

Fast Movers SA

Top 25 eBook
2020

15th Anniversary

Fast Movers

The Fast Movers SA program recognises South Australia's fastest growing, most innovative and arguably smartest businesses.

BDO South Australia, together with our generous group of sponsors, was proud to continue delivering Fast Movers SA in 2020 - the program's 15th year.



Fast Movers SA attracts nominees from a range of sectors. Businesses must meet the following criteria to be eligible to enter:

HEAD OFFICE:

Registered head office in South Australia

TURNOVER:

Minimum \$200,000 per annum in the past three financial years

SALES:

Maximum 50% of revenue derived from any one customer

OWNERSHIP:

Private or public company which is not government managed or government owned

SUBSIDIARY:

Not a subsidiary of a company itself which itself does not meet all eligibility criteria



University of
South Australia

Australian Centre for
Business Growth




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LEARN THE KNOWLEDGE AND SKILLS YOU NEED TO LEAD, MANAGE AND ACCELERATE
THE GROWTH OF YOUR COMPANY

To learn more about our programs, contact us on 8302 0484 or aucbg@unisa.edu.au

centreforbusinessgrowth.com



"THE IMPACT THAT THIS
PROGRAM HAS HAD ON OUR
BUSINESS CANNOT BE OVERSTATED.
WE WERE A FAST GROWING BUSINESS;
HOWEVER, THE GROWTH TRAJECTORY WE
WERE ON WAS UNSUSTAINABLE.

DURING THE PROGRAM, WE WERE PROVIDED
WITH THE CENTRE'S KNOWLEDGE FRAMEWORK FOR
GROWTH AND IT HAS BEEN THE BACKBONE OF OUR
STRATEGIC PLANNING EVER SINCE.

**Ryan Turbill, CEO of Clique Logistics,
and winner of Fast Movers 2017**

Fast Movers

Fast Movers SA 2020 TOP 25 | 3

Top 25 in order

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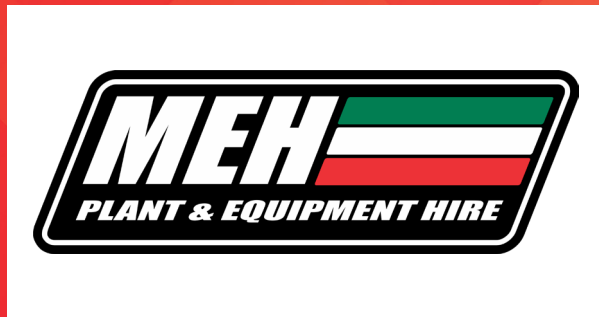
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1st Place

MEH Plant & Equipment Hire

MEH Plant & Equipment Hire was established in 2015 by Andrew Linscott and Ricardo Martino. The business has seen rapid growth and now employs 12 staff and operates out of two sites. MEH has taken out 1st Place in Fast Movers with an average growth of 281%.



At what point did you realise your business was really ‘on to something’?

When we were offered to tender for hire opportunities for large civil projects, and started winning the jobs over our very large competitors.

Did you make any changes to your business to cope with fast growth?

We employed excellent people with great skill sets and kept strict controls on funding and cash flow.

What lesson/s would you pass on to others in business?

Wear out your shoe leather, continue to network and ask for opportunities. You will get those opportunities and once you have them, you must follow up. If you are not successful the first time, ask how you could have presented your company better, what could have you changed to get that order?

What is your #1 piece of advice for entrepreneurs in South Australia?

Be good to your staff, love them, cherish them...look after them.



2nd Place **Escient**

Escient is a business and digital consultancy, providing outcomes and professional services in a range of disciplines under four key pillars: Strategy, Design, Technology & Delivery. Established in 2016, Escient has taken out 2nd Place with an average growth of 230%.



Did you make any changes to your business to cope with fast growth?

We focused on developing a high-performance culture as a key enabler. We wanted Escient to be a values-led company, embodying a culture of collaborative

performance. We expected to grow quickly, and rather than building a big playbook of processes and rules, we preferred to anchor to our values and culture, and trust our team to always do the right thing. Given we are 100% employee-owned, the financial dimension was also critical. We needed to ensure we were sufficiently capitalised to sustain this fast growth.

What lesson/s would you pass on to others in business?

Don't try to do everything yourself. Be self-aware about what you're good at and what you're not. Bring in people and partners who are good at what they do and can complement your skills. It will make a big difference.

How important is leadership, culture and staff during times of growth?

All three are equally important. Staff are what makes our business, whilst culture is key yet difficult to create. Effective leadership makes or breaks a company during growth times.



