamsons Rd., Doncaster  
Mr Eliza display house, on Eliza Way and Allen Drive

1612

## MERCHANT BUILDERS INTRODUCE A RANGE OF ONE HOUSE.

### WHICH CAN LEAD TO ANYTHING YOU WANT.

A remarkable concept.  
A brilliant idea.

It's one idea, but many houses.  
In its present form, the Merchant Builders Pavilion House is one base section, one Pavilion section and a 'link' which joins them back together. You can start with the base section only, then add the others later. Or start and stop with the base section alone. Or use the link and Pavilion sections as extensions to your present house. You're probably beginning to see the endless possibilities already.

**Start looking at it this way.**  
Let's say you're ready to build a 2 bedroom house for your present needs. You start with the base section only. Designed by architect Terry Charlton, the house can be either low or raised — depending on your decorating style. Whatever way you go, you'll enjoy the feelings of light and space the moment you set foot inside.

**Then take another step.**  
You can take this step right from the start, or just if you want to, by adding the link and a Pavilion section, giving you more bedrooms and a play area for the children. With their own bedrooms and full facilities. Depending on the children's ages and your desired level, you can almost hear the advantages of this arrangement.

**Now think about the link.**  
This totally enclosed glass section could be called the umbilical cord between the base section and the Pavilion section. It can be used in many ways. As a main entry. As a passage way for the children or pets, or wheelchair. As a neutral territory with equal rights for children and adults.

**Which leads to other ideas.**  
With an option of two different sizes in the base section and three variations in the Pavilion section, you're looking at literally endless ways of getting exactly what you want.

**As we touched on before, you might look at the base section as perfect for your present needs.**  
Or possibly you might see it as a beach house. Perhaps one of the Pavilion sections and a link would make an ideal extension to your present house. And when we talked about growing your number in size in the Pavilion section, that's not only a link.

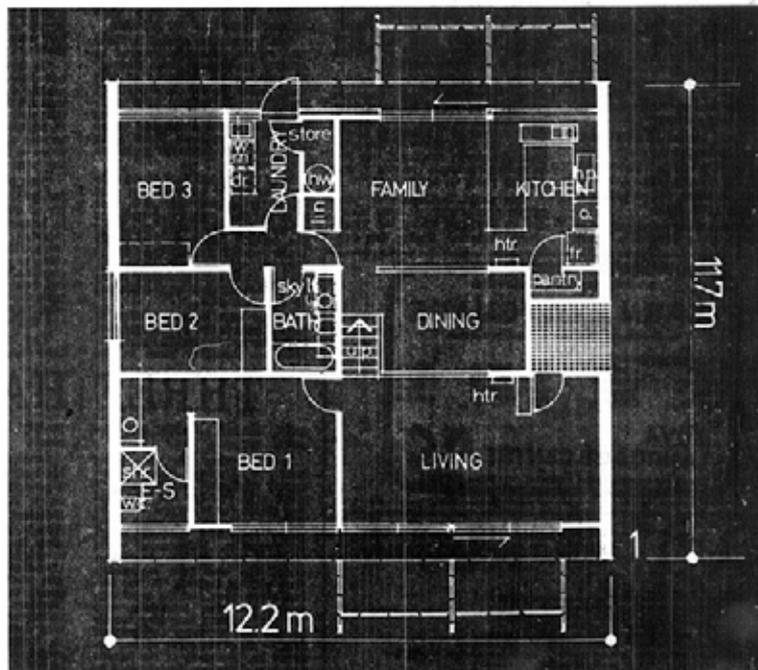
**A final thought.**  
You could well have thought of other ways this versatile concept can be used to give you exactly what you're looking for. We'd like to leave you with the thought that it can be a covered terrace, walkway, porch, sunroom, or even a 'staged' area. And if you want to, you can also add more than one Pavilion section.

**And an invitation.**  
Come and see the new range of the Merchant Builders Pavilion House at our Display Centre, 511 Regent Highway, South Yarra, Melbourne. Melbourne Homever and Terraviva.

**We've open from 10am to 5pm every day, 10am to 5pm on weekends.**  
If you'd like plans and prices sent to you, please ring today at our Head Office, 534 0991.

Which is an appropriate time to tell you that when you do check the prices, you'll find them as brilliant and reasonable as the Pavilion concept itself.

**THE PAVILION HOUSE BY  
MERCHANT BUILDERS.**



## Merchant Builders announce a split level house to write home about.

There is nothing new about split level houses. They're the obvious solution to sloping blocks. The trouble is, that in solving one problem you tend to create lots of others.

The new Merchant Builders split level house, however, is a refreshingly new solution to the problem.

Designed by young award winning Melbourne architects Cocks and Carmichael, this particular split level is eminently suitable for any small sloping block as it can be sited in any direction to take advantage of both views and sunshine.

Moreover, this particular split level features free-flowing, yet intimate, living space linked by high vaulted ceilings, and an

elevated dining room with light and views in three directions.

Efficient planning and careful zoning make this house an exceptionally economical split level design, all the more so when you find out about the surprisingly economical price.

You can see this house on display, landscaped and fully furnished at the Templestowe display centre, cnr. Warrandyte Rd. & Sunset Ave. (1km west Blackburn Rd.). Open Sat., Sun. & Weds. 1-5 p.m. Tel. 846 2848.

Merchant Builders Pty. Ltd.  
161 Fitzroy Street, St. Kilda, 3182.  
Tel: 534 0581.

MB 574

# "I love hearing the rain on the roof."

*"The ceilings soar away above you. The timbers feel so warm and natural, I can't think of a house I'm as comfortable just being in."*

Entering Merchant Builders Studio House you are greeted by a wonderful feeling of space, by timber ceilings soaring over generous living areas, by a central gallery overlooking the main living area. It is a house of satisfying

spaces and harmonies, and very down to earth practicalities.

*"The outside is really an extension of the house. Entertaining is easy, you're close to the kitchen. You can entertain formally or informally and still use the garden as part of your plan."*

The Studio House is one of a family of split level houses which Merchant Builders has spent 15 years developing.

Houses designed to make the most of sloping sites.

*"The kitchen is very well designed. It's simple and very workable. I can see what's going on outside. And I'm part of the family. I'm not shut away."*

The importance of a kitchen placed where a mother or father can watch over young children or join in activity within the house. The need for

separate areas where adults and children can pursue independent activities. These and many other living needs have been thoughtfully considered.

*"I can have this house clean in 2 hours. Cleaning everything."*

Generous and well placed storage space. Materials chosen for their lasting, practical, and aesthetic qualities. The absence of architectural clutter. All help in making the Studio House a house which is unusually easy to keep looking good.

*"It's more than just a house. It's a living environment."*

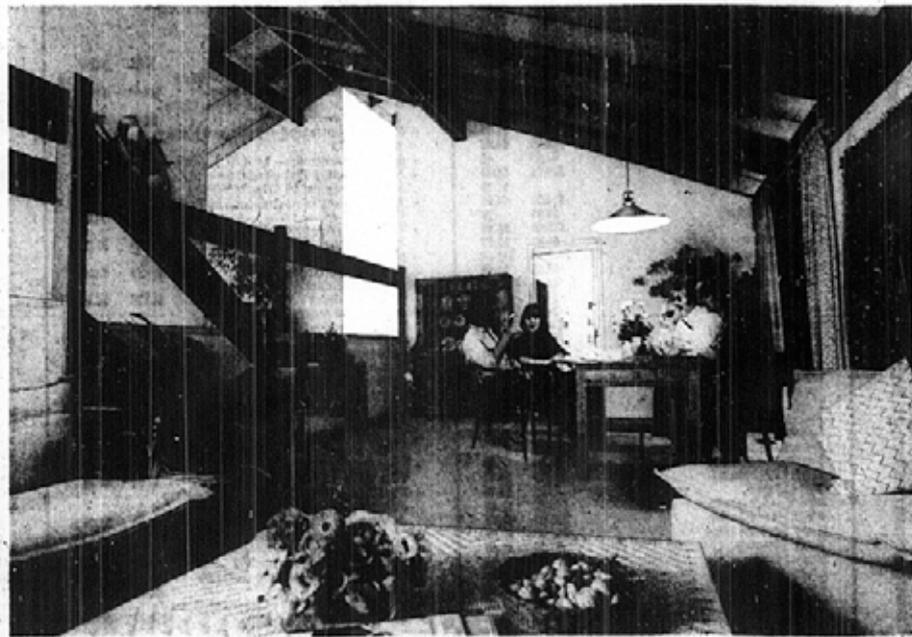
The Studio House is one of five houses designed by Architect Graeme Gunn which you can see at Merchant Builders Winter Park display centre, 137 High Street, Doncaster (phone 857 5450) between 1 and 5 on weekends and Wednesdays. Another version of the house can be seen at Vermont Park, 531 Burwood Highway (between Hanover and Terrara Roads) Vermont South (phone 233 6313) between 1 and 5 on weekends and 10 and 5 on weekdays.

*"They're honest, helpful, and friendly. Big enough that you feel some security in building with them, but not so big that you feel you're unimportant to them."*

Merchant Builders,  
161 Fitzroy Street, St Kilda West, 3182.  
Telephone 534 0581.



Merchant Builders.  
The lasting rewards  
of intelligent design.



THE STUDIO HOUSE, DISPLAYED AT WINTER PARK AND VERMONT PARK.

MB388

# The Studio House by Merchant Builders.

## Soaring ceilings, split levels, on a sloping site.

Architect Graeme Gunn's Studio House blends the rational, the functional, into an exciting interplay of complimentary spaces.

From the entry hall a gallery runs along the upper level, leading to four bedrooms and two bathrooms. A walk-in dressingroom/wardrobe leads off the main bedroom. In the house on display the fourth bedroom is used as an adult games room. It could also become a study or studio.

The timber-lined cathedral ceiling soars 5.3m (17ft) above the stairs which lead down to a living/dining area of 8m x 4.4m (27ft x 15ft).

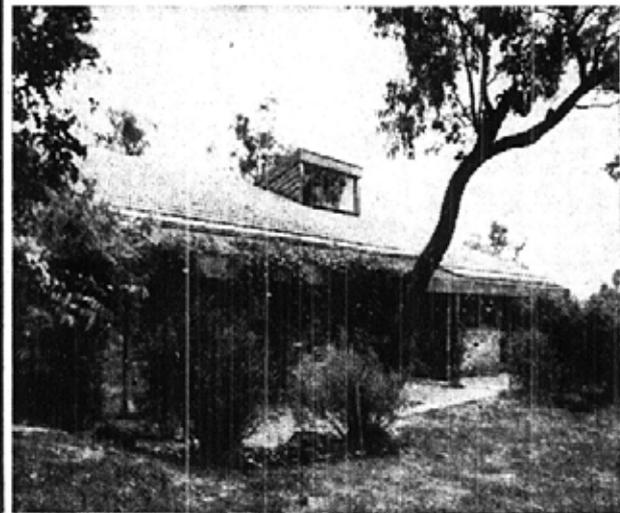
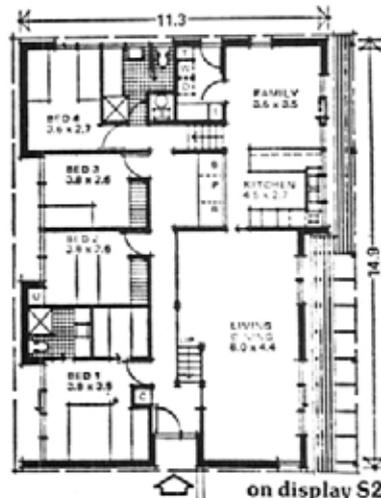
This in turn leads through a well equipped kitchen to a generously proportioned family room.

Full height windows and doors give both ample light, and access to the terrace. This is covered with a battened pergola for the full length of the house.

There is an area beneath the house for a cellar and storage.

On first viewing the Studio House impresses with its dramatic use of light and space. Further consideration underlines its intelligent separation of leisure, working and sleeping areas. It is a house designed for family living.

Base price of the model on display is \$44,404. This includes Pinus-lined cathedral ceiling, Western Red Cedar window frames, full roof insulation with double-sided foil and 50mm mineral wool, pergola to living and family room areas with Oregon battens, Chef Chateau De Luxe upright cooker, built-in pantry and broom cupboard, shelving above cooker, concealed waste bin, two gas wall furnaces and 110 litre external gas mains-pressure hot water service, linen cupboard and ironing bench in laundry. Items displayed but not included in the basic price are cupboards near the front entry, mirror over vanity unit in en suite, wall oven, hotplate, gloss paint throughout (flat plastic is standard), second-hand bricks, terra-cotta tiled roof, double carport, soft furnishings, furniture and landscaping.



MB 364/R

The Studio House is available in a range of floor plans, all of which can be varied in modules of 900mm.

