

Legend lands \$7m NXP deal

LEGEND Corporation subsidiary Hendon Semiconductors has signed an exclusive \$7 million deal to supply integrated circuits to Netherlands-based NXP Semiconductors.

The three-year deal confirmed a previously "informal relationship" between the firms, said Hendon Semiconductors' business and product development manager, Steven Fraser.

"(NXP) wanted more security in terms of the supply of parts," he said.

"The deal is already starting to reap benefits for us and it also forges a strong relationship," Mr Fraser said.

Profits up at chicken franchises

FRESH chicken chain Lenards has reported gross profit at its franchise stores rose 52.44 per cent to \$145 million in 2008-09.

The average annual operating profit of a franchise rose 12.2 per cent while average sales increased 2.19 per cent.

Chief executive Bruce Myers said the results were exceptional considering the economic climate.

"We are beginning to see the results of focusing our energy into increasing operating profits as the first phase of (a growth) plan, with our next step to look to growing sales, followed by customer numbers," he said.

Paper cut no sore point at Elders

VALERINA CHANGARATHIL

ELDERS Insurance has teamed up with Scan Conversion Services to boost staff productivity through a document management system.

The insurance services provider, which is being bought by QBE, is undertaking a feasibility study to roll out Scan Conversion's Motor Claims Imaging system to its 120 offices across Australia.

A six-month trial at its Adelaide headquarters has helped increase staff productivity by up to 15 per cent, Elders Insurance national operational services manager Brenton Crabb said.

"We are doing proof of concept at the moment and the decision depends on feasibility, and also depends on what comes out of the takeover," Mr Crabb said.

"We have put in a bit of work into understanding the processes prior to implementation of the system," he added.

The MCI system is custom-designed and incorporates scanning, workflow, storage and retrieval for about 18,000 claims a year. The system is a breakthrough for the motor insurance industry, Scan Conversion Services managing director Richard Bates said.

"The system integrates faxes and emails with the in-house insurance systems to create an electronic data stream that replaces the need to print records," Mr Crabb said.

Elders Insurance processes more than 35,000 motor vehicle claims a year, from the company's network of 500 author-



EFFICIENT SWITCH: SCS's Richard Bates and Elders's Brenton Crabb.

Picture: NAOMI JELICOE

ised insurance reps and staff in 145 offices across Australia.

"It has helped with bandwidth pressures, storage issues and remote access. It has helped reduce a lot of the

inefficiencies," Mr Bates said.

The easier search, analysis and reporting, and flexible work arrangements have also led to a "green" advantage with less paper being used.

Venturing to the home of capital

RUSSELL EMMERSON

THE future of South Australia's family business and venture-capital industries could be wrapped up in one person: Ashington Private Equity managing director Kent Aughey.

Mr Aughey will take leave from his new role as the state chairman of Family Business Australia, which began August 1, to attend a global Venture Capital Conference in Atlanta, Georgia next month.

He and Terra Rossa adviser Roger Voyle have won scholarships to attend the international event.

"The United States is the home of venture capital and to listen and learn and network with people in that space is incredible," Mr Aughey said.

"The more you can see, the more you can hear about best practice and what's happening around the world, the better it

“To listen and learn and network with people in that space is incredible.”

— KENT AUGHEY



is for us here." SA Centre for Innovation chief executive Greg Boundy said the U.S. program, now in its 35th year, provided a great career opportunity for industry professionals.

"The scholarship holders will meet and learn from the best in the business and build international venture capital bridges to South Australia," Mr Boundy said.

"This is particularly relevant now that the investment world has been shaken in recent times with the Global Financial Crisis. Great companies can be born in

these times and the well-trained professional investors can recognise these opportunities."

Mr Aughey, who is also on the board of the Australian Dance Theatre and is tipped to head up the SA Angel Investors management committee, said he would use his role as the new state head of Family Business Australia to push its presence in regional areas.

"It will be good to get out there and let them know FBA is here, not as a commission drive, but to help people," he said.

Monax appoints new MD

MONAX Mining has appointed Gary Ferris managing director, starting in September.

Mr Ferris is the former managing director of InterMet Resources, the company which was taken over by Hillgrove Resources last year.

He also recently headed up PepinNini Minerals' Queens-

land exploration program. Mr Ferris is a geologist with more than 18 years' experience.

Adelaide-based Monax has a suite of exploration projects, including the Punt Hill copper and gold prospect north of Port Augusta.

Monax shares closed steady at 7c yesterday.

\$30m start for water works

SA WATER will begin preliminary work on connecting Adelaide's northern and southern water supplies, with \$30 million approved for the project.

In 2007, the State Government said \$403 million was needed for a north-south project to connect Hope Valley and Happy Valley reservoirs with a

large-diameter pipeline. However, the Government now says that modelling has determined that the two reservoirs can be connected with smaller pipelines and additional pumping stations.

SA Water is unsure if the changed plans will result in lower construction costs.

Forestry investors back plan for assets

TREVOR CHAPPELL

GROWER-INVESTORS in the forestry projects of failed managed investment scheme operator Timbercorp have voted in favour of a non-binding proposal to allow the group's liquidator a power of sale over its forestry assets.

Liquidator Mark Korda, of KordaMentha, said yesterday more than 95 per cent of voting grower-investors favoured the proposal.

Grower-investors had met in Melbourne on Friday to consider the proposal, with voting permitted until 4pm yesterday. Mr Korda said he had a mandate to pursue a program to either sell or recapitalise Timbercorp's forestry assets.

"We have already received interest from more than 50 parties, and we will now work towards securing final bids by September 18, with the transaction to be finalised by September 30," he said.

"We are confident a competitive process will result in the best outcome for growers."

Mr Korda will apply to the Federal Court this week to secure power of sale over assets. About 10,000 people invested \$800 million in Timbercorp's forestry schemes before it went into administration in April.

Free sessions
Fair Work Act - what you need to know!

Business SA will be conducting free information sessions on the Fair Work Act for businesses and their employees in metropolitan and regional areas.

Find out what has changed and how the changes will affect business, employees and the workplace.

The sessions will commence in mid August and run until December 2009.

For more information or to register call the Business SA Customer Service Centre on 08 8300 0103 or visit

www.business-sa.com/fairwork

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