

SA's top businesses take aim at local and overseas growth

25 June 2010: Telstra today named the finalists in the 2010 Telstra South Australian Business Awards, with all businesses targeting increased local market share and half looking to expand overseas as part of their growth plans.

A shortlist of 14 small and medium businesses have been chosen as finalists for this year's Awards, which for the first time in their 18-year-history offered entrants the chance to get a free 'Business Health Check'.

Telstra Business Group Managing Director and Telstra Business Awards Ambassador, Deena Shiff, said the detailed assessment, based on international benchmarking and developed in conjunction with the NSW Business Chamber, confirmed that South Australia's leading firms had solid business plans in place.

"Almost 80 per cent of the businesses shortlisted had identified interstate expansion as key to their future growth, with half having sights set on expanding to other regions of SA," Ms Shiff said.

"The Health Check also showed that all of the companies selected as finalists had thorough plans looking as far as a decade ahead and were primed and ready to seek out future growth opportunities.

"This is well above the national average, where less than half of all small and medium businesses have business plans.

"The fact that the best businesses in the state are meeting global best practice in business planning is a very positive sign for South Australia's economy going forward.

"These leading businesses are also focused on enhancing day-to-day processes, knowing their customers better, increasing productivity and broadening their product offering."

Companies shortlisted for prizes this year include a pioneering recruitment website for teachers that advertises up to 1000 national jobs a month, an exporter of agricultural machinery which began as a hobby on a family farm, and an organic fertiliser manufacturer that supplies product to botanic gardens, racecourses and home gardeners in Australia and overseas.

Finalists also include a winery that exports to 60 countries and uses traditional methods in its vineyards and production and one of Australia's largest privately-owned hairdressing schools with a current intake of 300 international and domestic students.

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The finalists for the Telstra South Australian Business Awards are:

businessowner Micro-Business Award

Dreamtime Public Relations Pty Ltd
Jane Grech Dance Centre
lights at 133
teachers.on.net

West Beach
St Agnes
Mount Gambier
Eastwood

MYOB Small Business Award

Axios IT Pty Ltd
Clip Joint Academy of Hairdressing Pty Ltd
Manta Controls
Manufacturing Focus Pty Ltd

Wayville
Adelaide
Grange
Cumberland Park

Panasonic Australia Medium Business Award

Careerlink Training & Recruitment Services
d'Arenberg Pty Ltd
Kelly Engineering
Neutrog Australia Pty Ltd

Torrensville
McLaren Vale
Booleroo Centre
Kanmantoo

AMP Innovation Award

Manta Controls
Neutrog Australia Pty Ltd
teachers.on.net

Grange
Kanmantoo
Eastwood

Sensis Social Responsibility Award

Axios IT Pty Ltd
Bellevue Bed & Breakfast
d'Arenberg Pty Ltd
glo good living organics health bar & market
Kelly Engineering
Neutrog Australia Pty Ltd

Wayville
McLaren Vale
McLaren Vale
Port Lincoln
Booleroo Centre
Kanmantoo

The winners of the South Australian Awards, which will be announced at the Hilton Hotel Grand Ballroom on 23 July, will receive a share of the \$400,000 in cash and prizes, become part of an exclusive national business alumni, and proceed to the national Awards to be announced in Sydney on 20 August.

For further information on the Telstra South Australian Business Awards Presentation Dinner visit telstrabusinessawards.com

Sources:

National average for business plans ex MYOB Business Monitor (March 2008)

Global best practice for business plans based on international benchmarking standards including the Global Reporting Index and Innovation Standards and incorporated in the methodology for the Business Health Check

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