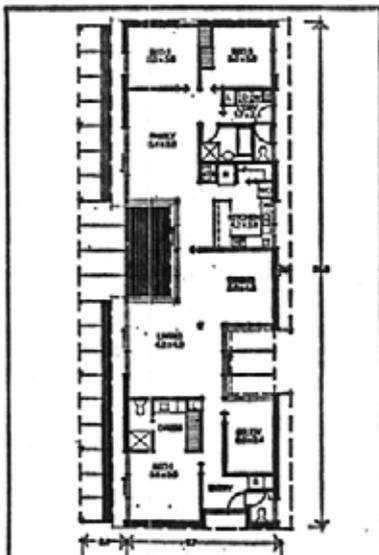
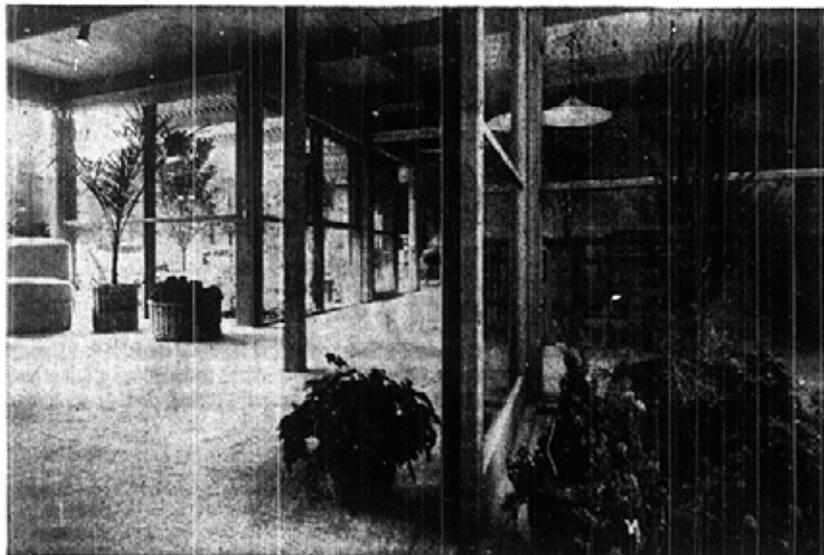
It can be inspected at Winter Park, High Street, Doncaster, from 1 to 5 pm, Wednesdays and weekends. Telephone 857 5450

**Merchant Builders** -  
161 Fitzroy Street, St. Kilda, 3182  
Telephone 534 0581



**Merchant Builders**

# MERCHANT BUILDERS LATEST 'OPEN HOUSE'. WALKING THROUGH, IT'S LIKE BEING LED UP THE GARDEN PATH.



Merchant Builders OH5 'Open House' includes two outside courtyards that actually come right inside the house. Sit in the living areas and you're surrounded by the landscaped beauty of living gardens. Even the most narrow building block gives the impression of living in an extremely private garden.

Privacy in the open: privacy (when you want it) is really what the 'Open House' is all about.

The master en-suite bedroom is at the front of the house as far as possible from the children's two-bedroom-plus bathroom suite. Both can be blocked off from the living areas by concealed sliding doors.

This intelligent use of private areas gives children the early-morning run of the

house without bothering parents, and parents can extend the same courtesy when they entertain at night.

Space within privacy: with all concealed doors open, the house becomes large and airy with both family, living and dining areas easily visible from the spacious fully-equipped kitchen for unobtrusive supervision.

There's also a private study/workroom with views of both a garden courtyard and the living areas.

The OH5 is on view at Vermont Park, 531 Burwood Highway, Vermont South between Hanover and Terrara Roads. (Melway map 62, Ref H8.) Hours 1 p.m. - 5 p.m. Weekends and Monday to Friday 10 a.m.-5 p.m. Tel: 233 6313

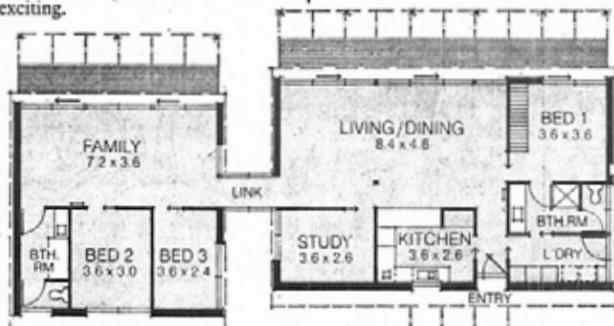
**Merchant Builders**  
161 Fitzroy Street, St. Kilda.  
Telephone: 534 0581



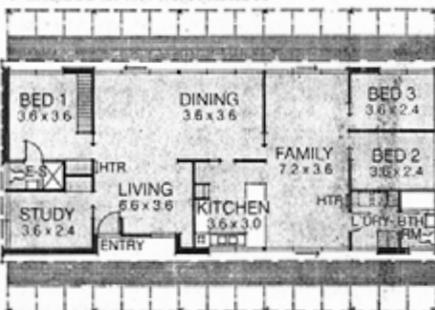
**Merchant Builders**

Merchant Builders have been building high quality, architect designed houses since 1965. Houses developed to harmonize with Australian landscape and lifestyle. Houses which have won many major awards. Now we've produced a range of these houses in kit form. Kits which, like the houses, are different and exciting.

# Kit Houses by Merchant Builders.

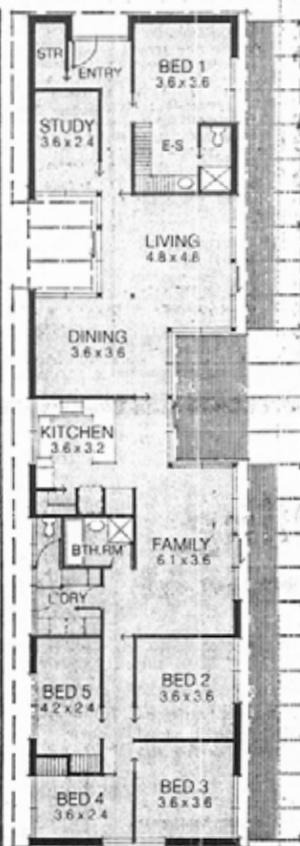


THE PAT & PR2 WITH LINK FROM THE PAVILION HOUSE RANGE  
OVERALL DIMENSIONS: 22.3 M X 11.9 M



THE OHP VERSION FROM THE OPEN HOUSE RANGE  
OVERALL DIMENSIONS: 18.7 M X 10.1 M

Exciting because the houses contain the special Merchant Builders features, like timber ceilings throughout, exposed rough-sawn rafters and wide shady pergolas. In designs which provide separate adults and children's areas, integrated indoor/outdoor living spaces, and



THE GH2 VERSION FROM THE GARDEN HOUSE RANGE  
OVERALL DIMENSIONS: 29.4 M X 10.1 M

large window areas to utilize sun, light and views. They all add up to the most important point – a well-planned house which provides comfortable, relaxed living for suburban, country or coastal sites.

The range includes houses from 97m<sup>2</sup> (10.4 sqs.) up to 206m<sup>2</sup> (22.2 sqs.). Open Houses with flat or pitched roofs: Garden Houses with inbuilt courtyards: two-stage Pavilion Houses: and the latest range of Studio split-levels houses. All are designed for brick or timber exteriors, on concrete slab or timber floors. Some are illustrated here, but you can see the whole range in our new brochure.

END ELEVATION OF THE SR2 FROM THE STUDIO HOUSE RANGE



You can also see some of these houses at our Vermont Park Display Centre, Burwood Highway (between Hanover and Terrara Roads) Vermont South, Melbourne.

Send this coupon for details to your local state office of Merchant Builders.

Sydney: PO Box 399  
Castle Hill, NSW 2154

Albury: 448 Swift Street  
Albury, NSW 2640

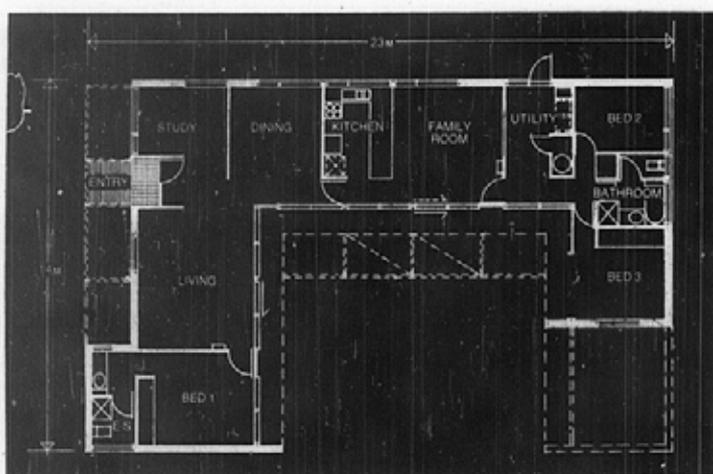
Melbourne: PO Box 41  
St Kilda West, Vic 3182

My name \_\_\_\_\_

Address \_\_\_\_\_

Postcode \_\_\_\_\_

**Merchant Builders  
Kit Houses  
The New Alternative.**



## The Merchant Builders U-Shape House.

For people whose thinking isn't in a straight line.

If you're looking for something predictable and usual, this possibly isn't the house for you.

The Merchant Builders U-Shape is perhaps the ultimate expression of the courtyard house; with its three inner sides taking the form of a gallery of glass looking on to the garden courtyard (or pool) area. It's very much like living with the garden inside the house.

Designed by award winning architects Cocks and Carmichael, the Merchant Builders U-Shape incorporates many new ideas in zoning, style and energy conservation. There are no wasted passageways. As you can see, adults and childrens areas are well separated. No cornices, skirtings or architraves around the walls and door frames. There's also provision for solar heating.

If your own thinking isn't in a straight line we suggest you see our U-Shape house soon. We think you'll like it.

Our Display Centre is on the corner of Warrandyte Road and Sunset Avenue, Templestowe — which is 1km west of Blackburn Road. We're open from 1pm to 5pm on weekends and Wednesdays.

If you can't visit us this week and you'd like plans and details of the U-Shape sent to you, please contact our Head Office at 161 Fitzroy Street, St Kilda, 3182. Telephone 534 0581. We'll do the rest.

**Merchant Builders  
at Templestowe.**

48973

## The Merchant Builders OH4 Kit House.

Even more of a good thing.



The OH4 Kit House is the largest version of the award winning Merchant Builders Open House range.

And if you've ever had any reservations about building a kit house and when it's going to look like other houses, the Merchant Builders range of Kit Houses will completely change your mind.

The OH4 Kit House is illustrated as priced at \$88,000 based on a concrete slab (or brick cladding). Other Merchant Builders Kit Houses are available from \$6,500.

You get every possible assistance during the planning and construction of your house and our step-by-step manual just enables it to move rapidly, every single day, along the way.

We've also got a film for you to see. And a most comprehensive brochure.

For the program or come and see the other Merchant Builders Kit Houses on display at our Verona Park Display Centre, 501 Burwood Highway, Vermont South, (between Haverock and Tennyson Roads). We're open from 1pm to 5pm every day. Phone 221 8113 or 544 0581.

House and Kit House details in Merchant Builders.

161 Fitzroy Street, St. Kilda, 3182.

Kit House

Address

Postcode

Merchant Builders Cottage House	Merchant Builders Split-Level House
Merchant Builders Pavilion House	Merchant Builders Living Split-Level House
Merchant Builders Terrace House	Merchant Builders Garden House
Merchant Builders Loft House	Merchant Builders Recluse House
Merchant Builders Open House	Merchant Builders Courtyard House
Merchant Builders U-Shape House	Merchant Builders Three-Level House
Merchant Builders Studio House	Merchant Builders Two-Storey House

If one of these houses doesn't suit you we'll design and build one especially for you.

**Merchant Builders  
Special Design Service.**

Call our architect on 534 0581.





**MERCHANT BUILDERS.  
THE NEW ALTERNATIVE.**

**M**erchant Builders was formed in 1965 by David Vescken and John Ridge. The two owners concentrated on the development of an original style of project house, which would be in harmony with the Australian landscape and Australian lifestyles. Since that time, Merchant Builders have been awarded many architectural medals, awards and citations, including the prestigious Robin Boyd Environmental Medal for "a decade of fine work."

This leaflet shows you a sample of the house plans which are now available. If, after looking through our houses, you would like more information about the company, our house designs, or our pre-manufactured houses, please ask a member of our staff or write to us.

### OPEN HOUSE RANGE



### STUDIO 'B' HOUSE RANGE



**E**xcellence in design is a combination of careful practical planning and satisfying aesthetic qualities. Qualities difficult to define, yet which are apparent when you see them. Good design does not date. So Merchant Builders strives for a timeless quality in everything it does. And in doing so, provides honest responses to real needs.

You will see the combination of many qualities, both practical and aesthetic in our houses. Architectural qualities: home designs which provide privacy for their occupants; and which harmonise with their surroundings. Houses adaptable both to the needs of sites and to the individual. Practical features: the consideration of working areas and their relationship to family activities; the minimising of maintenance work; in-built features to help create energy efficient houses; the use of quality materials throughout.

**F**amily harmony demands thoughtful design, so that the individual members of a family can choose privacy when they need it. Outdoor living, too, is important. So you will discover in all of our houses the natural flow of interior spaces into outside areas. Which helps bring light, greenery, and tranquility into the houses.

## PAVILION HOUSE RANGE



## GARDEN HOUSE RANGE



Copyright. All plans are copyright and may not be reproduced without permission. Breaches of copyright will be prosecuted.

### The new alternatives.

**W**e can now offer you houses built for you, built in part for you, or built entirely by you. We've spent 20 years of research developing the idea. The houses, which have won the highest design awards, are of identical architectural and construction quality in all alternatives. Materials and fittings are carefully machined and packed. The manual we have prepared is the most comprehensive you are likely to see. You can judge the results of that work here, in these houses. In the framing and major structures assembled from pre-manufactured components and built to a pre-determined sequence. By this means Merchant Builders' houses can be built in city or country, as permanent or resort home, for you or by you. You have a remarkable range of options. Whichever way you choose to build, the house will be the same with no compromise in quality or design. Think about the new alternatives Merchant Builders can offer you.

### Head Office:

161 Fitzroy Street,  
St. Kilda, Victoria 3182  
Telephone (03) 534 0561

### Display Centres:

Melbourne  
531 Barwood Highway,  
Verona South (between  
Hawover and Terna Roads)  
Telephone (03) 233 6113

Sydney  
172-176 Tuckwell Road,  
Castle Hill  
Telephone (02) 680 2218

### Regional Offices:

Southport, Qld.  
11, The Forum,  
Marine Parade,  
Southport, Queensland.  
Telephone (075) 326 888

Greymouth, Vic.  
362 Palmyton Street,  
Chinwell, Geelong  
Telephone (052) 21 1102

Albury, NSW  
448 Swell Street,  
Albury  
Telephone (060) 21 5611



**MERCHANT BUILDERS PTY. LTD.**

Melbourne • Sydney • Albury

# 1982

## **DAVID YENCKEN**

withdraws from directorial role to take role of Secretary of the Victorian Ministry of Planning and Environment

## **JOHN RIDGE**

takes the role of director of Merchant Builders

## **BARRY GRAY**

Longest serving architect for Merchant Builders. Firm loses some excitement after 1982 because of economic down turn.

