

N.T. BUSINESS REVIEW

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DARWIN brothers Nick and Joseph Scaturchio have given a tired old 1320sqm McMinns St property a new lease on life. With a \$500,000 makeover they have created a new niche market business for themselves. Full story: PAGE 5

Buy-out signals big growth plan for NT company

By TIINA URVET

FIVE Territory businesses have undergone a multi-million dollar amalgamation in a unique buy-out by the company they helped establish six years ago.

After 12 months of negotiations, integrated services company Regional and Northern Maintenance Services (RANms) has acquired Darwin-based businesses Integrated Technology Services, RADO Refrigeration, Air and Gas Systems, AskenSmith and Fluid Power Darwin.

The businesses were part of a 10-company parent consortium that established RANms in 2001 in a bid to gain access to large defence and mining contracts they could not access as "small players" in the industry.

Their multi-million dollar acquisition, which was finalised late last month, is the first stage of an aggressive growth plan by RANms to become the Territory's leading service provider to the major defence, infrastructure, mining, oil and gas, rail and maritime industry sectors.

RANms chief executive officer Paul Mahoney said the amalgamation had already created 16 new jobs — with up to 50 more anticipated in the next year.

"We are aiming to grow by about 40 to 50 per cent in the next 12 months — and we have almost 100 staff now," Mr Mahoney said.

"We have certainly got some fairly ambitious growth plans and are going to need more and

more people in order to achieve that growth."

Mr Mahoney said RANms' long-term strategy was to service, both on shore and offshore, the area spanning from the north-west shelf down to Central Australia and across to north Queensland.

"That's our long-term plan — we have the potential of growing from a company with an annual turnover of up to \$25 million to one with a \$50 to \$100 million turnover in the next few years," Mr Mahoney said.

He said the amalgamation was a unique one, with the main objective being to create a larger entity, with a bigger asset base and centralised functions, which was capable of servicing a growing range of industry.

Continued Page 2



Meet The Buyers Forum 2007

DO YOU WANT TO DO MORE BUSINESS WITH GOVERNMENT?

Is your business getting the most out of Government contracts?

The **Meet the Buyers Forum** is a great opportunity to find out more about Government contract opportunities for your business and promote your business to the Government buyers.

Meet the people who make the decisions:

Alice Springs	12th November 2007	12 – 7pm	Crowne Plaza	Tennant Creek	14th November 2007	4 – 7 pm	Civic Hall
Katherine	16th November 2007	4 – 7pm	YMCA Skate Rink	Darwin	20th November 2007	12 – 7pm	Holiday Inn Esplanade

Drop in to your local forum and make sure you bring with you:

Your business profile and capabilities • Your business card

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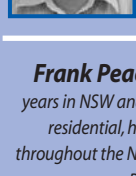


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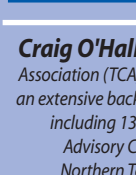
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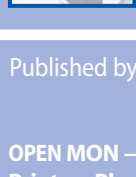
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Expansion plans for NT company

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"It was really a case of the child outgrowing the parents and I can't find another case study in the world like it where a cluster company has gone to this level, and then bought out its shareholders," he said.

"I think it has also demonstrated what a few entrepreneurial business men can do in a six-year window —

growing something from a one-person operation with an empty diary into one with 100 employees.

"We have diversified significantly from our roots in navy support and now support all the major sectors — defence, resources, oil and gas, infrastructure and maritime — and on a quick calculation our top eight clients represent something like \$400 billion worth of turnover a year."

The remaining five companies in the initial 10-strong consortium — Industrial Electrical Services, Universal Engineering, Transhose NT, Territory Diving Services and Fingers Aluminium — all remain RANms shareholders.

The new-look RANms will be officially relaunched by Chief Minister Clare Martin at its new headquarters, at 98 Coonawarra Rd, next Friday.

A corporate with a cause

ALL Financial Services has put its money where its mouth is — raising more than \$43,000 for the Cancer Council NT.

Last month, the Northern Territory financial services provider jumped at the opportunity to make a difference to both the community and its business and entered the world's largest fundraiser, The Relay for Life.

