

CUSTOMISED FINANCE - THE KEY TO BUSINESS GROWTH

Peter Campbell Earthmoving (Aust) is a fast growing contractor based in South East Queensland. They offer a wide range of low hour earthmoving equipment with customised solutions on both a wet and dry basis to suit their clients' requirements.

With uptime of 95% availability on the fleet, the company is in high demand to keep supplying more and more equipment to the country's leading miners and contractors.

A key differentiator for Managing Director, Peter Campbell is his fleet of low hour Caterpillar equipment. From one of Australia's largest fleets of Scrapers through to Graders, Dozers, Trucks, Loaders and Excavators - ongoing access to capital is essential for the continued growth of his business. To facilitate his funding, Peter works closely with Semco Financial's Director, Paul Ireland in Sydney.

"We've experienced high growth at a time of tightening credit markets, but Paul takes the time to understand our business and has been able to work closely with lenders to keep funding our equipment", Peter states. "He has taken the hassle out of finance so that we can keep our focus on satisfying our customers" he goes on to say.

Having spent time in senior management roles at some of the country's largest lenders, Ireland understands what financiers want to see when assessing a client's credit worthiness.

"In this market, it's crucial that businesses in this industry seek out experience and expertise to help solve their funding requirements. Loyalty to one lender can be limiting and in many cases businesses don't have a fallback option" Ireland says.

Many customers are referred to Semco Financial because they have been knocked back by their traditional lender. "In the majority of cases, these are good businesses but they have reached an exposure level where their financier can no longer support them" says Paul. "By working with an experienced broker with industry experience you may find you will be better off and you can offload the hassle of dealing with the bank directly.

For further information please visit www.pcea.com.au and www.semcofinancial.com.au.

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Image files attached:



Peter Campbell Earthmoving (Aust) offers a wide range of low hour earthmoving equipment



Peter Campbell Earthmoving has one of Australia's largest fleets of scrapers, graders, dozers, trucks, loaders and excavators.