Merchant Builders kit housing franchises sold in Merimbula and Albury

**Gunn Hayball** win **RAIA Merit Award** for Prahran Municipal Market



## TEMPLESTOWE

Porter Rd and Beverly Hills  
Designs by Gunn, Dorrrough,  
Carmichael, Gray, De Jong  
and Sandow

## Gunn

ATRIUM, TERRACE, STUDIO

## Gray and de Jong

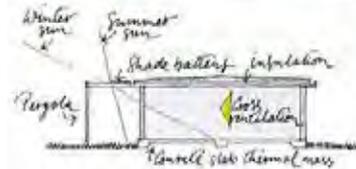
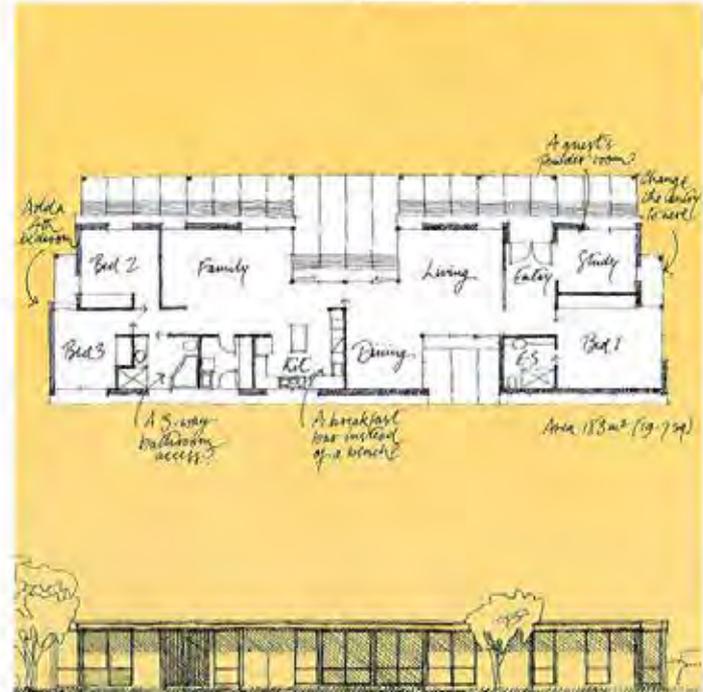
TROMBE

## Dorrrough

GARDEN, PAVILION



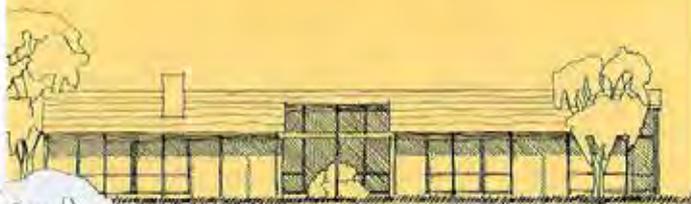
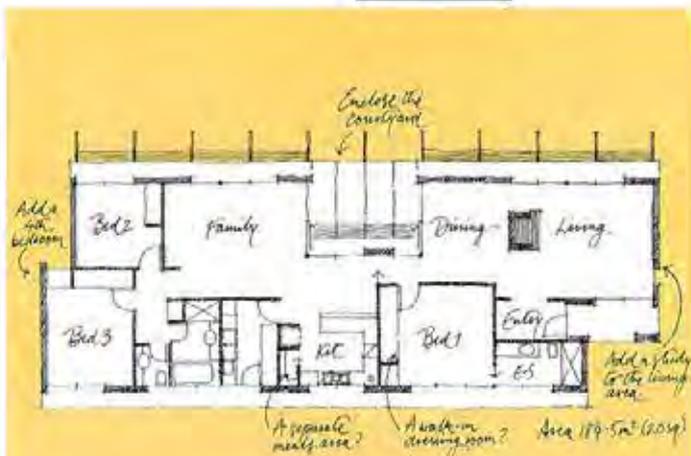
The Garden House



Designed by Architect Terry Dorrrough. The exposed Oregon beams and 8" x 8" pine ceiling creates natural warmth and classic style. Two large courtyards provide an exciting feeling of space and light allowing the outdoor gardens into the centre of the house. Zoning of adult and children's areas allow for formal and casual living in both spaces.

The Garden House as displayed is available with 8" x 8" flat or pitched exposed beam ceiling and also washed glassboard trussed roof suitable for tiles or metal deck.

## The Trombe House



Designed by Architect Barry Gray, the long elegant lines with 9'0" high plaster ceilings, dramatic courtyard and 8'0" high glazed windows provide exciting living. Generous internal spaces in all rooms, plus retiring in family and kitchen areas and a large open fireplace in living and dining rooms are some of the features.

A pergola to the full length of the house allows maximum sun and warmth to penetrate the house in winter while providing shade from the summer sun. The Trombe House is suitable for town or country living, and the design variations are endless.

## Specifications

### The Garden House

'Master' rivastrand roof, exposed Oregon roof timbers with pine panel ceilings at 8'8", 'Siegler' Western Red Cedar sliding windows and doors, pinus wall treatment with plasterboard lining, NCT 50mm insulation and foil to roof and walls, double cedar front doors and glass laundry door, Oregon pergola to full length of house, full height (8'0") cavity sliding and hinged doors as indicated, laminated kitchen benches with solid timber edges and vic ash veneer base cupboards including 2 no. roll-out pantry units, wall oven cabinet, overhead cupboards, central bench with timber top and vic ash base, 'Clark' Corner sink and accessories, 2 no. jet drawers and wall shelf unit, laminated vanity unit with cupboards under or drawer to front as displayed including 'Fowlerware' china basins, inset 46ltr trough in laminated tops and vic ash base cupboard with shelf unit over, inset to all bedrooms, 'Fowlerware' close couple toilet suites, 'European Bathroom' corner bath, 'Inwell' Pines taps throughout, 'Hewl' toilet accessories.

### The Trombe House

'Master' rivastrand roof, K.D.H.W. brass roof, 'Siegler' Western Red Cedar sliding windows and sliding doors, pinus wall frames with plasterboard lining to walls and 9'0" high ceilings, pinus lining to ceiling of kitchen and family room, NCT 100mm insulation and foil to roof with 50mm insulation and foil to walls, cedar front door and glass laundry door, Oregon pergola to full length of house, full height (8'0") internal hinged doors, fully laminated kitchen with solid edges to benches including 2 no. jet drawers, tray and towel space, 4 no. drawers external bin, wall shelf unit, 'Clark' Monaco sink and walk in pantry, vanity units fully laminated with 'Fowlerware' china basins and cupboards under or drawers to front as displayed, 46ltr inset trough in laminated bench and cupboards under including storage cupboards, 3 no. wire baskets and laminated ironing board, 'Fowlerware' close couple toilets, 'Hewl' bathroom accessories, 'Beadyware' 1675mm bath, 'Raynor' sign throughout and 'Doer' mixer to kitchen, sliding door ribs to all bedrooms including shelf and rail, 2 no. drawer unit to bedroom 1.

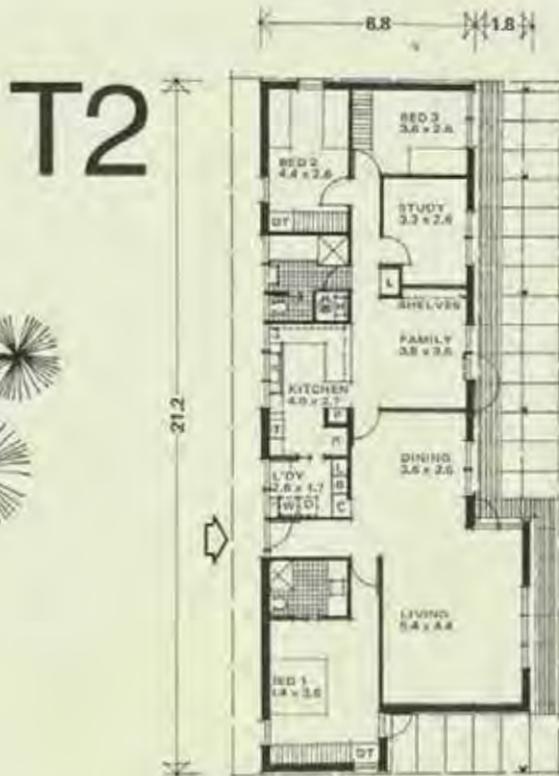
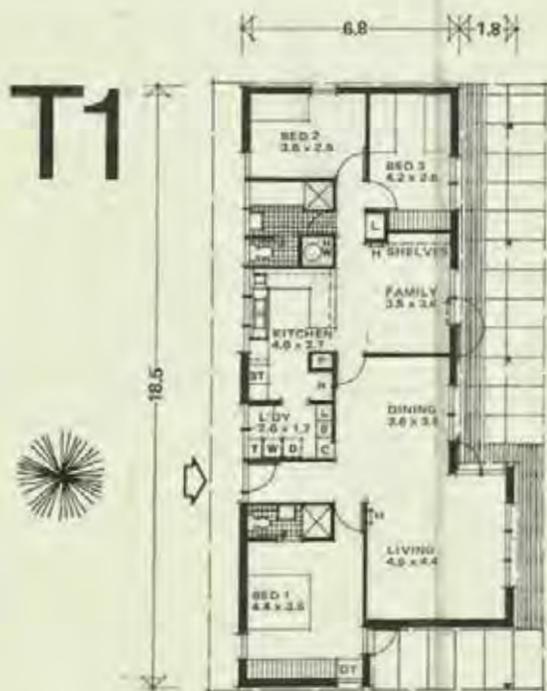
Merchant Builders Pty. Ltd.  
Head Office:  
6 Murphy Street  
South Yarra, Victoria, 3141  
Telephone: (03) 287 3411

**Merchant Builders**  
A Division of

# The Terrace House by Merchant Builders

Architect: Graeme C. Gunn, A.R.A.I.A.

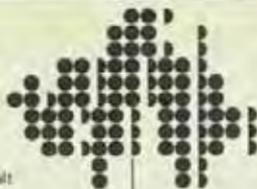
The Terrace House can be built with either a flat roof or a pitched roof. The pitched roof gives the house a different, comfortable and domed feel. It also adds a new and special drama to the interior. The high vaulted timber ceiling, following the slope of the roof, develops a delightful sense of room. The flat roof Terrace House is compact, balanced, and beautifully organised. The house which hugs the ground and is at home in almost any surroundings. The elongated plan is very flexible. It can lie easily along narrow suburban streets or span wider frontages. The house can be built on flat or slightly sloping sites. A timber deck above the ground can replace the terrace area when the lot is steep. The house can be easily expanded in 900 mm modules. Although the house is planned to provide an effective separation between areas, there is a spacious open feeling in all the living areas.



ic external look  
et  
and spaciousness.  
d. It is a

blocks  
locks,  
falls steeply.

the children and adult



## Merchant Builders

When you buy a Merchant Builders house you buy a unique professional service. Merchant Builders offers you:

### An interview with an architect:

To help you site the house to its best advantage.  
To make any alterations you require and to maintain the architectural quality of the house.  
To advise you about the selection of materials and finishes.

### A landscape interview with one of Melbourne's leading Landscape Architects after the house is finished:

To help you plan the whole garden.  
To advise you on the treatment of drives and footpaths, drainage and garden construction.  
To help you select the trees and shrubs you need and to tell you where to see fully grown specimens.  
To help you save time and money, not only in making your garden, but also in its later upkeep and maintenance.

### Both services are free when you buy a Merchant Builders House:

(There is, of course, an additional architectural charge for major design changes.)  
If you would also like advice on the interior treatment of your house we have expert designers available to help you.

### Copyright

The plans are the property of the architect and the builders and may not be reproduced without permission.

All measurements are approximate only.

Merchant Builders Pty. Ltd.  
101 Fitzroy Street St. Kilda 3182  
Telephone 94 0581 (anytime)

Display Centres: High Street, Doncaster  
Telephone: 857 5227, 857 5450 any time  
Vermont Park, Burwood Highway,  
Vermont South  
Telephone: 233 6313

# T3



# T4



# MERCHANT BUILDERS. THE ALTERNATIVES.

WANT THE HOUSE BUILT TO LOOK UP  
AND FINISH IT OURSELVES?

WANT MORE OF IT OURSELVES?  
WANT THE TRADESMEN FOR THE BEST?

ASK MERCHANT BUILDERS  
TO RECOMMEND A LOCAL BUILDERS?

BELOW OWNER BUILDERS  
PURE CONTRACTING THE WORK?

MERCHANT BUILDERS TO DO EVERYTHING!!



## WHAT MAKES MERCHANT BUILDERS HOUSES SO DIFFERENT FROM OTHER BUILDERS' HOUSES?

The answer to that question, at its simplest, is that there is probably no other housing company in Australia which has demonstrated as consistent a concern for the quality of life and the environment as Merchant Builders.

This is illustrated in every facet of our houses: from their original design to the way they harmonize with the Australian landscape.

It is a concern which has led us into original

research on optimum house siting; on new forms of sub-division; the needs for privacy within a house; the ideal relationships between living, sleeping, work and play areas; the effects of design and siting on energy usage; how the construction process may be simplified to reduce the time and cost of building, without compromising quality.

Our work has led to many major awards.



from The Royal Australian Institute of Architects and the Housing Industries Association, among others. Awards for individual houses, for project houses, town houses and group housing.

The people who choose our houses come from a surprisingly wide variety of backgrounds, occupations and income levels. The one characteristic they appear to have in common is their ability to recognize quality in design and construction; and, as a consequence, their unwillingness to accept anything less than what works both functionally and aesthetically.

They are from many walks of life, in many places. Our houses can now be found on small sites within suburban areas of major cities, on large suburban blocks, in country towns, on farms, in seaside resorts.

If you are considering building an architect-designed house, a project house, having a local builder build for you or building yourself, we are now able to offer you the construction alternative of your choice, in a choice of most rewarding houses. Which are definitely not the same as other builders' houses.



## TO REALLY UNDERSTAND THE ALTERNATIVES, YOU SHOULD SEE THE HOUSES.

By this time you should have some idea of what Merchant Builders is all about. And some thoughts on the new alternatives which are available in architect-designed houses.

