

All plain sailing

When it comes to the idea of talking to a lawyer many of us find the whole concept rather daunting and intimidating. So it's quite a pleasant surprise to find that there's a law firm in Napier that believes that community responsibility is just as important as bottom line profit.

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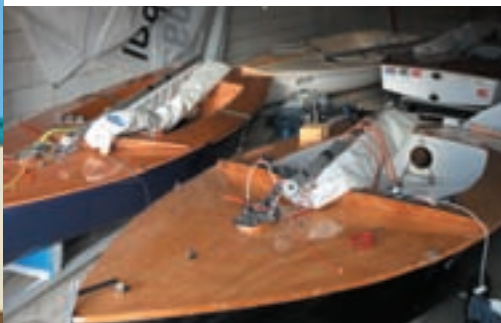
It's not by chance that Willis Toomey Robinson recently celebrated 120 years of history and association with the people of Napier. From their early roots above what is now the China Light Restaurant in Tennyson Street, the WTR name has now become synonymous with a friendly approach to the law that adds a unique human dynamic often lacking in today's busy professional world.

The most recent addition to the partnership is well known third generation Napierite Kevin Callinicos, who was attracted to the business by the community commitment shown by the other partners. "It's rare these days to find such an appealing balance of different people, men and women, younger and older, who share the same passion and dedication to input into the greater aspect of what we call Napier life," Kevin enthuses.

Kevin a keen sailor and member of the Napier Sailing Club has himself been in the forefront of many community projects and on a more personal nature the successful and stunning renovation of Napier's iconic Art Deco AMP building. In typical determined kiwi

ABOVE: Willis Toomey Robinson partner Kevin Callinicos gets involved within the community at the Napier Sailing Club.
LEFT: The popular Callinicos Hastings Street milk bar in its 60s heyday.





fashion along with his business partners of the time, Kevin was often seen right in the thick of the restoration, shirt sleeves rolled up doing his bit to bring one of Napier's finest historic buildings back to its former glory.

Fond memories

Kevin hails from a well-known Napier family, with many older residents having fond and often passionate memories of grandfather's Callinicos milk bar on Hastings Street. Then there was father Jim, an equally unforgettable figure who ran a successful garage in

Greenmeadows. "Dad was who you would describe as one of your typical suburban garage guys. Nothing was ever a big problem. He really just loved people and business was all about relationships. I've tried to follow his example and always give something back to the community I live in."

Kevin is not alone in his commitment and empathy with the people of Napier. He points to the fact that there's a strong community ethos within WTR, with partners and staff alike members of various local charitable and Napier sporting groups. In fact it's even part

of the interview process for new staff! A WTR person needs to understand the importance of civic responsibility as an integral part of their ongoing role within the business.

Recognised as part of the fabric of Napier society, it's no surprise that WTR has been working with the Napier City Council for over 40 years. But it's the people themselves of Napier who continue to enjoy a relationship with the area's leading legal firm that goes way beyond just legal matters.

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