



*your funding
your future
your freedom*

WEEKEND AUSTRALIAN 30 AUGUST 2008

5000 brokers to go in mortgage mayhem

FOUR years ago, amid a seemingly never-ending boom in home-lending, West... April... Mortgage Choice, meanwhile, broker commissions, and the re-building of bank-profit margins...

there is good news for brokers

In these times of tightening credit and harsher commission structures from the banks, debtor finance remains a steady opportunity for brokers.

Scottish Pacific Benchmark is Australia's leading non-bank provider of cash flow finance solutions and is proud to have maintained its generous brokerage rates and commitment to brokerage for the life of the deal.

While many brokers are leaving (or considering leaving) the industry, Jennifer Nielsen, Chief Executive of XInc Finance, said the smartest and hardest-working brokers would be better off in the long term because they would have fewer competitors and more diverse revenue streams.

Debtor finance (or cash flow finance) offers brokers a strong product for clients in the small to medium enterprise sector. It not only provides income for the debtor finance referral, but creates opportunities to do more with the client as the business grows.

Suitable businesses can access up to 85% of the value of their trade invoices without the need for bank overdraft facilities or the complications of using mortgaged property as security.

SPB Chief Executive Officer Peter Langham says close relationships are the key to his Group's success and the success of their clients and brokers.

"Understanding the client's needs enables us to find a solution that meets the expectations of both client and broker," says Mr Langham.

"And by offering a solution rather than selling a product, the chance of settlement being reached increases.

"SPB is a specialist provider of debtor finance, not a bank. This allows us to tailor solutions to meet the needs of the client, meaning we say 'yes' more often."

With offices across Australia and New Zealand, SPB can offer brokers and their clients face to face access to the people that matter in the relationship.



who's a lucky chap?

Congratulations to Mark Graven of Centrepont Alliance in Melbourne, his referral to Scottish Pacific Benchmark has won him a get away for a weekend behind the wheel of one of the world's most admired motor vehicles.

By referring his clients to SPB, Mark has won weekend hire of a Porsche 996, 911 or Boxster.

If you want to catch a glimpse of Mark just look for the broker with the biggest smile in Melbourne.

a natural winner

"We wouldn't have survived without Scottish Pacific Benchmark," says Managing Director Graeme Raper, whose company Exfoliators Pty Ltd manufactures Premium Perlite and Premium Vermiculite Products for a wide range of uses including water retention, fire protection, building insulation, light weight fillers, wetting agents and even kitty litter.

Exfoliators was founded in 1959, providing Perlite and Vermiculite products to the building and construction industries and sold its Vermiculite products to horticultural industries and also as kitty litter and passive fire protection material.

Mr Raper is an unabashed enthusiast for his environmentally friendly mineral products and for Scottish Pacific Benchmark whose specialist services gave Exfoliators the chance to grow.

For a range of unrelated reasons the company ran into financial trouble about six years ago.

"We had a pretty tough period where the banks didn't want to know me and certainly didn't give a damn about our cash flow problems," Mr Raper recalls.

"We were eventually introduced to Scottish Pacific Benchmark by our finance broker. Their attitude was completely different from the banks, any of the banks that is, because we tried them all.

Scottish Pacific Benchmark looked at our business and recognised the strength of our accounts and our potential for growth. There is no doubt that Benchmark could both understand and share our passion, our vision and the future for Exfoliators," he says.



"The Scottish Pacific Benchmark facility smoothed a whole lot of bumps in the road for us. They knew our business had a solid foundation, they helped us ride out the problem period and, at the same time, gave us the chance to grow by ensuring our cash flow was solid and predictable."

Graeme Raper insists Scottish Pacific Benchmark did more than provide a much-needed service.

"They rescued me, us, the company, pure and simple," he says. "And now that we're booming, the banks are back of ering us money!"

"Scottish Pacific Benchmark are specialists at what they do. They took the time to really understand our business. It's a little more expensive than a bank overdraft but we didn't have to put properties on the line and give other spurious guarantees. The convenience and flexibility of the Scottish Pacific Benchmark facility gave us more time to focus on our business."

FBAA golf day

Scottish Pacific Benchmark supported the FBAA golf days at Sydney's Macquarie Links course and Brisbane's North Lakes Resort.

SPB entered teams of four at each of the events and provided full-service refreshments on the 18th hole of the Sydney event where a Scottish Pacific Benchmark waiter spent the day serving canapés and champagne.

SPB also provided golf balls and caps to participants at the FBAA golf days.

Michael Bailey, State Manager for Queensland, said Scottish Pacific Benchmark had enjoyed a long association with the FBAA and would continue to support FBAA member events.



Pictured (L-R): SPB's Sydney golf team of Sean McGarry, Aris Lockhart, Cameron Finlayson and Geoff Chisholm

Scottish Pacific Benchmark has offices in Adelaide, Auckland, Brisbane, Christchurch, Melbourne, Newcastle, Perth, Sydney, Townsville, Wellington and Wollongong.

*one call is all it takes
1300 debtor (332 867)*

*Visit us on-line at
www.spbgroup.com.au
Or direct mail to GPO Box 9969
in your capital city*

Interested in learning more about invoice discounting and factoring? Senior members of the Scottish Pacific Benchmark team are available to make short presentations to your business or organisation that will outline the products and services we offer and explain how they can help you or your clients improve their cash flow and grow their business.

case studies

Industry Sector

Pharmaceutical Manufacturer, Filler and Packager.

Annual Sales

\$10 Million

Why Debtor Finance

Facilitate buy-out from multi-national holding company.

Why Scottish Pacific Benchmark

Speed of response. Alternative arrangements for funding had fallen through prior to approaching SPB.

We were able to settle the facility and accommodate the buy-out within 10 working days.

Facility Size

\$1,500,000

Industry Sector

Manufacturer of industrial fabrics.

Annual Sales

\$10 Million

Why Debtor Finance

After 2 years of declining sales business was growing again and needed additional funding to meet ongoing working capital needs.

Why Scottish Pacific Benchmark

Trading losses resulted in bankers withdrawing all facilities despite shareholders contributing further capital to cover all trading losses. Monthly profitability had been restored but the bank was still unwilling to assist without sustained profitable trading record.

Facility Size

\$900,000