

Client Stories



We know you put everything into your business and we'll work hard to help you.

Check out how we've helped other businesses...

"We wouldn't have survived without Scottish Pacific Benchmark."

Graeme Raper,
Exfoliators (AUST)
Pty Ltd

"Effectively it gives us the cash flow security we wanted and allows us to focus on further expansion without having to worry about whether the money will come in on time to allow us to clear the bills we need to pay."

Miranda Bond,
Inika Cosmetics

"It became very clear, very quickly, that it was the ideal solution for us."

Chris Cromwell,
Central Victorian
Providores

Cash Flow Benefit

Tim Brady (2009 BRW Fast 100) – Credo Group

When accountant Tim Brady started his own small business in 2003 it specialised in retail project management and specialist recruitment for some of Australia's largest retail chains.

Today the Credo Group has become an integral part of many of the nation's leading retailers and mining enterprises as well as servicing manufacturing, logistics and property.

Credo can put as many as 250 workers into a major supermarket or department store to have the store completely remodelled or rebranded and fitted out within three days.

The group's turnover has grown 60% per year for the last three years.

Tim says the key to growth has been good management and a healthy cash flow.



Building a Business

Taz Solakis – Designer Truss

"I knew we could build the business if we could maintain our cash flow and Scottish Pacific Benchmark offered us that opportunity by funding our invoices to those trade customers.

"The most impressive aspect of the entire experience was the speed of the process. Scottish Pacific Benchmark fast-tracked the application and we were able to take on new trade customers immediately."

Since the facility was put in place, Designer Truss has increased its turnover and profitability by 10-15% each year for the past three years.

"We've been able to take on larger jobs and higher volumes. It allows us to expand the business and to improve our processes, such as using automation to increase output and reduce waste. And most importantly, it helps to even out our cash flow when we take on those large orders."



Flexible Finance for Growing Businesses

Miranda Bond (2010 BRW Fast Starter) – Inika Cosmetics

Wollongong based Inika Cosmetics is riding a boom despite the global economic downturn and has recorded stunning growth since the company started with just two employees in 2006. Today Inika's 100% natural Australian make-up range is sold around the world by more than 450 stockists.

The stunning success included growth of 400% in the first two years of the business and 150% in 2008-09. It's critical to any business that such growth is underpinned by a flexible funding arrangement.

Inika turned to Scottish Pacific Benchmark to fund their cash flow.

Chief executive Miranda Bond says the facility was more flexible than anything offered by the banks.



Fruits of their Labour

Chris and Paula Cromwell – Central Victorian Providores

When Chris and Paula Cromwell bought Central Victorian Providores they knew a little about the gourmet food market.

While they recognised the potential of the business they also identified the need to manage its cash flow to realise that potential.

"We had grown the business at an accelerated rate and wanted to continue that growth – but cash flow was a problem," says Chris "The business had a bank overdraft but it had a set limit and the banks weren't willing to discuss an extension without mortgage security. Even then, there was no flexibility to allow for sudden growth."

Chris says the difference from dealing with the banks was startling.

"It became very clear, very quickly, that it was the ideal solution for us."



"They understood our industry and they were prepared to offer a facility that will grow with our business. It's flexible, it's cost-effective and it allows us to grow."

Tim Brady,
Credo Group

"The facility pays for itself."

Taz Solakis,
Designer Truss

"On average, we've been able to double turnover and profits each year since we started working with Scottish Pacific Benchmark."

Peter Burgess,
Liquid Systems

"We haven't had a problem in the six years. As a matter of fact, several of their competitors have spoken to us but nothing matched the service."

Chris Cromwell,
Central Victorian
Providores

"We discovered Scottish Pacific Benchmark and it's one of the best moves we've ever made."

Steve Hards,
Star Precision
Engineering

Measured Approach to Business Success

Peter Burgess – Liquid Systems

Peter and his wife, Sandy, started Liquid Systems in 2002 using the equity in their home and an overdraft from their new bank. The business rapidly established a reputation for creative delivery solutions and attracted the attention of major farm machinery manufacturers.



"Growth was great but our overdraft and equity facilities weren't flexible enough to deal with the increased cash flow demands so we changed to new bankers who introduced us to the idea of factoring our invoices through a relationship they had with Scottish Pacific Benchmark," he says.

"The difference was startling quite frankly," says Peter. "They took the trouble to understand our business. It means we can use the facility to buy equipment and pay our wages bill without having to wait for payment from our clients for previous orders. On average, we've been able to double turnover and profits each year since we started working with Scottish Pacific Benchmark."

Now You're Smiling...

Hani Tadros – Ozdent

Businessman Hani Tadros founded his Ozdent business in Sydney in September 2006 as a dental wholesaler, offering top-quality dental supply products, knowledgeable employees and a promise to deliver unparalleled service.



Within 18-months Ozdent was a serious player in the dental market and Hani Tadros was ready to expand.

"We found a bolt-on acquisition that complemented our business and thought there'd be no problems with finance because the target business had 21-years of trading history – but our banks wouldn't lend the money without mortgage security," says Mr Tadros.

"Scottish Pacific Benchmark understood our business and the business we wanted to acquire and they offered us a facility that guaranteed our cash flow and allowed us to complete the purchase," he says.

The purchase and the cash flow benefits of Scottish Pacific Benchmark's full service factoring allowed Ozdent to increase its turnover by more than 350% in less than 12-months.

Transport Business Made Easier

Peter Howell – Nexus Freight

"When we got our first really substantial contract we needed to buy 10 or 12 new trailers and without the assistance of Scottish Pacific Benchmark that would have been a lot harder as a growing company," says Mr Howell.



Bank finance was out of the question due to the level of bricks and mortar security demanded to guarantee the loans.

Mr Howell says Scottish Pacific Benchmark took the time to understand his business and offer a flexible cash flow solution that allowed him to realise the value of his invoices as they were raised rather than waiting weeks, and often months, to be paid.

The steady cash flow allowed Nexus to grow from a start-up company into a serious player in the freight industry.

A Good Night's Sleep

Frank and Gabby Matus – Manupack

Frank and Gabby Matus have a successful business and generally sleep soundly at night, but it wasn't always that way.



"We used to have sleepless nights, always waiting for money. It was terrible," says Frank, recalling the days when cash flow was a major problem for their manufacturing and packaging business, Manupack in Dandenong.

"We had customers who always made me wait for money but we couldn't put too much pressure on them because we didn't want to lose their business," says Frank.

"Scottish Pacific Benchmark looked at our business, took the time to understand what we did and how much potential we had. They allowed us to grow. We have large customers now who we couldn't have serviced without the Scottish Pacific Benchmark facility."

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