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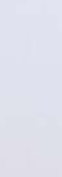





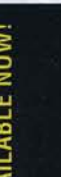

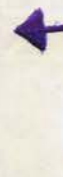
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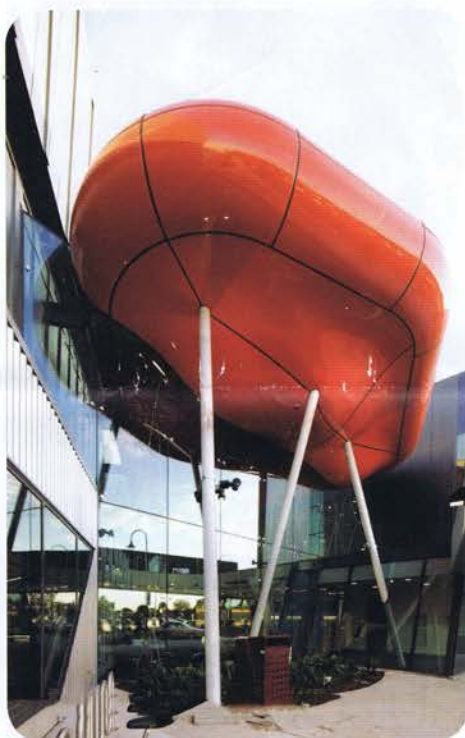
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CELEBRATIONS ~ MILESTONE CELEBRATIONS ~ MILESTONE CELEBRATIONS ~



KING'S FIBREGLASS

King's Fibreglass was started in Glen and Cathy King's backyard shed 21 years ago making, among other things, fibreglass slides.

It was 18 months before Glen left the security of full time employment, leasing a factory and employing one other person. Within 10 years, Glen had leased a further three factories and had 25 employees.

In 2010, a new facility of 6,000 square metres was purchased in Jersey Road, Bayswater, which is now recognised as the 'Home of Fibreglass Excellence'.

This year has seen the business grow rapidly and eight new staff have been appointed in recent months. One reason for this is the increase in architecture work such as:

- An enormous orange bubble roof at the new \$41M Glen Eira Sport and Aquatic Centre in Bentleigh (see photo above).
- The facade of a bank in George Street, Sydney.
- The facade of the new \$1B Victorian Comprehensive Cancer Centre in Parkville.

www.kingsfibreglass.com.au

GLEN CAMERON GROUP

40 years ago, 22-year-old Glen Cameron began his business in Bayswater equipped with a single eight-tonne tray truck owned and operated by a sub-contractor.

Glen's passion and commitment to quality service enabled the business to turn a healthy profit in its first year. Today, Cameron's is a multi-million-dollar national logistics business with around 1000 staff and a fleet of more than 850 trucks.

As a valued service partner to major businesses such as Coles, Woolworths, Sharp, Schweppes and Cadbury, Cameron's has developed a reputation of excellence within the industry through its safe and sustainable approach to logistics.

Glen was recently honoured at the Australian Freight Industry Awards being crowned 2015 Personality of the Year.

The Award recognises Glen's contribution to the logistics industry over his lifetime.



Glen Cameron was proud to receive his 2015 Personality of the Year Award in the company's 40th year.

In receiving his Award, Glen spoke humbly and thanked all his staff who have helped him contribute to the industry and build a successful and well respected business.

Whether it's local trucking, couriers, warehousing, interstate transport or third party logistics management, the Glen Cameron Group continues to expand upon its total logistics solution for businesses throughout Australia.

www.camerons.com.au

ACRODYNE

Celebrating its 30th birthday this year, Acrodyne is a leading supplier in the field of actuation, instrumentation and control products.

Managing Director Rod Mason credits the company's success with being adaptable. "The market and technology is always changing so if you stay doing the same thing you will probably find yourself in a bit of trouble."

He believes it never hurts to look a little further as someone might have a good idea.

This was his attitude when he decided to participate in the recent Grow Your Business 'Decisions That Drive Profits' group training program auspiced by Knox Council.



Being adaptable is a key to success says Rod Mason.

"You never know," said Rod, "They might have something they can teach us that we don't know."

