

Share your experience and knowledge



taking care of business is a program designed for men and women executives to discuss business challenges and strategies, develop broad networks and maximise business and personal performance.

Dinner meetings run monthly, March to November. Highly experienced business leaders who are specialists in their field are our guest facilitators, who promise to challenge and inspire you!

taking care of business membership provides automatic inclusion into the BoardDirect register for Board opportunities and Board placements.

Contact **Donny Walford**
donny@dwbottomline.com
 08 8333 4303 for more information



taking care of business

Newton acquires Cousins to extend northern reach



Daniel Phillips, Newtons Building and Landscape Supplies Business Manager

Materials supplier, Newtons Building and Landscape Supplies has expanded with a significant investment into a new Building and Landscape Supplies Depot at Evanston.

"We bought an existing business and took ownership four weeks ago and are very excited with the opportunities having a second yard presents," says Newtons Building and Landscape Supplies Business Manager, Daniel Phillips.

"We have changed the existing name (Cousins Garden Supplies) to Newtons Building and Landscape Supplies and are essentially going to replicate what we do at Newton in our new yard at Evanston.

"The expansion was a significant investment, as with any purchase you have a degree of caution and risk and we didn't make any decisions lightly. Our decision-making process involved meeting with the local council, a number of our key suppliers and our accountant."

Daniel says Newtons had been thinking of an expansion for about a year.

"With the continued expansion of the northern suburbs we were somewhat limited in our ability to service our existing customers in the greater north at the required competitive rates," he says. "The options we considered were to buy a vacant block of land and setup a satellite store, develop an existing commercial site or purchase an existing Sand and Metal Depot.

"For us purchasing an existing business was the most desired outcome; it has existing infrastructure, existing customer base and as we were working with Cousins Garden Supplies the transition was seamless.

"The two yards will enable us to service our customers with efficient and effective deliveries at a competitive rate. With a fleet of 30 trucks we now have the ability to work out of both locations and eliminate the down time of trucks by cutting down the time they travel without a payload.

"We are going to be adding a number of new products to the existing product offerings; we essentially would like to replicate what we do at Newtons in the new store at Evanston. We will be introducing products like Rainwater Tanks, Pumps, Irrigation as well as Stormwater and Drainage products and much more.

"We will be doing this while respecting the existing Cousins Garden Supplies brand. Cousins is a 20 year old business and is very well known in Northern Adelaide."

The six staff working at Cousins have all continued their employment with Newtons Building and Landscape Supplies.

"We are very happy with their decision to continue on with us as they are all very experienced and have a great understanding of the local area and the customers," Daniel says.

"We don't have immediate plans for more expansion at this stage we have our hands full settling into Evanston."

[Publisher's Note: Daniel Phillips is a past participant of the Young Business Leaders program. As you can see, young Daniel has made a significant impact on his workplace! Well done mate, we are all very proud of you. To enquire about getting involved – call Heather McCulloch on 08 8417 5530. Adelaide needs every young leader we can lay our hands on!]