

## Pressure's fine for Western Australia's top business

**19 July 2011** – Pressure testing water and air for major Australian construction, resources and oil and gas projects has won a Perth business the title of WA Business of the Year.

Australian Pressure Testing Services (APTS) was launched as a one-man consultancy in 2003 by director Paul Newbound, operating from his dining room table and borrowing against equity in the family home.

The Henderson-based business, which also won the WA Panasonic Australia Medium Business Award, employs about 160 people and provides testing services for refinery piping, sub-sea pipelines, and pressure vessels, relief valves and hoses at gas plants, fertiliser and desalination projects from WA to Victoria.

Other winners of the Telstra WA Business Awards included Margaret River hospitality business Gnarabar, maritime security card provider Veritas Engineering of Perth and underground pipe specialists RePipe Pty Ltd of The Vines.

Deena Shiff, Group Managing Director Telstra Business and Telstra Business Awards Ambassador, said all winners were entrepreneurs and innovators running outstanding businesses whose success was an inspiration for the small and medium business sector.

"We are proud that the Awards program, now in its 19<sup>th</sup> year, continues to celebrate risk-takers and achievers who are creating local job opportunities and are the backbone of local communities," Ms Shiff said.

APTS was established to improve safety and customer satisfaction levels through the pressure testing industry and has a state-of-the-art laboratory that provides calibration and repairs for pressure and temperature instrumentation.

Telstra Business Awards judges said APTS was a well-managed business with a "can do attitude," that had developed an industry leading software program to compile and track testing activities. The business had strong growth and future prospects as well as solid contracts and client relationships.

Mr Steve Rust, Managing Director of Panasonic Australia, said: "Panasonic applauds the innovative spirit, customer focus and openness to new business opportunities that APTS has demonstrated. It has always been Panasonic's belief and action that the path to transforming great ideas into business success is inspiration, coupled with hard work and determination, and APTS has certainly demonstrated this."

RePipe Pty Ltd's co-founders Jaqueline Outram and Scott Baggs employ "keyhole" technology solutions and advanced risk management systems that enable the replacement of old or overburdened underground pipes and eliminate up to 95 per cent of the excavation work and environmental disruption normally associated with upgrading the pipes.

TBA judges said RePipe's solution was innovative and environmentally friendly, adding that the business had "revolutionised its industry" and modified its technology to make it more commercial and applicable for clients.

Peter Nicholas, Director of Customer Value at AMP, said: "AMP would like to congratulate RePipe for winning the AMP Innovation Award. At AMP we believe that business success is



about owning tomorrow, and this business has done just that, innovating today for an even more successful tomorrow.”

The winners of the 2011 Telstra Western Australian Business Awards are:

**Telstra Western Australian Business of the Year**

Australian Pressure Testing Services (APTS)

Henderson

**Business Owner Micro-Business Award**

Veritas Engineering Pty Ltd

Perth

Launched in 2006, Veritas Engineering provides Maritime Security Identification Card (MSIC) processing and management services to major Australian ports and more than 200 domestic and international clients in offshore oil and gas facilities.

**MYOB Small Business Award**

Gnarabar

Gnarabup

Anthony Janssen was 23 when he took over a Margaret River hospitality business, drawing on the support of GenY friends. He has grown the business into a niche bar and restaurant network, with an outdoor catering arm, that is popular with locals and tourists alike.

**Panasonic Australia Medium Business Award**

Australian Pressure Testing Services (APTS)

Henderson

**AMP Innovation Award**

RePipe Pty Ltd

The Vines

**Yellow Pages Social Responsibility Award**

RePipe Pty Ltd

The Vines

**Telstra Regional Business Award**

Gnarabar

Gnarabup

**The BlackBerry® People’s Choice Award**

Vector Lifting

Cockburn

Vector Lifting is a major supplier of sophisticated lifting and railway maintenance equipment. Its clients include the three biggest iron ore miners in the Pilbara and railway corporations in Australia and Japan.

Adele Beachley, Research In Motion (BlackBerry) Managing Director for Australia & NZ, said: “At BlackBerry, we thrive on innovation and collaboration and we’ve been inspired by the level of service, values and strength of business that Vector Lifting has demonstrated.”

The winners of the WA Business Awards will be judged against category winners from other states and territories in the lead up to the national Telstra Business Awards to be announced in Melbourne on 26 August. Winners of the 2011 Awards receive a share of \$500,000 in cash and prizes and become part of an exclusive national business alumni.

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