"In fact, we did learn more about business planning and now have our existing plan in a more concise form. Also, we all got a clearer idea of resourcing the business for growth."

www.acrodyne.com.au

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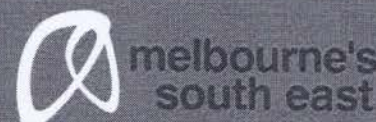
Useful Links

Publications

Melbourne South East (MSE) Business Awards - "THE BEST OF THE BEST"

Network with over 250 representatives from all sectors of business, State and Federal Government officials, Local Government representatives and invited guests at the Melbourne South East (MSE) Awards Gala Presentation Dinner on 24 February 2012, the premier business awards recognition program in the south east region of Melbourne.

The MSE will present its Melbourne South East Regional Business Awards to those businesses selected from nominations received from across the Region in a range of award categories including Home Based Business to Large Enterprise and Environmental and Sustainability.



Good luck to the following Knox City Council nominees who were selected from local businesses who have won a recognised business award during 2011:

Melbourne South East Business of the Year Overall Business Excellence Award - MiniFAB (Aust) Pty Ltd

2012 MSE Large Enterprise Award (Over 100 Employees) - Ecotech Pty. Ltd.

2012 MSE Medium Enterprise Award (21 to 99 Employees) - King's Fibreglass Pty. Ltd.

2012 MSE Small Business Award (20 and under Employees) - APS Innovations Pty Ltd & Yawarra Information Appliances Pty Ltd

2012 MSE Home-Based Business Award - Swags for Homeless Ltd

2012 MSE Environmental and Sustainability Award - Yawarra Information Appliances Pty Ltd & Ecotech Pty Ltd

2012 MSE Chair's Award Business Growth and Development - MiniFAB (Aust) Pty Ltd

For more information please [click here](#) or contact Economic Development on 9298 8000 or eco.dev@knox.vic.gov.au

Business Events in Knox

Business Model Innovation - Free Workshops

23 Feb 2012 Free Small Business Services Coming to Town

24 Feb 2012 Innovation and Network Building

29 Feb 2012 Business Planning Workshop Program

14 Mar 2012 Starting Your Business workshop

For more information contact
Economic Development, Knox City Council - 9298 8000

Business News from Knox

Super Trade Mission to India Feb 2012: Be part of Australia's largest ever trade mission to India. The Premier of Victoria, the Hon Ted Baillieu MLA announced on Monday, 22 August, that a Super Trade Mission involving more than 100

FREE BUSINESS REVIEW WITH ENTERPRISE CONNECT

Two Knox businesses have taken advantage of the Australian Government's Enterprise Connect initiative and are implementing changes to their business that are delivering winning improvements.

Kings Fibreglass in Bayswater and iCreate Retail Solutions in Knoxfield both underwent a free Business Review in 2012 that provided a host of recommendations across all areas of the business including strategy, human resources, financial management, business and production processes, marketing and environmental sustainability.

Enterprise Connect offers comprehensive advice and support to eligible Australian small and medium businesses to help them transform and reach their full potential.

Experienced Business Advisers will provide a top-to-bottom analysis of the business and give tailored, unbiased advice along with new ideas and ways to help implement changes faster.

Helen Attard from Kings Fibreglass said having the Business Review was excellent because

it provided an outside perspective and direction on what was needed to improve the business.

'Three changes we have embraced revolve around productivity, innovation and HR with immediate noticeable improvements.

'First, we purchased a robot to carry out the more intricate fibreglass grinding work where accuracy is vital. The process used to take one person 45 minutes to drill the holes and trim it; the robot does it in nine minutes.

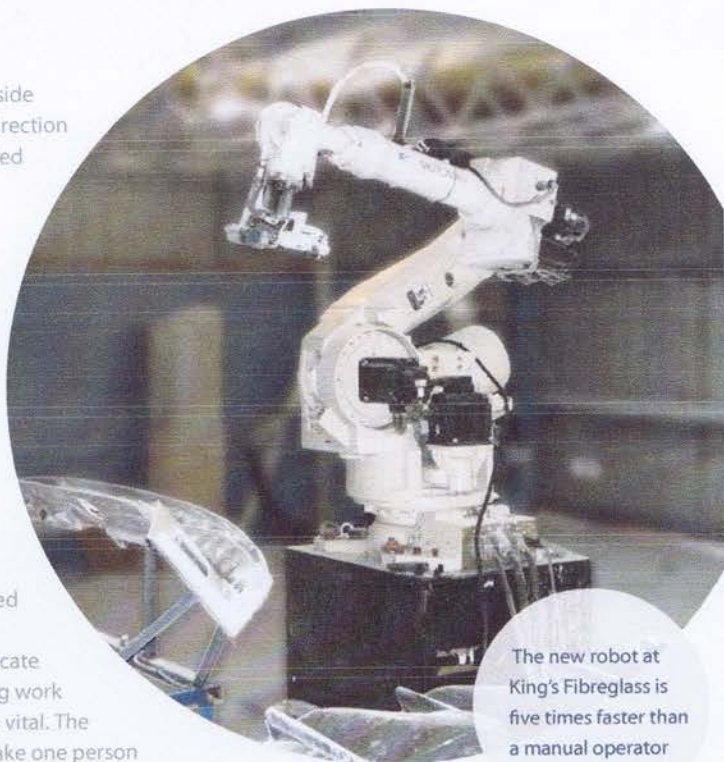
'Then we hired a full time engineer who is working across the company on designs including with customers and helping to manage the factory, which has freed up the Managing Director Glen King's time allowing him to work on business development.

