



Simeoni

Accountants • Advisors • Auditors

GUIDING • ASSISTING • ACHIEVING

CLIENT SUCCESS STORY

“Paul and his staff take a personal interest in us and for this I will always be Paul’s greatest advocate.”

Business: EPIC INTERIOR GROUP
Owners : Sam & Anthony Galluzzo
Activity : Design, install and supply plasterboard, glass and other interior wall materials
Location : Gladesville, NSW
Employees : 72

HISTORY

The “Epic Interior” business was founded by Sam Galluzzo in 1992. It consisted of two partners, and the type of work was small residential renovations. Turnover was about \$150,000 and the clients consisted of DIY renovators and questionable builders.

Director, Sam Galluzzo explains, “Price sensitivity was our biggest advantage as we had very little overheads. We worked over 60 hours a week and at times struggled to get paid while operating out of a bedroom in my parents’ home.”

HOW SIMEONI HELPED

“Paul was able to mentor and show me the value of operating a good business. We went through certain objectives to improve the business, such as focus on the market we want to be in, be more discriminating on the clients we want, stop working on the tools and focus on training a team to do the work. Paul showed us the benefit of being professional and to separate us from the thousands of “gyprockers” in the market.

The greatest advantage Paul was able to give us was confidence and reassurance in attaining our goals. The step by step programs and goals allowed us to move at a comfortable rate.”



TODAY

“We have purchased a professional location at Gladesville with about 72 employees and dealing with large quality clients. We are in the top 10 largest companies in our immediate industry in Sydney, with a great reputation in getting the job done on budget and on time. Our recall for rectification is one of the lowest in the industry, which supports our quality in work and design. Work has never been more satisfying or profitable. Considering where we started from, my reputation and status amongst my staff and industry has never been greater.”

FUTURE

“With the assistance of Paul and his team we have set some challenging goals over the next five to 10 years. We want to be in the top three in our industry. Cash flow and capital will be our greatest obstacles in the future. Simeoni & Co has assisted us with a plan including a number of available options. We also have a number of opportunities in business and investments available to us, due to our size and capacity which we will require more guidance from Paul and his team.”

“I have recommended either directly or indirectly over 20 clients to Simeoni & Co over the years and the feedback is all positive,” says Sam.

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