Now, as never before, you have a choice. An ordinary house or a Merchant Builders house.

However we don't believe any brochure can do justice to our houses. Or demonstrate to you just how much better houses can be.

Only one thing can do that. The houses themselves. Please accept this invitation to visit our nearest centre.

### **Melbourne Display Centre.**

Burwood Hwy. (between Hanover & Terrara Rds.)  
Vermont South. Telephone (03) 233 6313

### **Sydney Display Centre.**

172-176 Tuckwell Road  
Castle Hill. Telephone (02) 680 2218

### **Queensland Office.**

No. 11, The Forum, Marine Parade  
Southport. Telephone (075) 32 6088

Or call into your nearest Regional office.



**MERCHANT BUILDERS PTY LTD**  
Head office: 161 Fitzroy Street, St Kilda, Victoria 3182  
Telephone 534 0581

Design and Illustration by  
Brett Weatherhead  
Written by Jeremy Pease

# 1983

Office of Merchant Builders returns to  
6 Murphy Street, South Yarra

**TROMBE**  
**MELBOURNE**  
**GABLE**  
**GALLERY**

Barry Gray and Leo de Jong  
Peter Carmichael  
Barry Gray  
Barry Gray

**THE TROMBE HOUSE KIT**

*Award winning house now available in kit form*

**Merchant Builders**

## THE TROMBE HOUSE

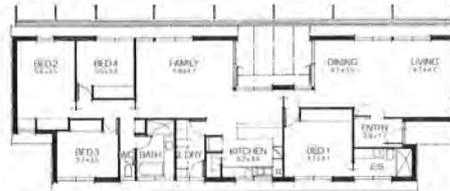
The Trombe House. Based on the design which won the H.I.A. "House of the Year" award. Long, elegant lines, unusually high ceilings, dramatic and generous interior spaces rarely found in other houses. Large suburban house; or a beautiful and spacious country residence.

The interior spaces, with 9 ft. high ceilings throughout, offer you a separate formal entry area leading into the elegant Living and Dining Rooms through double glass doors. A courtyard in the heart of the house brings natural light to the Dining and Family Rooms and Kitchen. The luxury master bedroom provides separate ensuite and double shower, whilst other bedrooms are all large enough for two single beds and study areas. The Kitchen, with its walk-in pantry, breakfast bar and ample food preparation areas overlook the Family Room and has the extra feature of direct access to the courtyard.

The Trombe House: luxury at an affordable price. Now available as a Merchant Builders award winning house kit.



**TR1** LENGTH WIDTH 23.2m x 8.8m  
AREA 176.0 sq.m. 18.9 sq.



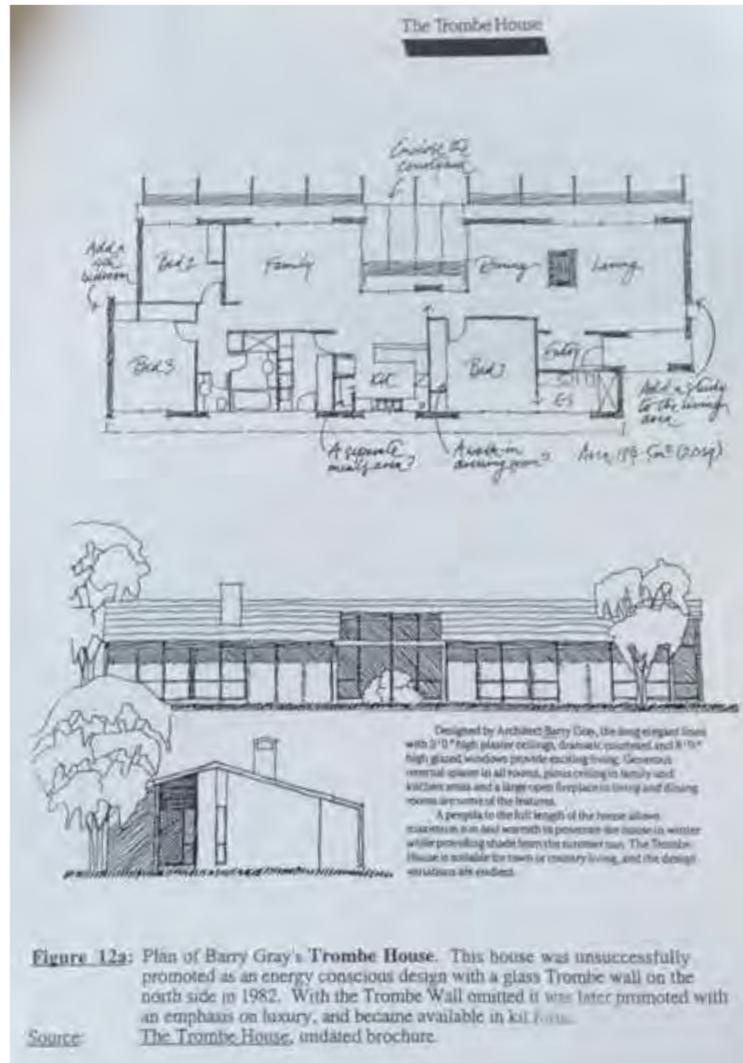
**TR2** LENGTH WIDTH 26.8m x 8.8m  
AREA 206.0 sq.m. 22.2 sq.



**TR4** LENGTH WIDTH 32.8m x 8.8m  
AREA 254.0 sq.m. 27.3 sq.

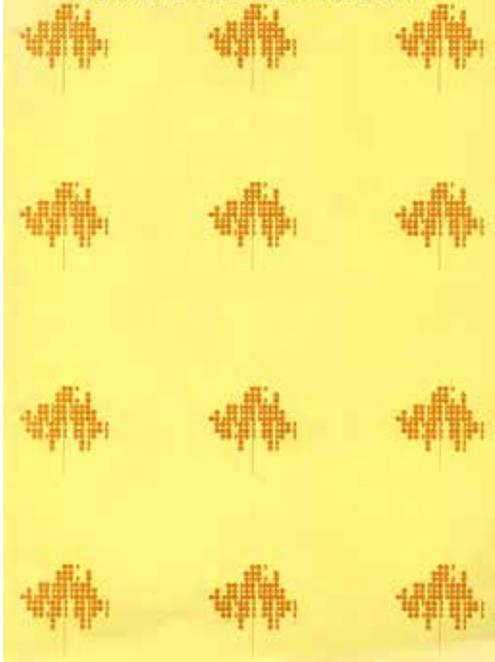
 Australian design award.







## HOUSES BY MERCHANT BUILDERS.



Merchant Builders was formed in 1965 by David Vrederien and John Ridge. Since then, the company has concentrated on developing an individual style of process housing specifically designed for the Australian landscape and an Australian way of life. This style can be seen reflected in the quality of space, a feeling for natural materials and a timeless simplicity of design.

Today, Merchant Builders offers a considerable range of houses. These various designs have been created by some of Australia's most talented architects. They include Gunn Hayball, Jackson and Walker, McGlashan and Everist, Charles Francis, Terry Derrigly, Cooks and Garmichael. This brochure describes the full range of Merchant Builders housing services. These range include project houses, kit houses, special design services and extensions to existing houses.

Merchant Builders now has three ranges of houses designed by three different architects. Each range is distinctively different in style, type of finish and price. Each range will appeal in different ways to different people, although they all share certain things in common: the greatest architectural skill in combining and organising existing spaces, textures and finishes and meticulous planning for efficiency, comfort and pleasant living.

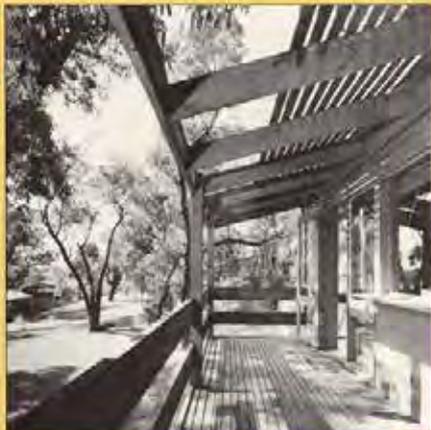
An example of this philosophy in the work we have recently undertaken on energy conservation. We believe that no other builder in this country has employed or used the full time services of an energy conservation specialist to review every house in each range, submit these plans for computer testing, hold training sessions for company employees and produce literature for clients and others.

This program, although relatively recent in its introduction, has already produced some significant benefits for our clients.

## MERCHANT BUILDERS HOUSES. BY GRAEME GUNN. AT WINTER PARK.



Graeme Gunn



Each of the five display houses at Winter Park, Doncaster has been designed for Merchant Builders by architect Graeme Gunn.

Built in a cluster setting, they blend perfectly into their surroundings of trees and shrubs. Inside each house, the effect is quite dramatic, with exposed timber beams, space and light.

There's a timelessness about each of these houses that you will recognise immediately.

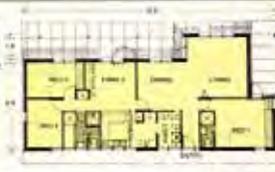
Every plan represents only a suggestion and is subject to many details. Design can be modified to meet the most exacting requirements.



**The Studio House S2**  
A split level design ideally suited to sloping sites. Lush ceilings and spacious layouts. Bedrooms and study (or office) situated on the upper floor. Living, dining, kitchen and family rooms open into study terrace below.



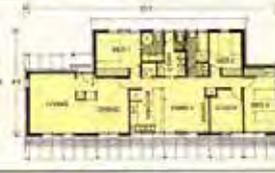
**The Terrace House T1**  
The Terrace House has a timeless quality. Each living, family or bedroom area is elevated where it suits its location best. The display house has timber beam ceilings and exposed copper beams which extend to form a pergola over the terrace.



**The Two Storey House T2P**  
A very flexible design, built on a grid and able to face in any direction on most normal sites. You can live upstairs and sleep downstairs — or the other way around. Balconies and paved terraces add to the charm.



**The Cellar House CHZ**  
The homely style and long lines of the Cellar House are further enhanced by the full-length paved terrace and pergola. The main bedroom with its vista is situated at one end, children's bedrooms and play area at the other. The central section contains the bathroom, family street, the kitchen and a walk-in pantry.



**The Courtyard House C2**  
The Courtyard House is an elegant house cleverly designed to create a central and rear courtyard area which all living rooms and bedrooms face. Even if you're living in a densely populated area, you always enjoy privacy with your own enclosed garden. In the country, the courtyard houses are equally well standing on their own. The courtyards provide pleasant sheltered areas.



## MERCHANT BUILDERS HOUSES. BY TERRY DORROUGH AND GUNN, HAYBALL. AT VERMONT PARK.



Terry Dorrough  
Gunn Hayball  
Len Hayball



The style and feeling of the range of houses at our Vermont Park display centre is different and exciting.

The Vermont Park houses are open, light filled designs, with timber ceilings, large windows to enjoy winter sun and timber battered eaves to keep the houses cool in summer. Each one has a master bedroom with en-suite and living room area separated from children's bedrooms and family rooms.

Each one makes the most use of space and good design. With special attention to quality at a competitive price.

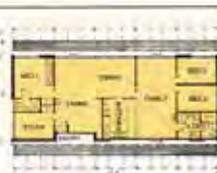


Every plan appears to be  
standardised, but in every way  
it can be modified to meet  
the user's exacting needs.



### The Open House 083

The 083 is a compact layout of modern living space which has carefully separated areas for club and dining, living and sleeping. It has three bedrooms, a study, and large living and dining areas. All service facilities are kept to one side so that all the living areas open directly out on to the garden. There are pergolas to protect a path back to the correct sun and walls of glass that warm out in winter.



### The Garden House 085

The subject of the Open House series which has already been widely explored, deep within the house. This light filled house can be adapted to suit even a custom built, without losing any of its unique character.



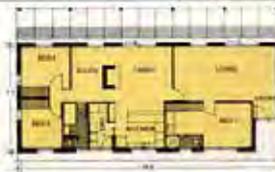
### The Pavilion House FA1FB2

Once again, Terry Dorrough has created a concept which is unlimited in scope. The Pavilion House is a beautifully flexible house to live in. Parents can live and sleep above, and children in the other. The service wing can be a garage wing, a granny flat or a studio. You can build the lower wing as your first house and add more as your wings later. You can build one or more wings as an extension of your present house or as a holiday home. You can create a split level house, or a variety of courtyards. The possibilities are endless. The Garden House and the Pavilion House have been designed in conjunction with Merchant Design.



### The Long House 1G3

Designed by Gunn, Hayball, the Long House is a simple, but unique house. In both its pitched and flat roof versions it has the grace and elegance of older housing traditions. It is also a spacious, well planned house.



## MERCHANT BUILDERS HOUSES. BY COCKS & CARMICHAEL. AT TEMPLESTOWE.



Architects Cocks and Carmichael were commissioned by Merchant Builders to design a range unlike either of the two we have mentioned already. The result is a range of houses which are different in many respects from all the others. Strikingly so.

First impressions are of very clean lines. Fine detailing. Elegance. Smoothness. Light. No cornices are used and you'll see less exposed timber than in our other two ranges.

You'll also see that Cocks and Carmichael believe you shouldn't have to go outside to enjoy your garden.

Every plan shown was designed and framed in early 1980. Designs can be modified to suit. The usual planning requirements.



**The Split Level**  
This house is particularly suitable for small, sloping blocks. It is well planned and careful zoning makes it a very practical split level design. The living spaces are linked by high vaulted ceilings and the elevated living zone has light and views in three directions.



**The Long Split Level**  
Designed especially for wide sloping blocks or blocks with a cross fall, the Long Split Level offers expansive views across the entire length of the house. The structure and functional changes in level make this house a classic example, not only of a split level design.



**The U-Shape**  
This is the ultimate courtyard house. Because the roof is supported on the external walls, any internal wall can be easily removed to provide a variety of room sizes and layouts. The gallery of glass surrounds an extensive private courtyard area, large enough for a pool. The U-Shape can be slightly modified to fit the narrowest sites.