'We also purchased a Resin Transfer Moulding machine, which will allow us to add more innovation in the custom area.

'With these three changes alone, we have picked up several significant new clients and created a new product for Queensland Rail: first class train seats,' Helen said.

Various grants are available through Enterprise Connect and Kings is currently investigating replacing all their lighting with LED lighting, for which a grant can be provided.

'We are extremely pleased with Colin Crotty and the team located at the new Victorian Government Business Office in Ringwood who facilitated the review



The new robot at King's Fibreglass is five times faster than a manual operator

and provide ongoing advice and support.'

iCreate, which specialises in custom designs and manufacturing processes using a variety of materials to build creative retail environments, was also happy with the Business Review process and extremely pleased with its recommendations.

Jenny Mahon said the areas that needed the most attention were HR, marketing and strategic planning.

'We have implemented some of the HR suggestions and will continue to do so. This includes full scale initiatives from renegotiating contracts to job descriptions, KPIs and performance reviews.

'We also expect to take advantage of the Tailored Advisory Service in the future, which provides us with a grant.'

For more information contact Enterprise Connect on 131 791 or visit:

www.enterpriseconnect.gov.au

www.kingsfibreglass.com.au

www.icreateretail.com.au



iCreate's in-store display unit.

Highlightin

Ringwood Private Hospital

Ringwood Private Hospital first commenced in its current location in 1973. A 74-bed acute medical, surgical and oncology facility, Ringwood Private Hospital specialises in the specific treatment of patients with a cancer diagnosis, providing multiple treatments on site, including chemotherapy and radiotherapy. In conjunction with Radiation Oncology Victoria, the hospital provides the only private radiotherapy facilities in the eastern suburbs.

In recognition of the way they deliver such services to the community, the hospital has recently been the recipient of two Awards. In September 2009, they received "Participating Centre of the Year" for 2008 for the cosmetics industry community service program, "Look Good Feel Better" - a free national public service program created to help individuals with cancer improve their self-esteem and manage their treatment and recovery with greater confidence.

In addition, in November last year, Ringwood Private Hospital organised a team of 66 participants, for the City of Whitehorse's 24hr Relay for Life event, in order to raise funds for the Cancer Council of Victoria. The team managed to raise \$4,500 and was delighted to be awarded the overall "Team Spirit" award.



For more information about Ringwood Private Hospital visit them at 36 Mt Dandenong Road, Ringwood East or phone 8804 4000

Baker's Delight – Tony Hart

Sometimes it's not just businesses that receive awards, but those that work within the businesses that receive the accolades. Even more rare are those individuals that take time away from their core business to assist the community when in need. Tony Hart, owner of Baker's Delight Heathmont was recently named Maroondah's "Citizen of the Year" and was applauded at the Victoria Police Bushfire Effort Recognition Ceremony, held late last year, which was an event to thank those for their efforts during the bushfires of last summer.

Delivering over 20,000 baked items, Tony's generosity helped feed over 900 firefighters and 300 police officers in the month following last year's 'Black Saturday'. As an indication of how committed Tony was to the relief effort, he made up to four trips a day to bushfire-affected areas, with the assistance of the local Bendigo Bus. Whilst Tony was extremely honoured to receive this Award, he is thankful he was able to play a small part in assisting emergency services in the fire affected zones. "It's something that the team at Baker's Delight Heathmont knew they could do to make a small positive contribution for these communities when they needed it most".



