

WE EXPECT THE VALUE OF EXPORTS FROM OUR AUTOMATED SHADES TO GROW TO \$2-3 MILLION A YEAR

» Scott Turner Turner Bros

GST exemptions on imports.

"We applied for a Tradex order through AusIndustry a few years ago now," Turner says.

"So now when we import textiles that we can't get in Australia, the Tradex exemption from customs duty and GST provides that extra cash flow we need to get our products back on the international market," Turner explains.

Businesses must apply for this program before importing their goods. Once granted, a Tradex order remains in place until revoked. The Tradex program aims to help Australian companies strengthen their international competitiveness. The exemption is on imported goods, which are to be exported or to be used as inputs to exports.

Turner Bros is eligible for Tradex because the finished products are exported.

"The exemption is on the materials we import to make the goods we export," Turner explains.

"The Tradex scheme allows us to import our textile raw materials without the 10 per cent duty, as well as being GST free. The lower Australian dollar has also been a big help," Turner says.

Other AusIndustry products include innovation grants, tax and duty concessions, support for industry competitiveness, venture capital, and small business skills development programs. AusIndustry delivers more than 30 products, worth about \$2 billion a year, to more than 10,000

large and small businesses and 80,000 individuals.

"Tradex is invaluable in providing us with an even playing field," Turner claims.

"For instance, our competitors in Macau manufacture in China and Hong Kong, and the textiles they import from the United States go into Hong Kong duty free."

Tradex allows Turner Bros to compete on an equal footing with other western suppliers, even low-cost countries like China.

"It would almost certainly be uneconomical to do business without this assistance from Tradex. Without it, we would be at a 20 per cent disadvantage against suppliers in Hong Kong and China," Turner claims.

The textiles are imported because they are not available in Australia, but the furnishings are fabricated by expert service providers based in Sydney.

Export sales for the soft furnishings side of the business are \$7-10 million a year, while exports of window shading systems are less than \$1 million.

"We expect the value of exports from our automated shades to grow to \$2-3 million a year," Turner says.

"Innovation, support from quality staff who source quality fabrics and components, and utilising available financial assistance schemes is proving to be a good mix for our continued success in this field, both in Australia and overseas," Turner says. **WFA**



# (FURNISHING THE WINDOWS OF THE WORLD)

RECOGNISED AS A SOLUTION PROVIDER BY ARCHITECTS, INTERIOR DESIGNERS AND BUILDERS, TURNER BROS PROVIDES INNOVATIVE AND QUALITY PRODUCTS FOR ITS CLIENTS.

THE COMPANY HAS SPECIALISED in supplying soft furnishings to the hospitality industry for the past 30 years, and more recently has been supplying a range of window shading systems.

"We pursue quality in all we do, both in sourcing materials used in the fabrication of furnishings and internal and external sun control systems, as well as in providing professional services to our clients," managing director, Scott Turner, says.

This pursuit has resulted in wide ranging projects. Turner Bros has supplied interior decorators with the right fabrics to make Hayman Island's accommodation luxurious, as well as the components for window shading systems at the National Gallery of Australia, the Sydney Opera House and even Parliament House in Canberra.

"We design, install and maintain products that cover all market sectors, and we have been able to source and supply products and services that fulfil any furnishing or shading need," Turner says.

What began as a family business in 1906 – a general store in Kogarah, selling household items like mops, brooms and buckets – evolved into a department store specialising in soft furnishings.

Now great grandsons Scott and Murray Turner are at the company helm. Whilst continuing to provide high quality soft furnishings, they are also steering the company towards designing and installing automated

blind systems for new generation commercial buildings in Australia and around the world.

The company's website includes a list of projects for up-market accommodation, futuristic and luxury mansions, hospitals, schools and commercial buildings both in Australia and overseas.

"We work with designers, architects and builders, who tell us what they need. We then source those components, whether it is a certain exclusive fabric for a luxury resort or a high-tech component for a window shading system," Turner explains.

"These components are then fabricated in Australia for our clients."

Since 2006, Turner Bros has exported Australian fabricated products to North America, the Caribbean, Mauritius, the Maldives, Indonesia, Malaysia, Hong Kong, Macau and Germany.

Turner says the company has imported fabrics from all over the world, high-tech components for window blinds from Europe and software control systems from Canada.

"During the past 15-20 years, we have progressively increased the export side of our business, and exports have grown from 15-20 per cent of our business to 40-60 per cent today."

To help with the export side of the business, Turner Bros has made use of an AusIndustry scheme called Tradex to receive customs duty and



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