**The Rectangle**  
This layout is a progression of horizontal space which leads off a central access space. Living areas are designed as separate divisions for easy furnishing and functional levels. Internal walls can be very easily removed to suit needs, and extensions can be made at a later date on a very economical basis.



**The Three-Level House**  
An exciting three level house with five floor levels at the front and an intermediary level at the rear. This is a dramatic, yet compact design which is ideal for sloping sites, its rather low price the link. Not on display.



## KIT HOUSES BY MERCHANT BUILDERS.

### SOMETHING THAT WILL COMPLETELY CHANGE YOUR MIND ABOUT KIT HOUSES.



Many people have had reservations about building a kit house, until they have seen ours. Merchant Builders kit houses are of the same high quality as the houses we display and build ourselves. They are the result of our unparalleled experience in the design and house building field.

We know what you need from a kit, we know what you should expect from a kit, and we know how to make every step as easy as it can possibly be.

Our kits are delivered to your site perfectly packaged, with everything numbered, and every stage where it should be.

You don't need to be a tradesman to carry out any part of the building operation. (Although we do suggest that if you're using a concrete slab, you use a professional for this operation.)

We supply you with an extremely detailed manual, the like of which you won't find anywhere else in the kit house industry. The manual guides you through every step. We also have prepared a film of the complete kit house building sequence, which you're more than welcome to see at Vermont Park at any time convenient to you.

#### Open House Kit and Pavilion House Kit

You've looked about the Special Features of the Merchant Builders Open House series and the Pavilion House earlier in this brochure. Several of these houses are available in kit form and full plans and details can be ordered from our Display Offices or by mailing the coupon attached to this brochure. There are a lot of things you're going to want to know before you make a start in this direction. We'll be pleased to give you all the assistance you need.



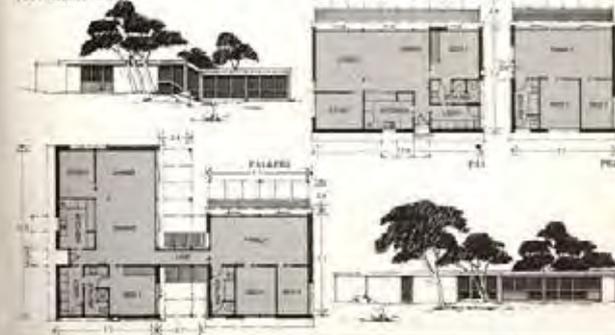
#### Open House OH2



#### Open House OH2 with pitched roof



#### The Pavilion House



## SPECIALY DESIGNED HOUSES.

Each year we undertake to build a small number of individually designed larger houses.

One of the Architects from Merchant Design (a company within the Merchant Builders Group) will work in close co-operation with you to design the building that suits your individual requirements, and gives you the spaces and atmosphere you desire.

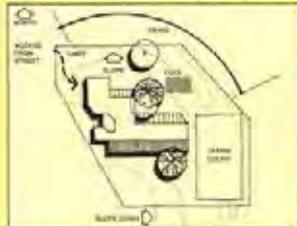
This design process forms part of a comprehensive architectural, estimating and building service, which will provide you with progressive cost estimates and a fixed price contract before the building work proceeds.

Each of our specially designed houses is individual, yet retains all of the Merchant Builders fine attention to detail and finish.

The houses shown on this page are some which we have designed and built during the last few years.

### Merchant Design

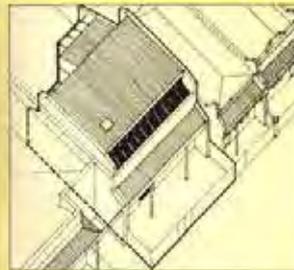
Merchant Design is an architectural group that has been designing a variety of buildings, including project houses, individual houses, town houses, cluster housing projects, schools, medical clinics and renovations.



**Barry Gray - Architect ARMA**  
Architect and Manager of Merchant Design. Barry worked with Lawrence Lamb Architects, specialising in housing designs, for three years, then continued his housing studies in London for two years before joining Merchant Design in 1973.



**Lesley Wong - Architect ETHZ**  
Lesley completed his studies in Switzerland and worked in Europe before coming to Australia. He has been working as design architect on housing, educational and commercial buildings.



## EXTENSIONS AND ADDITIONS.

Where house owners find that their present house, which might have been ideal for their original requirements, needs to be enlarged or changed, we can offer the services of our extensions and additions division. This is often a better and more satisfying solution than moving elsewhere.

In such cases the client works in close consultation with our own architects who prepare designs and plans which reflect the feeling of the original house. Extensions can be made by adding another storey or by the addition of a room or more at ground level.

In all cases we can take care of every stage of the work. From the preparation of plans and specifications to the required council permits. We can also arrange introductions to sources of finance should this be required.

## MERCHANT BUILDERS SPECIAL SERVICES.

The following special services are provided for our clients.

### Free site inspection service.

Before you decide what to build on your land we recommend a careful site inspection. It's also a good idea to inspect any site you're thinking of buying, from every possible viewpoint. We can do all this with you. We know everything there is to look for and our report will include such things as the best way to position your house to make the most of sunshine, views, trees and so on. The best siting for carports, service areas, driveways, gardens and fencing. Excavation requirements, should they be needed; best ways of access and other important points. It's an extremely valuable service and it costs you nothing.

### Meeting the architect.

You will personally meet our architect when the time comes for accurate planning and the siting of your house, to ensure that any additions, extensions or variations to the original plan are designed to the same high standards as the basic house. After your approval of the final quote, your individual house plans are drafted and specifications prepared. In effect, this means that you have an architect-designed house planned for your individual needs. This service is included in the basic price of our houses.

### Interior design and decorating.

The interiors of all Merchant Builders houses are designed by Janine Faulstich of Nexus Designs. If you'd like to talk to Janine personally, or any of her staff, about your specific requirements or some further suggestions, this can very easily be arranged.

### Landscaping.

We attach a great deal of importance to outdoor areas. We retain the services of a leading landscape architect to give you a free site-visit to advise you on the planning of your garden. He will advise you on both aesthetic, and practical considerations including treatment of driveways, paths, drainage and the choice of trees and shrubs. This service is included in the basic price of our houses.

### Note.

These services are not normally provided for kit house buyers but are available on request.

### Energy Conservation.

Merchant Builders have recently completed a six-month energy conservation study including computer testing. The results are now being incorporated into all our houses. Energy conservation is not a fad. It saves you a considerable amount of money every year. It also makes your house much more comfortable to live in, both in summer and in winter. If you would like to discuss the many benefits to be received from this important science, our specialists will be pleased to give you all the help they can. Please also ask for our energy conservation brochure.

### Finding the money.

There are a lot of ways to finance the purchase of a house. We are especially qualified in this field and can advise you on the best ways to go about it so that your regular repayments are as low as they possibly can be. We can also provide introductions to sources of finance, should this be required. It's another Merchant Builders service for which there is no charge.

(All plans and specifications are subject to change and improvement without notice.)



### Copyright

The plans are the property of the architect and the builders and may not be reproduced without permission.

All measurements are approximate only.

Merchant Builders Pty. Ltd.  
161 Filmer Street, St. Kilda West, 3182.  
Telephone 541 0041  
P.O. Box 41

### Merchant Builders Display Centres

#### Water Park

127 High Street

Dandenong

Telephone 827 5426

Open: Monday, Wednesday, Friday

and weekends 10am to 5pm.

#### Verwood Park

101 Barwood Highway

Verwood South

Telephone 233 0033

Open: Monday to Friday 10am to 5pm

and weekends 10am to 5pm.

#### Templestowe

Car Warrandyte Road and

Sumner Ave.

Templestowe

Telephone 460 2048

Open: Wednesday 9am to 4pm

and weekends 10am to 5pm.

### To:

The Manager  
Merchant Builders Pty. Ltd.  
161 Filmer Street,  
St. Kilda West, 3182.  
P.O. Box 41

Please send your detailed information  
of the houses I have indicated.

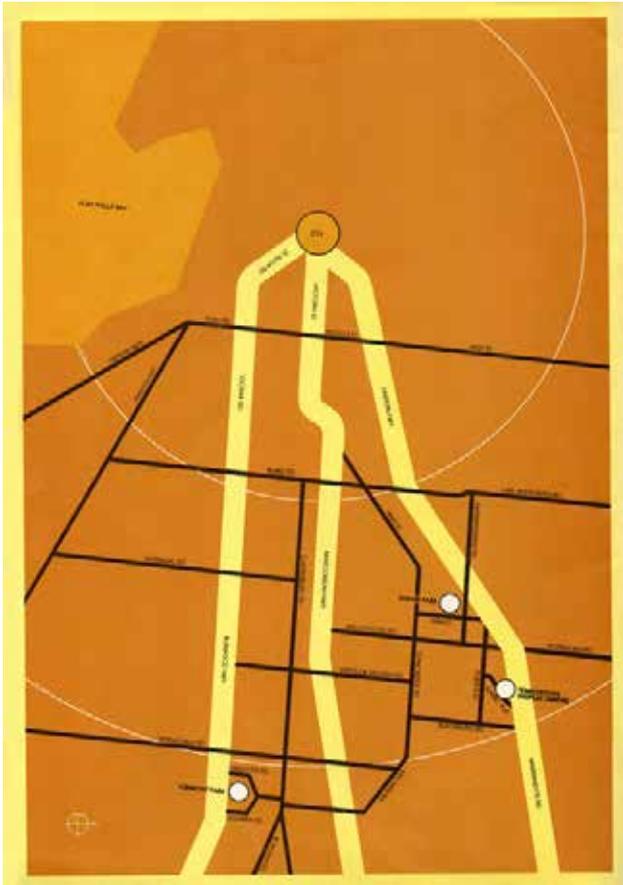
Name: \_\_\_\_\_

Address: \_\_\_\_\_

State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Telephone: \_\_\_\_\_

- The Studio House
- The Terrace House
- The Two Storey House
- The Colter House
- The Courtyard House
- The Open House
- The Garden House
- The Pavilion House
- The Long House
- The Split Level
- The Long Split-Level
- The U-Shape
- The Rectangle
- The Three-Level
- The Open House Kit
- The Pavilion House Kit



# 1984

**Cocks & Carmichael** win **RAIA Merit Award**  
for Toorak House, Hopetoun Road

**Kevin Greenhatch** wins **RAIA Merit Award** for  
The City Baths

## Merchant Builders presents the Cocks and Carmichael houses.

### The shapes of things to come.

Merchant Builders are pleased to present four significant new display houses.

Significant, because they represent many of the latest trends in advanced design and architecture.

Significant because they represent not just four new houses but an extensive range of flexible new plan forms designed for living in the 1980s.

They were designed by young Melbourne Architects, Cocks and Carmichael, who have won many architectural awards and citations for their housing designs.

The four new houses embody total commitment in the concept of zone planning. Briefly, this means segmenting the houses into four distinct zones, formal living, family living, parents sleeping and childrens sleeping. More importantly, they have been designed in such a way that wasted traffic space is entirely eliminated.

All of which adds up to the fact that the houses work efficiently. Some people might even say beautifully.

These new houses also break new ground in functional aesthetics. For example, each of the houses faces away from the street, not onto it. Which means you can live facing onto the peace and tranquility of your own garden, rather than sitting looking out onto the street.

And none of the houses have slatting boards, or architraves, or beading around the doors. But then what function did these features ever perform? In these and many other ways the houses represent new aesthetic values, values which may at first surprise you, even confront you. But when you think about these things, and realise the logic behind them, the houses make perfect sense, and begin to take on a beauty all of their own.

Last, and by no means least in these days of soaring power costs, the four new houses are designed to embrace the concept of energy conservation. Aside from extensive insulation and other energy-saving features you can see on display and fully operational, a solar powered hot water heating system.

You will, we hope, have gained some impression of the significance of these houses by reading this far.

And you will gain even more by studying the plans, photos and specifications that follow.

But none of these can be compared with the impressions you will gain when you actually walk into the display houses.

You can see all four of them fully landscaped and fully furnished, at Merchant Builders display centre. See location map on back page.

Open Sat., Sun. and holidays from 1 to 5pm, Wed. 2 to 4 pm, or by appointment.

