

Yarrowonga Firm Wins Work Previously Bound for New Zealand

November 2009

A significant manufacturing contract that was previously placed in New Zealand has been awarded to a Yarrowonga firm after it was nominated as a local alternative for the work by the Industry Capability Network (ICN).

Melbourne-based toy and figurine company Real Entertainment and Collectables approached ICN seeking a capable local company to supply 250 specialist toy vending machines. Nev's Cabinets in Yarrowonga was nominated by ICN, a Government-funded organisation that supports local industry by matching businesses with opportunities where their products or services are required. The multi-award winning Cabinet Maker was subsequently awarded the \$350,000 contract.

Real Entertainment and Collectables sells high quality collectable toys and figurines such as Pokemon, Disney, Nintendo, Nickelodeon and Hello Kitty products and is the exclusive Australian distributor for Tomy Gacha products and machines. Director Andrew Janka is delighted that ICN was able to identify a suitable Victorian supplier that met his requirements and allowed him to place the contract locally:

"We are an Australian owned and operated family business and we use local suppliers and manufacturers whenever and wherever we can," Mr Janka said. "Nev's Cabinets in Yarrowonga impressed us with their quality and attention to detail. We're pleased to be doing work with them."

According to the Nev's Cabinets owners, Nev and Cath Hargreaves, ICN's assistance was pivotal to their company winning the work:

"ICN was able to promote us for this job and is out there selling our businesses capabilities every day." Ms Hargreaves said. "ICN plays an important role promoting and supporting local businesses and Australian industry and we'd recommend other manufacturers take advantage of their services."

ICN's Hume Regional Manager Tammy Atkins said Nev's Cabinets was a great example of how regional businesses can be just as competitive as their metropolitan counterparts and even, such as in this case, New Zealand rivals:

"Nev and Cath have built a business that's client driven, quality focused, technologically advanced and professional."

Ms Atkins encourages other businesses from the region to register with ICN's Regional Industry Link (RIL) program:

"ICN matches buyers with suppliers and assists businesses to access opportunities both locally and further a field." Ms Atkins said. "RIL is available to businesses of all sizes across all industry sectors and

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registration is free at www.regionalindustrylink.com.au. Registered businesses receive automatic notification of relevant business opportunities and can register their interest against selected major projects around the State.”

Businesses interested in accessing opportunities through ICN can contact Tammy Atkins on 0488 325 495 or register online at www.regionalindustrylink.com.au

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