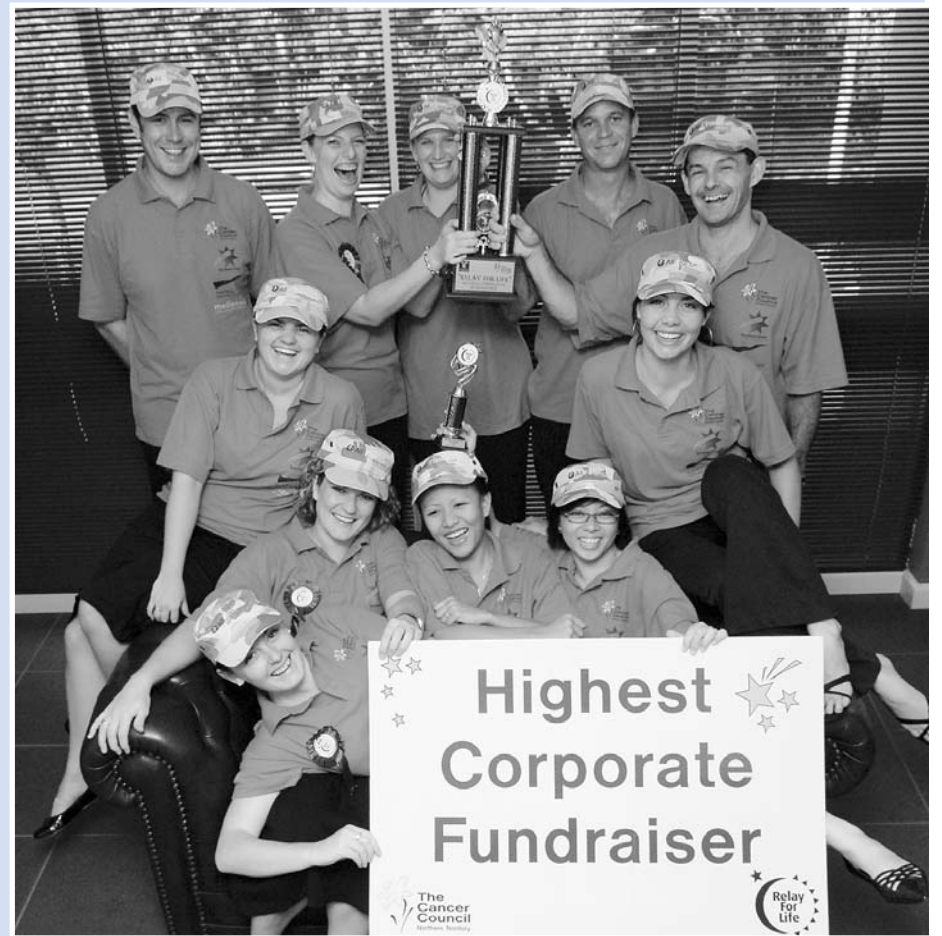
The Cancer Council initiative, held at Gardens Oval on September 28 and 29, comprised an overnight event where teams challenge themselves to complete an 18-hour relay-style walk or run.

All Financial Services Pty Ltd set a high personal benchmark, publicly pledging to raise \$35,000 for the charity.

The firm, of which all 12 members of its staff — along with and 13 family and friends — took part in the event, smashed that benchmark and raised \$43,612.75 overall.

In doing so, they not only accounted for more than a quarter of all funds raised on the night, but took out the most funds raised for a corporate on the night and smashed the record for the most funds ever raised by a single NT team to date.

Cancer Council NT Relay for Life co-ordinator Rebecca Forrest said: "It is the highest amount ever raised from anyone in the NT for Relay for Life — we are delighted to have had them on board and their involvement has been a



The All Financial Services team smashed the record for most funds ever raised in the NT Relay for Life event raising more than \$43,000 for the Cancer Council NT

real inspiration for other corporates wanting to get involved.

"They set out to encourage other corporates and they have definitely done that and their funds will go a long way toward supporting Territorians with cancer."

All Financial Services partner Marie-Clare Boothby, who is currently supporting her mother in her fight against breast cancer, was rapt with her team's effort.

She said she was particularly proud of the fact they kept walking, despite the event almost being rained out.

"We walked all night — even though it rained and a few members of other teams went home — we thought, no we are going to keep going," she said.

"Basically the whole place got flooded — the water was ankle deep and all our sleeping gear was soaked — but we kept on going and it was great."

"We are proud to say we raised \$43,400 towards our team participating in the event, taking out the prize for the Highest Corporate Fund Raiser for 2007."

Overall, 58 teams — half of them corporates — competed in the event, raising more than \$162,000.

For information on how your business can get involved next year, phone the Cancer Council NT on 1300 656 585.

Business Briefs

Know your choices

WANT to know what benefits lay in bringing your business online with the latest technology has to offer?

The 2007 E-learning Showcase 'Expanding Choices' could be the perfect place to find out.

Hosted by DEET, the Northern Territory Flexible Learning Reference Group, the Australian Flexible Learning Framework

and Service Industries Training Advisory Council the showcase starts on Thursday, October 25.

The event will be launched by international speaker Allan Levine, the member and technology resources director of New Media Consortium, a not-for-profit consortium comprising more than 200 learning-focused organisations exploring the use of new media and technologies.

The showcase program, held over three days, includes sessions on flexible solutions for building a skilled workforce, innovative ways to use technology to save time and money, applications that make training and learning fun and Web2.0 and how it can be good for business.

For more details on the program, call

Marise Riddell on (08) 8942 1651 or info@sitac.com.au

Fair go

AUSTRALIA'S competition and fair trading watchdog will address the Darwin business community on "a fair go small business in the NT" in Darwin on Monday.

ACCC commissioner John Martin, who is responsible for the small business and the rural and regional program, will cover the topic at a business breakfast at the Novotel from 7.30am.

The ACCC plays an important role in assisting small businesses to use the protections available under the Trade Practices Act.

The business breakfast is being hosted by the Chamber of Commerce NT.