

Australia's biggest private companies

SPECIAL
ANNUAL
EDITION

BRW.

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500
TOP

PRIVATE COMPANIES

- Best of the best: Private Business Awards
- Agribusiness and lifestyle companies star
- Retailers lead record number of new entrants

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Private Business Awards 2008

THEY COME FROM
DIVERSE DISCIPLINES,
BUT THE FINALISTS
AND WINNERS IN THE
INAUGURAL BRW ANZ
PRIVATE BUSINESS
AWARDS HAVE A
COMMON THREAD:
THEY EXCEL IN THEIR
CHOSEN FIELDS

THE FINALISTS

PRIVATE BUSINESS OF THE YEAR (TURNOVER > \$100 MILLION)

Ampcontrol
Entity Solutions
Freehills
Mallesons Stephen Jaques
PricewaterhouseCoopers
Snowy Mountains Engineering Corporation

PRIVATE BUSINESS OF THE YEAR (TURNOVER <= \$100 MILLION)

CharterMason
Crust Gourmet Pizza Bar
Fernwood Women's Health Clubs
Kings Transport & Logistics
Longwarry Food Park
Thomas Duryea Consulting

MOST SUCCESSFUL PRIVATE BUSINESS TRADING OVERSEAS

Aconex
Intellecion
Woods Bagot

MOST SUCCESSFUL PRIVATE BUSINESS IN REGIONAL AUSTRALIA

Longwarry Food Park
Prosperity Advisers
Rocky's Own Transport Company

EXCELLENCE IN COMMUNITY PRACTICES

Freehills
PricewaterhouseCoopers

EXCELLENCE IN CUSTOMER SERVICE

AUSCOAL Super
Entity Solutions
GMHBA
Swaab Attorneys

EXCELLENCE IN ENVIRONMENTAL PRACTICES

Longwarry Food Park
Mawland Quarantine Station
Schiavello Group of Companies

FASTEST GROWING PRIVATE BUSINESS (TURNOVER > \$100 MILLION)

Arup
Finite Recruitment
Hazell Bros Group

FASTEST GROWING PRIVATE BUSINESS (TURNOVER <= \$100 MILLION)

Crust Gourmet Pizza Bars
Itcom Australia
Thomas Duryea Consulting

CHALLENGE REAPS REWARD



Fairfax Media and ANZ Corporate Banking have been working together to help raise the profile of outstanding private businesses through the BRW ANZ Private Business Awards program.

"ANZ congratulates award winners and private business owners across Australia," ANZ's managing director of corporate banking, Vishnu Shahaney, says. "Running a successful private business can be challenging, as well as rewarding. The dedication and vision of these business owners has helped to positively shape the Australian economy.

"ANZ has a long history helping private business owners manage their specific challenges and opportunities," he says. "Approximately 86 per cent of our corporate banking clients are privately owned, and our strong relationships and understanding of this sector have positioned us as trusted advisers.

"We deliver more than traditional banking products, with our leading capital solutions (including equity and mezzanine finance) we can assist with succession planning, exit strategies, mergers and acquisitions and growth solutions."

Fairfax Media and ANZ have initiated research into private businesses – including the BRW Top 500 Private Companies – to examine the challenges and outlook for the sector. Business owners can register for a copy of the report on anz.com/brwawards, which will be available from September 22.

