

AS SEEN IN

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(1) 48 x 2000w Phillips arenavisions or 100,000 watts of lights on a 40 m pole at Corbould Park (image by Paul Smith) (2) Neil Fallon, Nathan Gundry & Mark Denning (3) Photoshoot at Mount Cool-tha with Brisbane in the background. Images supplied by Fallon Sevices and Paul Smith

halfcentury

Neil Fallon established his eponymous electrical services business in 1962 at the tender age of 21. Fallon Services is now celebrating 50 years in business, 25 of those in West End.

Fallon decided to sell the electrical business on his 65th birthday in April 2005 to Mark Denning who attended school in West End and used to row at South Brisbane each day. "I remember during my days at Brisbane State High School seeing the vans around West End; the business had a good reputation and had been around for a long time," Mark said. Neil has now retired and is enjoying a life of golfing, boating and being a grandparent. He was president of Brisbane Golf Club for a period after he retired.

Prior to his current role as managing director of Fallon Services, Mark Denning was constantly travelling with work and never at home. "I decided that I wanted to be home more with my young family so I spent six months searching for a local business to buy. I always wanted to own my own business," Mark said. Since Mark took over, the business has not only maintained its reputation but has gone from strength to strength, increasing from an average of 10,000 jobs a year to a record 21,500 last year. Mark says the increase is partly due to the inclusion of other trades but also savvy business practice. "Neil used two-way radio in his day which was quite advanced for the time," Mark said. By keeping abreast of trends, the business has been able to grow through advances in technology. The system Mark has implemented enables the tracking and managing of vans in

such detail that the fleet runs at maximum efficiency.

Fallon Services, which works in maintenance, trade services and construction, has trained hundreds of apprentices and even won apprentice of the year in 2005. "Many of our staff go on to establish successful electrical and plumbing companies in Brisbane," Mark said. The business prides itself on a high standard of commitment to clients, which Mark says has not wavered in 50 years. After the floods ravaged Brisbane in 1974, Neil did free work for customers who could not afford to pay for the initial cleanup. Whilst Fallons did not offer free services during the 2011 floods, they did work hard to restore power to hundreds of homes and businesses, with staff working long hours in "gruelling conditions", says Mark. "We were contracted to repair the lighting and electrical on six of the ferry terminals wiped out by the flood."

Mark says the business's can-do mentality is what gained Fallon Services its good reputation. "The majority of work comes from repeat business and referrals," he said. After 25 years of being in West End, Mark says they couldn't be happier located in the beautiful suburb. "It is such a beautiful area, just to go for a walk or a run and you have so many choices of good restaurants."

BY NATHAN SAUER