3rd Place & Fastest Employment Growth Award **Foxye Games**

Established in 2017, Foxye Games is a South Australian mobile game development studio, building original titles for a global audience of over 2 million players every month. They focus on connecting players to their passions and hobbies through virtual world experiences and have placed 3rd with an average growth of 201%. Foxye is also the winner of our 2020 Fastest Employment Growth Award.



How important was it to grow your networks in South Australia, and how did you go about this?

Never underestimate the true value of networking. Game development is still a growing industry in SA, which made it crucial for us to build networks to increase our presence, for example by presenting industry level talks.

Our staff are our biggest asset, and in order to attract the best

talent, getting your name out there is important. Developing relationships with South Australian universities and game development colleges has increased our access to hire rising talent when we needed it, which has been an important factor in our fast growth.

What is your #1 piece of advice for entrepreneurs in SA?

Get a mentor. No one ever says no when asked. You would be surprised how many people are willing to help and how much they know. Gaining different perspectives helps a lot.



Excellence in Business Award **Sustainable Savings**

Sustainable Savings is an engineering company that designs and implements turnkey holistic energy efficiency solutions and demand management solutions. Established in 2010 by Matt Curnow, they have achieved exceptional and sustained growth year on year and demonstrate innovative strategies and market leadership - making them a deserving winner of the 2020 award.

At what point did you realise your business was really 'onto something'?

Our success has stemmed from a combination of passion and pure commitment. Quite early on, I decided I would not accept anything other than creating a company that was known globally as the 'best' in its field. I was confident I could make it happen. Our growth has been strong and consistent ever since starting and by 2014-15 I knew I could make this into something impressive.

Did you make any changes to your business to cope with fast growth?

Many. We are constantly adapting, upgrading, re-assessing and re-structuring things. Whether it's due to needing to better deal with work load, increase efficiency, or decrease costs - we are very proud of the way the business runs and is managed. We feel our constant efforts to work on how we run is key to our ability to continue our growth..

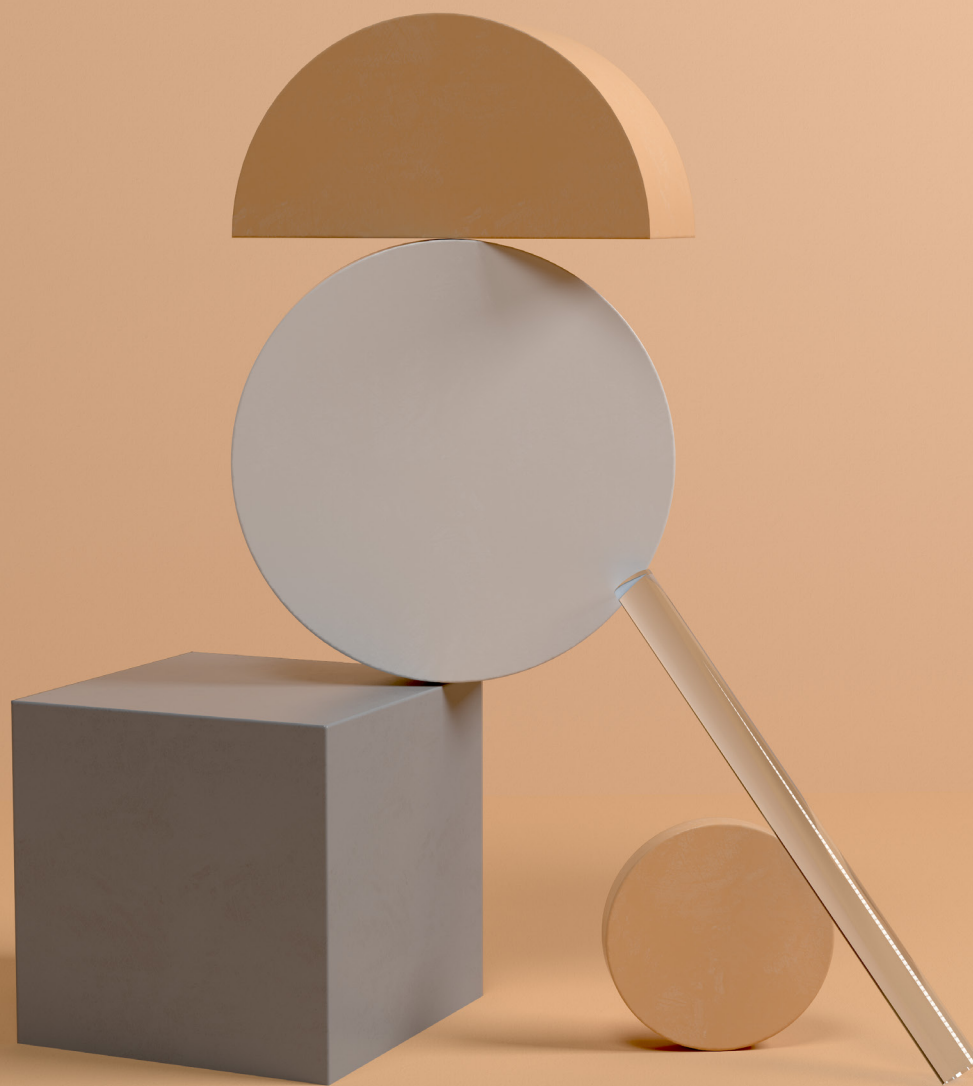
What lesson would you pass on to others in business?