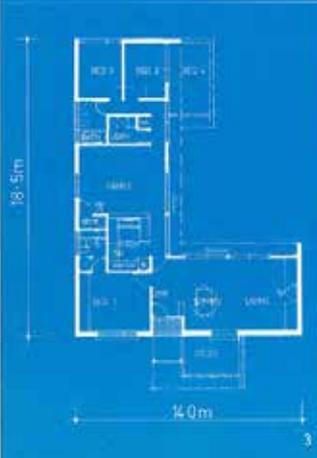
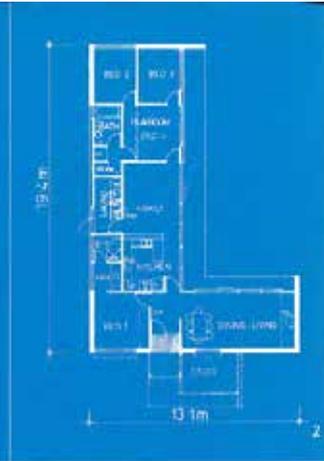
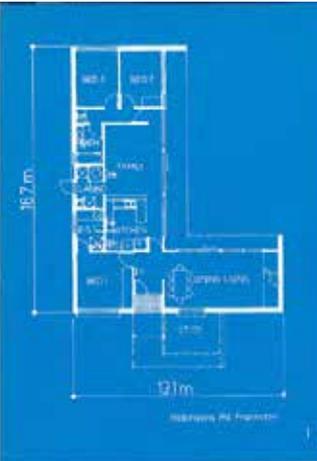


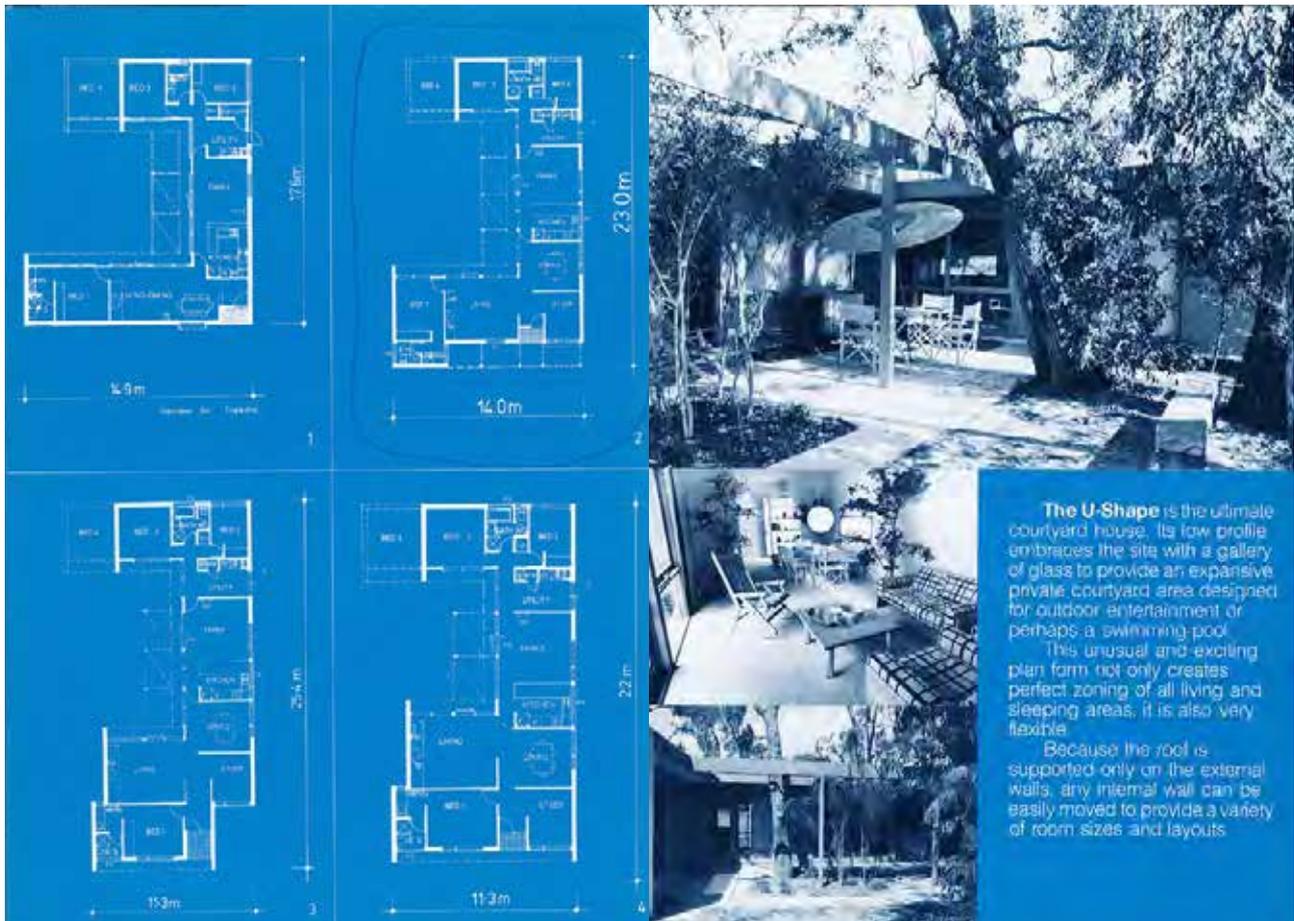


**The L-Shape** house is an excellent choice for most normal blocks as it makes maximum use of the site and allows all living areas to face into the enclosed garden courtyard that the house shape creates.

The L-Shape also makes maximum use of internal spaces by eliminating all wasteful passages. And yet, from the entry, you can walk directly into the main bedroom, or the kitchen family area, or the living dining area, without passing through any other room.

The L-Shape makes economical use of both your land and your house.





**The U-Shape** is the ultimate courtyard house. Its low profile embraces the site with a gallery of glass to provide an expansive private courtyard area designed for outdoor entertainment or perhaps a swimming pool.

This unusual and exciting plan form not only creates perfect zoning of all living and sleeping areas, it is also very flexible.

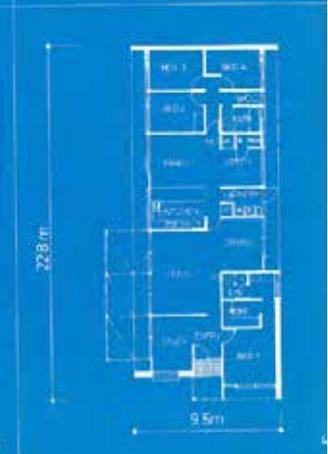
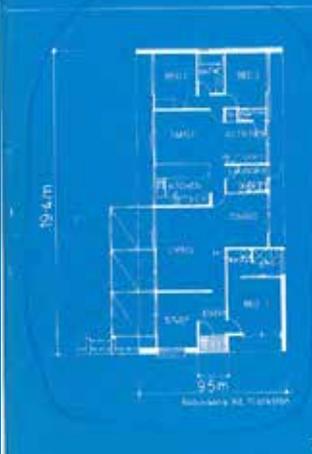
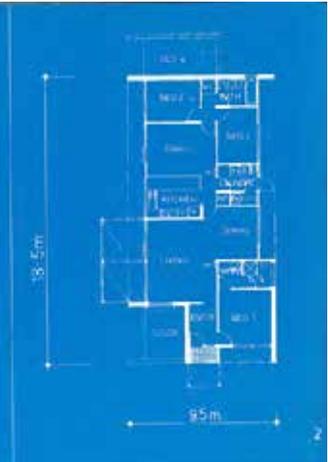
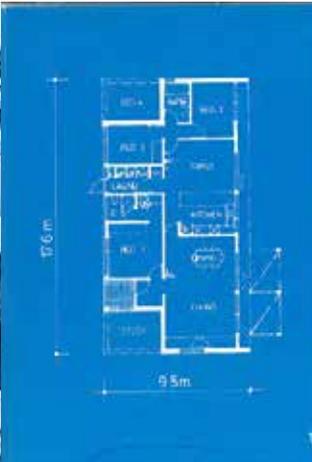
Because the roof is supported only on the external walls, any internal wall can be easily moved to provide a variety of room sizes and layouts.

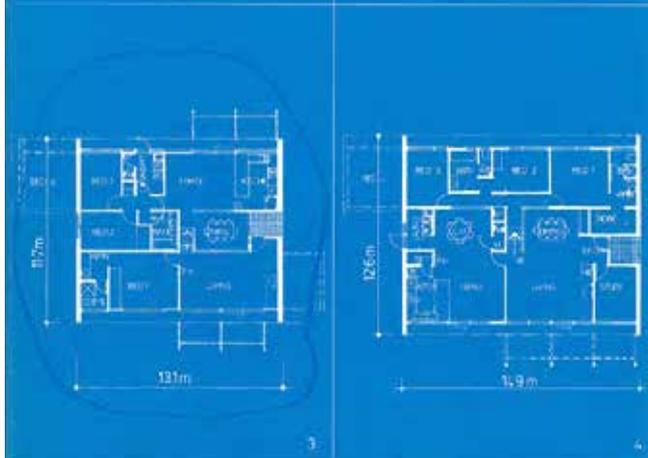


**The Rectangle House** sits comfortably along narrow blocks or across wide sloping blocks to achieve maximum advantage of sunny outdoor garden space related to living areas and views.

The plan form is a progression of interrelated spaces leading off a central access spine, with living areas designed as separate alcoves for easy furnishing and functional living.

Modular post and beam construction make this house also very flexible by enabling internal walls to be simply relocated and the entire house to be easily and economically extended.





**The Split Level** house is particularly suitable for small sloping blocks because it can be sited in any direction to take advantage of both views and sunshing.

Some special features of this house are the free flowing yet intimate living spaces linked by high vaulted ceilings and the elevated dining room with light and views in three directions.

Efficient planning and careful zoning make this house an exceptionally economical split level design.

**Outline Specification:** The following specification for the Merchant Builders' Cocks and Carmichael houses will tell you what each house comprises. What it won't tell you is perhaps of even more importance — the fact that each of these houses embody the careful functional planning, the comfortable living, the attention to detail and the craftsmanship that have long been the hallmarks of a Merchant Builders' house.

**Floor:** Concrete slab. Quarry tiles to entry where applicable. (Split level house has timber floor.)

**External Walls:** Painted or face brick and western red cedar boarding.

**Internal Walls:** Plasterboard and pine lining boards.

**Roof:** Steel deck.

**Ceiling:** Plasterboard.

**Framing:** Prius and oregon.

**Window frames:** Western red cedar windows and sliding glass doors. Flywire doors and screens to U.B.R. requirements.

**Insulation:** Roof: Double sided aluminium foil with 50mm fibreglass. External Walls: Aluminium foil.

**Plumbing:** Copper and P.V.C., Raymor tap fittings, concealed external plumbing and spouting, 2 External taps, Plumbing to dishwasher.

**Eaves:** Painted A.C. sheet.

**Water Tapping:** 2m from main, 14m from meter.

**Stormwater:** 70mm earthenware or P.V.C. pipes.

**Heating:** Two gas wall furnace space heaters.

**Hot Water Service:**

Special Solar hot water tank.

**Electrical:** Light and power points as displayed. Wiring for

colour TV, dishwasher, dryer, solar heating system.

**Preliminaries:** Building permit, working drawings, specifications, contour survey, soil test.

**Door jambs:** Pressed steel.

**Door furniture:** Satin nickel finished lever handles, door stops, cadmium plated hinges.

**Wardrobes:** To bedrooms 1 and 2.

**Cupboards:** Linen and storage cupboards.

**Kitchen:** Laminated cupboards, doors, pantry and bench tops, 1½ bowl S.S. sink; extractor fan in ceiling; shelf; electric wall oven; electric or gas cooking, top or upright stove.

**En-suite:** Glass mosaic wall and floor tiling; Caroma Uniset pan and cistern; shower recess; vitreous china hand basin; mirror; towel rail; laminated vanity unit and cabinet with glass shelves.

**Bathroom:** Glass mosaic wall and floor tiling; Caroma Uniset pan and cistern; vitreous china hand basin; towel rail; laminated vanity unit; mirror; shower over bath.

**Laundry:** Suds saver laundry trough with cabinet, washing machine taps.

**Merchant Builders' Services:** When you buy a Merchant Builders' house you also buy a Merchant Builders' service. A service carefully developed over many years to provide you with not just a house but a professionally planned living environment.

**Merchant Builders' Free site inspection service:** This service is free of obligation to anyone contemplating building. If you would like us to inspect your land, or a site which you are considering buying, then this service will help solve your building problems.

We can make an appraisal for your guidance based on the following important factors:

Positioning of a suitable house on your land.

Siting it to take advantage of weather aspect, sun, views, trees, etc.

Locating of carport, service area, driveway, garden and fencing.

Planning of outdoor living areas such as courtyards and patios.

Providing you with an overall cost estimate based on your requirements.

Obtaining finance through banks, building societies and other sources.

#### **Merchant Builders' Architectural Services.**

**An interview with our architect:** To help you site the house to its best advantage.

To make any alterations you require and still maintain the architectural quality of the house.

To advise you about the selection of materials and finishes.

**An interview with our Landscape Architect:** To help you plan your garden.

To advise you on the treatment of drives and footpaths, drainage and garden construction.

To help you select the trees and shrubs you need and to tell you where to see fully grown specimens.

To help you save time and money, not only in making your garden, but also in its later up-keep and maintenance.

**An interview with our Interior Design Consultant:** To give you professional assistance selecting furnishings, drapes, carpets, etc. to suit your house, and to advise you where to buy them.

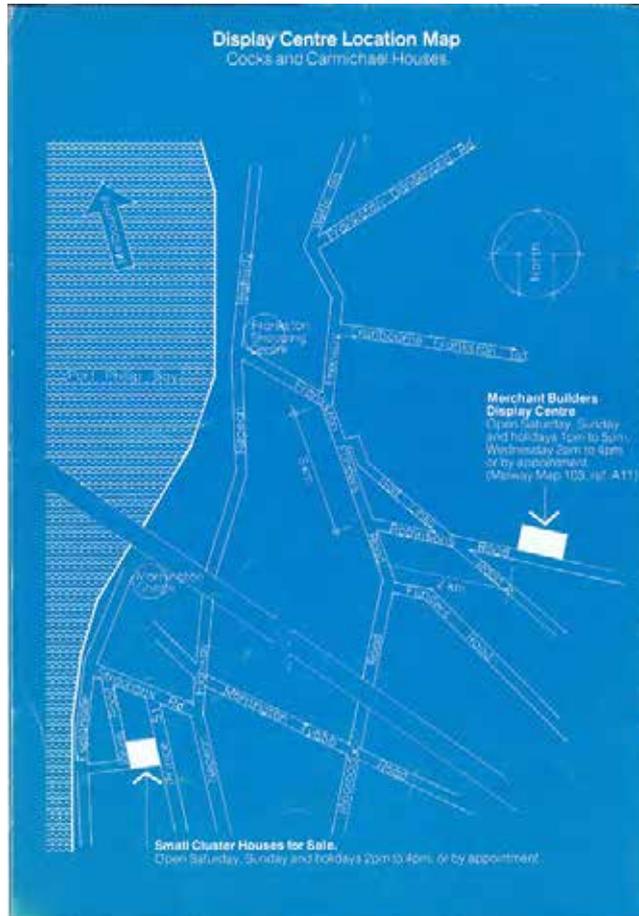
**All these services are free when you buy a Merchant Builders House.**

**Merchant Builders (Constructions) Pty. Ltd.**  
161 Fitzroy Street, St. Kilda, 3182.  
Telephone 94 0581

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Not included in basic price: site excavation, costs of filling or backfill, or additional foundations, downpipes, driveway, garden, lawn, water, storm, hot and cold water, shower or bath, electrical, plumbing, kitchen, cupboards, pantries, wardrobes, etc. or any other items not shown on the plan. See also the plan for further details.

