



BUSINESS GROWTH GRANTS & BUSINESS EVALUATION

ALLIED GRAIN SYSTEMS PTY LTD - from little things, big grain silos grow!

Customer Story

Entrepreneurs' Programme provides invaluable support for manufacturing company in country NSW



Business Adviser Richard Everson, centre, talks silo engineering with Allied's Jordan McGlenn and founder John White.

Allied Grain Systems designs, manufactures and installs grain storage and grain handling systems.

The company was established in 2004 by John White. With their head office in the small but busy cherry-growing town of Young in country NSW and an office in Toowoomba, Allied Grain Systems employs 45 people and services grain farmers and handlers right across Australia.

Since 2004 the company has grown and they now regard themselves as one of the leading players in their field, increasing their annual turnover from \$200,000 to \$14 million.

They are now one of the biggest suppliers in Australia of on-farm grain storage silos and have their silos located throughout Australia, with the exception of the Northern Territory.

They obviously know their product and their market, but John is a big believer in giving credit where credit is due, recognising the Australian Government's Entrepreneurs' Programme for helping him and his staff take the business to the next level.

John became aware of the Entrepreneurs' Programme after listening to Richard Everson, a Business Adviser with the Entrepreneurs' Programme, give a presentation to the Young Shire Economic Development Committee.

"We talked about the programme and our eligibility. According to Richard we fitted the criteria quite well. We were a company looking to expand and go ahead."

JOHN WHITE, DIRECTOR, ALLIED GRAIN SYSTEMS PTY LTD

"I found the Programme makes you really think about what your company needs. It was just like having your big brother come in and talk to you about your business and how you went about it and what you could do and what you could improve. With the Entrepreneurs' Programme, we definitely know that it has increased our revenue."

John said he recommends the Entrepreneurs' Programme to other businesses.

Allied Grain Systems has accessed Business Growth Grants worth \$20,000 under the Entrepreneurs' Programme, as well as the initial Business Evaluation service which helped John focus on key initiatives and re-invigorate the business and his goals.

Allied Grain Systems used the funding to offset 50 per cent of the costs associated with some key business development projects.

As part of an overall brand refresh, John commissioned a new logo design – which is now featured on staff uniforms, stationery and marketing collateral.

Funds were also used to develop plans for the facility upgrade which is now underway.

Perhaps the most impactful project was Allied Grain System's 'Company Days'. John engaged a leading industry professional to spend two days with his team, delivering world-class industry and professional development insights.

Richard Everson said the Business Growth Grants are an excellent tool for businesses and cites the growth and strength of Allied Grain Systems as a perfect example of why companies should look at the Entrepreneurs' Programme for assistance.



Allied Grain Systems sits at the very top of their field – they are one of the top companies in Australia making grain silos and grain handling equipment.

“We ask a lot of questions, we put a lot of options in front of business owners and their management teams, we help them look forward and that’s really valuable, to take that 3-5-year-view, and then we help them identify strategies and priorities to move the business forward.”

RICHARD EVERSON, BUSINESS ADVISER,
ENTREPRENEURS' PROGRAMME

“It’s just been great to be able to encourage John and give him some direction, help him with the prioritising, find a few different ways to make things happen. To come back and see what’s been done at Allied Grain Systems and see how proud John is with what he’s achieved, it’s really satisfying”.

Visit Allied Grain Systems Pty Ltd

Entrepreneurs' Programme

The Entrepreneurs' Programme is an Australian Government initiative to improve business competitiveness and productivity.

The Business Management element provides experienced Business Advisers and Facilitators to review business operations including business direction, strategy, growth opportunities and supply chain.

[Growth Services](#) provides access to advisers who assist businesses to develop strategies and execute processes to grow. The Business Advisers introduce new thinking, drive innovation and provide guidance and mentoring including access to external expertise, networks and other assistance to deliver transformative growth.

Check your eligibility by visiting the [Entrepreneurs' Programme](#) or call **13 28 46**.