

News Release

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Beachport Liquid Minerals selected to participate in ANZ's Business Growth Program

Mt Gambier's Beachport Liquid Minerals (BLM) is one of 10 Australian small-to-medium sized businesses identified to take part in an intensive nine-month program that provides executives with skills to help accelerate company growth and compete in a global marketplace.

Run in partnership with the University of South Australia's Centre for Business Growth and facilitated by a business professor and nine national and international growth experts, the ANZ Business Growth program has been successful in developing sustainable scale in Australian small-to-medium sized businesses.

BLM, led by Kym Sutherland, is a locally owned family operation producing livestock supplements sold throughout Australia with future plans to export internationally. BLM has seen extensive growth over the past four years and has invested heavily in bringing to market a safe, simple and cost effective livestock supplement system.

ANZ Regional Executive for North West South Australia Darren Wilson said: "Based in Mt Gambier, Beachport Liquid Minerals is an innovative and thriving local enterprise and we're pleased to be supporting it to take the next significant step to focus on its future growth.

"Given the strong growth and demand BLM is already experiencing, we're confident the ANZ Business Growth Program will give Kym and his executive team the right insights and framework required to scale their businesses sustainably," Mr Wilson said.

Mr Kym Sutherland, owner of BLM, said he was excited to participate in the program. "We have been growing at a solid rate for some time now but what excites me most about this program is how it could ensure our growth is sustainable for the long-term. We're also a family-run business and our future success is very important to us, our employees and the local community."

The ANZ Business Growth program is open to executive teams of ANZ business customers with between 5 and 200 employees and more than \$5 million in annual sales. It was developed by Professor Jana Matthews, ANZ Chair in Business Growth, Director of the Centre of Business Growth at University of South Australia.

The companies who participated in 2015 have since achieved an aggregate 24 per cent increase in revenue, taking earnings from \$132m to \$164m, and created 114 new jobs in total. 40 per cent of participants are now selling their products and services in nine new countries, with 30 per cent of businesses opening offices in new countries.

Speaking about the program, facilitator Dr Jana Matthews said: "We believe each of these companies have high growth potential. Many SMEs begin as family businesses with close links to employees and the community, so it is important for CEOs to be catalysts for change and be strategic innovators.

"95 per cent of the executives we've worked with say they now understand their company's growth issues and what they need to do to lead, manage and accelerate growth. We look

forward to working with these ten companies and helping them unlock their potential," said Dr Matthews.

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About the ANZ Business Growth Program

The ANZ Business Growth Program is a series of three, three-day modules for CEOs or MDs and two other members of the executive team. In addition to the nine-month program, 45 ANZ customers will be selected to attend a one-day clinic with Prof Matthews.

Based upon the Knowledge Framework for Growth developed and used by Prof Matthews in the USA and NZ, the program is delivered by Prof Matthews and nine national and international Growth Experts.

Held in major capital cities, the program is aimed at CEOs and executive teams of companies with \$5M to \$50M in revenue and between 5 and 200 employees. Along with resources such as its Small Business Hub and \$2 billion lending pledge for small businesses, the ANZ Business Growth Program embodies ANZ's commitment as the bank that backs business.

The 10 companies participating in the 2016 program include:

- **Beachport Liquid Minerals** is a family owned Australian company in the Australian Livestock Industry, with over 40 years of hands on experience.
- **Cool Off** Pty Ltd is Australia's premier producer of Pet Food raw meats, including premium meat meal production, mechanically deboned lamb and natural dried pet treats.
- **Cadwell Constructions & Interiors** is a construction fit out firm within the Healthcare, Education and Office sectors, with 800 successful projects delivered nationally over the last decade.
- **WorkXtra Aged Care** provides allied health services to the aged care industry with principles that have been developed through their many years of experience treating elite athletes.
- **Moira Mac Poultry & Fine Foods** is a family business specialising in value-added chicken and turkey products in Bendigo since 1983, becoming the first poultry manufacturer in Australia to be ISO 9001 quality accredited.
- **Country Blinds, Curtains and Doors** is a family-owned business established in 1987. Beginning in a modest shed, Country Blinds have now invested in robotics and computer controlled precision manufacturing for streamlined delivery and quality control.
- **4 Ways Fresh** is a family-owned company that grows, harvests, packages and distributes fresh produce both locally in South Australia and nationally to retailers such as Costco, Foodland and Woolworths.
- **Hunt Leather** is Australia's leading independent retailer of high quality luggage, business cases, handbags, wallets and leather accessories including brands such as Longchamp, Il Bisonte and Lupo.

- **Cargo Crew** design innovative and original uniform pieces such as aprons, contemporary uniform shirts, premium t-shirts and knits as well as the perfect fitting pants to complete any modern uniform look.
- **TRG Transport** is one of Australia's leading transport companies. They are one of South Australia's largest wharf carriers and their vehicle fleet has doubled in recent years.