Make the decision - do you want to do this? Do you want to make this something special? If your answer is yes, and a firm yes, then commit 100%. Do not accept no for an answer, do not accept anything other than exactly what you are aiming for. Do not stop

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4th - 25th Place (in order)



#4 Sustainable Savings

Sustainable Savings is an engineering company that designs and implements turnkey holistic energy efficiency solutions and demand management solutions. They offer customers a Saving Guarantee, which ensures they can be no worse off at the end of an agreed period than if they had done nothing. Sustainable Savings holds a full electricity retail licence, designs and manages imbedded networks with a range of alternative acquisition approaches.



#5 Seed Terminator

Seed Terminator is a simple combine harvester attachment that destroys weed seeds before they become weeds. They aim to provide the best technology to as many farmers as possible, as soon as possible, as economically as possible. Seed terminator helps reduce chemical use, increase yields and improve profitability - leaving farms in a better state for the next generation



#6 Firetail

Firetail provides services predominantly to the Exploration sector of Oil & Gas. With personnel and equipment operating in all corners of Australia, they provide a range of specialised services from flow testing Oil & Gas wells, through to installing electronics deep underground in Oil & Gas wells.



#7 IoTics

IoTics help businesses remain ahead of the game and save time & money by creatively improving and supporting industrial automated processes. They implement world-class technology and electrical automation systems into process plants and industrial machinery, unlocking value through a depth of experience and strategic and highly creative practices.



#8 AHLG

AHLG provides high end garden maintenance services, tree services and landscaping to a range of residential & commercial clients throughout Adelaide and the Adelaide Hills. Members of Master Landscapers of SA, their team always strives to exceed client expectations and go the extra mile in order to achieve this.



#9 Nuago

Nuago is a technology services and solutions company with a focus around cloud, networking, cyber security and mobility. They believe the combination of amazing people, enduring partnerships and the best technology can achieve anything.

4th - 25th Place (in order)



#10 AFL Services

AFL is a modern, dynamic, abrasive blasting and painting company based in Adelaide. They are focused on introducing clients to new technologies and working with them to find innovative solutions, enabling progression for both the defence and commercial markets. AFL's vision is to develop innovative abrasive blasting and painting services solutions that are recognised as being world-class.



#11 Exposé Data

Exposé is the largest and leading South Australian owned Data and Analytics consulting firm, providing enterprise business intelligence and data analytics consulting and delivery services that drive successful, business-focused solutions Australia-wide. Since 2016, they have offered clever architectures and responsive solutions that bring an organisation's data to the right people fast, and enabling an organisation to track history more efficiently so that better decisions can be made faster.



#12 Aquarium Spare Parts

Aquarium Spare Parts has Australia's largest range of Aquarium products. With over 4000 products, they cater from the beginner to the professional fish keeper.



#13 Yates Electrical Services

Yates Electrical Services are a leading Electrical, Solar and High Voltage solutions installation contractor, providing a diverse range of electrical services. Based in the Riverland of South Australia, Yates Electrical Services has been supplying renewable energy solutions to homes and businesses since 2004. Established by Riverland local Mark Yates, the company has provided over 1000 homes and businesses with solar energy installations. They have also been involved in major high voltage projects across Australia, including wind farm construction, substation construction, control wiring and high voltage installations.



#14 SK Designs Australia

SK Designs Australia - industry known as SKDA - designs & manufactures customized graphics & accessories for motorcycles. Focusing mainly on the global dirt bike market, SKDA stands out amongst its competitors due to their Unique & 'Clean' design style, paired with premium customer service.



#15 Good Prospects

Good Prospects is a speech pathology and psychology practice dedicated to providing services in areas of need that may not be able to access them otherwise. Registered NDIS providers, they are able to provide services to both adults and children (including via telehealth).