RANK	COMPANY	INDUSTRY	STATE	REVENUE	Change	EMPLOYEES	Change	
2008	2007	(Balance date)		\$m	%		%	
57	75	Peregrine Corporation (6/08)	Food Retailing	SA	712.6	23.5	1,291	1.5
58	63	Liberty Oil (6/07)	Basic Material Wholesaling	Vic	679.2	1.2	44	7.3
59	-	Ascendia Retail (6/08)	Personal, Household Good Retailing	Qld	660.0	94.2	5,900	6.5
60	63	Australian Unity (6/08)	Insurance	Vic	651.0	-4.8	1,184	11.7
61	85	BMD Group (6/08)	Construction	Qld	646.0	28.6	1,300	68.6
62	71	Salvation Army (6/08)^ ^	Personal, Other Services	Vic	645.0	5.2	N/A	N/C
63	74	TWU Superannuation Fund (6/07)	Insurance	Vic	639.0	24.0	N/A	N/C
64	-	VIP Packaging (6/07)	Plastic, Chemical, Assoc Product Manufacturing	Vic	627.7	40.7	2,492	70.5
65	73	Manildra Group (6/08)^ ^	Food, Beverage, Tobacco Manufacturing	NSW	622.0	3.2	N/A	N/C
66	-	Quick Service Restaurants Holdings (6/08)	Accommodation, Cafes, Restaurants	NSW	620.0	N/C	7,000	N/C
67	86	WIN Corporation (6/08)^	Cultural, Recreational Services	NSW	610.0	22.0	N/A	N/C
68	80	Credit Union Australia (6/08)	Finance	Qld	588.1	9.6	742	7.2
69	109	Connell Wagner (6/08)	Property, Business Services	Vic	587.0	27.2	3,750	29.3
70	27	Clerical Administrative & Related Employees Super Plan (6/08)	Insurance	Vic	575.0	-49.2	28	33.3
71	90	Mater Health Services Brisbane (6/08)	Health, Community Services	Qld	570.0	16.0	4,059	3.8
72	105	Consolidated Press Holdings (6/08)^	Finance	NSW	567.0	11.6	N/A	N/C
73	-	Professional Associations Superannuation Fund (6/07)	Insurance	Vic	565.6	-2.0	N/A	N/C
74	87	Peter Warren Group (6/08)	Motor Vehicle Retailing and Services	NSW	562.0	10.6	604	-2.4
75	-	Goldman Sachs JBWere (11/07)	Services to Finance and Insurance	Vic	556.5	29.1	N/A	N/C
76	91	CUSCAL (6/06)	Services to Finance and Insurance	NSW	551.2	18.8	285	0.7
77	95	St Hilliers (6/08)	Construction	NSW	550.0	8.7	400	13.0
78	88	Mallesons Stephen Jaques (6/08)	Property, Business Services	NSW	544.5	10.0	1,940	4.0
79	82	RACQ Insurance (12/07)	Insurance	Qld	543.5	2.5	N/A	N/C
80	40	Auscoal Super (6/08)	Insurance	NSW	542.4	-56.7	65	22.6
81	83	G James Australia (6/08)^	Non-Metallic Mineral Product Manuf	Qld	540.0	5.5	N/A	N/C
82	113	Gardner Smith (3/08)	Basic Material Wholesaling	NSW	530.5	34.0	200	21.2
83	91	Twynam Agricultural (6/08)^ ^	Agriculture, Forestry, Fishing	NSW	510.0	6.3	N/A	N/C
84	91	Freehills (6/08)	Property, Business Services	NSW	509.0	5.6	1,794	-1.4
85	84	Sussan Corporation (7/07)	Personal, Household Good Retailing	Vic	506.8	0.5	4,469	N/C
86	-	IPMG (6/08)	Printing, Publishing, Recorded Media	NSW	505.2	-2.5	1,842	-0.8
87	17	Health Super (6/08)	Insurance	Vic	503.1	-74.8	113	7.6
88	89	Griffin Holdings (6/08)^ ^	Mining	WA	502.0	1.5	N/A	N/C
89	-	Manassen Foods (6/08)	Personal, Household Good Wholesaling	Vic	500.0	N/C	1,200	N/C
90	98	Building Unions Superannuation Scheme (Qld) (6/07)	Insurance	Qld	499.1	36.5	N/A	N/C
91	53	Statewide Super (6/08)	Insurance	SA	492.7	-37.2	123	6.0
92	76	Tynan Motors (6/08)	Motor Vehicle Retailing and Services	NSW	491.0	7.7	460	16.5
93	111	Newcastle Permanent (6/08)	Finance	NSW	482.0	19.5	N/A	N/C
94	91	Office National (6/08)	Machinery, Motor Vehicle Wholesaling	NSW	480.0	0.0	1,350	0.0
94	101	Patterson Cheney Holdings (6/08)	Motor Vehicle Retailing and Services	Vic	480.0	4.3	482	2.3
96	106	Mulawa Holdings (6/08)	Cultural, Recreational Services	NSW	473.0	12.4	2,000	13.6
97	103	Clayton Utz (6/08)	Property, Business Services	NSW	467.5	8.5	1,783	3.2
98	100	Prestige Motors (6/08)^ ^	Machinery, Motor Vehicle Wholesaling	WA	464.0	5.0	N/A	N/C
99	102	Minter Ellison Legal Group (6/08)	Property, Business Services	NSW	460.0	6.0	2,258	9.6
100	104	James Richardson (6/08)	Personal, Household Good Retailing	Vic	458.8	7.9	964	7.3
101	-	Stevedoring Employees Retirement Fund (6/07)	Insurance	NSW	452.7	21.5	N/A	N/C
102	-	Hyne & Son (6/08)^	Agriculture, Forestry, Fishing	Qld	450.0	N/C	N/A	N/C
103	99	Heritage Building Society (6/07)	Finance	Qld	440.5	16.4	667	9.0
104	131	BS Stillwell Motor Group (6/08)	Motor Vehicle Retailing and Services	Vic	440.2	21.0	500	16.3
105	117	Riviera Group (6/08)	Machinery, Equipment Manufacturing	Qld	440.0	22.6	994	-8.1
106	159	Moralis Group (6/08)	Personal, Household Good Wholesaling	NSW	430.0	33.2	600	0.0
107	-	Freedom Fuels (6/07)	Motor Vehicle Retailing and Services	Qld	429.1	25.8	366	57.8
108	108	John Hughes Group (6/08)	Motor Vehicle Retailing and Services	WA	428.0	4.4	499	5.3
109	170	Gloria Jean's Coffees (6/08)	Food Retailing	NSW	426.1	18.2	370	32.1
110	145	Schiavello Group of Companies (6/08)	Other Manufacturing	Vic	425.0	22.4	1,200	9.1
111	154	Geoff Pickering Motors (6/08)	Motor Vehicle Retailing and Services	Qld	420.0	40.0	500	42.9
111	118	Rip Curl (6/08)	Personal, Household Good Wholesaling	Vic	420.0	7.6	1,300	0.0

