

Advertising Feature

Successful Businesses Review: best industry leaders and innovators 2008

# Trio on track with approach to business

RELATIONSHIPS are the key to business success.

Building and maintaining successful relationships with clients and partners is how local firm Contour Consulting Engineers has positioned itself for growth – even in difficult economic times.

"Monitoring local conditions; identifying opportunities; and diversifying markets where possible, has been crucial to the company's evolution," business development director, Brett Thomson, said.

With head office at Kawana Waters, Contour Consulting Engineers has the capacity to undertake projects throughout eastern Australia and the South Pacific, with offices in Caboolture, Mackay and Vanuatu.

"A unique one-stop-engineering-shop makes doing business with Contour easy and cost-effective which is why there are several more regional offices earmarked to open by 2010," Mr Thomson said.

With award winning practice areas in civil, structural, hydraulic, environmental, traffic, mining and legal engineering, Contour certainly has a success story to tell.

One example of their efforts is at Corbould Park Racecourse and its soon-to-be-released state of the art track lighting and Australia's first cutting edge synthetic track that will allow racing to continue in rain fall up to 100mm/hr.

Caloundra is not the only city to



TEAM WORK: Brett Thomson, Chris Fulcher and Tony Shelley of Contour Consulting Engineers.

benefit from visionary engineering solutions which enhance community access, provide more local entertainment, generate tourism and provide a boost to local economies.

Contour is currently delivering Toowoomba's Clifford Park race course's cushion track and track lighting upgrades.

"Our passion is helping our client's

realise their vision," Mr Thomson said.

"A quality assured process is vital but it is the end product, and how that contributes to the lives of the people in our community, that drives what we do.

"People and relationships matter. That is why we build bridges after all – so that we can connect."

Being able to supply hydraulic, legal, traffic and environmental engineering expertise is a tall order, but with experienced, trusted and dedicated specialists at the helm, Contour provides exceptional value.

The Contour team is visionary in business – not just theirs but, more importantly, their clients, which gives a great deal of comfort to businesses

of all shapes and sizes.

Contour Consulting Engineers was recently awarded a Highly Commended award in the engineering category at the 2008 Sunshine Coast Excellence in Business Awards.

**Contour Consulting Engineers, PO Box 474 Buddina. Phone 54939777 or visit [www.ContourCE.com.au](http://www.ContourCE.com.au)**

## Excellence in Business:

# Back to back wins for the Shine Beauty team

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Shine Beauty continues to sparkle, taking out back to back wins in the Sunshine Coast's Excellence in Business Awards at the prestigious 2008, gala presentation event.

The win has cemented a very successful 10 years in business for the Shine team and 'two' is the company's new lucky number, say the two business owners Tania and Joel Turner.

"Winning such a prestigious award for the second year in a row means such a lot to us."

"This award is recognition for our staff's ongoing hard work and effort and confirmation that our commitment to our customers and solid business principles shines through."

The couple, who together run the successful South-East Queensland business from head office in Caloundra, have two retail stores in Brisbane and another two stores on the Gold and Sunshine coasts.

The two business owners bring two unique talents to

Shine – Tania with her background in beauty therapy and Joel with his background in corporate advertising and marketing.

"We compliment each other so well," says Joel. "While we come from completely different business backgrounds, our talents and experience have melded perfectly to create Shine. And, by surrounding ourselves with great staff, our business continues to prosper."

Joel says 2008 has been a really big year for Shine.

**"Winning such a prestigious award for the second year in a row means such a lot to us."**

"Firstly we established our fifth site – our head office facility in Caloundra, then we launched an all-new website and upgraded features of our Smart support web system.

"Shine also launched a new employee career/salary program called the 'Premier' program that has three status

levels and nine pay levels that can be achieved, and establishing our head office has been a positive move for our company and loyal staff and we have experienced strong sales growth again this year" Joel says.

"In July and October, two new major key supplier beauty product agreements were signed with Thalgo and Vagheggi and, at salon level, the Shine treatment menu was re-designed to include many new treatment categories such as Spa Therapy, SFM – Shine for Men and 'Dream treatments.

"Looking back, we have achieved so much in the past 12 months. And the future holds even more business growth for Shine with our plans to expand and franchise the Shine brand."

**FOR MORE INFORMATION:**  
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Excellence in Business: Tania and Joel received their prestigious award for a second year in a row.



Image courtesy of Thalgo.