**Display Centre Location Map**  
Cocks and Carmichael Houses.



# 1985

New home designs by **Barry Gray**  
incorporated into main design range

**GLYNT  
HILLSIDE  
GABLE  
GALLERY**

**Tract Consultants**  
**RAIA Environmental Award**  
for Vermont Park

*The Gable House.*  
Handsome and  
incurably romantic.



A gracious house with high ceilings, large bedrooms  
and seven French windows opening to the terrace.  
Naturally an open fireplace and other places to feel special.

Now open for inspection at our Templestowe Display  
Centre, corner Blackburn Road and Porter Street. Weekends  
1pm to 5pm and weekdays 11am to 4pm. Telephone  
846 3546, 267 3411. After hours 459 0569, (059) 82 1378.



**Merchant Builders.**

Peer into our  
Glynt House this weekend.



Be one of the first to discover Merchant Builders' newest alternative to the ordinary. Feel the freedom of fully communicating living areas defined by a long, tall gallery of glass walls and glass ceilings on one side, open access to courtyard and patio on the other. A timeless design, for sale today. Or built on your land tomorrow.

Designed by Barry Gray. The Glynt House. inspect 2 pm to 4 pm Saturday and Sunday. Lot 1, Bay Road, Mount Martha.

846 3524, 267 3411.  
A.H. Trevor Wilson  
656 1605.

**Merchant Builders.**  
////////////////////

# 1986

**John Ridge**  
leaves role of director of  
Merchant Builders

**David Marriner**  
introduced as new owner

**LINK HOUSE**  
**Peter Sandow** design built at Porter Road



**FOR SALE**  
**6 VAUGHAN AVENUE CANTERBURY**

This brand new (1985) double story residence has recently been completed and is available for immediate sale at  
**\$340,000**

Location is one of a charming cul-de-sac with a beautiful landscaped garden and a large covered terrace at the end of the street. The residence reflects the finest thoughtful planning and distinctive quality which have become the Merchant Builders trademark. Accommodation offers 7 of a bedroom with ensuite and built in wardrobes and a recently landscaped garden with beautiful pool and pool house. See our office for a complete inspection on **SATURDAY** or **SUNDAY** BETWEEN 10-5 PM.

Call Denvy for more information.

**DENVY REAL ESTATE PTY. LTD.**  
145 HURST STREET, BRIGHTON  
Telephone: 942 4233  
145 HURST STREET, BRIGHTON 3121

**Merchant Builders.**  
6 Murphy Street, South Yarra  
Tel: 267 3411

**Figure 144:** Advertisement for a more speculative (see off) property (not developed) during David Marriner's directorship, aimed at a residential clientele. Merchant Builders advertising film held by Tom Gilroy, Auckland.

*Additions*

**Where do you go from here?**

First, behind these pages, you will find a cross-section of plans and ideas you could find as straight starters.

As you will see Merchant Builders are involved in all types of residential work: period, contemporary, second story or ready-to-occupy additions.

Thoughts you will see will range from modest backdrops for new things with your home: things like features, plans, knots, alterations, ... many of which you can incorporate, or let their value in your home improvement.

We will also cost the project and give you a budget estimate of the work proposed. After a final decision.

If you wish to proceed with the proposal, 5% of the estimated cost of your addition will be required as a deposit. This will cover the development of the full working drawings, detailed specifications, and a fixed price quote ready for contract period.

When you sign a contract with us, this deposit becomes part of the total price, and is deducted from the contract price.

We look forward to meeting you soon.

*Design*

**Merchant Builders Pty Ltd**  
6 Murphy Street  
South Yarra  
Victoria 3141  
Telephone 261 2411

**Merchant Builders Pty Ltd**  
6 Murphy Street  
South Yarra  
Victoria 3141  
Telephone 261 2411

**Personalized Builders Improvements**

*Personalized Packages*

*Extensions*

**You and your lifestyle.**

They have been the focus for all our activity for the past 20 years. We appreciate that your needs and wishes to extend that space are as varied, for larger your conceptual tastes. A very personal area of life. What you are the right solution for your home, for us is to offer you a personal solution.

We understand your desire to retain the individuality when you extend your home, but the ability to see plan improvements with your surroundings, and also to extend your space of your house.

There is the possibility of extension. Many small builders extensions are costly in the end. There are an included as a feature.

**We are not just builders.**

Our designs have always been inspired by the world's best architecture. We believe it is vital to consult the right professional when planning and designing improvements or additions to an existing house.

This is why we have a staff of qualified architects to provide you with detailed drawings and documentation. And experienced estimating and construction staff to give you a cost estimate, ready for building programme.

As a part of our service, there are no extra architect fees to pay, as we include our architect fees in our total design and build service with a firm, fixed price at the end.

*Design*

**Do you have a Victorian, Edwardian or early Commonwealth home? These types of houses often possess characteristics with inherent character, light and airy, sometimes unique architectural. A beginning form which some are original and successful designs have emerged.**

**Extend**

**Meats**  
**Kitchen**  
**Family**  
**Compart 2**  
**Compart**  
**Garage**

**Glazed link entry**

**We can give you an insight into that's all you need**

**The position wing with glazed link can be accessed to any type of house and is flexible enough to be changed around to serve any purpose. As a part link to your home with a pitched or flat roof, this could be an almost economic solution.**

**Use this space for a self-contained unit**

**Bed & study**  
**Rampas**

**This example is typical of the endless possibilities of improving your home.**

**The position wing can step up, down or level straight off level**

**You may already have a Merchant Builders feature: Courtyard, Gallery, Study, Long Atrium, Two Storey Garden, Open, Pavilion or Special Design House. Talk to us about our addition in 2000-2001. Please request or one of our photocopied additions designed specially for our houses.**

**EXISTING BUILDING**

# 1987

## HOPETOWN TERRACE

Lorne

THE FOUR SEASONS RANGE (1987)

The Four Seasons range displayed at Lorne was developed from a weekend house ('Summer' Prototype) **Graeme Gunn** had designed for Max Haysom at Portsea in 1982. The idea was further developed with the design of the 'Spring' prototype for **David Marriner** at Lake Purrumbete in 1984. These first two prototypes were further developed with designs for 'Autumn' and 'Winter' and all four realised at Lorne in 1987. The design was based on multi-purpose units of three and a half square meters, which could be linked, joined, moved or added to as the budget allowed. The houses were marketed for recreational use, resort and retreat housing and second homes. At the Lorne display houses **Suzy Boyd** with **Tract Consultants** designed a simple planting scheme of eucalyptus, shrubs, ground cover and bulbs.

**SUMMER PAVILION**  
**AUTUMN DWELLING**  
**WINTER DWELLING**  
**SPRING DWELLING**

# AUCTION

SAT. JAN. 23 RD. 11:30 AM

4 x Merchant Builders dwellings

2 x Vacant Blocks

6 LOTS to be sold Seperately

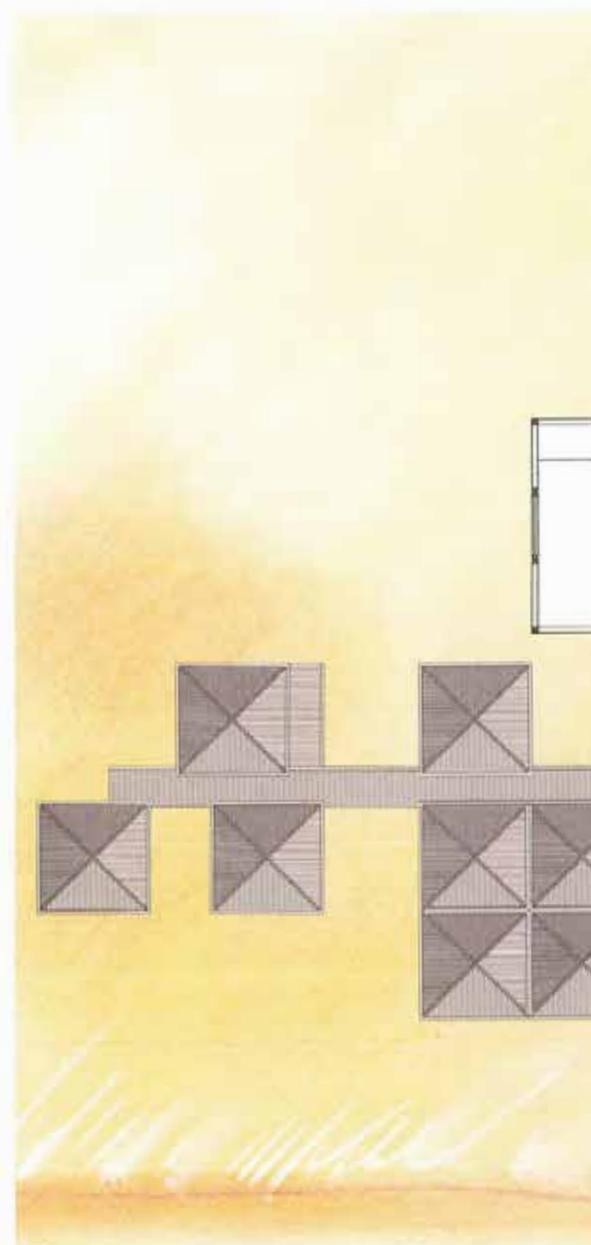


agents in conjunction

R.T. Edgar

409 St Kilda Rd.  
MELB 267100

**ORNE**  
REAL ESTATE PT.  
136 Mountjoy Pde  
891 214



*Drawing by Merchant Builders*



The Summer Pavilion is an additive dwelling which, because of its cellular nature, can provide a variety of forms of accommodation for any number of people.

The classical and elegant structure is exposed, and can accept any form of infill panels e.g. Shoji, glass, timber or flywire.

The finely composed structure both supports the building and defines the internal and external spaces and the unique detailing develops an intrinsic and subtle form of ornamentation.

The planning options are infinite, and allow for the happy integration of courts and gardens reminiscent of intimate Japanese houses and landscape environments.

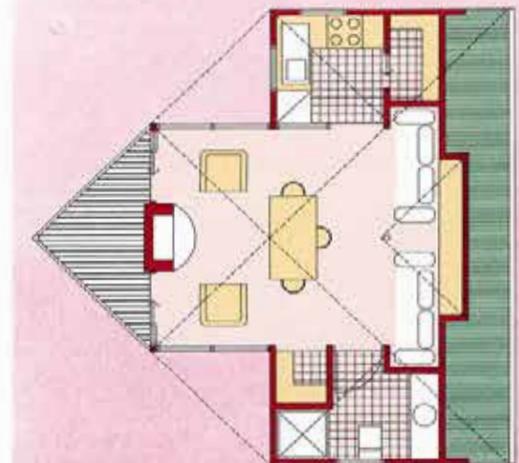
The most basic cell adapts for use for a single living area with or without plumbing services or kitchen. The economic potential of this dwelling lies in the easy and sequential manner by which it can grow from one cell upward, allowing expenditure to match income.

Even though the structure is consistent a variety of internal spaces can be achieved by the choice of different roofs.

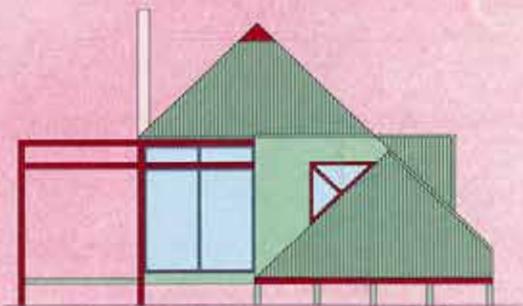
The classical interiors are developed from the articulated structure, sloping ceilings and colour variations while external courts develop as garden rooms, which flow into and integrate with the roofed areas of the dwelling.

THE SUMMER PAVILION

*Design by Graeme Gunn*



Drawing by Merchant Sindler



THE AUTUMN DWELLING

Designed by Anne Selman

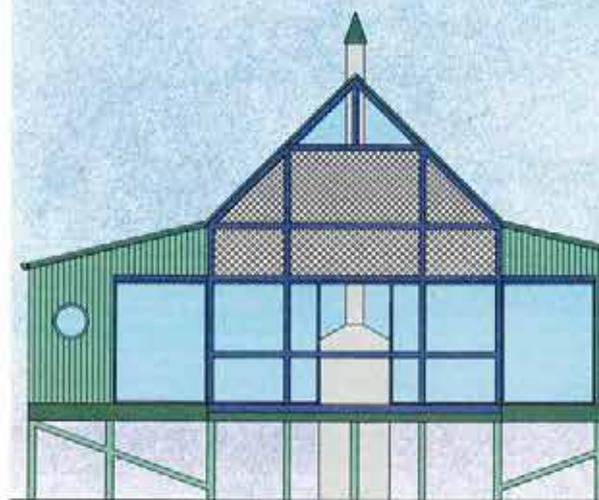
The Autumn Dwelling is a retreat, to nestle out of sight in intimate pockets of the landscape or perch on a high platform to take the benefit of views.

It is a cottage for one or two, a place for meditation or a place to study. It can be used by young adults as an addition to a main house. It could be a granny flat.

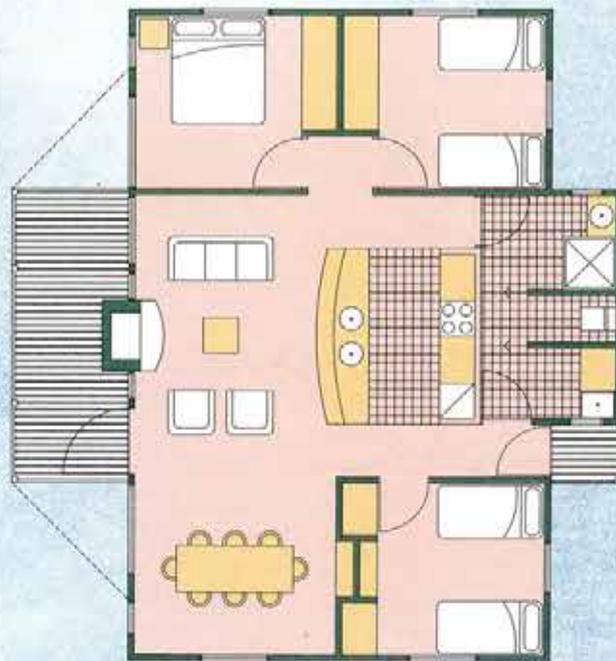
It is a small building of infinite charm with its pocket-size spaces sculptured for delight and stimulation. The central living space soars above the annex spaces to provide a feeling of expansiveness uncommon in other small dwellings.