Photo: Maroondah Journal

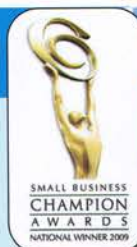
For more information about Baker's Delight visit www.bakersdelight.com.au, drop into 144 Canterbury Road, Heathmont or phone 9738 0322.

King's Fibreglass

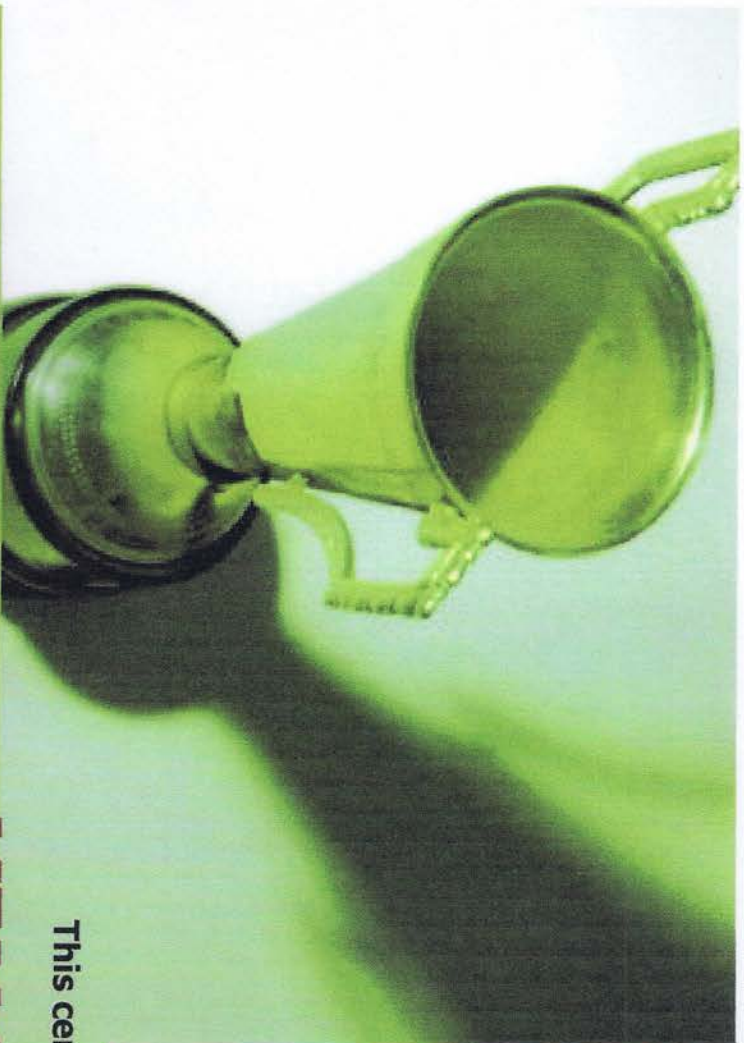
Commencing in humble beginnings in his back yard in Croydon, Glen King of King's Fibreglass has built this family business into one of the leaders in the manufacture of quality and innovated fibreglass products in Australasia. Most recently, the company has also become an exporter, with the shipment of their mobile dog grooming and coffee trailers to the UK, Europe and New Zealand.

From humble beginnings, employing 2 staff members, King's Fibreglass now supports nearly 30 staff members and supplies to some of the leaders in the RV and Motor industries, the Dog Wash industry, Mobile Coffee, Playground, Boating, Horse Float manufacturing industries and also Air Conditioning, Swimming and any fibreglass product anyone may require.

This success was recently recognised at the 2009 Australian Small Business Champion Awards held on the 14th November. Prior to attending the National ceremony, the business won two State Awards, taking out both the Victorian award for 'Manufacturing', with Glen also winning the State 'Entrepreneur' category. Impressively, following their success at the State level, King's Fibreglass then went on to win the 2009 National Award for Manufacturing. Owner, Glen King is proud of his committed team. "We see this as a great success, which reflects our total commitment to delivering exceptional quality and service for all our clients. We will continue to expand the business and introduce new innovative products to the marketplace."



For more information about King's Fibreglass visit www.kingsfibreglass.com.au or phone 9729 4945.



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Certificate of Appreciation

KING'S FIBREGLASS Pty. Ltd

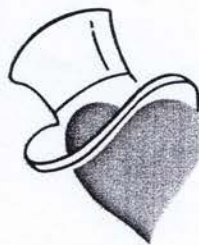
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Chairman



Thank you for helping us raise funds for the Special Needs Children of Victoria.

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