COMPANY	RANK	COMPANY	RANK	COMPANY	RANK	COMPANY	RANK
Inghams Enterprises	8	Melbourne Airport	119	Print Super	343	St Vincent De Paul	248
Interlink Roads	334	Menzies International	237	Professional Associations Superannuation Fund	73	Standard Wool	446
Internode Systems	413	Mercy Health & Aged Care	219	Proserpine Co-op Sugar	481	Statewide Super	91
IPMG	86	Meriton Apartments	28	Provot Holdings	183	Stevedoring Employees Retirement Fund	101
ISIS Group	142	Metals Trading	411	Qantas Credit Union	389	Stowe Australia	155
J-Corp	241	MG Kailis	387	Qantas Super Plan	16	Stuart Alexander	374
Jalco Group	384	Michell	470	Queensland Sugar	25	Summit Homes Group	279
James Richardson	100	Middendorp Electric Group	390	Quest Serviced Apartments	260	Sunsuper	9
Jani-King	443	Midfield Meat International	232	Quick Service Restaurants Holdings	66	Supre Holdings	196
JGL Investments	12	Mini-Tankers Australia	368	RAA Insurance	498	Sussan Corporation	85
JJ Richards & Sons	137	Minter Ellison Legal Group	99	RAA of SA	350	Suttons Motors	32
JK International	39	Mission Australia	167	RAC of WA	198	SX Trailers	416
JM Kelly Builders	434	Mitre 10 Australia	26	Racing Victoria	212	Sydney Adventist Hospital	243
JMC Group	467	Moore Business Systems Australia	453	RACQ	333	Sydney Fish Market	427
John Hughes Group	108	Moore Stephens	457	RACQ Insurance	79	T & R Pastoral	134
JSA Jackson & Son	176	Moraitis Group	106	RACV	123	Tasplan	399
Julliard Group	419	Moran Health Care	203	Redox	159	TCF Services	422
Just Cuts	493	Motor Trades Association of Australia Superannuation Fund	18	Rei Super	214	Teachers Federation Health	189
JUST Super	445	Motorama Group of Companies	143	Reliance Petroleum	3	Techwool Trading	205
JWH Group	114	Mounties	154	Retail Employees Superannuation Trust	10	Ted's Camera Stores	491
Kailis & France Foods	375	Mulawa Holdings	96	Retravisio	11	Tenix	19
Kailis Bros	145	Murray Goulburn Co-op	5	Rex Gorell Family Group	143	Terry Shields Toyota	291
Kane Constructions	192	National Capital Motors	456	Richard Crookes Constructions	190	Timber Industry Superannuation Scheme	299
Keema Automotive Group	403	National Rugby League	461	Rick Damelian	259	Todaytech Group	449
Kell & Rigby	344	New Town Toyota	268	Rider Levett Bucknall	432	Total Peripherals	308
Kennards Hire	339	Newcastle Permanent	93	Rip Curl	111	Tourism Asset Holdings	349
Kennedy Strang Legal Group	476	NHP Electrical Engineering Products	237	Ritchies IGA	50	True Alliance	393
Kings Group	460	Non-Government Schools Superannuation Fund	124	Riviera Group	105	Tunnel Holdings	455
Kleenmaid	368	Norco Co-op	157	Rossfield Boyd & Group	148	Twin Towns Services Club	486
KPMG	27	Northern Co-op Meat	391	Royal District Nursing Service	494	TWU Superannuation Fund	63
Kwik Kopy	432	NRMA Motoring & Services	141	RSL Care	324	Twynam Agricultural	83