HOW TO WRITE ADVERTISING TO INSPIRE ACTION

Using the **AIDA** Formula

1. Attention

Create content that grabs attention and engages your audience.

2. Interest

Keep attention and pique interest, by communicating your prospects problems and passions.

3. Desire

Show your prospects the benefits & features of your offering and illustrate how they fulfill their needs.

4. Action

Persuade prospects that they should take immediate action.



 **1300 662 990**

www.marketease.com.au

Digital marketing agency based in Adelaide
– specialising in traffic and conversions.

4th - 25th Place (in order)



#16 Resolve Divorce

Resolve Divorce specialises in achieving legal outcomes that focus on overall wellbeing, which helps achieve a better settlement for families. Combining respectful communication between spouses, sensitivity and cooperation, their negotiation options are tailor made to suit individuals and their circumstances.



#17 Little Bang Brewing

Little Bang began in 2013, producing beer and distributing to the local Adelaide market. They have since increased production massively and now distribute nationally to bars, restaurants and retailers. Their venue is their heart and soul, with 21 taps showcasing other breweries around Australia and the world. Little Bang's resident wine-maker partners with them in-house to make their own wine range, and they've just moved into producing spirits.



#18 Discount Party Supplies

Discount Party Supplies deliver boxes full of happiness for all of life's celebrations. They are passionate about helping customers create happy, vibrant, and memorable celebrations with their families, friends, and communities.



#19 Respirico Scooterworld

Respirico Scooterworld is leading the way in the supply of healthcare equipment to customers suffering from sleep, respiratory and mobility problems. They succeed because of their core beliefs of trust, respect, inclusion and fairness. They aim to please every customer so they will come back for more.



#20 Supashock

Supashock is a world-class producer of advanced mobility and advanced autonomous systems that control, monitor and improve mobility of Defence, Autonomous, Motorsport, Commercial, Automotive and other transport vehicles.



#21 SecureWare

SecureWare are information security specialists, providing risk & security assessments and compliance reviews, whilst also providing product resell, integration and implementation services. Since 2008, SecureWare have delivered a range of services across organisations of all sizes both in South Australia and interstate. Their staff are experienced information security specialists with a broad range of expertise in security consulting, operations and system integration within enterprise organisations.

4th - 25th Place (in order)



#22 Bullet Race Engineering

Bullet Race Engineering manufacture high end niche aluminium engine blocks for Motorsport. They have the largest range in the world and their customers hold about 8 world records.



#23 Phaseblue Pty Ltd

Established in 2014, Phaseblue Pty Ltd is an Adelaide based Electrical Contractor providing High Voltage Infrastructure, Electrical Breakdown Service and Electrical Construction Management to South Australia. Phaseblue is Australian owned and operated and is fully committed to supporting local products, people and industries. Their philosophy is centred on building and maintaining long term relationships with customers, getting to know their requirements, their people and the way they work, providing quality work at a reasonable price.



#24 ZERO Noodles

ZERO Slim & Healthy is a South Australian family owned and operated company which provides its own brand of Australian Certified Organic Konjac Noodles, Rice & Pasta. Based out of Newton, they have over 2000 stockists in Australia and New Zealand, and sell direct to the public through various online outlets.



#25 Community Corporate

Community Corporate is a leading diversity and inclusion firm operating in the niche space of corporate social responsibility. They specialise in workforce solutions with a social conscience, having helped refugees, migrants, youth, women and long-term unemployed people across Australia access work with their socially responsible employer partners. Community Corporate is known for challenging conventional thinking through the design and activation of innovative projects driven to make a profound economic and social impact for all of us.

Watch the videos of all the Top 25 Announcements:
adelaidenow.com.au/topics/Fast-Movers-SA

Future. Further. Fastest.

**Congratulations to the
2020 BDO Fast Movers
SA winners & top 25**

Powered by



South Australia's passion and enthusiasm for entrepreneurship is well and truly alive with support from the Future Industries eXchange for Entrepreneurship, or, FIXE.

FIXE has been established as a strategy to support entrepreneurs build their capability and confidence, to make sure they have the skills to grow a business from concept through creation, bring their ideas to market and turn their innovations into commercial outcomes.

Want to hear and see stories from exciting South Australian entrepreneurs? Follow @FIXEeffect

To find out more visit fixe.org.au

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Fast Movers

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FLOODLIGHT

A man with a beard, wearing a teal suit jacket over a light blue shirt, is holding a red cup to his lips with his right hand and looking down at a tablet in his left hand. The background is a bright, out-of-focus office interior. A large red play button icon is overlaid on the right side of the image.

WHAT'S NEXT FOR YOUR BUSINESS?

Fast Movers SA

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