The compact design of the plan is also expressed in the form of the building as it grows from the ground. Sunshading and screens reinforce the changing character of the living area and adjacent external spaces.

Landscaping is not required for this dwelling as it integrates so well with the natural landscape.



*Drawing by Merchant Builders*



The Winter Dwelling is essentially a family and/or group house which can, because of its potential to expand, cater for any number of people.

The relative formality of the design allows for discrete living and sleeping activities. The higher, playful top lit volumes of the living areas contrast with the more compact bedroom spaces.

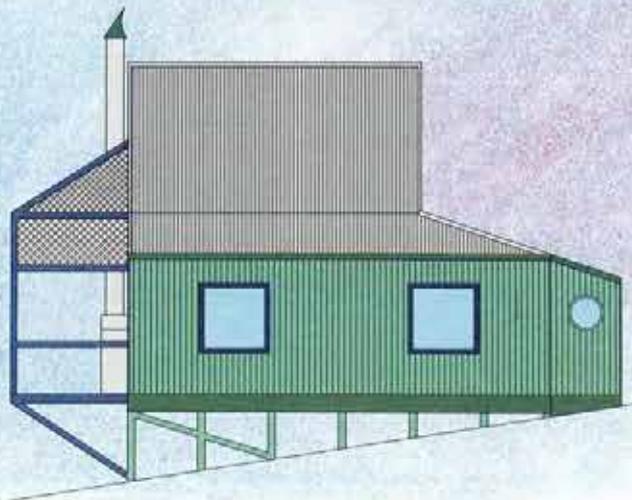
Bathroom and laundry facilities are separated to optimise multiple use.

The living room areas have exposed elegant trusses with highlight windows offering views to the sky and to the tree tops.

Living areas and sleeping areas are interchangeable, and can adapt to enable a variety of functions to be undertaken. Flexibility is possible with the house and the side rooms can be included or excluded from the central zone by sliding screens.

Externally the dwelling floats above the ground allowing the natural landscape to continue under the house providing a sense of continuity and belonging.

These dwellings group easily together, and in their co-existence, set up a rhythm and a composition of incomparable charm.



THE WINTER DWELLING

*Designed by Lucienne Guyon*





THE SPRING DWELLING

*1988 by David Lunn*

The Spring Dwelling contains a dramatic internal space, where sleeping, eating and living areas are integrated to allow a variety of activities.

The character of the living space is reinforced by the high ceilings and the lattice trusses which run parallel to the long lines of the dwelling.

Finishes and fittings are minimal and classical, timber lined walls and painted ceilings express structural elements such as trusses, posts and ties.

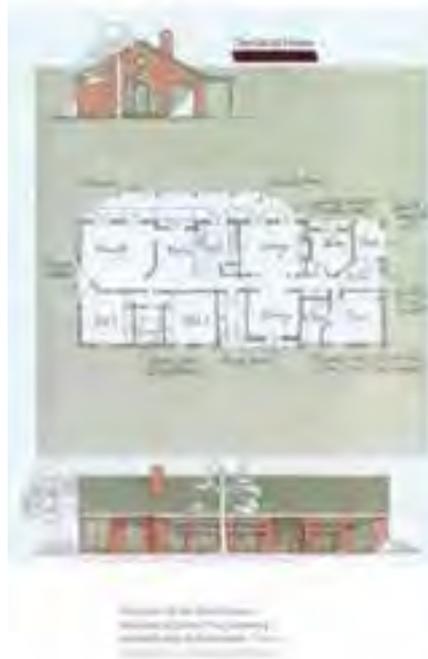
Externally, the building floats above the surrounding landscape to create a tree top experience. The soft texture, pattern and colour of the roof and walls are outlined and defined by the stronger coloured lineal elements of trim and structure.

Accommodation is 1 to 2 people with the potential to couple an addition which would sleep others.

The living room, bathroom and kitchen facilities are designed for up to 2 adults and 2 children but occupancy is, of course, a variable.

# 1987

## INDIVIDUAL DISPLAY SITES Executive house designs



the earlier houses had an industrial appearance to the street, this range eventually presented "a completed street character".<sup>10</sup>

The Melbourne House demonstrated just how far this new simplicity was developed: it was erected in the early 1880s at a fitting site in Melbourne that included a street grille – among them Lewis' House, Terrace and Dublin House, (George's) Government Pavilion, houses and another average efficiency house, the houses designed by Barry Gray and Len de Crespigny. The Melbourne House formed a separate grouping with (some precision) 'regiment' with the Ebbels and Dalrymple houses designed by Gray. Designed for a comparatively narrow suburban lot, the front elevation of the three-bay house took rather Melbourne included a tiny portico roof with a high central gable facing a double garage with a semi-enclosed front porch and entry. While still addressing the street, Gray's formal reference to the Dalrymple and Dalrymple House was also common. To emphasize the traditional look of a grand profession chimney and entry admitted front and side elevations.

Within a year of the new design being launched, Marybarr Builders had been sold and John Ridge had retired. The beginning of a number of hard designs in separate followed, according to Turner: "The usual and unexciting nature of Marybarr Builders was stressed as the architects moved to design more elaborate residential properties and more housing during the late 1880s."<sup>11</sup> Some of these included grand houses such as the Four Seasons large designed by George Jones and Richard of Hepburn Terrace in 1887, and a group of three houses designed by a house architect Peter Spickett that were included in the 1880s. Many other works at Mount Waverley in 1880. There were also numerous houses designed by Lewis and Barry Gray built in different locations. Several houses, the period was widely looked by local of attention, then a decline was noticeable – in 1881 Marybarr Builders was finally sold to J.P. Jennings.

It is estimated that from 1880 to 1885, Melbourne Builders have completed 1000 houses in the present Melbourne (including Melbourne)



Photography by Trevor Mize

#### **The Gable House. Architect, Barry Gray**

The Gable House incorporates traditional features such as a steeply pitched roof, high ceilings and French doors into an overall design which is contemporary, yet timeless. All living areas have double glass French doors, which provide both elegance and openness. The living room has a high vaulted ceiling and additional drama has been added with roof glazing to the kitchen and bathroom. The Gable House is just one example of the innovative and intelligent architecture, and craftsmanship, which people expect from Merchant Builders. We continue to design and build individual homes which set standards for others to follow. All homes are built under a fixed price and specified time agreement. Contact Rick Kulman or Trevor Wilson to discuss how Merchant Builders can assist you.



**Merchant Builders.**



6 Murphy Street, South Yarra, Victoria 3141  
Tel: (03) 267 3411

Merchant Builders

# The Two Storey House



## Some Alternatives



The Two Storey House encompasses the best of all major rooms in a view or private garden, while presenting a carefully controlled elevation with porch and dramatic glazed stairwell to the street.

The ground floor contains a flexible arrangement of living areas which open to the garden, below the protection of the upper deck. Updates the parents and children's bedrooms accompanied by a second living area, all of these opening onto a wide covered deck.

The house can be extended and rearranged in many ways, including locating the kitchen and living areas on the upper floor.

## Specifications

### The Two Storey House

<b>Floor</b>	Concrete slab to ground level. Wetproof plywood in upper floor.
<b>Walls</b>	Brick veneer with painted plasterboard inside.
<b>Windows</b>	'Seymour' cedar windows with painted finish.
<b>Ceiling</b>	Painted plasterboard at 2250mm.
<b>Roof</b>	Clonaload metal deck or 18 pitch on GHDW trusses.
<b>Insulation</b>	150mm in walls, 100mm in ceiling and 50mm throughout.
<b>Heating</b>	Three Vulcan Quasar wall heaters.
<b>Joinery</b>	Painted, cupboards, drawers and shelves as designed by architect, laundry, bath room, ensuite and powder room with E.D.H.F. facilities to kitchen. Entrance furniture elsewhere with painted cupboard fronts.
<b>Dressing Room</b>	to Bed 1.
<b>Wardrobes</b>	to Bed 2 and Bed 3.
<b>Door Furniture</b>	Normal heavy.
<b>Doors</b>	Typical 1.4 metre clearance through on stage 'E' kitchen to kitchen.
<b>Kitchen equipment</b>	Sink 'Radial' run bowls, Hot plate 'Trinity' GCHMS 633/4, Wall oven 'Singer' 2001 model BS 642, Rangehood 'Waver' SS 500mm turn.
<b>Bathroom fittings</b>	Toilets and/or seats, pedestal basin and bid basin, Towel rack, clean cup and tubs, 'Hesl' accessories, 200mm x 200mm tiles to walls or cladded, 'Beauty care' sliding bath.
<b>Miscellaneous</b>	HWB Nickel 1.5L pm. Circuit breakers in water board. Mirror, shower screens and external bay window.
	Items not included in basic price: Rear flooring and carpet. Light fittings.

Architect: Barry Gray.

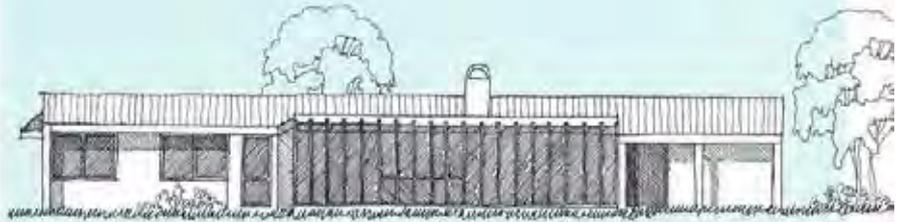
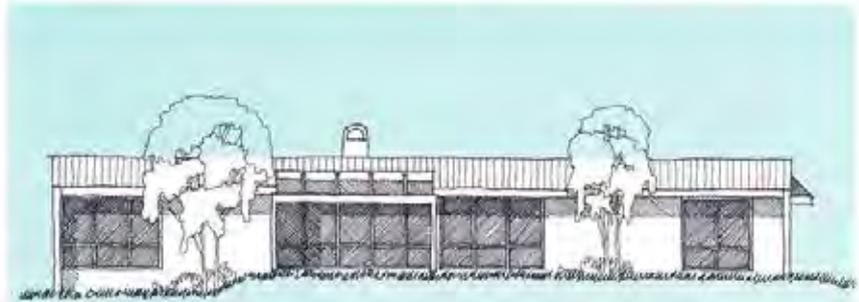
Merchant Builders Pty Ltd  
6 Mundy Street  
South Yarra, Victoria 3144  
Telephone (03) 367 3411

Merchant Builders

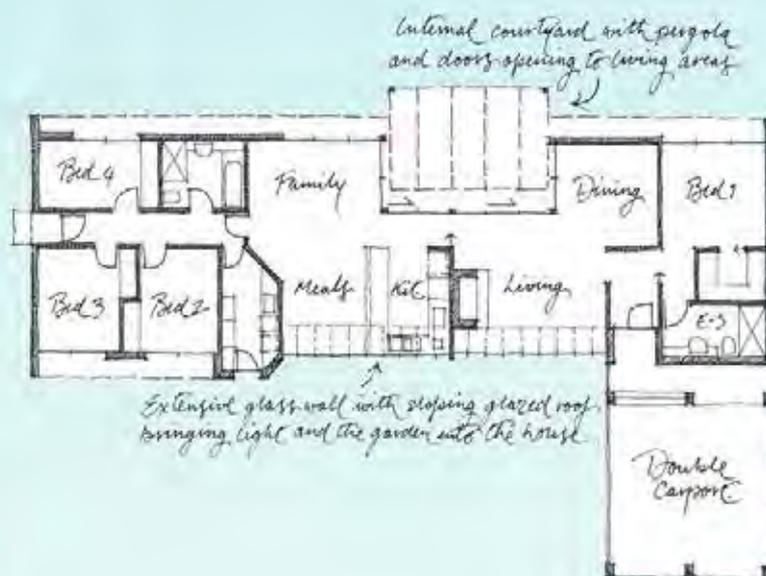
# 1988

**Graeme Gunn wins RAIA Merit Awards** for Bridge Hotel, Mordialloc and RACV Club Melbourne Refurbishment

**Cocks & Carmichael win RAIA Merit Award** for Moorabbin City Offices



## The Glynt House



Designed by architect Barry Gray, this house makes extensive use of glass to the living areas to produce a light, airy feeling, and to take full advantage of sun, views and relationship to the garden. The living, kitchen and meats area have a dramatic glass wall combined with a sloping glass roof, which contribute to the crisp modern style.

All the living areas focus on a pergola covered courtyard, which provides a sheltered outdoor space integrated into the house. The house is very flexible to site, as it opens out on both sides to the garden and views.

Fittings, finishes and details, have been considered with care appropriate to the fresh modern concept.

## The Gallery House



## An Alternative



This house takes the form of a wide U-shape, enclosing a main courtyard, and extends with wings to form two further courtyards. The three courtyards relate to the different zones of the house, adult, children and living areas, and maximise the use of the site.

Wide garden vistas are viewed from the living areas through extensive glazed walls. Dramatically formed ceilings, with full height glass behind lattice infilled trusses, create added excitement and character to these spaces. The roof can be a double gable as displayed or flat roof behind brick parapet walls.

# 1989

**Warren Thompson**  
introduced as new owner

**Manna Court**  
Mount Waverley  
**Peter Sandow** designs:  
**TOWN**  
**METROPOLITAN**  
**LINK**

# 1990

**Graeme Gunn** briefly  
re-engaged as consultant  
architect

**Tom Luxton** of Luxton  
Holdings acquired Merchant  
Builders

**MANNA COURT**  
Mount Waverley  
**Peter Sandow** designs (name change)  
TUSCANY  
MALVERN  
RETREAT

# 1991

Merchant Builders sold to  
**AV JENNINGS**

**John Gollings** wins **RAIA**  
**President's Award for**  
**Excellence in Architectural**  
**Photography**



