

Helping to cut costs through service

A company that prides itself as being a one-stop trade shop is assisting businesses to operate more economically

Trade services company Neil T Fallon is experiencing significant growth as businesses look to cut back on costs and become more energy and water efficient.

The company delivered 25,000 projects last year, the most in its 50-year history.

Managing director Mark Denning says the company has helped thousands of commercial and government clients save power and water at sites including schools, high-rise towers and the Mater Private Hospital Brisbane.

The Neil T Fallon team has retro-fitted 3000 twin-flush toilets and 17,000 flow restrictors and installed 100,000 fluoro lights. The staff also has conducted more than 500 water audits at homes and businesses.

"We provide a service that not many of our competitors offer in Brisbane," says Denning.

"We offer a one-stop trade shop using employees, not sub-contractors, and we can offer most of the maintenance tasks that a commercial business requires."

The team can deliver thermographic survey and safety reports, energy efficient



lighting options, office upgrades and fit outs, maintenance to air conditioning systems, backflow testing and installation, water efficiency inspections, water leak repairs and general plumbing and electrical repairs.

Denning says the company's growth has included new technology with the fleet of 50 service vehicles directed by satellite tracking.

"Without technology we would not have been able to scale the business and our point of difference, which is professional

service, would have faltered," he says.

Denning bought the business from Neil Fallon in 2005 and has been responsible for diversifying it from a background in electrical services. He is determined to uphold the stellar Neil T Fallon reputation.

"The majority of our work comes from repeat business and referrals," says Denning.

"Neil Fallon's original focus on service and reliability, established in the 1960s, still works a half century later."



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