Labour Union Co-operative Retirement Fund	283	NSW Sugar Milling Co-op	482	RSM Bird Cameron	468	Tynan Motors	92
Leading Edge Group	153	NSW Teachers Credit Union	272	SA Liquor Distributors	439	Tyrepower	156
Leda	167	Office National	94	Salta Enterprises	140	Tyres4U	267
Legalsuper	444	Oliver J Nilsen	226	Salvation Army	62	Uni Co-op Bookshop	487
LeMessurier Timber	440	Orbit Homes Australia	403	Samex	428	UniSuper	55
Lenard's	216	Pacific Petroleum	392	Sanger Australia	162	UnitingCare NSW ACT	125
Liberty Oil	58	Pacific Toyota	356	Sanitarium Health Food Company	160	Upstream Print Solutions	462
Lifeplan Australia Friendly Society	165	Paspaley Group	192	Sanity Entertainment	149	Vaughan Constructions	253
Linfox	7	Patersons Securities	448	Sanwa	319	VicSuper	36
Lipman	365	Patterson Cheney Holdings	94	Sarah Group Holdings	375	Victoria Racing Club	381
Little Company of Mary Health Care	54	Paul Ramsay Holdings	4	Savings & Loans Credit Union	195	Video Ezy	127
Locker Holdings	417	Pellicano Builders	412	Scada Group	428	VIP Packaging	64
Lowes-Manhattan	246	Penfold Motors Group	211	Scalzo Food Industries	236	Vision Super	169
LU Simon Builders	158	Penrith Rugby League Club	313	Schiavello Group of Companies	110	Visy Industries	2
Lustig & Moar	317	Pentarch Holdings	262	Scott Group of Companies	38	Voyager Distributing	360
MAB Corporation	284	Peregrine Corporation	57	SCT Logistics	180	Walton Construction	205
Mackay Sugar Co-op	164	Perron Group	130	Seafarers' Retirement Fund	163	Weeks Group	362
Madill Motor Group	326	Peter Kittle Motor Company	288	Sealanes	403	Wesley Mission, Sydney	338
Mainbrace Constructions (NSW)	394	Peter Warren Group	74	Security Mail	409	West End Mazda	450
Mallesons Stephen Jaques	78	Pets Paradise	487	Seeley International	472	Westoil Petroleum	187
Manassen Foods	89	PFD Food Services	34	Seymour Whyte Group	418	Westpoint Autos	341
Manchester Unity Australia	184	Pharmacare	289	Shacks Holden	403	Westralia Airports	249
Manildra Group	65	Phiacentini & Son	233	Silver Chain Nursing	398	Westscheme	122
Mannway Logistics	335	Pitcher Partners	373	Sinclair Knight Merz	31	Wideform Group of Companies	293
Masterton Homes	328	PKF	352	Sisters of Charity Health Service	23	Wilson Transformer	180
Mater Health Services Brisbane	71	Plumbers' Supplies Co-op	377	SMEC Holdings	246	WIN Corporation	67
Matrix Group	279	Portseal	348	Smith Family	499	Winning Appliances	403
Maughan Thiem	454	Poulos Bros	474	SNP Security Services	276	Workpac	235
MC Herd	294	PPI Corp	438	Southern Cross Constructions	315	World Vision	147
McDonald & Murphy	271	Prestige Motors	98	SPAR Australia	324	Yalumba	385
MCK Holdings	380	Pretty Girl Fashion	250	Sparke Helmore Lawyers	471	Yu Feng	208
McWilliam's Wines	370	PricewaterhouseCoopers	15	Spotlight	45	Yuan Chieh	322
Meat & Livestock Australia	317	Primo Smallgoods	37	St Hilliers	77		
Meinhardt Group	263			St John of God Health Care	53		