



2004 GOLD RHINO WINNER **Barson**



From humble beginnings in Dubbo in 1992, high profile consultancy firm Barson is one of the City's business success stories.

Since it won a Dubbo Chamber of Commerce Gold Rhino Award in 2004, the business has doubled in size – and today operates in four regional centres, employing 44 staff in-house.

In 2004-2005, Barson made the Business Review Weekly's Fast 100 list, which recognises Australia's fastest growing small businesses.

Owned by Directors Richard Noonan, Luke Morris, Jim Sarantzouklis and Matt Brown, Barson services regional NSW and interstate clients, offering building design, town planning, geotechnical, civil and structural engineering, surveying, environmental and project management services.

"We have come a long way and our four directors are proud to say that the business has achieved what we set out to achieve more than two decades ago," Mr Noonan said. "While there's been a lot of ups and downs along the way, it has been a great ride!"

Reporting growth every year since it commenced operations in Dubbo, Barson has expanded to Bathurst, Mudgee and Parkes, evolving into a full-service, multi-disciplinary engineering consultancy business, offering a level of technical expertise that few others in regional NSW are able to offer in one place.

"We are particularly proud of our reputation for professionalism, technical excellence, innovation and personalised service and our clients recognise it, coming back again and again," Mr Noonan said.

He said Dubbo was the obvious place to start and grow the business.

"The City is centrally located and has a good level of services. We have an excellent base of existing clients and we are able to share with them their many successes," Mr Noonan said. "Our main office is still situated within Riverview Business Park in Darling Street, where we've been for 16 years, and our Lab is located on Yarrandale Road.



2004 GOLD RHINO WINNER Barson



"Our clients are residential and commercial developers, civil contractors, local government, state and commonwealth agencies, educational and health institutions, mining companies and individual residential clients."

Mr Noonan said working smart – not necessarily long hours – was one of the business's secrets to success. "We focus on balancing work and family life...and that means being efficient with your time and getting the right people around you who are passionate about what they do," he said. "We really encourage flexibility in the workplace."

Barnson also believes a strong local business community has played an important role in helping Barnson achieve success. "We need one another to survive in the business world. We can all learn from each other and help each other to succeed," Mr Noonan said.

Jim Sarantzouklis has been a Dubbo resident all his life and an owner of Barnson for about eight years. He believes strong links and communication between the business community and local government was important.

"Dubbo has been strong in this area, and this should remain a focus," Mr Sarantzouklis said.

"We have grown our business every year since starting. The Dubbo and Central West region has allowed that to happen due to expanding markets for our services in the area.

"Our contacts with other local businesses have also helped us to grow. And the Chamber's work in fostering this collaboration has been invaluable."

Finally, Mr Noonan said he had learnt many lessons throughout his career but one in particular stood out:

"Don't over react if you miss out on a project," he said. "Better to thank them for the opportunity and know they will give you another go because you are playing for the long-term."